

Michael Late Benedum Chapter

AMERICAN ASSOCIATION OF PROFESSIONAL LANDMEN

the TAKE-OFF

April • 2018



MLBC All Day Seminar and Dinner Meeting Pg. 11

See inside for: Spring Golf Outing • Member Awards • Legislative Update

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MLBC All Day Seminar & Dinner Meeting **See PG. 11**



Marietta College Landman Association Update **See PG. 16**



Morgan Rich '19 named finalist for AAPL's Outstanding Graduate award **See PG. 17**

letter from the president



Jeremy D. Preston, RPL

The strength of the MLBC, as with any organization, lies with its people. We are fortunate to have a strong group of volunteers who have stepped forward and stepped up to make us successful. If you've been to one of our events over the past nine months then you've heard this line before. This

is your organization. The MLBC is what you make of it. Reach out and get involved. Our continued success relies on a steady pulse of volunteers to step forward each year. There are numerous committees that can use your help right at this moment. Or perhaps you've identified a segment of the membership that is underserved or have an idea for a program. Sometimes all it takes is an idea and the fervor to see it through. This is exactly how our veterans, scholarship, and mentorship committees came into being. If you'd like to get involved or share an idea please reach out to one of us at one of our upcoming events.

Upcoming Events:

- On Thursday, April 12th we will have a regular dinner meeting at the Parkersburg Art Center. A shuttle service will be available to take attendees to the Oil and Gas Museum for an educational tour.

- On Friday, April 27th we will

once again be at Tropics in Morgantown, WV for our Spring social. Live music, great food and drinks will be on hand.

- May 12th will bring us back to Oglebay Resort for our annual Spring charity golf outing benefiting WVU Children's Hospital. Sponsorships are available. Registration will be open soon.

There will be many more opportunities for networking and education in 2018. Be sure to check the schedule and make plans to attend. If you like to suggest an event in your area please feel free to contact myself, one of the ExCom members, or Chris Helmick, our planning committee chairman, via email at chelmick@eqt.com. We look forward to seeing you at one of our upcoming 2018 events!

*Jeremy D. Preston, RPL
President 2017-2018*

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- Logo on Golf Outing sponsorship boards.

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Advertising in the TakeOff

Full page ad \$500 per month, Half page ad \$250 per month

Dinner Meeting Sponsorship

Cost \$250.00 per meeting. Companies will receive advertising at the dinner meeting as well as your logo displayed on our website for the month of the meeting you sponsor.

To secure a corporate sponsorship, advertise in the Take-Off, or if you have questions please contact Abby Veigel at abbyveigel@mlbc-aapl.org. Please contact Lhag Bowers at Lhag.Bowers@percheronllc.com for dinner meeting sponsorships.

Ability – With or Without Humility?



By Jeremy White
Treasurer

In the pages of this publication and in our monthly meetings, we have often considered excerpts from the fifth codicil of the last will and testament of our namesake, Michael L. Benedum. As the “Great Wildcatter”, he clearly had tremendous abilities. Perhaps what we are most interested in, he had the ability to be a great landman. Additionally, he had an excellent ability to identify opportunities and turn them into successes. He even had a formidable ability to stomach risk! Yet, when reading his will, one can clearly see that along with all of his exceptional abilities, he also possessed an admirable amount of humility.

We live in a society, and in turn work in an industry, that seems to favor tenacity, strength, and toughness. As a result, humility or modesty is sometimes seen as a weakness. I would suggest to you though, that the quality of humility is actually a strength. The founder of the Commonwealth of Pennsylvania, William Penn, once said “Humility and knowledge in poor clothes excel pride and ignorance in costly attire.” Really, these words still ring true today. We have all heard the half-joking statement, “It’s hard to be humble when you’re as great as me!”, haven’t we? If you think about it though, we have probably worked with people who feel this exact way. We may be working with someone like that right now - and hopefully, we are not that person. Right now, you may be saying to yourself - “Who does this guy think he is writing an article about humility? It looks like he needs a little more humility!” Well, you would be right, I do. I really think however, that we all do from time to time.

We all know people who clearly lack humility – the narcissists, the power hungry types that we encounter - but what about more subtle ways that people show they lack humility? See if you can recognize any of these types of people in the workplace:

- The Email Black Belt – this person always has to get in the last word. Offense is often taken at the slightest comment. This person is genuinely insulted and at once must demonstrate their superior intellect over the person on the other end of the email. They must at all costs win the email argument.

- The Credit Monster – this person

takes all the credit, always, all the time. They are the person that will take someone else’s good idea (usually something said among a small group or one on one) and voice it in a meeting as their own original idea. They are also the person that will claim responsibility for group efforts, and they are the person that will drop a project or idea like a hot potato if they are not sure it will be a resounding success.

- The Blame Gamer - this person never accepts responsibility for anything that goes wrong. It is inconceivable that they could possibly share any fault in something that went awry. Clearly, they are too intelligent, work too hard, and are too valuable to the company/client to be responsible for anything that goes wrong. “The Victim” is closely related and shares many of the same personality traits with the Blame Gamer. There is not enough space in this article to go into it, but I recommend looking it up. It’s pretty eye opening.

- The Social Chameleon –They are effective communicators and change their way of interacting or their persona to create whatever impression they want to make, depending on their audience. They are skilled at hiding their true colors. They often change the way they act around those in management and often are saying “all the right things” to garner the respect of management, while at the same time trying to make their teammates look bad.

Those are just a few examples that I could gather. I’m sure, as you think about the different people you encounter, many more scenarios could be related.

