

AMERICAN ASSOCIATION OF PROFESSIONAL LANDMEN

Local Association Award

Best AAPL Director's Communication
(During Calendar Year 2020)

Awards Committee Evaluation Form

To be completed by Local Association

Local Association Name: Tulsa Association of Petroleum Landmen

Name of Director: Adam W. Robinson, CPL

Month Communication Presented: September 2020

Number of Members in Local Association: 304

ATTACH THIS ENTRY FORM TO COPY OF AAPL DIRECTOR'S COMMUNICATION
(No comments or further explanations will be considered)

To Be Completed By Awards Committee

The following criteria are listed to assist in the evaluation of the AAPL Director's Communication.

<u>Criteria</u>	<u>Points</u>	<u>Score</u>
OBJECTIVITY: Was communication presented in an unbiased manner?	0-6	_____
CLARITY: Were board actions, professional and AAPL issues clearly communicated?	0-5	_____
ANALYSIS: Were key issues identified and concisely presented?	0-5	_____
OVERALL PRESENTATION	0-5	_____
	Total Points	<input type="text"/>



TULSA
Association of Petroleum Landmen

AAPL DIRECTOR'S REPORT FOR THE TULSA ASSOCIATION OF PETROLEUM LANDMEN

Virtual – September 12, 2020

The AAPL Quarterly Board Meeting was supposed to be held in Acme, Michigan but due to restrictions from Covid-19 AAPL decided to hold the Board Meeting virtually. The following notes are only a portion of the meeting. Should any member like to discuss more in detail, then please feel free reach out to me.

AAPL By The Numbers

- 11,489 AAPL members (as of 8/24/20 – compared to 14,254 same time last year)
- 4,868 CPL's, RPL's, and RL's (as of 8/24/20 – compared to 5,181 same time last year)

Education

- **GOOD NEWS!** AAPL/TAPL will have the CPL/RPL Exam in Tulsa on Friday, November 13, 2020 – Due to Covid-19, the review will not be part of the exam – exam only. Sign up today!
- **Recertification Extensions:**
 - RL's – Certification Committee authorized a 90-day extension with certification expiration dates of 3/31/20 – 12/31/20 to earn required recertification credits.
 - RPL's & CPL's – there is already a 90 day "grace period" to meet recertification requirements; however, the Certification Committee has authorized a 90 day extension (total 180 days) with certification dates of 3/31/20 – 12/31/20 to meet recertification requirements.
- Keep an eye out for the latest AAPL Education Seminars – emailed periodically and found in the TAPL newsletters.
- **Any educational oil and gas items that we should approach the Educational Foundation to help pay / promote in the Tulsa Area? Contact me with ideas.**

NAPE

Summer 2020 NAPE – Virtual event

- Summer NAPE was completely online – August 11-27, 2020
- Keynote Speaker: Karl Rove.
- Attendees = 1501
- Exhibitors = 181
- Prospects = 417
- Sponsors = 9 (\$38,000)
- During these tough times, NAPE did a great job modifying this great event and did well under the situation.

Summit (Winter) 2021 NAPE – Planning for "normal" in-person NAPE but planning for a possible hybrid depending on Covid-19.

- February 8-12, 2021 in Houston, TX
- Registration will be opened soon
- Keynote Speaker: Tom Jordan – President & CEO, Cimarex
- NAPE Charities Luncheon: James Mattis, Former Secretary of Defense and retired Marine General

Financials

As the negative impacts continue from Covid-19, AAPL believes we will experience a significant downturn that may last up to two years. In fact, AAPL is anticipating a loss between \$1.4 and \$4 million for this fiscal year. Fortunately, saving and investing over many years have allowed us to weather these difficult times. No plans to cut any benefits to the members. The following are accounts associated with the AAPL and the dollar amounts as of 6/30/20:

- Total Assets = \$38,682,950 (down from \$40,110,013 as of 6/30/19)
- AAPL, Inc's Investment Accounts = \$30,999,467 (up from \$30,044,461 as of 6/30/19)
- AAPL Educational Foundation, Inc. = \$4,331,244 (down from \$4,394,565 as of 6/30/19)
- Landman Scholarship Trust = \$7,770,990 (down from \$7,811,987 as of 6/30/19)
 - Landman Scholarship Trust gave out 39 scholarships last fiscal year totally \$196,000.

Committee and Other Items to Note

- AAPL looking for feedback. AAPL is currently drafting a membership survey that will go out this fall. This survey will provide insight as to members perception on benefits and the association. This will go out annually to provide constant feedback. Please be on the look out for it!
- **DOWNLOAD the new mobile app!** Similar information that is on our website. Very handy!



- The website has federal and state bill tracking information. This is updated monthly – very good information.
- Here is your new 2020-2021 AAPL Executive Committee.
 - President: Lester A. Zitkus, CPL
 - 1st Vice President: Jim Devlin, CPL
 - 2nd Vice President: Nancy McCaskell, CPL
 - 3rd Vice President: Marc S. Tate, CPL
 - Treasurer: Kyle Reynolds, CPL
 - Secretary: Andrew Cooper, CPL
- **CONTRACT CENTER: Keep an eye out for this!** More and more documents/contracts are being made available through the AAPL website and downloadable from Contract Center. A second round of forms has been approved and funded for preparation – NPRI Ratification and Pooling. Production Sharing Agreements, Participation Agreements, and Purchase and Sale Agreements are in the works! *Membership has its benefits!*
- Contract Center's price has been decreased to \$250 per year (originally \$375) for members.
- Professional Development Assistance: Did you know? AAPL will provide up to \$300 per educational event, twice a year per member in reimbursement. There is no "need" base requirement for the reimbursement and any active member in good standing can apply.
- Need Ethics Credits? AAPL has the new Ethics videos online. There are 16 new videos with a low cost of \$25 per video.

Next board meeting will be in Napa, California – December 11-13, 2020 (or virtual).

These are challenging times for all of us. Be careful and stay safe! Feel free to reach out to me at arobinson@olifantenergy.com with any comments or questions. It is a pleasure to serve as your TAPL representative on the AAPL Board.

Best regards,

Adam W. Robinson, CPL