



ARLINGTON, TEXAS

AAPL 2021 ANNUAL MEETING

PROFESSIONAL DEVELOPMENT AND LAND CONFERENCE

AAPL Presidential Update

AAPL Established in 1955

- Prior to becoming our own Association, we were part of the National Oil Scouts in 1940. Due to the large number of Landmen in the association, the National Oil Scouts changed their name to “National Oil Scouts and Landman’s Association”.
- Established 1955
 - By and for company Landmen – 1955
 - At the 2nd Annual Meeting in 1957 Canada was included as a member of the AAPL
 - Admitted field Landmen in 1964
 - Not for profit entity

2020-2021 Executive Committee



Lester A. Zitkus, CPL
AAPL President

Council of Past Presidents (COPP)
Diversity & Inclusion Executive Council
NAPE Advisory Board
NAPE Management, LLC
Nominating Subcommittee



James "Jim" T. Devlin, CPL
First Vice President

ByLaws & Policy Manual Review Committee
Finance Committee
Forms Committee
Investment Advisory Council
Strategic Planning Committee



Nancy C. McCaskell, CPL
Second Vice President

Accreditation Committee
Energy & Mineral Law Foundation (EMLF)
Membership Committee
Landman Scholarship Trust (LST)
Professional Paper Task Force



Marc S. Tate, CPL
Third Vice President

AAPL Educational Foundation, Inc.
Certification Committee
Ethics Committee
Geocare Insurance Committee
Public Lands Access Committee
Technology Committee



Kyle Reynolds, CPL
Treasurer

Legislative/Regulatory Committee
NAPE Operator's Committee (NOC)
Southwest Land Institute
Tax Issues Committee



C. Andrew Cooper, CPL
Secretary

Awards Committee
Field Landman Seminar Committee
International Oil Scouts Association (IOSA)
Publications Committee
Rocky Mountain Mineral Law Foundation (RMMLF)



Jay W. Beavers, III, CPL
AAPL Immediate Past President

Advisory Landman Connection Committee
Annual Meeting Committee
Education - Annual Meeting/Seminar
Education - Development
Education - RPL/CPL Education Exams
LSU Mineral Law Foundation
NAPE Expo Charities Fund Board
Outer Continental Shelf Advisory Board (OCSAB)

Who We Are

Mission:

AAPL's mission is to promote the highest standards of performance for all land professionals, to advance their stature, and encourage sound and ethical stewardship of energy and mineral resources.

AAPL is vital to a land professional's career and provides:

- Ethical standards for the profession
- Advocates on behalf of landmen
- Supports career advancement through education, information and networking
- A certification program, that indicates the highest level of professional competence
- A symbol of achievement and assurance of ethical standards