Unfortunately, many people view humility as lacking self-esteem, being unassertive, or lacking conviction. Merriam-Webster defines humility however, as freedom from pride or arrogance. Do you like working with someone who is arrogant or prideful? Yeah, me either. We have all had those people on our team. By contrast, landmen that have the quality of humility tend to be better employees, teammates, and managers. What are some qualities that people with humility possess? Consider a few:

- They are open to the opinions of others – no one has all the answers or knows everything. Seeking input from others is key to making sure your team is making the right decisions. As a manager though, that doesn’t mean you should be “wishy-washy” and change your opinion with every change of the wind.

- They admit their mistakes – we all make them. Sometimes you make a mistake on intestate succession or a deed reservation. The sooner we stop acting as if we are perfect, correct the problem, and move on, the better.

- They are helpful – people with humility tend to be those on the team that are most helpful to others. Since they are not as self-consumed, they are able to help that rookie learn complexities of title or help someone get up to speed on a new process.

- They let people do their jobs – believe it or not, our way is not the only way and sometimes people are better than us at something. As landmen on the same project, stop trying to force your way of doing things and be open to new ideas. As a manager, stop micromanaging and assuming you have a good crew, give them enough rope to pull the sled.

- They are happier – they get heavily involved with people and projects that they view as more important than themselves individually. They are happy for the opportunities and recognition they receive, rather than always looking to what they do not have or of what they are not a part. In this way they are more satisfied.

- They are often referred to as “down to earth” – isn’t that a pleasing description? If a new VP or Project Manager comes on board, are you not relieved when someone says – “Hey, I know them. They are pretty down to earth.”

I will say that from my perspective, I would prefer not to have a landman with great ability and zero humility on my team. The unicorn in this equation would be someone that has tremendous ability and tremendous humility. Of course, that landman would be bordering on perfection, and that doesn’t even exist. That being said, I generally find it more desirable to have someone with less ability, but a humble, eager, and ready to learn attitude. Have you ever heard a Project Manager say “I’d love a rookie with some upside”? Really, in part, they are saying that if they can find someone that is humble and willing to learn, they can teach them the technical stuff. Many of us in this organization are not rookies anymore, however. While potentially we have a lot of ability at this point, perhaps we could focus on developing a little more humility. We all can improve. It will help us be better team players, more helpful to others, more open to other opinions and ways of doing things. Heck, we may even learn something new along the way. In the end, as a landman, it will help us have career longevity. In closing, simply stated, a landman with humility knows their own limits and weaknesses – as well as knowing their strengths. Really, a big part of it is being self-aware. Michael Benedum was that kind of landman. Shouldn’t we be that kind of landman too?

legislative update



**By Ryan Pankiewicz,
Legislative Committee Chair**

Greetings from the tundra of Southwest Pennsylvania. There has been a lot of activity in the Legislative and Regulatory World. In Columbus, Ohio the Ohio Supreme Court case regarding landman becoming real estate brokers, *Thomas Dundics, et al. v. Eric Petroleum Corporation, et al.* (2017-0448) this is ongoing and the Appellees' merit brief of Eric Petroleum Corporation and Bruce E. Blocker has been filed. I will keep you up to date in the next issue.

In the Great Commonwealth of Pennsylvania, Act 44 of 2017 signed by Governor Wolfe discusses the temporary cessation of oil and gas wells.

“(a) General rule.--An oil and gas lessor shall be deemed to acknowledge that a period of nonproduction under an oil and gas lease is a temporary cessation insufficient to terminate the lease and the lessor waives his right to seek lease termination upon those grounds if, prior to claiming the lease has terminated:

(1) production is recommenced and the lessor accepts royalty payments for the production. Any first royalty payment following recommencement of production after a period of more than one

year of inactivity shall be accompanied by an explanation, in plain terms, that acceptance of the royalty payment shall constitute acknowledgment of an existing lease with the operator; or

(2) the operator, after notifying the lessor of its intent to drill a new well and giving the lessor 90 days within which to object, drills a new well under the lease.

(b) Lease provisions.-- Nothing in this section is intended to waive lease requirements related to commencement of operations during a lease's primary term or affect a lease provision expressly providing for lease termination following a fixed period of nonproduction.”

In Wild and Wonderful West Virginia, Co-Tenancy has happened!!! On March 09, 2018 Governor Jim Justice signed the bill that for multiple mineral interest owners if 75% of the owners agree to the lease there will be co-tenancy. It will take effect on July, 01, 2018. You can read more through WVA Code 37B.1.1.

Good news for landowners if West Virginia House Bill 4356 goes through “requiring an oil and gas royalty be based at the point of sale between the lessor and an unaffiliated bona fide purchaser in an arms-length transaction, or, in the alternative the amount that would have been received in an arms-length transaction; requiring the sales price to be the highest value without costs; requiring the lessee to bear post-production costs incurred by the lessee; and barring the use by lessee of the netback method of calculating the amount to be paid to the owner of the working interest.”

We need to keep an eye on West Virginia House Bill 2170 as it could make an impact on well locations and many other

things. According to the West Virginia Legislature the bill is worded as follows: “The purpose of this bill is to change an elective obligation to a mandatory one. The bill requires notice in certain instances to the occupants of residential property. The bill prohibits the disturbance of a well site be no closer than fifteen hundred feet of an occupied dwelling. The bill provides notices include certain information. The bill establishes standards relating to air, noise, light and dust. The bill permits landowners be compensated for any decrease in the values of the land for its highest and best use. The bill requires the notice of a claim be also provided to an occupant of residential structure on the property. The bill establishes a statute of limitations for claims being filed.”

The Wage and Hour Division of the United States Department of Labor has started a pilot program for employers to correct non-compliant methods in regard to potential wage and overtime infraction and to accelerate claims and pay back wages rapidly (<https://www.dol.gov/whd/PAID/#4>).

