

The Takeoff



News for Landmen

Published by the Michael Late Benedum Chapter of AAPL

May 2012 Issue



MLBC-AAPL
P.O. Box 955
Bridgeport, WV 26330

Inside this issue:

<i>Presidential Address</i>	1
<i>Glenville State College Update</i>	3
<i>No Lease, No Grease</i>	4
<i>Secretary's Report</i>	5
<i>AAPL's Director Report</i>	6
<i>AAPL Member Mark</i>	7
<i>Treasurer's Report</i>	7
<i>MLBC Golf Outing</i>	8
<i>Meeting Schedule</i>	11
<i>June Meeting Sponsors</i>	12
<i>Event Photos</i>	12
<i>Job Bank</i>	14
<i>Membership</i>	15

New Address for MLBC
Please make a note of
the change!
P.O. Box 955
Bridgeport, WV
26330-0098

The Presidential Address

We are getting down to the wire now. Soon the democratic process will be completed and those receiving the largest votes will take their place in the history of the Michael Late Benedum Chapter as the 2012-2013 officers. Those nominated serve at the pleasure of the MLBC membership, so make sure to cast your vote and participate in the electoral process. For those that desire to serve the MLBC, please make your interests known to the new board members so you can be included in various

committees or appointed positions.

For this month's address, I have included in the newsletter an article originally published in the Houston Business Journal titled "Four Houston women define what it means to be a Landman". I encourage you to read this article and contemplate what these women have done in their careers to excel as a land professional. Consider the words of these four women and the interviews with their employers and peers. Cont.

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The Presidential Address



Mark A. Acree
MLBC President
2011-2012

*“No Landladies
in this article, just
Landmen! A
professional
designation each
of these women
wear with
pride!”*

While men continue to dominate the profession, don't let statistics cloud your view. No Landladies in this article, just Landmen! A professional designation each of these women wear with pride.

For women just getting started or those advancing their career in our profession, keep your eye on the prize. The prize being a challenging career in a great profession. No matter how you started out, look for ways to be involved in all aspects of this great profession and industry. Constantly advancing your knowledge through education and experience, and building your network of colleagues will expand your ability to succeed in ways well beyond your gender.

This is my last address to you. As I exit, I would like to share a few observations.

Change is continuous and most of the time for good. We have seen a number of changes in the past several years including an upgraded website design, expanded newsletter, expansion of educational programs, and for the first time, the addition of an

association executive assistant. The changes and events could not have been accomplished without the sacrifices of those that serve on the board, our committees and volunteers. I am grateful to the MLBC Executive Committee and the committee chairman for all their hard work and dedication.



For many years, it seems our board has been occupied by Landmen with many years of experience. During the last few years, with the growth of our organization and the dynamic changes in the tenure and experience level of those in the organization, I am proud to say, I think we are looking at another positive change. Our younger Landmen and land professionals are stepping up to the plate and hitting the ball out of the park. We have many dedicated young professionals that Cont.



The Presidential Address

contribute to the success of the MLBC. Some of these will be your leaders over the ensuing years. To those (and you know who you are), I say, "well done, keep up the excellent work, and my sincere thanks."

I have enjoyed being your President and serving the MLBC for the past year. I know the organization is in good hands and I will continue to serve the membership in any capacity. I hope to see you at future meetings. Look for me, as I want to meet as many as possible. Maybe I will be the Greeter!

Until then, be safe, productive and happy in what you do each day.

Mark A. Acree
MLBC President
2011-2012



Landman Program Update

In the Spring of 2012, the Landman program at Glenville State College consisted of 16 students, with one additional student who is graduating with honors. The graduating senior is accepted, and will attend law school in the Fall of 2013. Further, two Landman students graduated in December of 2011. Both are employed.

Currently, four new students have enrolled in the Landman Program during Pioneer Preview. Pioneer Preview consists of a week in April when graduating high school seniors visit campus to register for Fall courses and to complete paperwork. Additional students will visit campus throughout the summer to complete these same tasks. Consequently, it is expected that additional freshman beyond these four will be

enrolled for the Fall of 2012. The conservative count of 20 total students for the Fall of 2012 represents a 25% increase in enrollment of the Landman Program.

