

FEBRUARY 2019

The TAKE-OFF

MICHAEL LATE BENEDUM CHAPTER

AMERICAN ASSOCIATION OF PROFESSIONAL LANDMEN



2018 HIGHLIGHTS. YEAR IN REVIEW

We are only as strong as our members and the MLBC is proud to provide our membership with another successful year of quality educational, charitable and networking opportunities!

Spring Golf at Oglebay:

\$42,000

Donated to
WVU Children's Hospital



Thank You to
all for a great 2018!

Let's welcome 2019 &
the 60th anniversary
year of the MLBC

31:

The number of
CE credits
from MLBC sponsored
events

4th annual Charity Clay Shoot:

\$28,000

Benefiting the
WVU Veterans Advocacy
Law Clinic



11 Lunch or Dinner
Meetings
3 Clay Shoots
2 Golf Outings
3 Socials
1 Membership Drive



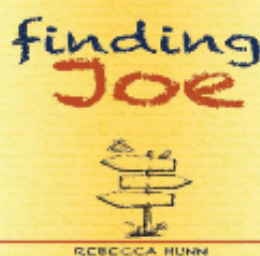
Fall Golf at Southpointe:

\$28,000

Donated to
Big Brothers Big Sisters
of Greater Pittsburgh

\$7,500:
In scholarships to
WVU &
Marietta College
Land & Energy
MGMT students

1,114:
The number of
MLBC members
at year's end



Creation of the:
MLBC Foundation,
Mentorship Program,
Women of the MLBC,
Landman of the Year Award,
Text Messaging System

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MEMBERSHIP INFORMATION



The MLBC is very excited about our 2019 calendar! We kicked off the year with a social event at Penn Brewery that over 60 members attended. The evening was spent laughing with local comedians and enjoying great food and delicious craft beer! February is going to bring a speaker with the interesting topic of drones at the Bridgeport Country Club, and in March the line-up looks great for the joint seminar with EMLF.

There are a ton of other great events coming up this year, including a Charity Gala benefiting Habitat for Humanity at Nemacolin, charity golf tournaments, clay shoots, more luncheons to review and discuss the challenges Landmen are facing in Ohio, membership drives, and a special celebration to mark the 60th anniversary of the Association.

There are going to be a lot of opportunities for members to become involved in helping to plan and participate in upcoming events, and for companies or services to sponsor them. We are trying to revamp our sponsorship opportunities so our donors can receive more exposure and recognition within the organization. If you have any ideas for future events or ways you would like to get involved, reach out and let's get you included. Keep a look out for what events are coming this year as we are going to be more active than ever before!

Along with a new year comes new budgets, projects, goals, and aspirations. Everyone in the Land world needs to always be prepared for change and be willing to adapt and pivot when needed. Projects that wind down toward the end of the year may be picked back up with fury in a completely different direction after the new year begins. The Land world can be affected by not only the price of oil and gas and the market landscape, but also the individual land departments or land service needs. This constant fluidity can be stressful and add extra challenges to our daily lives. But at the risk of sounding cliché, "if it were easy, everyone would do it."

"As our industry continues to evolve and change, one thing stays consistent: the need for honest, hardworking Landmen."



MLBC President, Britney Crookshanks

Landmen play such an important role in the energy world. We work together to guarantee the landowners, industry associates, and the general public are treated with fairness and honesty to ensure the integrity of the profession is maintained. We work hard to meet the deadlines for our clients and companies, while at the same time helping negotiate the best terms for the deals we are handling.

There aren't too many occupations where a single person is tasked with being the middleman and providing the best solution for both parties. Being a true Landman is not something that just anyone can do. We have all seen the way the industry can rid itself of the people who aren't acting with integrity as the Land world grows and contracts. As our industry continues to evolve and change, one thing stays consistent: the need for honest, hardworking Landmen.

With the nature of how the industry changes and evolves, it is necessary for Landmen to continue to work at staying educated and marketable. The certifications AAPL offers help to highlight your dedication to the profession, and the continued education opportunities are more prevalent than ever. The MLBC and AAPL are actively looking for ways to better support their members and the industry. Take advantage of the help MLBC and AAPL are offering to make your career successful and rewarding!

LETTER FROM THE PRESIDENT

MLBC CORPORATE SPONSORS 2019

PLATINUM

Babst | Calland
Attorneys at Law

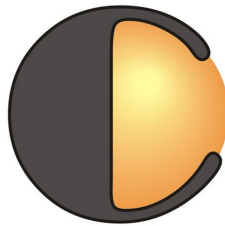


ARSENAL
R E S O U R C E S

human energy™

GOLD

Halo
Land Management



Campbell Development L.L.C.



Cabot Oil & Gas Corporation

Sean Cassidy

DUDLEY
LAND COMPANY

SILVER



ASSOCIATED RESOURCES INC.



Bryson Kuba, LP
Oil & Gas Land Services



BRONZE

 **INFINITY**
NATURAL RESOURCES

2018-2019 CORPORATE SPONSORSHIP LEVELS



PLATINUM: \$5,000 PER YEAR

Benefits of Platinum Sponsor

- Logo on the corporate sponsor board at every meeting along with the meeting sponsor board.
- Logo on the back of every Takeoff and the bottom of every membership email.
- Receive three meeting/dinner passes for each meeting for one year.
- Receive one free Full Page advertising ad.
- Receive free Half Page ad in the Takeoff per year.
- Logo on Golf Outing sponsorship boards.

GOLD: \$2,500 PER YEAR

Benefits of Gold Sponsor

- Logo on the corporate sponsor board at every meeting.
- Logo on the back of every Takeoff and the bottom of every membership email.
- Receive three meeting/dinner passes for each meeting for one year.
- Receive one free Full Page advertising ad.
- Receive free Half Page ad in the Takeoff per year.
- Logo on Golf Outing sponsorship boards.

SILVER: \$1,500 PER YEAR

Benefits of Silver Sponsor

- Logo on the corporate sponsor board at six meetings.
- Logo on the back of every Takeoff and the bottom of every membership email.
- Receive free Half Page ad in the Takeoff per year.