For everyone who has wondered if mineral rights and royalties are to be sold at a bankruptcy sale or retained by the party filing Chapter 7 bankruptcy. Denise Poivey inherited minerals rights in Wheeler County, Texas that her father purchased in the 1960s; she inherited the rights in the 1970s. The subject minerals were leased in 1975 and have been providing royalties. The United States Bankruptcy Court for the Eastern District of Wisconsin (Case No. 17-26408-bhl) has stated that the mineral rights are part of the Denise Poivey bankruptcy estate.

member spotlight



Recently, I had the honor of speaking with and getting to know Ralph Parsons. Ralph has been a Professional Landman in the Oil and Gas Industry for 42 years! Ralph has held the CPL designation for over 30 years. He spent the first 34 of those years as a contractor (with a brief, three-year hiatus), and the last eight as an in-house landman for EQT.

Ralph graduated from West Virginia University in 1972 with a Bachelor of Science in Business with a focus in Marketing. Soon after graduating from college, Ralph's Sunday School Teacher, Robert "Bob" Rhodes convinced Ralph that the oil and gas business was worth a shot. When asked

about Ralph's first position as a Landman, Ralph recalled that in 1973 he had a starting day rate of \$35.00 per day! Although, he declared, it did go up to \$60.00 after 60 days. He also mentioned that back in the 1970's, he bought ten-year leases for \$1.00 per acre per year.

Ralph is very proud of the fact that he has been a member of the MLBC since 1978. He said that the MLBC has contributed greatly in keeping him connected to many longtime industry friends. "I go to a lot of the local events; it's a great way to see and stay connected to people I've known for a long time" Ralph explained.

Ralph has been a resident of Ripley, WV his entire life. He lives with his wonderful wife, Jennifer Parsons. Jennifer is a Senior VP with Huntington Bank. Ralph and Jennifer both adore their granddaughter, Ashlyn, as one can tell by the numerous pictures around Ralph's desk. Ralph and Jennifer often visit with their granddaughter and her parents, his daughter Taran and son-in-law Jamion Wolford of Kenna, WV.

In his free time, Ralph enjoys rebuilding and restoring automobiles. Ralph has owned over

130 automobiles in his life. When asked to recall his favorite car, he declined to pinpoint an exact year, but said "Corvettes!". Ralph has owned 26 Corvettes and said he fell in love when he got his first one, a 1965 model Corvette in 1971 while still in college. He says these days he is more into carpentry work and remodeling around his house. Even when Ralph is not working, he is working!

I asked Ralph who he considered to be a mentor and his most respected figures in the business. "Bob Rhodes and Ted Lee" Ralph declared. Bob Rhodes was instrumental in getting Ralph in the business, he connected him to the MLBC and provided the fundamentals of land-work. Ted Lee, who is a past President of the MLBC, was a mentor to Ralph and also taught him about the business.

Ralph has plans to retire in the near future and he will be sorely missed by the many that know him. If you see Ralph at an event, please shake his hand and tell him thank you for his valued contribution to our industry.

*Adam W. Anderson, RPL
Marketing Committee*

director's report



**Aaron Yost, CPL
National Director**

On Sunday, March 11, 2018 I attended the AAPL Quarterly Board Meeting in La Jolla, California. The majority of the directors and committee chairs from all over the country, as well as several members of the Los Angeles Association were in attendance. I finally had the opportunity to meet Joe Munsey, from Orange County, CA. Joe and I served on a committee together for a couple years and it was great to finally meet him in person.

Every place in the world probably has something unique to their state or city. Pittsburghers know that “yinz” is plural for “you people.” West Virginians will fight you if you don’t know what a pepperoni roll is, and many Ohioans are really proud of Ohio State University, as they insist on calling it “THE” Ohio State University. In and around San Diego you’ll hear locals and the news reporters talking about an accident causing delays on “The 5” or “The 605.” I rode in taxi and didn’t pay attention to roads, so when I first heard these terms, it took me a minute to figure out they were referring to the interstate and beltways. It actually sounds okay, I think. What doesn’t sound okay, repeating it over and over in my mind, is referring to I-79 as “The 79”...as in, “I’ll be taking The 79 home from the airport.”

Following is my summary of the board meeting:

AAPL Headquarters

AAPL currently has 18 employees and 6 NAPE employees. Recruiting for a Director of Education and Member Services is occurring due to Christopher Halaszynski, the former Director, recently leaving to pursue other opportunities. Melanie Bell, Executive VP of AAPL, said Christopher was responsible for huge growth in the educational offerings since he joined the team eight years ago. The preferred candidate to fill this role is a landman and member of AAPL.

2019 Annual Meeting will be held in Pittsburgh, PA!

2020 Annual Meeting will be held in Huntington Beach, CA.

AAPL will hold a renewal period from 7/1/2018 – 8/16/2018 for those companies wishing to remain “corporate partners.” Corporate partners are those companies who have made a commitment to hire or engage only AAPL members. Corporate partners will receive website recognition as well as be recognized at the Annual Meeting in Pittsburgh in 2019.

The Committee Service application is now live online. If a member is interested in serving on a committee at the national level, this is the place to go.

An Advisory Landman Connection online application is being finalized and will be made available to the membership by summer. The application will be available to members who wish to be matched either as a participant or advisor for a six-month program.

AAPL Educational Foundation, Inc.

The Foundation has distributed \$185,000 from the Disaster Relief Fund since its inception as financial assistance to approved applicants.

The Foundation approved a grant to the IPAA to develop oil and gas curriculum in high schools.