The Department of Land Resources has an ongoing search for a full-time faculty Landman instructor. The new instructor will support and expand the program in the Fall of 2012. In the current Spring semester, required Landman courses were offered and were staffed by existing faculty.

With the continued increase in enrollment, the anticipated hiring of a new faculty member and the strong support by Glenville State College's Administration, the Landman Program continues to build and expand.

HOUSTON BUSINESS JOURNAL

Strictly Houston. Strictly Business.

Week of August 19-25, 2011

www.houstonbusinessjournal.com

No lease, no grease

Four Houston women define what it means to be a landman

DEON DAUGHERTY / HOUSTON BUSINESS JOURNAL

Landman Carol Sledge of Houston-based Swift Energy Co. had a spontaneous reaction when a burly Fort Stockton man put a 12-gauge shotgun in her face 25 years ago.

She laughed.

At 5-foot, 2-inches tall, Sledge hadn't been looking for a fight. She had ventured out to talk with the West Texas land owner and convince him to unlock the gate for her contracted rig. In similar circumstances, another landman might have called the sheriff for an escort or restraining order, but Sledge did not want to appear as a damsel in distress.

"It was just so ridiculous," Sledge said. "I burst out laughing. I'll never forget the look of mad on his face that turned to pure embarrassment."

Sheepishly, he dropped the firearm to his side and unlocked the gate.

A MAN'S WORLD

A landman's boots hit the dirt of a prospective drilling site long before the derricks set up shop. Sledge, who has worked for Swift Energy Co. (NYSE: SFY) for five and a half years and been a landman for 29, sums up her profession pretty well: "No lease, no grease."

Land work is a critical part of the oil and gas industry. A landman's duties include surveys, working with the geologists and scoping out landowners to obtain drilling rights.

The work generally leads to the steps of a courthouse for property record and title research. But a land professional also needs people skills to rout out owners who may not be aware of their rights.

Bud Goza, president and CEO of Houston firm Strago Petroleum Corp., has been in the oil and gas industry for 50 years. Goza said he didn't encounter a female Landman until the early 1980s.

"I think they had a little difficulty at first," he said. "Like everything else, it was a male job."

Goza has hired female landmen and said a main hindrance to a woman in the profession might be a company's concern for her safety in the field. But there was never a question of whether they could do the job, he said.

Field work, such as traipsing through desolate

parts of the country in search of drilling sites and property owners, was the best part of the job for Sledge, who said in her early years as a landman she noticed the lack of female counterparts beside her.

"Oil companies were not as likely to send a woman into the badlands by themselves," she said.

Karen Schnell, senior landman at Houston-based Petrohawk Energy Corp. (NYSE: HK), entered the profession entirely by accident 20 years ago. Schnell was working for a construction firm when the owner diversified into the oil and gas world.

Almost overnight, the company went from a construction firm to an oil and gas company, and the boss told Schnell she could make the transition or be unemployed. Schnell chose the former and has been a Landman ever since.

There were plenty of challenges early in her career, but Schnell said she had the opportunity to prove herself and got ahead.

"I think some (women) felt stifled," she said. "But I don't think I was held back."

In fact, Schnell said the novelty of being a woman probably worked in her favor on occasion. Landowners on the receiving end of a prospective deal might have been more welcoming to an unknown woman on their property than a male stranger.

NO 'LANDLADIES' HERE

Veteran landman Goza said that today he believes it's entirely acceptable for women to wear the landman title. The name itself may seem a bit quirky to those outside of the oil and gas industry, he said, but the women wear it well and have become leaders in the field.

"I worked hard for the title of landman and I'm pretty proud of it," said Schnell.

Schnell and Sledge have both served terms as president of the Houston Association of Petroleum Landmen, a nonprofit started locally in 1964 to promote the Landman career. Today, HAPL has around 1,500 active members with about 20 percent of them being women.

