AMERICAN ASSOCIATION OF PROFESSIONAL LANDMEN

Local Association Award

Best Member Communication

(During Calendar Year 2023)

Awards Committee Evaluation Form

To be completed by Local Association	
ocal Association Name:	
lember Name:	
itle of Communication:	
Pate Presented or Month Published:	

OR ORAL TRANSCRIPT (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 Member Communication.

<u>Criteria</u>	<u>Points</u>	<u>Score</u>
EDUCATIONAL/MOTIVATIONAL VALUE	0-6	
INTEREST TO OTHERS	0-5	
ORIGINALITY OF WORK	0-5	
OVERALL PRESENTATION	0-5	
	Total Points	

Slide 1: Welcome to DAPL Presidents' Night.

We have a lot to cover this evening so I'm going to dig right in.

Eli Murray, can you please join me in giving our invocation.

Thank you, Eli. Please continue to enjoy your meal as we begin.

We're here tonight for the two reasons, to celebrate the leadership from Presidents of both DAPL and AAPL and earn some Continuing Education Credits. I'm very excited about our education event tonight. We have an awesome panel on Leadership in Energy.

Slide 2: Announce special guests

I want to recognize some special guests with us.

 The most special of all our guests this evening is my wife, Dr. Lezlie Maloy. To be honest, she's only here as she wanted to know if DAPL was real and if we're all just meeting at the bar and telling stories.... I have bad news dear, that is pretty much every DAPL meeting.

Joining us from AAPL tonight is:

- Dr. Greta Zeimetz
- Le'Ann Callihan
- Andrea Spencer
- Drew Guntert
- Jodi Gallegos
- Jennifer Taylor
- Sidney Fuller
- o From AAPL Executive Committee
 - Carl Campbell
 - Kelly Kessler
 - Brooks Yates
- AAPL Outstanding Graduate 2021
 - Ellarie Sutton

As we all know, DAPL was founded in 1952. I would be remiss if I did not mention that in our 71-year history, we've had 71 Presidents including two leaders complete two different terms as President. Frank McColloch was our 39th President and 58th President, while Brooks Yates was our 40th and 57th President.

Thank you, gentlemen, for your Leadership of DAPL. Sitting with Brooks and Frank tonight we have a 7 past DAPL Presidents that combine for a total of 9 DAPL Presidential terms. Welcome Kelly Kessler, Brian Tolson, Iris Bradley, Heath Burnett, and Alicia Surrat. I also want to welcome to Ann Hallam, Josh Raley any other former DAPL Presidents that I missed, I know we have quite a few here with us.

Slide 3: Gray Reed

Tonight, would not be possible without our Title Sponsor Gray Reed. With practices covering everything from Blockchain and Digital Assets to Construction, from Energy to Labor & Employment and from Private Equity to Transaction – they do it all. Thank you to Charlie Sartain for your firm's generosity and commitment to DAPL.

Slide 4: Corporate Sponsorships

Last spring the DAPL voted to align our operating year and fiscal year in addition to some other bylaws changes. Those changes required the DAPL board to either conduct a mid-year dues collection or attempt to stretch the budget for 18 months. The latter was chosen and to bridge the budget gap and try to streamline the advertising and sponsorship roles, we created the DAPL Corporate Sponsorship Program. This program and associated revenue has helped us bridge the expected budget shortfall this term. The program provides companies and individuals with a way to pay a single charge for a full year of advertising and sponsorships with DAPL.

Some of the benefits include Being a table sponsor for certain events, being named a presenting sponsor for a DAPL luncheon, dinner or even the Christmas Party, including your company logo on the DAPL Team shirts for the fall and spring philanthropies, the Susan G. Komen Race for the Cure and the Special Olympics State Track meet.

If you would like to become a sponsor for next year, please reach out to Foster Green for more information. Sponsorships packages start at \$1500.

Implementing this new program allowed us to not only protect the meetings and philanthropy events that the DAPL is well known for, but it ultimately allowed us to end the fiscal year with a surplus. It's a small surplus, but your DAPL worked hard to reduce costs, put on fantastic events and pinch pennies. Thank you to the DAPL board of directors this year for your hard work.