BRONZE: \$750 PER YEAR

Benefits of Bronze Sponsor

- Logo on the corporate sponsor board at three meetings.
- Logo on the back of every Takeoff.

Dinner Meeting Sponsorship

Cost \$250 per meeting. Companies will receive advertising at the dinner meeting as well as their logo displayed on MLBC website for the month of the meeting sponsored. Contact Harry Heinbaugh for more information.

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 Harry Heinbaugh at Harry.Heinbaugh@percheronllc.com for dinner meeting sponsorships.

THE WOMEN OF MLBC

Wine and Wrap Update

BY AMBER BURIC

The Women of MLBC are delighted to report that the Wine & Wrap benefitting Preston County School District was a great success!

We thank all of you who traveled to Tropics on a chilly December evening with over 45 gifts and pairs of shoes for the children of Preston County. Through your generosity, we also made a \$600 cash donation to the Preston County School District.

One of the missions of the WMLBC is to bring folks together and encourage new connections that could otherwise be missed.

Tropics provided us with an excellent location for our attendees to wrap gifts and chat throughout the evening, and certainly, one of the highlights of the WMLBC Wine & Wrap was seeing some new faces in the crowd.



We'd like to thank our sponsors for supporting this very first WMLBC event:

Babst Calland
Claire Sergent Walls Legal Group
Layne Land & Leasing, LLC
Strategic Land Services, LLC

We're looking forward to the May 3, 2019 Gala at Nemaocolin Woodlands. If you'd like to get involved in the planning, please contact Abby Viegel or Amber Buric.





LEGISLATIVE & REGULATORY UPDATE

By Nik Tysiak

Happy New Year to the MLBC membership! I hope you all have a prosperous and productive 2019. Despite living in a time of uncertainty with the longest federal governmental shutdown in modern history, the MLBC membership has much to be happy about.

As was circulated recently, the issues for landmen created by the Dundics decision out of Ohio have been legislatively resolved. On December 19, 2018, the Ohio legislature passed Ohio S.B. 263, amending O.R.C. Section 4735.01 to add new exemptions to the definition of a “Real estate broker” under Ohio law, explicitly exempting contract and in-house landmen in the oil and gas industry from the real estate brokerage statutes for their lease-taking activities. However, to the extent that contract landmen are buying and selling fee oil and gas interests on behalf of a client, they would still need to hold a real estate brokerage license. We will continue to monitor the situation in Ohio and report on any further developments.

Also in Ohio, the Ohio Supreme Court decided a case affecting the Ohio Marketable Title Act, finding that a reference in the surface owner’s chain of title to a prior royalty reservation was sufficient to preserve the separate, severed mineral ownership interest and that the act did not require specific reference to the book and page or date the original interest was created. (Blackstone v. Moore, 2017-Ohio-1639). The U. S. Court of Appeals for the Sixth Circuit decided Rogers v. SWEPI LP, --- Fed. Appx. --- (Case No. 18-3229, 6th Cir. 2018). In that case, the 6th Circuit was tasked with determining whether the proper remedy in a dispute between a landowner and an oil and gas lessee regarding the nature of their agreement should be heard by a federal court, or if the dispute should have first been subject to the lease’s binding arbitration clause. In reviewing the issue, the Court determined that the landowner was attacking the contract as a whole and therefore arbitration was the proper remedy. The court went on to state that a limited attack on the arbitration clause itself may have been taken properly before a federal court, but that the landowner’s claims were much broader than that, resulting in the need for arbitration.

On December 13, 2018 in Pennsylvania, the Department of Environmental Protection’s (DEP) Air Quality Technical Advisory Committee met to discuss recently released draft regulations on air emissions from existing oil and gas sources. Though not yet finalized, the new regulations are designed to “curb direct emissions and leaks of volatile organic compounds from older well sites, storage tanks, and other oil and gas facilities.” The Pennsylvania Supreme Court found in Snyder Brothers, Inc. v. Pa. Pub. Util. Comm’n, --- A.3d --- (Pa. 2018) that the Pennsylvania impact fee may be assessed against the producer under a vertical oil and gas well when the well averages 90,000 cubic feet of production of natural gas for even one month of the year.

On a personal note, I look forward to serving the MLBC community and membership through providing information and scholarship. I encourage all of you to contact us at the MLBC with questions, suggestions or concerns.

From Dundics to Senate Bill 263 and the Implications for Ohio Land Professionals

By John T. Catsonis

The graphic below is a short timeline of events from the date of the Ohio Supreme Court ruling in *Dundics et al v. Eric Petroleum* to the date when Senate Bill 263 becomes effective law. The information below will provide a short history on the past court decisions, how it impacts land professionals in Ohio and how the MLBC is planning to respond as a service to our members. As many of you are aware, the past few months offered a changing legal landscape for land professionals operating in the state of Ohio relating to licensing requirements. We now have a much clearer picture of the licensing and disclosure requirements as imposed by Senate Bill 263.

Ohio Supreme Court render Dundics' decision. 9/25/2018	AAPL reps work to draft language as a response.	Governor Kasich signs Senate Bill 263. 12/19/2018	MLBC Senate Bill 263 response Lunch meeting. 2/28/2019	Senate Bill 263 becomes law. 3/19/2019
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A short timeline of events.

On September 25, 2018, the Ohio Supreme Court rendered a decision in *Dundics et al. v. Eric Petroleum Corp.*, holding that land professionals who negotiate oil and gas leases must comply with the real estate broker's licensing requirements set forth in Ohio Revised Code section 4735 and would essentially require certain land professionals in Ohio to become licensed real estate brokers.

It should be noted that after the *Dundics*' decision, behind the scenes, representatives of American Association of Professional Landmen, alongside the Ohio Oil and Gas Association were working on language to draft a bill to remedy the situation created by the *Dundics*' decision. The result of these efforts, after much deliberation and negotiations, was Senate Bill 263.