Annual Meeting

All planning for the meeting this summer in Denver is on track. Keynote speaker is David Lawler, CEO of BP Americas. 15.5 CEU credits will be available. Sponsorships and registrations are pacing ahead of last year at this time.

Presidential Travel

AAPL President David Miller visited ten (10) local associations in the first quarter of 2018. Along his travels he met several AAPL members who were beneficiaries of the AAPL Disaster Relief Fund.

NAPE

NAPE celebrated its’ 25th Anniversary at NAPE Summit in February. Compared to 2017, attendance was up over 1000 and nearly 50 additional exhibitors. Revenue increased 14% compared to 2017. NAPE rolled out a new Job Fair and received rave reviews. Tom Brokaw was the NAPE Charities Luncheon speaker where \$150,000 was donated to three veteran’s charities.

Membership

Total Membership: 15,685
(compared to this time last year 15,576)
Active Members: 13,407

director's report

Certification

AAPL is no longer using the printable PDF applications for Certification. Members can now apply online.

In the near future the Certification Committee will be reaching out to MLBC to provide volunteer CPLs who would be interested in proctoring CPL/RPL exam retakes in our region. Rather than any CPL proctoring the retake, the exam taker will be required to have "an approved" proctor administer the retake.

Certification Stats:

CPLs:	2,927
CPL/ESA: 49	
RPLs:	2,135
RLs: 336	
Retired CPLs: 51	
Total:	5,498

Treasurer's Report

Statement of Financial Position -

As compared to December 31, 2016, total assets have increased from \$30,069,402 to \$33,535,061; a change of \$3,465,659 or 11.5%. This is primarily due to market activity related to the investment account as well as fewer operating fund withdrawals. Total liabilities as compared to December 31, 2016 have increased from \$1,448,114 to \$1,777,398; a change of \$329,284 or 22.7%. This is primarily related to membership dues rates increasing July 1, 2017 and Contract Center licenses being made available October 2016.

Statement of Activities -

Revenues (exclusive of investment revenue) compared to December 31, 2016 have increased from \$1,720,342 to \$2,041,710, a change of \$321,368 or 18.7%. The increase in revenue is due to the increase in membership dues prices, the increase in education seminar prices, addition of income from Contract Center, and the addition of rental income from NAPE Expo.

Member dues revenues increased \$162,406 (23% increase from \$705,786 to \$868,192). Education seminar revenues increased \$81,180 (25.7% increase from \$302,081 to \$383,261). The additions of Contract Center forms income of \$58,230 and rental income from NAPE Expo of \$46,500 all contributed to the overall increase of revenue.

Expenses have increased 8% from \$3,160,166 to \$3,413,999, a change of \$253,833. The increase in expenses is due in large measure to the \$545,679 disaster relief contributions AAPL made to the AAPL Educational Foundation. When this one-time expense is excluded, expenses decreased 9.2% overall. The decrease is largely due to the elimination of government lobbying expenses within governmental programs (60.3% decrease from \$76,562 to \$30,369) and a reduction in salaries, contract labor and benefits of 19% (from \$1,786,317 to \$1,447,293) due to moving seven employees to NAPE Expo.

Statement of Investment Accounts -

Investments as of December 31, 2017 total \$26,321,529, an increase of \$2,444,253 or 10.2% as compared to the same period last year. The change has been the result of unrealized and realized gains in the AAPL investment account as well as fewer operating fund withdrawals.

Education

AAPL has held thirteen educational events since January 1, 2018. Additionally, planned programs and new seminar development for the following topics is being implemented:

- Fundamentals of Field Land Practices
- Structuring a Deal – Petroleum Economics
- Negotiation Strategy & Technique
- Held-By-Production
- Due Diligence

Governmental Affairs – Member Outreach and Advocacy

In Q1 2018 AAPL provided an amicus brief letter for a case before the Texas Supreme Court as well as an amicus brief process for the ongoing Dundics case before the Ohio Supreme Court.

AAPL has secured a contract with Voter Voice, a digital platform to be used to mobilize membership to interact with their representatives on important legislative issues.

ELM Programs

AAPL is finding it difficult to maintain communication with recent graduates from the accredited ELM programs due to graduating students failing to update their ".edu" e-mail addresses to a personal or business e-mail address within the AAPL database. AAPL is asking that graduating students take the time to update accordingly upon graduation.

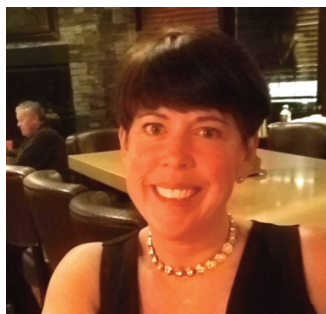
Legislative/Regulatory Affairs

The committee is focused on Independent Contract Status, Licensing/Registration, Regulation and Judicial rulings by preparing a report as to each states legal requirements to practice as a Landman.

The next quarterly board meeting will be in conjunction with the Annual Meeting on June 19, 2018 in Denver, CO. If anyone has questions regarding the national association, or any concerns, suggestions, or comments you feel should be shared with the AAPL Executive Committee and Board of Directors, please contact me at aaron.yost@percheronllc.com. It's a privilege to serve MLBC as representative to AAPL and thank you for your support.

MLBC All-Day Seminar

March 8, 2018 – Hilton Garden Inn – Southpointe



I have a son, Michael, who just turned 15. Michael, for various reasons – mostly behavior related – has spent a significant amount of time with me during the work day. We have been to meetings in Charleston, Sugar Grove, Wheeling, Moundsville, Morgantown, Clarksburg, and Bridgeport. He's been to AAPL national meetings in Nashville and Seattle.