Slide 5: 2023-2024 Approved Budget

This leads us to our budget, schedule, and board for next year. Our Treasurer, Mason Guinn, Second Vice President Golf – Patrick Durman, Third Vice President Clay Shoot - Hagen Vasek, Social Director – Ryan Harkins and Education Director – Nathan Eubanks worked their tails off to ensure next year we don't have a deficit in our budget and our events and services are even better than this year. The budget and schedule were approved at our board meeting last Monday. Tonight, I'll provide just a few highlights:

- This is a balanced budget totaling \$276,500 one of the largest in the history of DAPL.
- The budget includes expected grants of more than \$50,000 to our favorite Dallas charities including, Texas Scottish Rite Hospital for Children, Treasured Vessels Foundation, Susan G. Komen, and Special Olympics Texas.
- The Dallas Petroleum Club provides complimentary meeting rooms to the DAPL Board and most of the board meetings will occur at the Petroleum Club for no charge and no or very minimal impact on our budget
- DAPL is proud to be only 1 of 3 local associations in Texas to help HAPL pay for a lobbyist to protect and further the Texas Landman profession.
- DAPL is maintaining our Membership Certification Reimbursement Program one of only two local associations to have a similar program.
- The DAPL Golf Tournament is contributing \$5,000 in DAPL Scholarships to students at AAPL Accredited Programs
- The DAPL Clay Shoot is contributing more than \$18,000 to the DAPL general operating fund in addition to making a record donation to a charity partner.

Slide 6 Approved Budget Revenue vs. Expenditures

As I mentioned the DAPL Board worked many hours to balance and finalize this budget. This is a brief glimpse into the expected expenses and revenue. A few notes:

- As you can see Membership fees account for only 12% of our revenue, but we plan to spend 25% of our annual budget on membership meetings and benefits.
- Our Golf and Clay Shoot sponsors and players help us hold more membership meetings and provide more benefits, like the Membership Certification Reimbursement Program.
- The Corporate Sponsorship Program accounts for about 11% of our revenue for next year sign up today!

Slide 7: 2023-2024 Schedule

We could not have created the budget without setting the schedule. As you can see next year's schedule looks very similar to this year – we did not drastically cut back on our meetings or benefits to balance the budget. We have more than 20 events for our members next year. We have scheduled 7 board meetings; the bylaws require 6 and we have scheduled 8 member meetings and the bylaws require 5. As we begin to reach out to venues and put deposits down and confirm dates, the DAPL website will post these and open registration for our members.

Slide 8: Proposed DAPL Board of Directors

I am very excited to highlight the board for next year, it is arguably the strongest DAPL board of directors ever. The DAPL ballot was sent out last Thursday and is due back to the DAPL Secretary by May 15. Your board next year had very little turnover, only three new directors are required, with one of those on the board this year in Kelly Kessler, DAPL Secretary.

I've highlighted some points over on the right side, but it's worth reiterating:

- The board for next year has the most DAPL board experience of any board in our 71 year history and has a great mix of veteran and new Landmen.
- The new board has 6 women, the most of any local association that I could find.
- 81% of the new board maintains an AAPL certification, the most of any local association that I could find.
- And my two favorite statistics tie the DAPL and AAPL together
 - We have 3 DAPL board members on the current or next year AAPL Executive Committee and DAPL and its members have won 4 AAPL awards in the past 12 months.
 - 2022 Directors Communication Brian Tolson
 - 2023 Member Communication
 - 2023 Horizon Award Iris Bradley
 - 2023 Largest AAPL Growth DAPL

Slide 9: Sara Williams Memorial Scholarship Update

The DAPL has an incredible history of giving back to our community and taking care of our own. In 2008 the DAPL helped friends and family of Dallas Landman Sara Williams endow a scholarship in her memory. The scholarship was originally created after donating more than \$40,000. The current balance of the endowment is nearly \$90,000. The scholarship grants at least \$2,000, annually to a female Junior or Senior energy management student who excels in academics, leadership, community service and who best demonstrates the professionalism abilities and spirit that Sara Williams so exhibited.

Sara Williams, a Yukon, Okla., native and longtime Dallas-based landman, died of leukemia Oct. 8, 2007, at the young age of 51. To honor her memory in 2008 her friends and colleagues started working to establish the Sara Williams Memorial Scholarship to be awarded annually to a Price College Energy Management student. The idea for the Sara Williams Memorial Scholarship came from a January 2008 AAPL NAPE lunch meeting when 12 female landmen were exploring ideas on how to honor Williams' memory and celebrate her life. They decided to raise money for an endowed scholarship at the University of Oklahoma, with the intended recipient to be a female energy management student. The first three donations totaling \$2,225 were received on Feb. 20, 2008, and more than \$54,000 had been raised by NAPE 2009.