On December 19, 2018, Governor Kasich signed in to law Senate Bill 263. In short, this law exempts oil and gas land professionals from the requirement of obtaining a real estate broker's license set forth in ORC 4735. Ultimately, this is a major win for Ohio landmen compared to the alternative of acquiring a real estate broker's license and the burdensome requirements associated therewith. Drew Romig, attorney with McDonald Hopkins and the Co-Chairman of the MLBC Legislative and Regulatory Committee, offered a concise explanation of Senate Bill 263 and its implications on land professionals in Ohio:

*'Oil and gas land professionals are then exempted from the real estate brokers licensure requirements as long as they are either 'not engaged in the purchase or sale of a fee simple absolute interest in oil and gas,' or employed by the person, partnership, association, limited liability company, limited liability partnership, or corporation for which the oil and gas land professional is performing the oil and gas land professional's duties.' Importantly, it appears that independent, non-employee mineral brokers would fall outside of this exemption, and would still be required to obtain a real estate broker's license.'*¹

Unfortunately, it appears those most negatively impacted by this decision are independent land professionals who purchase fee simple absolute mineral interests in Ohio on behalf of a third party, as the language in Senate Bill 263 does not exempt the purchase of fee simple absolute mineral interests and thus would still require a real estate broker's license.

What Are the Registration and Disclosure Requirements for Ohio Land Professionals?

On March 19, 2019, Senate Bill 263 will become effective. The new law imposes requirements Ohio landmen should be aware of and are obligated to abide by; the requirements are detailed below, and the information has either been directly taken from the language within Senate Bill 263 or summarized from the text.

From Dundics to Senate Bill 263 and the Implications for Ohio Land Professionals (continued)

By John T. Catsonis

1. Part HH (1A): Registers on an annual basis as an oil and gas land professional with the superintendent of real estate by such date specified and on a form approved by the superintendent.

- The form must include the applicants name and evidence he or she is a member of a national or local professional organization that has developed a set of standards of performance and ethics.
- Part HH (1B): Pays an annual fee not to exceed \$100.00.

2. At or prior to first contacting any landowner or other person with an interest in real estate for the purpose of engaging in the activities of an oil and gas land professional, and on a form approved by the superintendent, discloses to the landowner or other person all of the following:

- (a) oil and gas professionals name and address;
- (b) evidence of registration with superintendent and membership in national, state or local professional organization;
- (c) statement that the oil and gas land professional is not a licensed real estate broker
- (d) statement that the landowner may seek legal counsel in connection with any transaction with the oil and gas land professional;
- (e) statement that the oil and gas land professional is not representing the landowner or other person with an interest in real estate.

3. At or prior to entering into any agreements for the purpose of exploring for, transporting, producing, or developing oil and gas mineral interests including, but not limited to, oil and gas leases and pipeline easements with any landowner or other person with an interest in real estate, and on a form approved by the superintendent, discloses to the landowner or other person with an interest in real estate all of the following:

- The disclosure form must also include the information as detailed under #2 (a) through (e) described above

In summary, land professionals in Ohio will be required to annually register with the superintendent of real estate, provide a form to owners of real estate at or prior to first contact and also provide a form to the owner of real estate at or prior to entering into any agreements, with certain exemptions. Please refer to the website link at the bottom of the page to view Senate Bill 263 in its entirety.

MLBC's Response to Our Membership

The MLBC will continue to closely monitor the situation. As a result of the passing of Senate Bill 263 and its disclosure and registration requirements, the MLBC is holding a meeting for MLBC members and non-members who are impacted by the decision. We will be hosting Mr. Timothy M. McKeen, attorney and practice group leader of mineral title and energy real estate from Steptoe and Johnson PLLC.

The lunch meeting will be held at Undo's in St. Clairsville, Ohio on Thursday, February 28, 2019. In between now and then, hopefully, we will have a better idea of how landmen will obtain the required registration and disclosure forms and the process of registering.

In closing, MLBC members, AAPL members and all land professional operating in the Appalachian Basin and Ohio should be proud of the efforts of our national organization and everyone involved in expediting the response and drafting the legislation to protect the interests of all landmen and the land profession in Ohio.

Disclosure:

John Catsonis is the Marketing Committee Chair of the MLBC and a professional landman and is not an attorney and nothing within the above article should be misconstrued as legal advice.

MLBC

SENATE BILL 263

Response Lunch Meeting

Due to the impending effective date of Senate Bill 263, the MLBC is hosting a lunch meeting to discuss the implications for Ohio land professionals and the registration and disclosure requirements.

11:30 AM, Thursday, February 28, 2019

Undo's – St. Clairsville, OH

51130 National Rd E,
St Clairsville, OH 43950

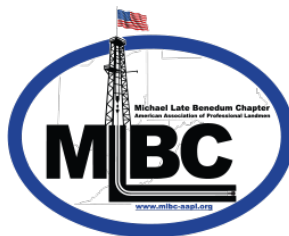
If interested, members will be able to join the MLBC at the event!



@mlbc-aapl



Michael Late
Benedum
Chapter
of AAPL



www.mlbc-aapl.org



@mlbc-aapl



@mlbc_aapl

Mr. Timothy M.
McKeen

•
Featured Speaker

Practice Group Leader
Mineral Title & Energy Real Estate
Steptoe & Johnson PLLC

Register here:

\$50.00 Members

\$75.00 Non-Members

Lunch will be provided at the event
at 11:45 AM.

Join the MLBC [here](#) prior to the
event.





Pittsburgh

AAPL 65th Annual Meeting
Professional Development & Land Conference

June 19–22, 2019

Wyndham Grand Pittsburgh Downtown

REGISTER & BOOK HOUSING
ONLINE AT LANDMAN.ORG.

AAPL
AMERICA'S LANDMEN

2019 AAPL ANNUAL MEETING

Professional Development and Land Conference

Pittsburgh will surprise you!