Michael has met a lot of people and has had some really cool experiences – well paid visits, gas control operations tours, fancy restaurants, trips to Houston, etc.

Last year, in the 8th grade, Michael had to write a persuasive paper on whether fracking was a good thing or a

bad thing. It did not matter which side he took, but he had to support his conclusion with facts. This was his first sentence:

"I have traveled all over the state to oil and gas events and I have found the people there to be very trustworthy."

Once I got over the fact that this had absolutely nothing to do with fracking, I was touched. Michael was not impressed with the big machines or the loud noises or the fancy food – it was the people that he remembered. The people in this room. And the people we represent in the industry. It is the engineers, construction crews, landmen, and lawyers that made an impression on him. I think that says a lot about our profession when a 15 year old boy thinks we are trustworthy – and I am proud of the people in this room and I am proud to be here today. Welcome.

*Morgan Griffith,
Education Committee Chair*



The March 8 day-long seminar in Canonsburg was a huge success. We had over 170 people in attendance throughout the day – and had to turn 50 potential registrants away because the room could not accommodate more folks. The MLBC would like to thank the Education Committee members who participated in the organization and preparation of the March 8 seminar:

Jeremy Preston
Chuck Saffer
Jeannie Morgan Johnson
Thomas Long
Justin Nixon
Paul Atencio
Lhag Bowers
Morgan Griffith.

The MLBC would also like to give a special thanks to Abby Veigel – executive assistant.

We had fabulous speakers. The MLBC would like to thank Justin Nixon - Northeast Natural Energy
Bruce Rudoy - Babst Calland
Jeannie Morgan Johnson - Northeast Natural Energy
Andy Graham - Steptoe & Johnson
Chuck Saffer - Robinson and McElwee (Chuck is now at Babst Calland)
Doug McElwee - Robinson and McElwee
Jim McKinstry - DPS
Morgan Griffith
Steve Hedrick Matric



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mlbc awards program

The MLBC Awards Committee is calling for nominations for our 2017-2018 Awards Program. The MLBC established its awards program in order to recognize members for achieving excellence in the land profession here in the Appalachian Basin.

The presentation of awards will occur at the MLBC Dinner Meeting, Marriott Waterfront Place in Morgantown, WV on June 7, 2018.

The MLBC Awards consist of the following:

Best Member Communication

The award for Best Member Communication was established to recognize the best single communication by an MLBC member during the 2017 calendar year. The communication may be written or oral, but if oral, a written transcript must be submitted. The communication may be to the MLBC, to AAPL, or to the

industry but must pertain to the land profession. The individual must be a member of MLBC for his or her entry to be considered.

Friend of MLBC Award

The Friend of MLBC Award was established to recognize a company or individual that has made significant contributions to the betterment of the MLBC in any way deemed worthy of recognition.

J. W. Findley Lifetime Achievement Award

The J. W. Findley Lifetime Achievement Award was named after the organizer of the inaugural MLBC meeting held on July 17, 1959, and the organization's first President. The award is the highest and most distinguished honor of our association. The award was established to recognize an MLBC member who has demonstrated excellence and integrity in contributing to our association and our profession. Current MLBC officers are

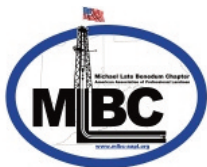
excluded from nomination.

Please submit all nominations to the MLBC Awards Committee Chair, Christa Dotson. Nominations should include the name of the individual making the nomination, the name of the nominee and a brief description in support of the nominee. Descriptions or letter of support for the nominee should be limited to one page.

Nominations may be mailed to:

Christa Dotson
48 Donley Street, Suite 601
Morgantown, WV 26501

Nominations also will be accepted via email to cdotson@nne-llc.com. In order to be considered, all nominations must be received by the Awards Committee Chair by no later than May 1, 2018 at 5:00 PM EST. If you have any questions, feel free to contact Christa at 304.212.0416.



Michael Late Benedum Chapter

American Association of Professional Landmen

10th Annual MLBC Spring Charity Golf Outing

Friday, May 11, 2018

Registration opens @ 9:00am

Shotgun start @ 10:30am

Oglebay Resort, Wheeling, West Virginia

Join us for the tenth year of this great event and help us as we close in on \$250,000 donated to Children's Hospital! Registration will open soon, which will include not only a round of golf on either the Palmer or the Jones course at Oglebay Resort in Wheeling, but also lunch, BBQ dinner, open bar after golf, and the potential for some great prizes.

Please consider sponsoring this great event at one of the sponsorship levels below, and remember that our donations continue to enrich the lives of the children of our communities and their families during their stay at the hospitals. Let's continue to support this great cause!

Miracle Sponsors

\$3,500

Four (4) golf/dinner registrations, PRESENTING SPONSOR signage during registration, dinner, and awards, additional signage on course and resort grounds, and event and website recognition

Giveaway Sponsor

\$2,500

Company name and logo at the registration table and your logo on the event giveaway item, which is to be determined in conjunction with the sponsor, the committee, and the course, and website recognition

Hole Sponsors

\$1,250

Company name and logo on one (1) tee box sign and the ability to put up a tent with drinks, music, and/or games for the players, and website recognition

Hole-in-One Sponsor

\$1,000

Company name and logo at the MILLION DOLLAR SHOOTOUT, as well as the hole-in-one raffle ticket table at registration, and website recognition

Driving Range Sponsor

\$500

Company name and logo at the driving range, which is open to all players, and website recognition

Tee Sponsors

\$500



The Value of the MLBC Networking



By Lhag Bowers, Director

When the question- “Why should I be a part of the MLBC?” is asked, one of the first benefits that will be mentioned is networking. What exactly is networking? How does networking benefit me? And how can I benefit more from the networking opportunities the MLBC provides?

