

MARK OATES

CERTIFIED PROFESSIONAL LANDMAN

EDUCATION

- 1987 The University of Oklahoma, Norman Oklahoma
- Bachelor Business Administration, Petroleum Land Management
- Certified Professional Landman # 54005

OBJECTIVE

As a manager and leader, I seek to continually develop my professional skills so that I am able to progress alongside my team and company. Thriving in high-level management roles, I pursue the opportunity to impact business at all levels and to bring in new business and execute with great proficiency. As a subject matter expert in my field, I can utilize my experience to achieve great results for the clients we serve.

EXPERIENCE

Owner - Land Advisors, LLC

(February 2012 – Present)

- Provide land consulting on all aspects of land for mineral owners, working interest owners, including mineral evaluations and appraisals, oil & gas lease review and negotiations, Surface Usage / Damage Agreement negotiations and oversight. Joint Operating Agreement negotiations, Pre Pooling Letter Agreement negotiations and OCC regulatory consultations and expert witness testimony.

Director of Land Operations – Purple Land Management

(May 7, 2018 to April 9, 2020)

- Managed all aspects of title, acquisition due diligence on multiple projects managing multiple landmen with great success and proficiency. We work in virtually every basin in the US handling oil and gas transactions. Proficient with various regulatory agencies in multiple states in order to advise our clients so that we ensure proper execution of the project.

Land Manager - Cinco Energy Management Group

(April 30, 2013 to April 27, 2018)

- Managed several landmen working the joint venture between Tiptop Oil & Gas US LLC, a member of the Sinopec Group, and Chesapeake Energy covering 8 counties in northern Oklahoma.
- Responsible for all in-coming outside well proposals, division orders, lease management (evaluating acreage offers, obligations, expirations, etc.), interest verification, contract negotiation (joint operating agreements, pre-pooling agreements, farmout agreements), well trades and acreage trades. Handle all division order work for Tiptop Oil & Gas US LLC on the Devon joint venture covering multiple states.
- Managed several due diligence projects in 2014-2017 for clients acquiring producing properties. SK Innovation (South Korea) purchased Plymouth Resources for \$367MM, SK E & S (South Korea) purchased producing properties from Continental Resources for \$360MM. Managed several projects for

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Bravo Natural Resources - Bravo purchase of Samson and SM Energy assets in the Arkoma. The total asset value of our 2014-17 work was \$2.25B handled in the Oklahoma City office.

- Proficient in dealing with the endangered species, The American Burying Beetle in the Arkoma working together with the Fish & Wildlife Department in Tulsa, OK and working through the Mitigation Banks in Oklahoma to assure protection of the species.
- Managed several large title projects in SCOOP/STACK as well as Arkoma Basin for several clients in 2016-2017.

Land Manager - Meade Energy Corporation.

(August 15, 2012 to February 15, 2013)

- Responsible for all aspects of land related activities including preparing SB 168 spreadsheets, ownership changes and other division order duties. Drilled two wells in McClain County Oklahoma and worked several prospects inside city limits of Oklahoma City and Edmond, Oklahoma.

Sr. Landman - SandRidge Energy, Inc.

(April 1, 2010 to July 27, 2012)

- Managed seven rig lines in the Fuhrman Mascho Field drilling San Andres wells in Andrews County, Texas on properties acquired from Arena Resources, Inc., drilling over 850 wells on HBP fee lands, University Lands and State Lands.
- Managed broker and title attorney activity on producing properties, reviewing runsheets and title opinions. Performed all aspects of title curative.
- Performed land due diligence on Arena properties on 39,000 acres, including fee lands and University Lands acreage.
- Negotiated and made trades with land owners and companies for additional drilling opportunities including the acquisition of producing properties.

Sr. Staff Landman. - Devon Energy Corporation

(April 1, 2006 to March 31, 2010)

Permian New Mexico

- Managed all aspects of land activities related to the company's drilling program in the Permian Basin in Lea County, New Mexico. Attended federal/BLM oil & gas lease sales in Santa Fe, NM and managed a drilling program inside the Lesser Prairie Chicken habitat. Worked with state agencies writing Development Plans for continuous development activities on all State of New Mexico leases. Worked a three township area managing a joint venture between Devon and Chesapeake.

Permian Texas

- Responsible for all land activities in 44 counties in west Texas. Worked the Wolfberry resource play and the Upper Penn and Avalon Shale plays in west Texas.
- Negotiated trades with major and large independent companies for additional drilling opportunities.
- Acquired State and Mineral Classified leases and multiple University Lands leases.
- Handled due diligence activities for Devon's purchase of EXL Petroleum in October 2008. 42 wells and 312 proved undeveloped locations in the Wolfberry trend in Ector, Midland and Upton Counties, Texas. The properties are on ~14,550 gross acres (14,050 net). \$850MM

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- Handled all due diligence activities for Devon on the purchase of 29 east Texas producing properties from Fortune Resources in the MI Vida Field in Reeves/Ward Counties TX. \$6.25MM
- Handled all due diligence activities for Devon on the purchase of non-producing leasehold (3,000 net acres) from KEW Drilling in Reeves/Ward Counties TX. \$6.0MM.

Vice President of Land - Cleary Petroleum Corporation

(October 1, 2003 to March 31, 2006)

- Responsible for all aspects of Land and Lease Records, including drilling and exploration projects in Oklahoma, Texas, Kansas, Utah and Colorado.
- Handled all division order related activities as well as various functions of gas marketing.
- Managed extensive acreage plays including 24,000 acres in Juab County, Utah, 17,000 acres in Woods County, Oklahoma, 7,500 acres in Barber County, Kansas on the Ballet Ranch and 12,000 acres in Barber and Comanche Counties, Kansas on the Z Bar Ranch.
- Negotiated all Surface Use Agreements with Ted Turner's corporate office in Bozeman, MT on the Z Bar Ranch and worked with the ranch manager and surface tenant living on the ranch.

OTHER EXPERIENCE

Land Manager. Crown Energy

Landman. Chaparral Energy Company

Landman. Unit Petroleum Company

Gas Contract Administrator. Southwestern Energy Production Company

Field Landman. Ed Orr & Associates

Intern. Warner Energy Consultants and Conoco, Inc. (while training and competing on the United States Gymnastics Team in 1988).

HONORS

- Inducted into the Big Country Athletic Hall of Fame 2019
- USA Gymnastics Team Member 1988
- USA Floor Exercise Champion 1988
- USA Parallel Bars Bronze Medal 1988
- Petroleum Land Management Club Treasurer 1987
- Portrayed the character Danny Squire in the motion picture American Anthem 1986
- USA Floor Exercise Champion 1985
- USA Vaulting Champion 1985
- OU Team Captain 1985
- Nissen Award Finalist 1985
- NCAA Vaulting Champion 1983
- Three- time NCAA All-American at the University of Oklahoma 1983, 1984 and 1985
- Texas High School All-Around Gymnastics Champion 1981

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OTHER SKILLS

Excel, Microsoft Word, AS 400, Tobin, GIS Mapping, google drive/sheets, CRM

Linkedin Profile

<https://www.linkedin.com/in/markoates-cpl/>

Personality Profile

- ESTJ-A “Executive”
- Individual Traits - Extraverted, Observant, Thinking, Judging, Assertive

References available upon request

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