"We wanted to do something that would keep on giving and would encourage other young people, especially women, to go into this business," says Leslie Wylie, senior vice president and general counsel at Trek Resources and one of the scholarship organizers. "Sara is a great role model for them." Wylie first met Williams in the early 1990s at Pacific Enterprises, an oil and gas exploration company in Dallas. "Sara was very personable, ethical, driven and respected in the business," Wylie remembers.

Her dearest friends and DAPL members on the committee said at the time of the first award in 2009:

"Sara Williams... was a daughter, a mother, a sister, a best friend, an athlete, a colleague, an Oklahoman and a landman. As a landman is how most people came to meet and know her, but it was the other titles that made us love her. Her beauty and winning smile were the first attributes that most people noticed, but after getting to know Sara, her inner beauty was what shined the brightest."

"Sara had grit and fought every minute of every day to live, this award and scholarship is about overcoming obstacles, Sara's spirit of life and helping the next generation of female landmen."

Congratulations to the 14 incredible young women that have won this scholarship and help us remember Sara each year.

I was on the DAPL board of directors when these funds were being raised and DAPL was one of the first donations given and I'm proud, as should you, to be a member of DAPL and have been a small part in this journey.

If you would like to make a donation to Sara's memory, please call or email me and I can forward details.

Slide 10: AAPL Committees

The DAPL impacts the AAPL in so many ways and it's important to have influence and open communication between the two associations. At last count, the DAPL has 23 members serving in influential roles on AAPL committees. Pending the final results of the current AAPL election, next year the Executive Committee will be very North Texas heavy with three of the seven roles filled by DAPL members.

Some of the good work our fellow members are volunteering their time with include:

- Accreditation Committee
- Annual Meeting Committee
- Bylaws and Policy Manual Committee
- Certification Committee
- Educational Development Committee
- Ethics Committee
- Executive Committee
- Finance Committee
- Membership Committee
- Nominating Committee
- NAPE Operating Committee
- Strategic Planning Committee

DAPL members have helped shape the AAPL as we know it and will continue to influence it into tomorrow – and that is a good thing.

Thank you to each and every one of you for your precious time to DAPL and AAPL.

Slide 11:

 If you missed the Landman Magazine last fall, check it out as DAPL has two great articles. The Landman Magazine did a feature about our Clay Shoot our 2022 DAPL Lifetime Achievement and Landman of the Year Award Winners in David and DJ Cherry.
 For those in attendance last April it was a special day to say the least.

Slide 12: DAPL Service Awards

Other associations have reached out and asked how the DAPL consistently has success with our members, with AAPL, with our philanthropy and the answer is always the same – we have the best volunteers and the best board of any local association. Today we celebrate our former and current board members who have given us their most precious resource, their time. When I say your name, please join me here at the podium. Please stay standing and we can get a picture:

- Andrew Swann
- Joel Robbins
- Cameron Kroese
- Heath Burnett

Unfortunately, Michael Anderson couldn't make it this evening, he's busy skiing in Utah.

Slide 13: AAPL Annual Meeting

If you haven't already, go sign up to attend the AAPL Annual Meeting in Huntington Beach, California from June 14-16. AAPL provided DAPL members with this special \$100 discount code. If you participate in every educational seminar and field trip during the meeting, you can earn more than 21 credits. That is almost half of your 5-year requirement for the CPL. Speakers include Chris Wright, CEO of Liberty Energy, James Coleman, Law Professor at SMU and Andrea Tettleton a lawyer based in Baton Rouge. Most importantly, register today so that you can attend the Horizon Breakfast on Thursday Morning and watch our very own Iris Bradley accept the 2023 Horizon Award. Congratulations Iris!

Slide 14 Upcoming Events

As we wind down for this term, we have a handful of exciting events left. Please visit the DAPL website to register for the Spring Philanthropy, with the Special Olympics or register to join us for the happy hour at Javier's.

Slide 15 Special Olympics

A little more information for those interested in joining our Spring Philanthropy. It is April 29 at Cedar Hill High School. DAPL members will manage the jump stations, including long, triple, and high jump. For those that have done this in the past you know how much fun it is, please consider giving 5 hours of your time to help these special children.

HOLD DO NOT CLICK SLIDE

Slide 16: DAPL Landman of the Year

It is time to announce our DAPL Landman of the year!

Our 2023 DAPL Landman of the Year Award Winner is Nancy McCaskell

Nancy is a career Land Professional, providing expert analysis, decision making skills and management style matched by few. Her professionalism, ability to mentor young Land Professionals and constant reach for the highest AAPL ethical standards are what make her our Landman of the Year.