What is networking?

Miriam Webster defines networking as “the exchange of information or services among individuals, groups, or institutions; specifically: the cultivation of productive relationships for employment or business”. So, at its core, business networking is simply a group of like-minded business people (in our case landmen) gathering together and helping each other.

How does networking benefit me?

The list of benefits and potential benefits is a long one, but two in particular stand out- 1. by interacting with colleagues, we are bound to learn something and 2. we will build long lasting relationships that are the backbone of our industry. At a commencement speech in 2014, Bill Nye the science guy was quoted as saying “Everyone you

will ever meet knows something you don’t.” Increased interaction with our fellow landmen working in our basin will be an excellent opportunity to learn what’s going on in other areas, disciplines and companies. It is also said that “The opposite of networking is not working”. Given a choice, every one of us hires the person we know (assuming we know them to be good). The more people we know, the more capable we are of hiring good people. The better we are known, the more likely we are to be a hot commodity when the time comes to look for work. So how can we be better at networking so that we are learning more from our colleagues and building strong relationships?

Tips to be a better networker

1. Arrive early. Obviously, this means you will be spending more time at the event, but more importantly, getting there early means you are taking advantage of the calm before the storm. It will be quieter and thus easier to engage in conversation. Since the crowd will be smaller, it will be easier to find people that you haven’t talked with before.

2. Engage. Being there is only the first step. If being a wall flower is what comes naturally, to benefit from the networking opportunities you’ll need to force yourself to interact with people. Look for someone that isn’t already talking with someone and approach them. “What brings you to this event?” You, of course, can also interact with the people you are already comfortable with, but try to make at least 3 new contacts at each networking event.

3. Leave one hand free. Yes, the food is good and you are starving. Yes, the drinks are paid for and the bar is only open a limited amount of time. But the

most valuable thing at that meeting during the social hour is the networking. If you have a plate in one hand and a drink in the other, will you be able to shake a hand or share a business card?

4. Smile, be passionate and listen. Smiles are contagious. By smiling, you’ll put your nervous self at ease, and you’ll also come across as warm and inviting to others. Remember to smile before you enter the room, or before you start your next conversation. Talking about what you enjoy is also contagious. When you get other people to share their passion, it creates a memorable two-way conversation, so remember to listen. It’s been said that we were created with 2 ears and only 1 mouth so that we would spend twice as much time listening as we do speaking. Asking questions (without prying) and then listening intently is an excellent way to do this.

5. Follow up. Since the goal is to build productive long-term relationships, follow up. Many business journals recommend reaching out to our new contacts within 24-48 hours. It’s said that good networking is the beginning of the conversation, not the end. Following up quickly, referencing your conversation and perhaps proposing a follow-up meeting, if appropriate, will assist you to remember your contact and them to remember you.

Are you taking full advantage of the networking opportunities presented by your membership in the MLBC? Why not put forth a concerted effort to take your networking efforts to the next level? You will, no doubt, learn something and build relationships that will suit you well throughout a long career as a landman.

Marietta College Landman Association

UPDATE



Students speaking to the well-known Herbert Hunt.



Students and professors in front of Exhibit Booth. Pictured left to right, CJ Cunningham, Professor Greg Delemeester, Matt Bailey, Matt Harkness, Blaze Amos, Professor Tina Thomas and Morgan Rich.



Lunch with Mr. Edward & Audrey Bailey at McCormick and Schmick's.

On February 7th-9th, students from the Marietta College Land and Energy Management Program attended the North American Prospects Expo (NAPE), many for the first time. Students that attended the expo along with Professor Tina Thomas and Professor Greg Delemeester include Morgan Rich, CJ Cunningham, Matt Harkness, Blaze Amos, and Matt Bailey.

After getting settled in at the hotel on Wednesday morning, Matt Bailey's father, Edward Bailey, along with his wife Audrey Bailey treated the group to lunch at McCormick and Schmick's. After many years in the oil and gas industry, Mr. Bailey talked with the group about his experiences.

Following lunch, the group headed over the expo to set up the display booth. With Marietta College still being a fairly new AAPL accredited school, we wanted to make sure that our booth would attract people from all over the industry so we could get our name out there to as many people as possible.

That afternoon the group attended the first annual job fair that was held at the convention center above the expo floor. The group easily handed out over thirty resumes to various companies represented at the job fair and many of the companies expressed interest in learning more about Marietta's program. Several were overjoyed that there was another college to possibly interview at in the future.

Finally, on Wednesday students attended the 2018 NAPE Icebreaker event, where they mingled for a couple of hours with thousands of industry professionals. Students got to experience first-hand the importance of making connections with others in the industry.

On Thursday, students attended the main event with hundreds of companies and

several colleges being present on the convention floor. The group took turns manning the booth while the others went about exploring all the different displays and meeting with many different people from all over the industry. Many exchanges of business cards and resumes occurred and several students made contacts with companies wanting to learn more about the college's program. Packets that included information about the college were passed out to these interested parties in hopes of creating a networking opportunity in the future.

Many alumni from Marietta who worked in the industry visited the table, as well as many people who just knew where Marietta, Ohio was or had family in the area. After they stopped and talked to the group, the overall mood was very positive about Marietta College's decision to branch out into the landman profession. Two individuals even stopped by to pick up information about the college for their kids, who were looking for colleges to possibly attend.

That same night the Houston Area Alumni Association held a get together for the group, that allowed them to meet and talk with alumni, many of whom are in the oil and gas industry. The group met with several alumni who shared experiences and stories that made the night fly by and the event was an important networking and learning experience for everyone who attended.