Today's Pittsburgh is fun, inviting and attractive! It is a model of adaptation, maintaining its independent and inventive spirit while exhibiting an "Old World charm" that is cherished by people who care about heritage and preservation. Pittsburgh has earned a reputation as the nation's "most livable city," and it is chock-full of attractions for visitors!

AAPL will celebrate its 65th Annual Meeting & Conference in this eclectic city. Our host hotel — the Wyndham Grand — is located where Pittsburgh's famed three rivers meet at the heart of downtown with breathtaking views of Point State Park. Join us in June as we explore our industry's heritage with a visit to the Drake Well Museum and look toward the land profession's future by celebrating AAPL's 65th birthday, the thriving Appalachian region and the exciting city of Pittsburgh!

Annual Meeting Chairman Mark Acree and Education Committee Chairman Michelle Aurzada and Assistant Chariman Sara Worsham are lining up a spectacular event for landmen from all areas of the country. New this year, educational sessions will be offered via a dual-track program, providing a wider variety of professional development options for attendees. The conference will be packed with top-notch speakers, a myriad of networking opportunities and the chance to earn up to 24 continuing education credits — creating a trifecta of learning, earning and interaction among professional peers. And let's not forget the savory food, exceptional entertainment and array of activities Pittsburgh has to offer such as its iconic museums — Heinz, Carnegie and Warhol, to name a few. With its quality, richness and assortment, Pittsburgh is known as one of the best arts and culture destinations in the country. We hope you'll see for yourself in June!

Background image: Market Square

WVU Energy Land Management Association Partners With Pantry Plus More

By Jared Foreman and Reid Croft

Every semester, the WVU Energy Land Management student association undertakes a community service or volunteering group project. In past semesters they have participated in events like stream cleanups and trout stocking, trail construction at Coopers Rock State Park, and trail cleanups at the WVU Falling Run green space. This semester, we decided to go a different direction and partner with Pantry Plus More, a Monongalia food pantry tailored for school children in the county.

Working with Pantry Plus was a natural fit for our organization because it perfectly fit the main criteria we keep in mind when deciding projects: a problem that affects the greater Morgantown community. Pantry Plus is working to fight a problem that many assume doesn't exist, yet, the organization estimates that nearly 30% of students in the five schools they service in Monongalia county utilize the pantry.

With this in mind, ELMA reached out to Roark Sizemore, Pantry Plus More President, and invited him to a meeting to talk about the cause as well as distribute three 42-gallon blue barrels to be used as food collection containers. Roark explained the most sought after items are non-perishable kid-friendly foods, hygiene products including feminine hygiene items, school supplies, and clothing. The club then split into three teams competing to fill their barrel first.

Each group had a unique approach. One group decided to reach out to a local fitness club for permission to leave the barrel for donations. Another group reached out to a Kroger, and the third chose to task the group members to each collect items however they could and keep the barrel in a central location. In less than three weeks, each group was able to fill their barrel with foods that kids would appreciate including mac and cheese, breakfast bars, snacks, and more.

If you are interested in donating or volunteering for Pantry Plus More, please see their website at www.pantryplussmore.org.



Pictured: Connor Boyd, Reid Croft, Ralston Kennedy and Nate Carlson

Energy Land Management students partnered Morgantown food pantry Pantry Plus to donate three barrels of after-school snacks to Monongalia County families in need.

MEMBER SPOTLIGHT

CHARLES HEILMANN, CPL

In honor of the MLBC's 60th Anniversary, the MLBC will be featuring the past presidents of the MLBC in our Member Spotlights in 2019. To kick that off, the MLBC is pleased to introduce Mr. Charles "Chuck" Heilmann CPL, in our February Member Spotlight of the MLBC Takeoff. Chuck is a respected and well-known figure in our organization and it was a real treat to catch up with him in our Past President Member Spotlight Q&A.

MLBC:

When were you President of our organization? What years did you serve in office?

CHARLES HEILMANN:

I served as President from June 2013 to June 2014, I officiated my first meeting on a Gateway Clipper cruise, August 8, 2013.

MLBC:

Are you still actively involved in the MLBC?

CH:

Since fulfilling my obligation as President Emeritus, my workload has been such that I have found little time to contribute. I just recently retired, so I'm willing and have time to spend helping in any way I can.

MLBC:

How has our organization changed over the years?

CH:

The biggest change is the number of members. I would estimate the membership numbered around one to two hundred when I joined in the fall of 1979. Sometime around my tenure as President, our membership peaked around 1,800. When I first joined the executive committee, we had one volunteer person (I wish I could remember her name) that took care of membership dues and dinner meeting reservations. This was all done by snail-mail, email, and phone. I guess you could throw a fax or two into that as well.

One of the first tasks I had with the MLBC was to computerize some of these tasks. I registered the domain MLBC-APPL.ORG and built the first website (it wasn't much) but with knowledge and know-how of our current President Emeritus, Jeremy Preston, a premier website was created. We now have the convenience to do almost all MLBC business online with a credit card.

Another BIG change in the MLBC is the opportunity to not only play golf, which by the way, I don't like. I've always said I would rather mow the grass than play. The MLBC now offers clay shooting as an option. Both events, enjoyed by most, have become charitable fundraisers; that is a good thing. I believe Aaron Yost can take credit for that.

MLBC:

Tell us a little bit about your career, your current position, past positions and some of your land-work experience.

CH:

I was out of high school and trying to find my way. I tried to join the U.S. Air Force right out of school but was disqualified due to some ear surgery as a youth. This was circa 1975 and the Vietnam war had just ended, and the Armed Forces were being picky. I took a factory job and was not at all happy working inside with a union.

Through another recruiter, I made a second run at the Air Force in 1979. While on my way to Columbus my Mom told me that a good friend of my Dad's, Mr. N. Ted Lee said that if I didn't make the cut this time, he had a "Land" job for me. I turned around on the median of I-77 and never looked back. While I feel a little bad that I did not serve my country, I feel I served in another way, keeping America moving with energy.