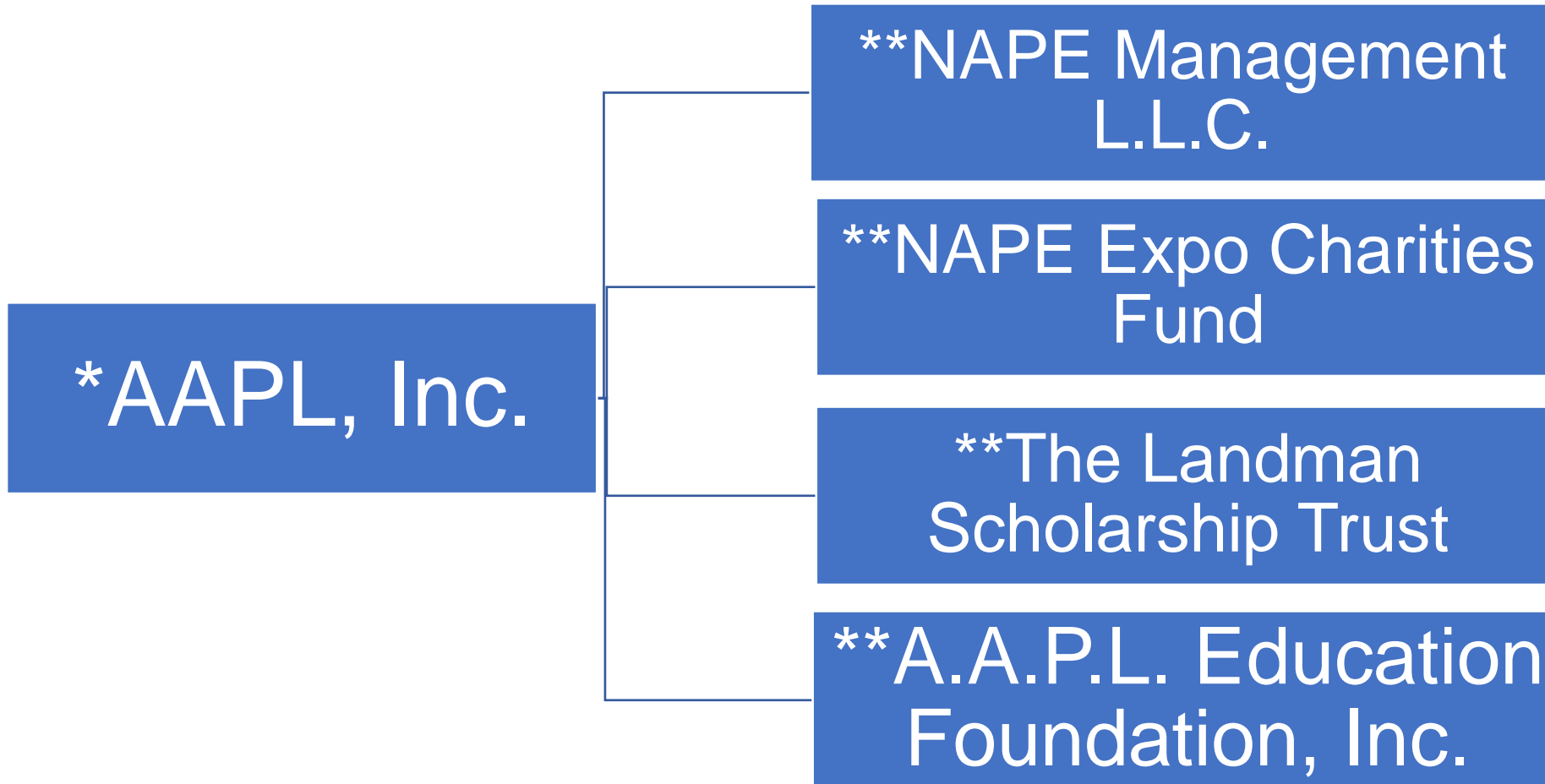
Article XVI - AAPL Code of Ethics

- **Code of Ethics**

- The Code of Ethics shall be the basis of conduct, business principles and ideals for the members of the AAPL; and it shall be understood that conduct of any member of the AAPL inconsistent with the provisions set forth in this Article shall be considered unethical and said individual's membership status shall be subject to review for possible disciplinary action as prescribed in Article XVII of these Bylaws.
- In the area of human endeavor involving trading under competitive conditions, ethical standards for fair and honest dealing can be made increasingly meaningful by an association organized and dedicated not only to the definition, maintenance, and enforcement of such standards, but to the improvement and education of its members as set out in the Standards of Practice. Such is the objective of AAPL and such is its public trust.