Neither woman has felt inclined to alter the widely used term landman to one more gender-specific. Of the possibilities that spring to mind, "landlady" brought the most derision.

"I don't want to be a landlady," Sledge said. "I figure that's some lady in a bathrobe with pink hair rollers and a cigarette hanging out of her mouth. I've been called a lot of things, but not that."

Shandy Robl, senior landman at Houston-based NFR Energy LLC, is the current president of HAPL. Robl majored in petroleum land management at Texas Tech University, where she said there were only two other women in the program of 15. Robl said she never questioned whether being female would hold her back in the field.

"I didn't give it a second thought," Robl said.

CHANGING TECHNOLOGY

Robl's career has been less boot and soot than others and more on the corporate side in an office.

While those who began work as landmen two or three decades earlier worked outdoors in the field, technology is changing the industry in many of the same ways it is changing other professions.

In those days, landmen didn't have to worry about a computer crash, Sledge said.

"It was, 'Where's my tablet?' back then."

Lauren Williams, who has been a landman for two years at Exxon Mobil Corp., (NYSE: XOM) is changing jobs and is about to join Houston-based El Paso Corp. (NYSE: EP).

Williams said her energy management program at the University of Tulsa was evenly mixed between male and female students.

"Energy management programs have a broad appeal, and are only limited in that there are so few schools that offer the degree," she said.

Similar to other sectors within the energy industry, landmen are aging, and many are preparing to retire, Williams said. Combined with robust drilling activity, a landman shortage could be on the horizon.

Williams said that economic downturns have created gaps within the talent pool and there are fewer midcareer land professionals for her to learn from. It's a unique opportunity to learn from long-time landmen, but a challenge because time is short, Williams acknowledged.

"These folks are always willing to share, maybe because their retirement hinges on us not running these companies into the ground in a few years," she said.



Secretary's Report



MLBBC held an Executive Committee Meeting on Thursday, May 10, 2012 at Wheeling Island Casino, Wheeling, WV. The agenda

for upcoming meetings, educational events, fall golf outing and proposed 2012-2013 meeting locations, were discussed. A big Thank You goes out to Britney Robinson for all her hard work setting up these future meetings.

The Executive Committee approved advertising in the Take Off and on the Website; details coming soon.

The MLBC has a new mailing address: PO Box 955, Bridgeport, WV 26330, please make a note of it.

It's time to elect new officers – be sure to log in to the Website and cast your votes.

Remember you can update your membership information online, simply access our website (Via the website or one of our “Apps”) and enter the “Members’ Area.”

Be sure and check out the new online MLBC Apparel Store and the new Membership App.

I look forward to seeing everyone at the June meeting when we install new officers.

Chuck Heilmann
MLBC Secretary
2011-2012

Support Your Local Association

Please remember, this is your Association. The strength of the MLBC is in its people. While the Officers and Executive Committee members of the Association are elected to serve the needs of the organization, we look forward to and encourage volunteerism for many of the important and necessary committee positions. Volunteers are always welcome to participate in registration for meetings and seminars. Please contact any of the officers to see how you can help. The Association is in real need of volunteers for the Education Committee and Photography Committee. Please consider yourself for one of these committees. Your Association needs you.

AAPL Regional Director's Report



Arnold L. Schulberg
AAPL Regional Director

As we prepare for AAPL's Annual Meeting that will be held in San Francisco on June 13-16, let's take a look at what else AAPL is up to for landmen in this area and around the country.

Memberships for the 2012-13 are now open for renewal. This year you will be able to renew online by going to the Members Portal at <http://www.landman.org/Login?ReturnUrl=%2fhome>.

AAPL will present an Appalachian Land Institute at the Doubletree Hotel at the Meadow Lands near Southpointe on October 11-12, 2012 a day and a half long educational event presenting talks and panel discussions on pooling, GIS, comparative law and other topics. There will also be a chance to pick up the elusive ethics credit.