I started my career, thanks again to Mr. Lee, working in Mason County, WV for Mountaineer Landmen about three years. Mr. Lee bought our Mountaineer and started North Star. I worked for North Star until circa 1995 when I started my own brokerage. I ran under the name of C. E. Heilmann Land Services, then later changed the name to Land Matters of WV. I operated LMWV until the spring of 2009 when I took a job with a major Appalachian company as a Regional Land Manager. Three days before this interview, I retired, at least for a while. It is good for my soul to sit down and recall a land career that has spanned 40 years.



Pictured: Charles Heilmann, wife of 40 years Marlene Heilmann, and their Grandson Mark.

MEMBER SPOTLIGHT CONTINUED

CHARLES HEILMANN, CPL

Interview by:
Adam W. Anderson, RPL
Marketing Committee

MLBC:

Do you have a favorite land story, project, area of interest in the oil and gas industry?

CH:

So many and even more forgotten. Let me share one story that has always stuck in my mind.

Many years ago, as a field Landman staking wells and routing pipelines, I worked with a surveyor, who will go unnamed. We had just finished flagging an access road and staking a well. We had decided to walk out another way. When we got to the hardtop, we were walking and chatting, satisfied we had our chore done for the day. We walked for a little while when suddenly, a gunshot rang out! This was close, deafening. The surveyor had a loaded 357 revolver in his “fanny pack” with one shot under the hammer. When the strap broke the revolver dropped on hammer and discharged right between us. I thank God, to this day neither one of us was hit. I always wondered just how close one of us had come to dying that day.

My favorite land-work is title and organization of project records using databases and other digital formats.

MLBC:

What do you see happening in the future of oil and gas and in the Appalachian Basin?

CH:

Pipelines need to be finished. The Appalachian Basin can’t expand until all the opposition to pipelines are dealt with and the industry prevails. We are in a bottleneck with supply in the ground and not enough capacity to transport it south and east.

MLBC:

If you could offer advice to a young land professional, or peer, what would you say?

CH:

No matter what you do in your career always treat people honestly. I sometimes did that to a fault. I’m not the one to tell people how to be gentle, but I always knew when I was not. I got really good at apologizing. In other words, my personality sometimes overtook a better, more gentle way of expressing myself.

Remember in the land business people are the most important and only asset. As I look back on my life and career, it’s not “things” I’ll miss, it’s the people I have had the privilege to work for and with.

MLBC:

Are there any ways the MLBC can improve as an organization or by offering service to our members?

CH:

I think the leadership has done a great job of providing educational opportunities to the membership. Keep doing what you have always done – educate the members.

MLBC:

Who has been your biggest influence/mentor? Tell us about he or she.

CH:

If I must pick one person in my career, it would be Mr. Tim Tonkin. It was with a very sad heart when Tim passed away about one year ago. I worked with Tim for the better part of 25 years. We didn’t have a lot in common as far as hobbies but we both had a passion for land-work. He was the one to push me to get my CPL and involved in the MLBC.

MLBC:

How long have you been a member of the MLBC? How long have you held your CPL designation?

CH:

I join the MLBC in 1979 and the AAPL in 1980. I passed my CPL exam in 1998 and have maintained my certification through continuing education offered or sponsored largely by the MLBC/AAPL.

MLBC:

What are your plans for the future?

CH:

Since I have just retired, I will be sitting on the sidelines for a few months. Right now, I’m serving on the fundraising committee for this year’s upcoming National AAPL meeting being held in Pittsburgh. If you would like to be a sponsor, at any level, please reach out to me.

In closing I would like to mention one oddity. I spent my first day working with fellow Landman, Mr. Ralph Parsons. We both worked for the same brokerage and he and Rod Price trained me. It so happens Ralph and I retired the same day from the same company almost 40 years later. Rod retired about a year earlier.



AAPL DIRECTOR'S REPORT

From Christa Dotson, RPL

On Sunday, December 9, 2018, the AAPL held its quarterly board meeting at the Hyatt Regency Resort and Spa in Lost Pines, Texas. The resort is located half an hour from Austin and was absolutely lovely. I was able to spend some time exploring both the resort and the city over the weekend, as it was my first trip to the area. After some sightseeing, it was all business for the board meeting on Sunday.

Legislative

The predominant discussion leading off the meeting was related to the issue of landman licensing in Ohio. At the time of the board meeting, legislation was pending to exempt landmen from the real estate licensing requirements mandated by the decision in the Dundics case. As reflected in the email blast from AAPL President Mike Curry to members on December 20, 2018, the legislation to exempt landmen from the real estate licensing requirement (but imposing a registration requirement) was passed and signed into law.

AAPL Headquarters

AAPL currently has 22 employees and plans to add a new Assistant Controller role. Additionally, there are 7 NAPE employees with one open role for NAPE BD Representative. The AAPL staff celebrated two anniversaries this quarter. Employees Drew Guntert, NAPE Operations Manager and Amanda Johnson, Controller, both celebrated 5-year work anniversaries this quarter.

AAPL financials are in good shape with the audit of all entities for the 2017-2018 fiscal year complete and an issuance of an unqualified opinion meaning that there were no material errors or omissions in AAPL's financials. The AAPL's Controller presented the 2019-2020 expense and capital draft budgets to the Finance Committee in November.

Other key accomplishments from AAPL staff and Committees last quarter include:

- AAPL published the 2018 Compensation Survey results in the November/December Landman Magazine.
- Annual Meeting preparations were finalized in regards to speakers, venue, printed program advertisements and registration.
- Contract Center was updated with new member pricing of \$250 annually effective January 15, 2019.

AAPL DIRECTOR'S REPORT (CONTINUED)

From Christa Dotson, RPL

NAPE

2019 NAPE Summit – Houston, TX

George R. Brown Convention Center
February 11-15, 2019

Join us at NAPE - the best venue for making deals happen! This year's event will feature an exceptional group of speakers at the Global Business Conference. The Charities Luncheon will include a keynote address by former President George W. Bush and First Lady Laura Bush. There will be several other exciting features including: Connections and Conversations for Women in Energy, NAPE Summit Job Fair, debut of the new AAPL Negotiations Seminar and much more! Additional details including exhibitors, seminar and speaker information can be found at <http://napeexpo.com/summit>.