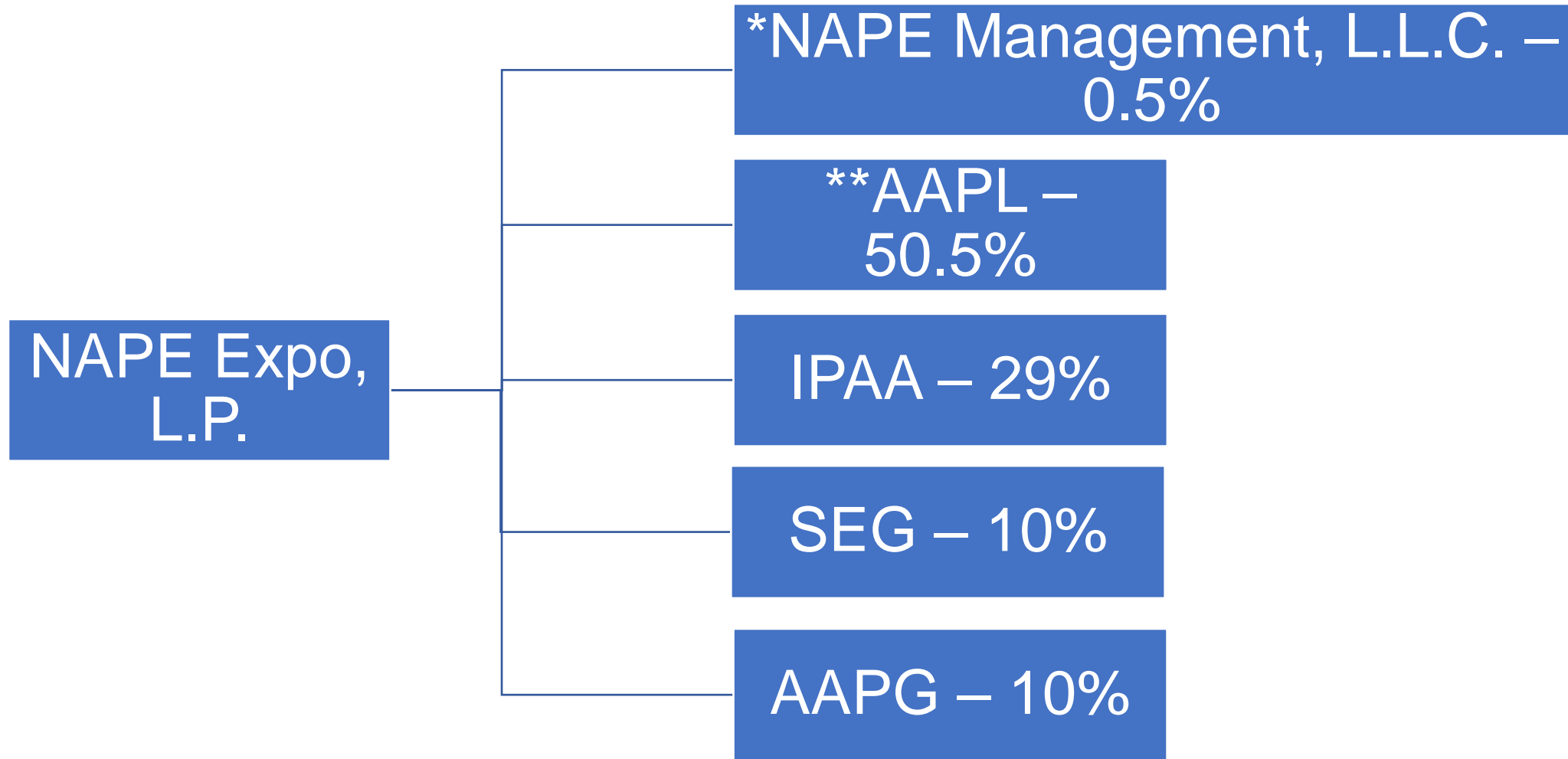
- **Standards of Practice – Article XVI. Section 1 -**

- It shall be the duty of the Land Professional at all times to promote and, in a fair and honest manner, represent the industry to the public at large with the view of establishing and maintaining goodwill between the industry and the public and among industry parties.
- The Land Professional, in his dealings with landowners, industry parties, and others outside the industry, shall conduct himself in a manner consistent with fairness and honesty, such as to maintain the respect of the public.



* Board of Directors elected/appointed by local affiliated associations

**Board of Directors appointed by AAPL



* General Partner

**AAPL distributes a 0.5% interest to the Houston Geological Society and to the Society of Independent Petroleum Earth Scientists per terms of the partnership agreement.

(Section 6.04 – Special Endorser Fee Allocation.)

AAPL Headquarters

800 Fournier St., Fort Worth, TX 76102



- Includes an undeveloped lot
- Capacity to host Education and Committee events
- Downtown Fort Worth

Membership & Education

AAPL Membership Value

Q: *What's in it for me?*

A: *Nothing, unless you are vested in advancing your profession/career.*

However, here are a couple of facts related to your \$125 membership:

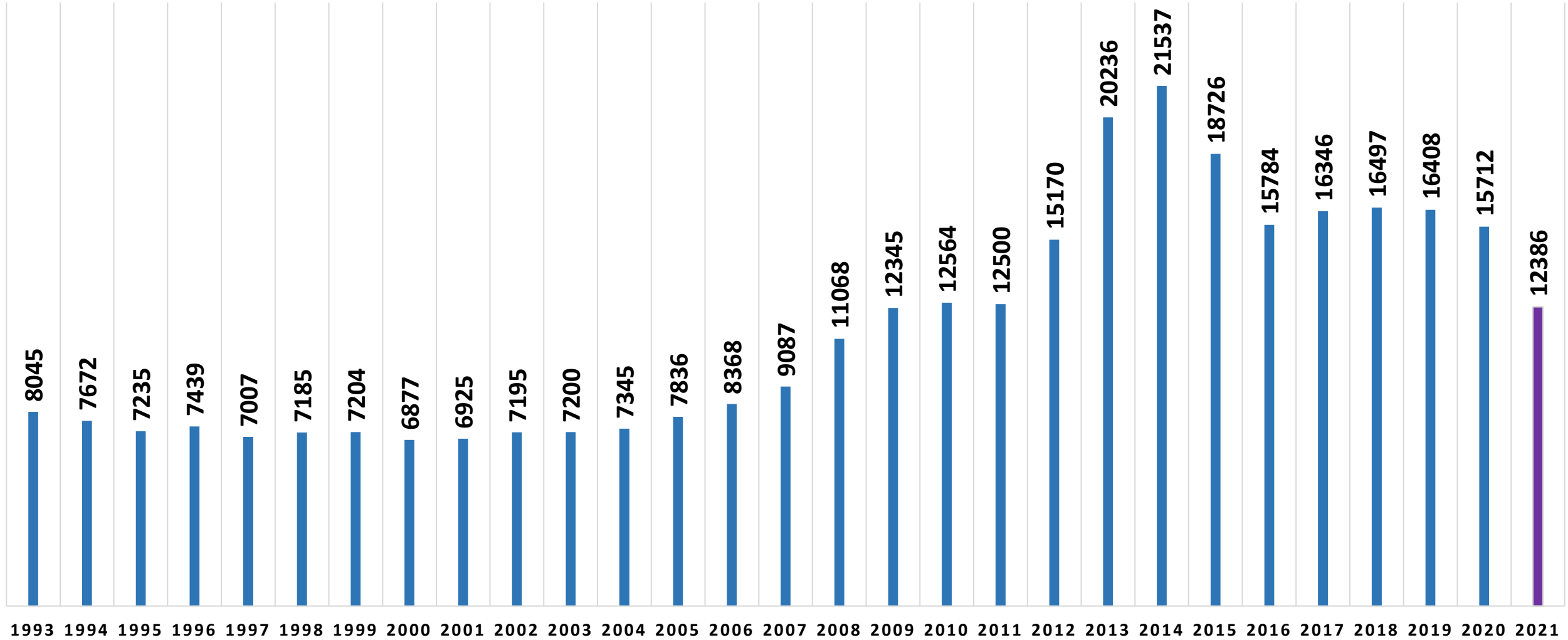
- Bill Tracking Report Summary - \$100 value.
- \$300/member Professional Development Assistance Program.
- *Landman* Magazine - \$125 annual value.
- Article Archive of *Landman* - \$100 value.
- Membership Directory - \$100 value.
- Advisory Landman Connection - \$160 value.
- Access to AAPL Model Forms for no cost - \$185 value.
- Land Profession focused Career Center - \$100 value.
- Compensation Study every two years - \$180 value.

But Wait, there's more:

- Increased access to online education webinars now available for one year from date of purchase (\$50/each)
- Monthly webinars complimentary to members on-demand (13 courses currently @ \$50/each)
- Complimentary registration to the 2020 Annual Meeting (\$600 value if you were a member)
- Opportunity to become a mentor or mentee at no cost.
- Access to a members' private insurance exchange marketplace for Medical, Dental, Group Life, Disability, Medicare Supplemental and Cancer Care Benefits (GeoCare)
- Discounts on rental car and lodging

Membership Trend 1993-2020

MEMBERSHIP COUNT AS OF YE JUNE 30TH



Education for 2020-2021

- Active Education Schedule for 2020-2021
 - Several events the 2nd half of this fiscal year including:
 - 5 Certification Exam Reviews
 - 2021 Annual Meeting
 - 1 Virtual Mining and Land Resource Institute
 - 23 other Offerings:
 - 14 One hour specialty webinars
 - 3 Field Landman Seminars
 - 6 In Person Seminars
- Other Noteworthy 2020-2021 Education Efforts
 - Free Monthly Webinars Every 3rd Thursday
 - July 16, 2020 – Survey of Surface Issues – 367 Attended
 - August 20, 2020 – Ethics and America’s Landman – 345 Attended
 - January 21, 2021 – National Field Landman Webinar – 852 Attended
 - Moved content to “On-Demand” through Website
- New Solar Seminar/Webinar to be offered beginning July 2021
 - Renewables course offered as part of NAPE in August

Advocacy Highlights

- Weekly Governmental Affairs Reports
- Bill Tracking Summary and Status Report (members-only benefit)
- Breaking news and governmental affairs resources posted to the Landnews AAPL Connect member forum
- Advocacy, including amicus briefs, regulatory letters, and AAPL-sponsored legislation
- Grassroots digital advocacy platform to mobilize member outreach and influence elected officials and regulators on important issues

Strategic Initiatives & Budget Overview

Strategic Initiatives

- **Executive Council on Diversity & Inclusion**
- **Develop New Education Seminars**
 - **Subject matter outside of traditional oil and gas**
 - **Use of technology**
- **Revisit the definition of “Landwork”**
- **Protect Landman’s ability to conduct landwork**
- **Enhance marketing program for AAPL, Member Services and Outreach**
- **Review / Revise 2020/21 Budget**

Comments and Questions