The following seminars for the local area are on AAPL's calendar:

- *WI/NRI Workshop*- Friday, June 1, 2012 at DoubleTree by Hilton – Meadow Lands, PA
- *Advanced Contracts: Area of Mutual Interests and Special Issues Related to Joint Operating Agreement and Farmouts*- Monday, August 13, 2012 at Pittsburgh Airport Marriott, Coraopolis, PA

- *Oil and Gas Titles Workshop*- Friday, November 30, 2012 at Pittsburgh Airport Marriott, Coraopolis, PA

Summer NAPE will be held in Houston on August 22-24, 2012. AAPL and its partners will be holding the first regional NAPE, NAPE Pittsburgh, on April 10-12, 2013 at the David Lawrence Convention Center.

AAPL has unveiled and sent to all members a copy of the member mark and information about its use to identify AAPL members. Britney Robinson has an accompanying article in this issue of *Take-Off* on the Marketing Committee's plan to make the public familiar with this new symbol.

The results of the most recent Compensation Survey have been posted online at <http://www.landman.org/industry-resources/compensation-survey>. This survey offers a wealth of data as to how the land profession is currently constituted and how folks are compensated.

If you have questions about AAPL and its activities, please get in touch with me.



Join AAPL!

To apply for AAPL Membership, visit website www.landman.org



The AAPL Member Mark

AAPL has been preparing a marketing campaign to promote their public website. The new website will contain a wealth of information for the public to educate themselves about the oil and gas industry. This website will include frequently asked questions about general practices of oil and gas companies and provide links for other sources of information significant to the profession. AAPL has been working diligently on this website and hopes to have it up and running by the end of June.

In an effort to promote the profession, AAPL has designed a member mark (picture below) to display on business cards, resumes, name tags, letterhead, email signatures, lapel pins and more. *“The mark is composed of three main parts. (1) AAPL is represented in a industry-themed font, helping the*



public immediately relate the mark to the oil and gas industry. (2) “Professional Landman” plainly indicated to the viewer the holder of this mark is a landman operating on the highest levels of professional and ethical practices. (3) Land professionals are in the business of exploration- a compass is what keeps an explorer pointed in the right direction, signifying our high standards.” Excerpt from the “Landman” magazine, article written by Le’Ann Callihan.

The Member Mark was designed to distinguish AAPL Landmen from non-AAPL landmen. It will be used in marketing and advertising campaigns geared toward educating the public about the advantages of working with an AAPL

member versus a nonmember as well as the importance of asking landmen to provide proof of membership in the association. If you are an AAPL member you may have already received the decal for your vehicle with the new member mark. If you are a practicing land professional and are not a member of the AAPL, the MLBC invites you to learn more about AAPL by following the link on the MLBC website.

Britney Robinson, RPL

Treasurer’s Report

Cynthia Torbeck reports the bank balance is 111,453.12. There are no outstanding bills



4th Annual MLBC Charity Golf Outing

The Michael Late Benedum Chapter of AAPL held its 4th Annual Charity Golf Event benefitting WVU Children's Hospital on Oglebay Resort's Palmer Course in Wheeling, WV on Thursday, May 10, 2012. Despite the busy times in the oil and gas patch, the full field of golfers travelled from all over the A-Basin; some even made the trip from as far away as Texas. Thanks to the support of the sponsors and golfers, the event was once again a great success!



Following golf, the MLBC held its dinner meeting and awards presentation at the Wheeling Island Hotel and Casino. As dinner and MLBC business wrapped up, Bobby Nicholas from the WVU Children's Hospital was invited to the stage and described the vital role the hospital plays to residents of West Virginia and surrounding areas.

As a result of the generous support of our members and member companies, the MLBC was proud to present Mr. Nicholas and the WVU Children's Hospital with a \$17,000 check. 100% of the golf sponsorship money and raffle ticket sales made up the contribution. Thanks so much to all our sponsors and golfers!

The MLBC has been holding a charity golf event for the past four years and has contributed over \$61,000. The money donated is being used by the hospital to purchase sensory calming isolette covers for babies weighing less than 2lbs at birth, informational packets for families who have babies in the NICU, books for a lending library, and family meals. The money is also used to provide families with CPR training, newsletters, and family support meetings.