AAPL 65th Annual Meeting in Pittsburgh, PA - Save the Date!

Planning continues for the AAPL 65th Annual Meeting to be held at the Wyndham Grand Pittsburgh Downtown on June 19-22, 2019. Mark Acree, CPL, MLBC member and Chairman of the Annual Meeting Committee, reported that fundraising/sponsorships for this event are going well with \$158,250 pledged so far. The Committee's goal is to exceed the Denver annual meeting sponsorships of approximately \$200,000.

Annual Meeting activities include a welcome reception at Heinz Field's Great Hall, dual track educational programming (up to 24 CE credits), a golf tournament at The Club at Nevillewood Golf Course and abundant networking opportunities during the Hot Play Happy Hour Socials, Landman Bash and Workout in the Park. New for this year is the AAPL Horizon Breakfast which will honor trailblazing women who have helped pave the way in our industry. These events are sure to be a great time! Look for the Annual Meeting insert with your January/February 2019 Landman Magazine or at <https://www.landman.org/events/annual-meeting>.

Education

The AAPL has several upcoming educational events in our area including:

- Held by Production and Royalty Issues in Charleston, WV on 3/7/2019
- Oil and Gas Land Review, CPL/RPL Exam in Pittsburgh, PA on 5/14/2019-5/17/2019
- 2019 Annual Meeting, Pittsburgh, PA on 6/19/2019-6/22/2019

Did You Know?

The AAPL has a Forms Committee charged with overseeing offerings including Contract Center as well as helpful forms for landmen. Contract Center is available via an annual subscription and contains many commonly used forms such as Joint Operating Agreements, Confidentiality Agreements and Master Land Services Agreements. The Contract Center is now available to members at a reduced rate of \$250 annually. The Forms Committee is working to develop a suite of forms for use by field landmen. Recently, acknowledgement forms have been finalized by the Committee and rolled out for use by all members. The forms are available at: <https://www.landman.org/resources/forms-contracts>

Get Involved!

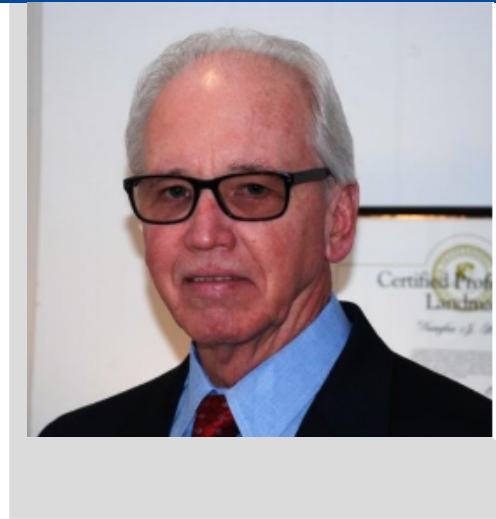
Committee Service Application – Want to be a part of shaping the AAPL? There are a number of ways to get involved including volunteering to serve on one of the AAPL's many committees. Additional information concerning AAPL Committees and their respective missions can be found at https://www.landman.org/about-aapl/Committee_Service_Application. The Committee Service Application is also available on the site.

Landman Advisory Connection Program – This program reflects the AAPL's commitment to the professional development and networking opportunities of its members. This unique online networking and mentoring program enables participants to engage with one another and build relationships - without geographic limitations. Here, participants may opt to be either an Advisor or Participant. Opportunities for sharing advice and general support abound with this program. For more information, please see <http://aaplconnect.landman.org/advisory>.

MEMBER SPOTLIGHT

DOUGLAS RICHARDS, CPL

In honor of the MLBC's 60th Anniversary, the MLBC will be featuring the past presidents of the MLBC in our Member Spotlights in 2019. The MLBC is pleased to introduce Mr. Douglas Richards, CPL, in our February Member Spotlight of the MLBC Takeoff. Doug is admired and valued in our industry. It was an honor to catch up with Doug in our Past Presidents Member Spotlight Q&A.



MLBC:

When were you President of our organization? What years did you serve in office?

DOUG RICHARDS:

I served as President of MLBC 1979-1980 and was Secretary/Treasurer prior to that.

MLBC:

Are you still actively involved in the MLBC?

DR:

I retired in 2016 after 42 years in the land business and now reside in Venice, Florida. Due to the distance I am obviously unable to attend the meetings. But I always look forward to receiving "The Takeoff" and keeping up with the people and activities of the organization.

MLBC:

How has our organization changed over the years?

DR:

In many ways the MLBC is a very different organization than I remember in the 1970's. In those days the membership and meetings were often quite small. There were times that we could almost sit around a couple of card tables. Whatever money we had in the checking account was spent each month trying to pay for the dinners. In fact, there were times some of us had to take money out of our pockets to pay at the end of the evening.

Land-work today is highly dependent upon technology, making it more efficient, but unfortunately less relational. One of the most significant aspects of belonging to MLBC has always been the business and personal relationships available. Another rather recent development I see in the MLBC are the frequent charitable events undertaken. Giving back to those less fortunate is a commendable way to use the time and resources with which the association is blessed.

MLBC:

Tell us a little bit about your career, your current position, past positions and some of your land-work experience.

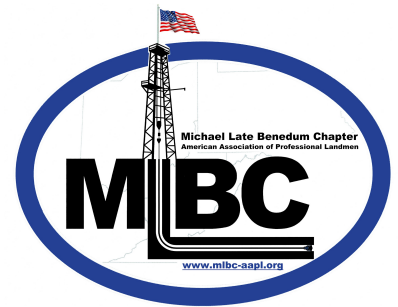
DR:

I started my land career in 1973 as an independent landman working for Consolidated Gas Supply Corporation (now Dominion) in central West Virginia. After leaving Consolidated, I spent three years with Hillman Coal Company as a hard rock landman. In 1977, I went to work for Quaker State as a staff/field landman working primarily West Virginia and Ohio. In 1979, I was hired as a staff landman at Delta Drilling Company (later named DeltaUS Corporation) in Pittsburgh. In 1981, I was promoted to District Land Manager. Kerr-McGee bought Delta in 1982, and I continued as District Land Manager until 1988 when Darryl Griwatz and I formed Honor Resources Company.