Having been one of the students that attended, overall the trip to NAPE was one that I personally enjoyed. I can speak for other students as well, when I say that it was well worth the time and money spent to gain the network and knowledge that we acquired.

Blaze Amos, Marietta College Landman Association



Morgan Rich '19 named finalist for AAPL's Outstanding Graduate award

Morgan Rich '19 (Sarahsville, Ohio) wasn't too disappointed when she learned she wasn't named the American Association of Professional Landmen Outstanding Graduate.

Finishing in the top four was rewarding enough.

"It is great to know that my college career, as well as my experiences, have been recognized by the national organization of professional landmen," she said. "The AAPL is one of the largest organizations in the oil and gas industry and it is still hard to believe I was given this opportunity."

Rich, a graduate of Shenandoah High School, learned she was a finalist a few weeks before attending the NAPE meetings in Houston Feb. 13-15 — where she was interviewed for the award. Marietta is one of 13 AAPL-accredited programs, but the College just recently earned the designation.

Rich is excited about the attention Marietta's program is receiving.

"As one of 13 accredited programs, the AAPL, as well as the local chapter (Michael Late Benedum Chapter) have proved very valuable to Marietta's students," she said. "From scholarships, free meeting/dinner registration, and tons of networking with industry professionals, none of these opportunities would have been as significant if Marietta College was not AAPL accredited. We have also had the pleasure of meeting students from other AAPL accredited schools and even volunteering side by side with students from West Virginia University at MLBC events. It is nice being able to feel like a part of a group and being AAPL accredited we get to enjoy just that."

Tina Thomas, Director of the Land & Energy Management program, said Rich is the type of student every program wants to have.

"Not only is she very intelligent, she has common sense and a driven work ethic," Thomas said. "Morgan has shown leadership and initiative in MCLA, Marietta's student land man organization and MLBC, the local professional organization. Her accomplishment of qualifying as one of four finalists among all land management students across the country speaks volumes for Morgan's personal achievement and Marietta's program. Morgan will be a very successful landman and I am proud to have her as a student in Marietta College's Land & Energy Management program."

Rich, who commutes from Sarahsville, Ohio, said Marietta's program is doing an outstanding job of preparing future landmen.

"Overall, the program has been remarkable at preparing students for the role as landmen," she said. "It has given us all a chance to go into this line of work, with knowledge of what it is we will be doing. Many landmen, have not been fortunate enough to have such experience when they started their careers."

Rich is interning at Artex Oil Company in Marietta and plans to start her career there after graduation.

"I also plan to become more involved with the Michael Late Benedum Chapter of AAPL and also work toward getting my 'registered landman' certification, followed by my 'certified professional landman' certification in years to follow," Rich said.

“

I also plan to become more involved with the Michael Late Benedum Chapter of AAPL and also work toward getting my 'registered landman' certification, followed by my 'certified professional landman' certification in years to follow.

Morgan Rich

Slated 2018-2019 MLBC Executive Committee



President: Britney Crookshanks



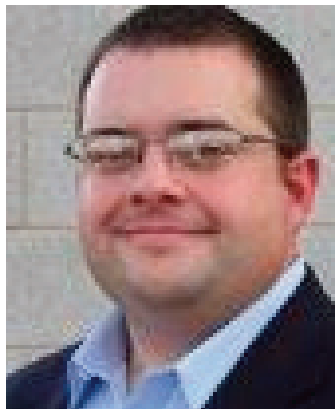
Vice President: Jeremy White



Secretary: Anthony Romeo



Treasurer: Rob Greiner



**Sergeant-At-Arms:
Justin Nixon**



1st Director: Lhag Bowers



2nd Director: Kevin Pierson



3rd Director: John Catsonis

**Please look for the ballot to vote in your email on May 1, 2018.
The 2018-2019 Executive Committee will be installed during the
June Dinner Meeting.**

upcoming events

- April 12, 2018 - Dinner Meeting at the Parkersburg Art Center
- April 27, 2018 - Spring Social at Tropics in Morgantown
- May 11, 2018 - Spring Charity Golf Event at Oglebay
- June 7, 2018 - Dinner Meeting at Morgantown Marriott at Waterfront Place
- August 9, 2018 - Dinner Meeting in Cambridge, Ohio
- September 13, 2018 - Lunch Meeting at Stonewall, WV
- September 22, 2018 - Fall Golf at Southpointe

The Spring Social will be held at Tropics Restaurant in Cheat Lake, WV on April 27, 2018 starting at 6 p.m. Please plan to attend this popular event and enjoy a fun-filled evening with your fellow MLBC members. There will be food, drinks and entertainment provided by the Black Dog Hollow Band. Look for the email coming soon regarding this event that will have all the details on how to sign up and attend.

MLBC Broadcast Text Messaging



The MLBC Technology Committee is excited to announce that we now have the ability to communicate to our membership via text message. Beginning this month we will begin communicating via a text message sent to your mobile phone number associated with your membership record. Messages will be sent on a limited basis (one or two per month) and reserved for major announcements/events.

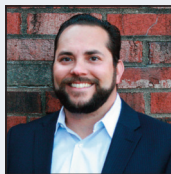
To ensure that you are able to receive text messages from the MLBC please **log in to your member profile** and make sure you have a valid number entered in the **"Broadcast Text Phone"** field. Members not wishing to receive text messages from the **MLBC may opt out by logging in to their member profile and un-checking the "SMS Text List" option.** This new text messaging system is part of the MLBC's ongoing effort to better connect to the membership via technology.