During one industry downturn she used her skills to teach high school English. This love of teaching and being a mentor has not only helped nurture many young Land Professionals, but her guidance and friendship have helped many young people to break into the industry and climb the corporate ladder. She has literally guided Landmen to the c-suite. She is an incredible ambassador for our profession, industry, DAPL and AAPL.

She is always at the forefront of new management styles as a dedicated reader of the Harvard Business Review and regularly has discussions concerning the latest trends and research regarding human resources. This not only helps her manage effectively but helps her give solid advice to up and coming Land Professionals. Her insight into being a successful female Land Professional, a Landmam as she loves to call it, in a predominately male industry is extremely helpful to young female Land Professionals. She has likely unofficially mentored hundreds of Land Professionals and her positive impact on the industry and especially our profession is very well-known and widespread.

She has chaired some of the most important committees for AAPL including Accreditation and Ethics and has participated on most AAPL committees, including a previous executive committee appointment in 2021-2022. She also led the Landman Scholarship Trust during a global pandemic. Her leadership style, while being distinctly Nancy, is also reflective of her mantra of "be kind". Leaders make hard decisions, but she makes tough decisions and delivers news with compassion and empathy. She was recently nominated for AAPL 1st Vice President. Her keynote address in Chicago at the 68th annual AAPL Meeting Horizon Breakfast was inspirational while also providing an insight into her greatest career challenge, overcoming failure, and learning to lead.

Congratulations Nancy. Thank you for your contribution to DAPL, AAPL and young Landmen across our industry.

Slide 17: DAPL Landman of the Year

Our 2023 DAPL Lifetime Achievement Award Winner is Jay Beavers.

Jay began his career with Placid Oil Co. after graduating from Texas A&M University in 1977, he jokes often about his infallible "Aggie Math" he learned there. He joined the Mississippi Association of Petroleum Landmen and the AAPL in January 1978.

While living in Jackson, Mississippi, Jay met Julia – the best thing to ever happen to him. In 1980 they moved to his family's ranch near Sanger, Texas, where they raised their two sons, James and Travis, who have joined us here tonight.

A Certified Professional Landman, Jay worked as a company landman for Enserch Exploration Inc. in Dallas for 12 years and for UPRC in Fort Worth for eight years until Anadarko Petroleum Corp. acquired UPRC.

Since 2000, Beavers has been working as an independent landman at his office located next door to the Dairy Queen in Sanger. His commitment to the AAPL has been demonstrated by serving on many AAPL committees, chairing the AAPL Certification Committee, the AAPL Awards Committee, the Nomination Committee and the Southwestern Legal Foundation Landman's Institute as well as serving as AAPL treasurer, first vice president, AAPL President in 2019-2020.

Jay is my friend and has positively impacted my career like he has done to so many others. Whether he was talking to me about running title, hard negotiations, AAPL committee assignments or really important matters like his favorite Dallas Cowboy tight-end – Jay Novacek, he is always in the present and willing sit, talk or listen. I had the honor and privilege to work with Jay on the AAPL Executive Committee a few years ago, his sheer love for AAPL has no bounds. I also learned the phrase – "High tech, low tech and no tech" in reference to anything digital.

Jay and Julia have opened their doors, mentored, and impacted so many landmen. They regularly host friends and family on their family ranch in Sanger – if you ever get invited, I highly recommend going as they have a zip line, ponies for little ones and real dinosaur bones. They have two wonderful sons that have followed in their fathers' footsteps and are making a name for themselves in the oil patch.

Jay, my friend, thank you for your impact on me and so many others in our industry and congratulations.

Slide 18: Leadership in Energy

And now the real reason we are all here.

I'm very excited about our educational discussion tonight. Leadership in Energy is our topic, and we are incredibly lucky to have the three panelists tonight. Our Landman of the Year, Nancy McCaskell will be moderating the panel. Carl Campbell, Ellarie Sutton, and Brian Tolson agreed to participate and this unique panel should provide an interesting and entertaining perspective.

In addition to being President of AAPL, **Carl Campbell** is also a co-founder and COO of Alamo Resources. He has extensive industry experience in multiple oil and gas producing regions and basins of the United States and in Canada and has been directly involved in producing property acquisitions and divestitures totaling more than \$750 million dollars. Alamo Resources currently has holdings in the Gulf of Mexico and the Delaware Basin.