The evening concluded with the awards presentation where 1st through 4th places were awarded prizes.

Three teams finished at -15 and places were determined by a card-off.

1st Place (-15)

Corey Powell
Andrew Cutright
Russ Nikaishi
Scott Pollock



3rd Place (-15)

Steve Carr
Dan Micelli
Tom Dixson
Seth Burdette

2nd Place (-15)

Ian Lang
Andrew McLain
Ryan Purpura
Randy Littlecott



4th Place (-14)

Rhonda Shannon
Mike Moody
Paul Smith
Clayton Ferguson

In addition, skill prizes were awarded for Closest-to-Pins and a Long Drive.

Congratulations to everyone!

Special thanks to Chesapeake Energy for providing a sleeve of golf balls for each player and T.S. Dudley for supplying each player with a bag of tees. Thanks to Nemaocolin Woodlands, TPC River's Bend, Oglebay Resort, Holland Services, Mountaineer basketball coach Bob Huggins, Home Depot, and Wheeling Island Casino for donating items to the raffle. Also to Sharon Kyle of Mason Dixon Energy for her creative work on the signage and literature, and to Britney Robinson, Tara White and Patricia Blaney for assisting with registration and taking photos.

MLBC members and member companies should be proud to know we are contributing to the wonderful services offered by the children's hospital.

Thanks to everyone for their support with another successful charity golf event!



A Very Special Thank You to Our:



Miracle Sponsors



River's Bend





June 2012 Sponsors

Abstract West Virginia
BKLP Land Services
Chesapeake Energy
EQT Production Company
Hawkeye Research Inc.
Honor Resources
Huntley & Huntley
Smith Land Services
Step toe & Johnson

May 2012 Charity Golf Outing and Wheeling Island Event Photos



Cont.





2012 MLBC Meeting Schedule

<u>Date</u>	<u>Location</u>	<u>Topic</u>	<u>Speaker</u>
June 7, 2012	Bridgeport Conf. Center Bridgeport, WV	Introduction of new officers GSC Scholarship Update & Award	TBD
July 12, 2012	Eaglessticks Golf Club Zainsville, OH	TBD	
August 16, 2012	Gateway Clippers Station Square Pittsburgh, PA	Social/Networking	TBD
September 14, 2012	Nemacolin Woodlands Resort Nemacolin, PA	TBD	TBD
October 11, 2012	Doubletree Hotel Washington, PA	Joint Meeting with AAPL	TBD
November 8, 2012	Grand Point Conference & Reception Center Vienna, WV	TBD	TBD

2012 AAPL Regional Events

June 8th	Working Interest and Net Revenue Interest Washington, PA
October 10th-11th	The Appalachian Land Institute Pittsburgh, PA
November 30th	Oil and Gas Titles Workshop Pittsburgh, PA



Appalachian Basin JOB BANK

Looking for a Job?

Are you looking for a job or maybe even just a better opportunity? Finally there is a place that can better assist you to find the job/opportunity you've been searching for!

Looking for Resumes of Job Seekers?

Is your company looking for an experienced Landman or Abstractor? Thanks to the MLBC Job Bank you no longer have to waste time and money with local newspapers placing costly ads that reach no one and run according to THEIR schedule. Finally an opportunity to target the **local** experienced individuals you are looking for! Here you can post your job opportunities 24/7 - when YOU need them! ALL AT NO COST TO OUR MEMBERS!

Direct Link from MLBC-AAPL website

It's so easy! Visit www.mlbcjobbank.com today and log in using your current MLBC username and password. The Job Bank is also accessible from our homepage at www.mlbc-aapl.org. Just click on the "MLBC Job Bank" on the left or simply click "Employment" under the Featured Segments.





Memberships

The MLBC membership application is located on the website at www.mlbc-aapl.org. Please check your information on the website prior to submitting your renewal. The MLBC website has an updated version of the membership listing. Please use this resource if you can not find yours or others information in the directory. Please report any errors or omissions to Tara White at twhite@mlbc-aapl.org.