I served as President and later Sr. Vice President of Honor until my retirement in 2016. When we started the company, Darryl and I decided that Honor would not be the largest land brokerage in the Appalachian Basin, but the best. After 30 years and a lot of hard work, especially by Darryl, I believe we accomplished our goal.

MLBC:

Do you have a favorite land story, project, area of interest in the oil and gas industry?



MEMBER SPOTLIGHT CONTINUED

DOUGLAS RICHARDS, CPL

Interview by:
Adam W. Anderson, RPL
Marketing Committee

DR:

I sometimes suggest to young landmen, especially field landmen, that they keep a journal of their activities. Some land stories remain part of you, but years pass and memories fade. As for projects, early in my career an older landman advised me to avoid pipeline right of way work for various reasons. I essentially took his advice until late in my career when I worked on a right of way for the construction of a large pipeline for Columbia Gas. I loved it and could hardly wait for the next project. I also especially enjoyed due diligence and title curative. One of the best things about being a land professional is the ability to learn and work so many different disciplines. In my career I have touched nearly all phases of land work, except Indian lands and offshore, both of which are in short supply in the Appalachian Basin.

MLBC:

What do you see happening in the future of oil and gas and in the Appalachian Basin?

DR:

The Appalachian Basin is the oldest and largest basin in the United States. There were times so many of us wondered about the future of oil and gas here. Then in 2004 Range Resources drilled the Renz #1, the first commercial Marcellus Shale well in Washington County, Pennsylvania. Overnight our world changed! The oil and gas industry is highly cyclical. We should never be so complacent that we think the good times that we enjoy now will always be, nor be so pessimistic that we think that no opportunities will exist in the future.

MLBC:

If you could offer advice to a young land professional, or peer, what would you say?

DR:

First, I would say always conduct yourself professionally and ethically. Reputation is everything to a land professional, and if it becomes tarnished it can be difficult, if not impossible to recover. If a landman works for an employer who requires unethical behavior, that landman needs to find a new employer, period!

Second, never stop learning. Land-work offers a wide array of disciplines: lease acquisition, titles, curative, right of way, damage settlements, due diligence, contracts, etc. Find ways to become acquainted, if not proficient in several areas. It will make you more marketable and your work more interesting.

Third, take advantage of your opportunities through MLBC and other organizations to meet and associate with others in the industry. In terms of people, the Appalachian oil patch is surprisingly small. As the years progress you will cross paths with your peers over and over. Good contacts will enhance your career opportunities and make you a better landman. Few, if any, of my jobs were not in some way associated with my contacts in the MLBC.

MLBC:

Are there any ways the MLBC can improve as an organization or by offering service to our members?

DR:

To be honest, I have not been intimately involved in the association in the last few years to recommend other offerings to the members. My sense is the MLBC provides numerous relevant social, educational and networking opportunities. It also appears that the current and past officers and leaders are young and bright professionals who will take advantage of new ideas and opportunities.

MLBC:

Who has been your biggest influence/mentor? Tell us about he or she.

DR:

I was blessed with many positive influences during my career. Two come to mind, both now deceased. The first is Bud Coffindaffer, Landman with Consolidated Gas. Bud taught me the value of hard work and treating landowners in a respectful and professional manner. The other is Tom Quinn, an MLBC's past president. Tom was a crusty old Irishman who taught me the advantages of using a sales approach in negotiation as well as turning my negatives into positives.

MLBC:

How long have you been a member of the MLBC? How long have you held your CPL designation?

DR:

I have been a member of the MLBC and the national AAPL continually since 1974 and have held the CPL designation since the program was instituted in 1981. I have also been a member of the Energy and Mineral Law Foundation since 1980, serving as trustee and as the only non-lawyer President 1986-1987.

MLBC:

What are your plans for the future?

DR:

I plan to continue enjoying my retirement. My wife and I keep busy with travel and friends as well as church and volunteer activities. But I also have time to reflect and reminisce on my wonderful life and career as a professional landman.

Winter Social Recap

Penn Brewery – January 18, 2019

By Daniel Cooper, Newsletter Committee Chairman



Attendees at the Winter Social listen to the comedy acts

On a cold winter day a few weeks ago, 54 MLBC members and guests gathered at Penn Brewery in Pittsburgh for the inaugural event of 2019, the Winter Social. Members and guests were treated to a delicious meal coupled with a few selections from the brewery. The evening festivities were commenced with two comedy acts by Trey McDonough and Mike Wasocki. Many laughs were had as they warmed the crowd up for the last comedian and headliner for the evening, Ray Zawodni. The comedians were very interactive with the crowd which made for extra laughs. Overall, the evening was a success and was enjoyed by everyone in attendance.



A big thank you to our sponsors and to Penn Brewery!

Winter Social Photos



Left: Comedian Trey McDonough was the opening act for the evening

Below: An evening full of laughter!



Left: Comedian Mike Wasocki entertains the crowd

UPCOMING EVENTS

February 7, 2019: Luncheon, Bridgeport Country Club, Bridgeport, WV

February 28, 2019: SB 263 Response Lunch Meeting, Undo's, St. Clairsville, OH

March 14, 2019: All Day Seminar, The Meadows Casino, Washington, PA

March 28, 2019: MLBC Scholarship Fundraiser, Top Golf, Bridgeville, PA

April 11, 2019: Dinner Meeting, Hilton Garden Inn, Southpointe, PA

May 3, 2019: Spring Social, Nemaocolin Woodlands Resort, Farmington, PA

May 10, 2019: Spring Golf Outing, TBD

June 13, 2019: Dinner Meeting / Awards, Bridgeport Conference Center,
Bridgeport, WV

STAY CONNECTED!