A native of Oklahoma City and an alumnus of the University of Oklahoma, Carl began his professional career in 1983 as a landman for the newly formed PetroCorp. He quickly moved through the ranks and ultimately landed as the company's Division Land Manager, managing the company's Gulf Coast, Rockies, and Canadian assets until 1999.

A certified professional landman since 1995, Carl has been an active member of AAPL, the Canadian Association of Petroleum Landmen, the Houston Association of Professional Landmen, the Independent Petroleum Association of America and the Texas Oil and Gas Association.

Carl was elected and has held multiple positions with the HAPL, including President. For AAPL he has served multiple terms on the Executive Committee including First and Second Vice President. He has also served and chaired multiple AAPL and NAPE committees that have shaped AAPL and NAPE as we know them today.

Carl has been named Landman of the Year for both HAPL and AAPL and still makes the time to give back to his alma mater as a member of the advisory board for the AAPL Accredited Energy Management Program at OU.

He lives in Houston with wife Jennifer and daughter Victoria and is an active member of the First Presbyterian Church.

Ellarie Sutton, was born and raised in Northern California and got to Texas as quickly as she could. After graduating high school in California, she attended Texas Tech University and sought out the AAPL Accredited Energy Commerce Program. Her ultimate graduation included a minor in Finance. Shortly after graduation she joined EOG Resources as a Landman in their Fort Worth office. Recently she transferred to their Midland office and is working some of their New Mexico assets. Ellarie was selected as AAPL's Outstanding Graduate for the year 2021.

Brian Tolson, is a partner and senior landman for Equitas Energy Partners based in the Dallas-Fort Worth area.

He grew up in the small town of Aledo, Texas and went on to graduate from Texas Tech University in 2007. After working for a few years in the real estate industry, he eventually found his calling as a Field Landman. He has worked in several major basins across the country and continually welcomes the challenges of learning all the energy industry has to offer.

After joining AAPL in 2012 he began working towards certification and ultimately earned his CPL in 2021. He is a member of both the Dallas and Fort Worth local landman associations. In addition to serving in multiple roles with DAPL, including President, he is the DAPL AAPL Director and DAPL Scholarship Committee Co-Chair. He is also serving his second term on the AAPL Field Landman Seminar Committee and was recently nominated to serve as Secretary for AAPL next year on the Executive Committee.

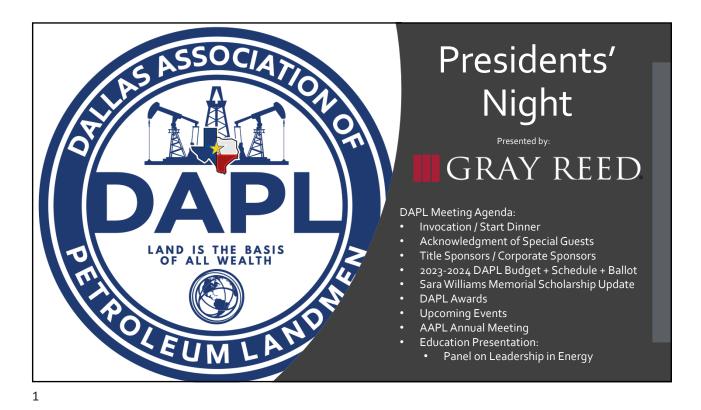
Brian met his wife Nicole while they were attending Texas Tech University and are currently raising three beautiful and active children, Taylor, Tripp, and Turner, in Brock, Texas.

After Nancy has concluded with questions, I will ask the panelist questions that I receive via text. If you have questions, please send them to 469-688-9262.

• Slide 18: Leadership in Energy

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Special Guests

AAPL Staff:
Dr. Greta Zeimetz, CAE, SHRM-SCP – Executive Vice President Le'Ann Callihan – Vice President of AAPL & NAPE
Andrea Spencer – Production / Communication Manager Drew Guntert, CEM

Jodi Gallegos – Executive Assistant/Office Manager
Jennifer Taylor – NAPE Business Development Manager
Sidney Fuller – Certification Manager

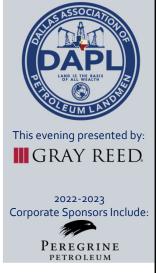
AAPL Executive Committee:

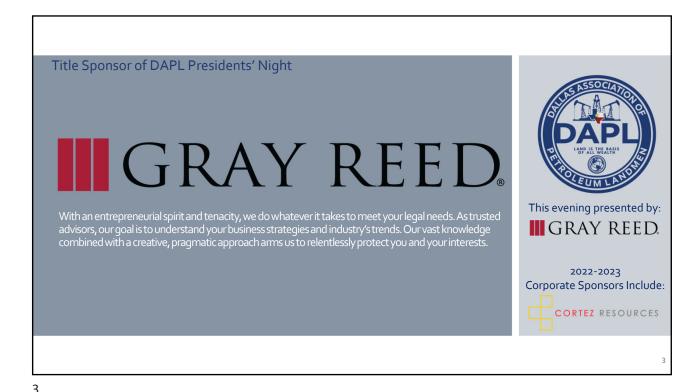
Carl Campbell, CPL – AAPL President

AAPL Outstanding Graduate 2021

Ellarie Sutton



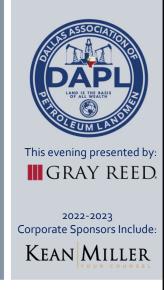




2022-2023 Corporate Sponsors

- Bison Energy Group, LLC Matt Angle
- Comstock Resources, LLC Mason Guinn
- Cortez Resources, LLC Michael Catrino
- Forza Resources, LLC Jared Clarke
- Freeman Mills PC Foster Green
- Harris Finley Bogle PLLC John Davis
- Kean Miller, PLLC Brian Klaslo
- Kuiper Law Firm Madison Ficken

- Matador Resources Chris Carleton
- Masonboro Energy, LLC Nancy McCaskel
- Peregrine Petroleum Brooks Yates
- Ray, Feighny & Hartle, PLLC Eric Dean
- Rising Star Energy Partners, LLC Jason Maloy
- Rising Star Petroleum, LLC Mike Grimm
- Tall Cotton Energy, LLC Jason Maloy
 - Triangle Oil & Gas, LLC Jerry Serville, Jr.



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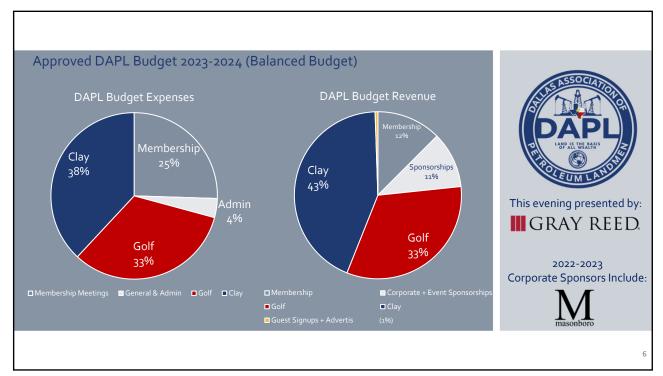
2023-2024 Approved Balanced Budget:

- Balanced Budget (\$276,500 total budget)
- ~\$53,000 in Charitable Donations
- DAPL @ DPC board meetings no charge
- 1/3 local associations making contribution to HAPL for lobbyist
- Maintaining Membership Cert Reimbursement Program
- Golf Tournament contributing \$5,000 to scholarships
- Clay Shoot contributing ~\$18,000 to DAPL operating fund



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2023-2024 DAPL Proposed Board of Directors: POSITION NAME YR IN TERM President 2"Vice President — Membership 2"Vice President — Golf Tournament 3"Vice President — Clay Shoot Hagen Vasek, CPL 3/3 ** 80+ years of DAPL board experience 3"Vice President — Clay Shoot Hagen Vasek, CPL 3/3 ** 6 Women on board Most of any local Secretary Kelly Kessler, CPL 3/3 ** 81% of board members hold certification Director — Advertising Nancy McCaskell, CPL 3/3 Director — Education ** Cotton McCaskell, CPL Director — Fully Commendation Director — Publications Melissa Bell 2/3 ** 4 AAPL Award Winners: ** 2022 Director Comm. 2022-2023 Corporate Sponsors Include: FREEMAN FREEMAN ** MILLLS PC











DAPL Upcoming Events

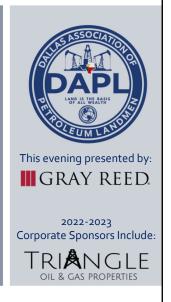
Saturday, April 29, 2023 – Special Olympics Spring Games

May 17, 2023 – DAPL Board Meeting at Javier's

May 17, 2023 – DAPL Casual Meeting / HH at Javier's

June 7, 2023 - DAPL Board Meeting at DPC

Summer 2023 DAPL NGL Function



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