May2012 — New Members*

First Name	Last Name	Employer	Member Type
Cheryl	Farson	Abstract WV LLC	Active
Jason	Read	Abstract WV, LLC	Associate
Steven	Green	Babst Calland, P. C.	Active
Richard	Repasky	Brighton Resources	Associate
Brittany	Frenzel	CNX GAS COMPANY	Active
Christopher	Gemondo	Definitive Energy Solutions, LLC	Active
Chad	Kenyon	Dominion East Ohio	Active
Stefanie	Hines	Independent	Active
Shawn	Gribbin	Johnson & Johnson	Associate
Lawrence	Edelstein	M.W. Gary & Associates, LLC	Active
Justin	Stitt	Premiere Land Services	Associate
Sean	Gallagher	Range Resources	Active
Robert	Raetz	S & A Property	Active
Kristen	Hill	S & A Property Research	Associate
Marsha	Linkinoggor	S & A Property Research	Active
Timothy	Watkins	S & A Property Research, LLC	Associate
Pamela	Bumgardner	S & A Property Resources, Inc	Active
Tyson	Gardner	S and A Property Research	Associate
Jeremy	Nester	S and A Property Research	Active
Josh	Billings	S&A Property Research	Associate
David	Fittro	Self	Associate
Pamela Sue	Jett	Self Employed	Active
Rory	Hassler	Shell Exploration & Production	Associate
Juanita	Bailey	White Oak Property Research	Associate

* Notice of the application(s) of all potential Chapter member(s) shall be published in the next regularly scheduled monthly Chapter "Takeoff" newsletter. Active members shall have the opportunity during for a period of thirty (30) days following the first publication to object to the potential members' application. Such objections to membership approval may be submitted to any member of the Executive Committee and shall be in writing. The Executive Committee shall take any such objection under counsel in the next regularly scheduled monthly Executive Committee meeting. A decision to accept or reject the membership application shall be determined by a majority vote at such meeting. The Executive Committee shall notify the applicant in writing of rejection.

Application for membership in the Chapter shall be subject to the approval by a majority vote of the Executive Committee at a regularly scheduled meeting, after the aforementioned thirty (30) day newsletter publication period, and shall require the signed approval by the acting President of the Executive Committee, as evidence of the Committee's approval. Names of any and all newly approved members shall be read at the following regularly scheduled general meeting of the Chapter.

MLBC-AAPL
P.O. Box 955
Bridgeport, WV 26330



Michael Late Benedum



"The Great Wildcatter"

We are on the web!
www.mlbc-aapl.org

MLBC WEBSITE

If you experience any problems using the website or if you have any suggestions, please contact Jeremy Preston via e-mail at JPreston@eqt.com.

JOB BANK

The direct link for MLBC Job Bank is www.mlbcjobbank.com. If you have any questions, please contact Jeremy Preston via e-mail at JPreston@eqt.com.

PHOTO ALBUM

We would like to share our Photo Album with you to show you what MLBC has been doing throughout the year. The direct link for MLBC Photo Album is www.mlbc-aapl.org/VPhoto.php.

2011-2012 Committee Chairs

Certification	James E. Talkington, Jr., CPL/ESA	jeta@frontier.com
Membership	Jeremy D. Preston	jpreston@eqt.com
Meeting Coordinator	Rich B. Robb	RichardRobb@vantageenergy.com
Education	Anthony Farr	AFarr@HawkeyeResearchInc.com
Historian	Frederick J. Kent, CPL	KentFrederick@Hotmail.com
Ethics	Carol Hoch	carol.hoch@cabotog.com
Finance	Mark Acree, CPL	mark.acree@sylvanenergy.com
Meeting Sponsors	Rex Cecil Ray	cray@eqt.com
Website	Jeremy D. Preston	jpreston@eqt.com
Photography	Britney Robinson	brobinson@mdenergy.com



MICHAEL LATE BENEDUM CHAPTER
American Association of Professional Landmen