2017-2018 executive committee

2017-2018 EXECUTIVE COMMITTEE

**President**

Jeremy Preston, RPL
EQT Production
jpreston@eqt.com

**Director**

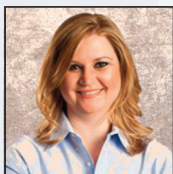
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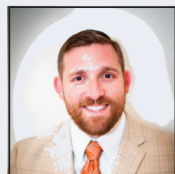
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**Executive Assistant**

Abby Veigel
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Ethics: Justin Nixonjrnixon25@gmail.com

Golf: Lee Herbertlee.herbert@gmail.com
Jeff Junstromjjunstrom@cassidypc.com

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Technology Committee: Jeremy Prestonjpreston@eqt.com

Newsletter Committee: Rob Greinerrobert.greiner@percheronllc.com

Photography: Michael Kalanyynalak@gmail.com

new members

February 2018

First Name	Last Name	Employer	Member Type	Sponsoring Member
Carrick	Tuck		Active	Skrzysowski, Larry
Gary	Kern		Active	Granger, Jeannie
Jamie	Chapman	Antero Resources Corporation	Active	Furbie, Bridget
Kelly	Stumbo	Appalachian Energy Partners, LLC	Active	Pierson, Kevin
Anthony	DaDamo	Babst, Calland, Clements and Zomnir, P.C.	Associate	McKernan, Scott
James	Moses	Bryson Kuba, L.P.	Active	Pierson, Kevin
Trent	Webre	Chevron	Active	Stockman, David
Morgan	Stewart	Chevron Appalachia, LLC	Active	Keplinger, Stefan
Brian	Polk	Daxton Irving LLC	Active	Fleming, Todd
Patrick	Joliet	Eclipse Resources	Active	Graybill, Austin
Sean	Binotto	Eclipse Resources	Active	Emmick, Amy
Todd	Whitworth	Eclipse Resources	Active	Barry, Edward
Gregg	Martin	GLM Resources	Active	Martin, D. Paul
Matthew	Chase	Jackson Kelly PLLC	Associate	Jett, Brian
Andrea	Paletti	Layne Land and Leasing LLC	Associate	Robinson, Katherine

Total Members: 1,190

Active: 835
Active, PP: 28
Honorary: 9
Total Active: 872
% Active: 73.28%

Associate: 246
Student: 72



Congratulations to the following members recently gaining their RL Certification through the AAPL:

- Matthew Fiorante
- Jeannie Granger
- April Horne
- Clayton Kleevic
- Kyle Elliott

March 2018

First Name	Last Name	Employer	Member Type	Sponsoring Member
Lori	Cunningham		Associate	Bourbeau, James R.
Sarah	Green	Bolwes Rice LLP	Associate	Dollison, Charles
Joshua	Hannold	Bowles Rice	Associate	Dollison, Charles
Kimberly	Croyle	Bowles Rice	Associate	Dollison, Charles
Christopher	Nahley	Bowles Rice	Associate	Dollison, Charles
Philip	Schlimmer	Bowles Rice	Associate	Dollison, Charles
Amanda	Godwin	Bowles Rice	Associate	Dollison, Charles
Charles	Wade	Bowles Rice	Associate	Dollison, Charles
Charles	Hughes	Bowles Rice	Associate	Dollison, Charles
Audrie	Summers	Bowles Rice	Associate	Dollison, Charles
Whitney	Kerns	Bowles Rice	Associate	Dollison, Charles
Kayla	Cook	Bowles Rice	Associate	Dollison, Charles
Heather	Bates	Bowles Rice	Associate	Dollison, Charles
Taylor	Frankovitch	Bowles Rice	Associate	Dollison, Charles
Jordan	Jones	Bowles Rice LLP	Associate	Dollison, Charles
Steven	Hall	Bowles Rice LLP	Associate	Dollison, Charles
Tyson	Sears	Cimmaron Land, Inc.	Active	O'Bryan da Mota, Kelly
Dwight	Bullough	Derico Energy Partners, LLC	Active	Yost, CPL, Aaron R.
Karolina	Powell	Dudley Land Company	Active	Jackson, Tim
Thomas	Sochacki	EQT Production Company	Active	Skrzysowski, Larry
Jessica	Wrzosek	Ever Green Energy, LLC	Active	Spitznagel, Daniel
Ryan	Kopp	High Road Consulting	Active	Hlebinsky, Matthew A.
Anglea	Ramsey	Lewis Glasser PLLC	Associate	Sadd, Mark
Frank	Rotruck	Spilman, Thomas & Battle	Associate	Stanhagen, Denny

membership information



Michael Late Benedum
"The Great Wildcatter"

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 Abby Veigel at abbyveigel@mlbc-aapl.org.

Notice of the application(s) of all potential Chapter members shall be published in the next regularly scheduled monthly Chapter "Takeoff" newsletter. Active members shall have the opportunity during 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.

membership renewal

The MLBC is only as strong as its members and we greatly appreciate any time that you have been able to devote to the MLBC over the past year, whether that has been attending an event, encouraging someone else to join, being a corporate sponsor or by simply paying your dues and being a member. As the positive momentum in our industry continues, it is our sincere hope that you will continue your membership and involvement. The MLBC serves as the Appalachian Basin's hub for the oil and gas industry and our events are the birthplace of opportunity for aspiring professionals looking to further entrench themselves within their respective fields, we hope to see you there.

The MLBC Website, www.mlbc-aapl.org is a great link to stay up to date with our schedule of events or to learn more about the organization. In addition, numerous resources are available through the site.

The MLBC Job Board is a great tool for Job Seekers and Employers alike. The MLBC Photo Album features photos from past events and is accessible under the resources tab.

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.