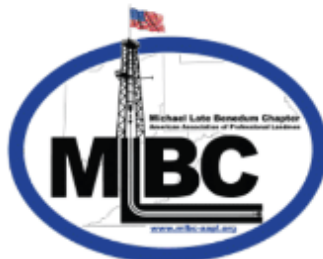
Follow us on Social Media



@mlbc-aapl



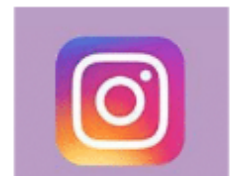
Michael Late
Benedum
Chapter
of AAPL



www.mlbc-aapl.org



@mlbc-aapl



@mlbc_aapl

2018-2019

Executive Committee

President

Britney Crookshanks, CPL
Infinity Natural Resources
bcrookshanks@infinity.com

1st Director

Lhag Bowers, RPL
Percheron, LLC.
lhag.bowers@percheronllc.com

Secretary

Anthony Romeo, CPL
Northeast Natural Energy
aromeo@nne-llc.com

2nd Director

Kevin Pierson
Bryson Kuba, L.P.
kp@bkpland.com

Vice President

Jeremy White, RPL
EQT
jwhite@eqt.com

3rd Director

John Catsonis
Apex Land Corporation
jcatsonis@apexlandcorp.com

Treasurer

Robert Greiner, RPL
Jericho Land Resources
rgreiner@jericho.email

National Director

Christa Dotson, RPL
Northeast Natural Energy
cdotson@nne-llc.com

Sergeant-At-Arms

Justin Nixon, CPL
Northeast Natural Energy
jnixon@nne-llc.com

President Emeritus

Jeremy Preston, RPL
EQT
jpreston@eqt.com

Executive Assistant

Abby Veigel
MLBC
abbyveigel@mlbc-aapl.org

Committee Chairs



Awards:
Aaron Yost
aaron.yost@percheronllc.com



Education:
Morgan Griffith
morgan@cswlegalgroup.com



Ethics:
Justin Nixon
jnixon@nne-llc.com



Fall Golf:
Michael Yates
michael_yates@swn.com

Spring Golf:
Jeff Junstrom
junstrom@cassidypc.com

Photography:
Michael Kalany
ynalak@gmail.com

Certification:
Jim Talkington
jeta@frontier.com

Finance:
Adam Morgan
adam.morgan@cabotog.com

University Liason:
Mark Acree
macree1959@yahoo.com



Historian:
David Aman
David.W.Aman@dominionenergy.com



Legislative:
Nikolas Tysiak
ntysiak@babstcalland.com



Marketing:
John Catsonis
jcatsonis@apexlandcorp.com



Meeting Planning:
Stacy Tichy
stacy.tichy@percheronllc.com

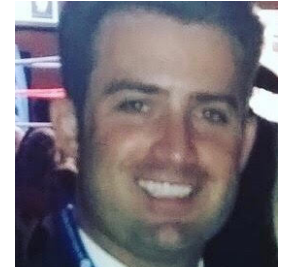


Newsletter Committee:
Daniel Cooper
daniel.cooper82@gmail.com

Membership:
Anthony Selbe
anthony@prosperland.net



AAPL Director:
Christa Dotson
cdotson@nne-llc.com



Scholarship:
Kevin Pierson
kp@bklpland.com



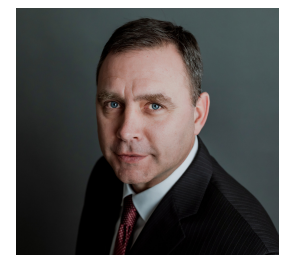
Clay Shoot Committee:
Anthony Romeo
aromeo@nne-llc.com



Technology Committee:
Jeremy Preston
jpreston@eqt.com



Women of the MLBC:
Amber Buric
ABuric@babstcalland.com



Sponsorship
Harry Heinbaugh
harry.heinbaugh@percheronllc.com

NEW MEMBERS

and CERTIFICATIONS

December 2018

First Name	Last Name	Employer	Member Type	Sponsoring Member
Clinton	Brister	DESC Ventures, LLC	Active	Greiner, Robert
Patrick	Joyce	Alliance Petroleum Corporation	Active	Dailey, Richard
Julianne	Zackey	Purple Land Management	Active	Brockett, Melissa
Kevin	Pressley	Halo Land	Active	Crookshanks, Britney

January 2019

First Name	Last Name	Employer	Member Type	Sponsoring Member
Gabriel	Acosta	Chevron	Active	Wilson, Jeffrey
Autumn	Branch	Dogwood Enterprises, Inc	Associate	Robiadeck, John
Amanda	Gongos	Chevron	Active	Marusic, Abigail
Wink	Kopczynski	Paladin Land Group, LLC	Active	Crookshanks, Britney
Rachel	Lutz	Babst Calland	Associate	Kline, Mackenzie
Nathan	Marinkovich	Babst Calland	Associate	Speer, Adam
Eric	Peebles	JBLS Inc	Active	Bourbeau, James
William	Wainwright	Prosper Mineral Brokers	Active	Selbe, Anthony
Jamie	Wright	Chevron	Active	Fiorante, Matthew

SHOUT OUT!

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

CPL

Julia A. Saintz
Justin B. Smith
Heather R. Pezzuti

RL

Gary Alan Short

Total Members: 1,136

Active: 776
Active PP: 29
Honorary: 9

Total Active: 814

% Active: 71.65%

Associate : 246
Student: 736

MEMBERSHIP INFORMATION



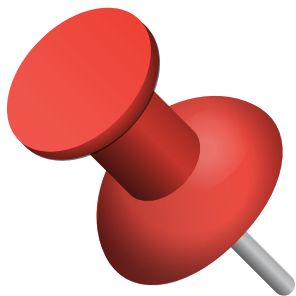
Michael Late Benedum
"The Great Wildcatter"

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.

DON'T FORGET!



Membership renewals for
2019 are due SOON.

Remember to renew your
membership to maintain your
status for the year!