



Michael Late Benedum Chapter

American Association of Professional Landmen

The Take-Off

March 2015

MLBC
P.O. Box 955
Bridgeport, WV 26330

UTILIZING YOUR TIME

BY: BRITNEY CROOKSHANKS

If you are a landman, you understand time management is essential to fulfilling your responsibilities. You're a good landman when, and only when, you learn how to prioritize, organize, and follow through with your tasks. We have all fallen victim to the terrible procrastination monster. Whether it's the juggling of your personal life with work or just the challenge of working on a fast pace project with moving parts, there just never seems to be enough time in the day. Below are five techniques to help organize and best utilize your time.

- 1. Use a planner!** At the start of each month/week, establish your goals and deadlines so you have an outline of what needs done that month/week. Once you have an outline of your responsibilities, you can start to prioritize your daily tasks and goals. Each morning review what you want to accomplish that day, whether a rollover task from a previous day or new tasks, and prioritize.
- 2. Plan out your day with reasonable time allowances.** Try your best to determine the true time of a task so you can be more accurate with your schedule. Make sure to give yourself some cushion in your schedule in case unforeseen circumstances arise.
- 3. Stay on task!** Make sure you don't become involved in so many projects that you can't get anything accomplished. Try to avoid getting distracted by different tasks that are going to get in the way of completing your daily goals. Try not to become overwhelmed with large projects. My dad used to ask me, "Do you know how to eat an elephant? One bite at a time." If you look at a large project as a list of small tasks or smaller projects, you will be less likely to feel intimidated.
- 4. Be flexible when necessary.** Situations are going to come up that disrupt your plan or your schedule. During these times adjust your priorities so you remain productive. You can shuffle around responsibilities to accommodate shifts and changes in your schedule, but make sure you don't forget the tasks you put on the back burner.
- 5. Document, Document, Document!** When you are on the phone or in a meeting, negotiating or researching, or reading through records, make sure you document! It is good practice to summarize meetings and review major points identified. This will help with developing strategy, accomplishing goals, and ensuring that you have or are providing clear direction. It will also help to reference your points so you don't have to re-work or research answers more than once.

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Upcoming events

[Click Here to Register](#)

March Dinner Meeting
March 12, 2015
Lafayette Hotel
Bridgeport, WV 26330

[Click Here to Register](#)

MLBC Clay Shoot
March 11, 2015
Hunting Hills
Greensboro, PA 15338

UTILIZING YOUR TIME CONTINUED

The nature of landwork is not necessarily evaluated by the quantity of work you produce within a certain timeframe, but rather the results you produce. There are times where deals take longer to close, or title takes longer to complete, but as long as you are organizing your tasks and you remain diligent in your efforts you are doing what is expected.

So much of being a landman involves personal responsibility. We are responsible for creating our own list of priorities and strategizing to achieve our goals. If we understand how to manage our time, we will be able to accomplish more. There are classes to teach you the art of negotiation or teach you the logistics of a chaining a title, but the act of doing the actual work and managing our own time is how a landman learns how to be efficient.

By-laws Announcement

Dear Members of the MLBC,

I hope that the new year finds you well. Thank you for taking the time to review the proposed, revised By-laws and providing your comments. The Executive Committee considered the comments and approved a few revisions.

According to the existing By-laws, they may be changed or amended by a majority vote of the members present at any three consecutive Regular meetings, provided that written notice of the meeting was given at least one week prior to the meeting. Therefore, please note that **during the Regular meetings of the MLBC on February 12, 2015, March 12, 2015 and in April 2015, the Executive Committee will ask you to vote for approval of the revised By-laws.**

If you have any questions regarding this matter, please contact either myself at chris.elswick@steptoe-johnson.com or Tara White at twhite@mlbc-aapl.org.

Thank you,

Chris Elswick
Chair of the By-laws Committee

MARCH DINNER MEETING SPONSORS

Black Shale Development, LLC

Honor Resources Company

Steptoe & Johnson, PLLC

Tioga Resources

Thomas Development Corporation

Secretary's Report

I want to thank everyone who were able to attend the joint MLBC/IRWA seminar in Clarksburg. For those of you who were not able to attend you missed a very educational event and we hope you can make the next one. I would also like to thank everyone who worked hard to put this event together and our speakers for volunteering their time.

I would like to encourage everyone who can to attend our upcoming fundraiser for the Oil and Gas museum in Parkersburg. It will be held April 23 at the Parkersburg Art Center, Parkersburg, WV.

John Kimbleton
2014-2015 MLBC Secretary

Save the Date



Fundraiser for the Oil & Gas Musuem

April 23, 2015

Parkersburg Art Center

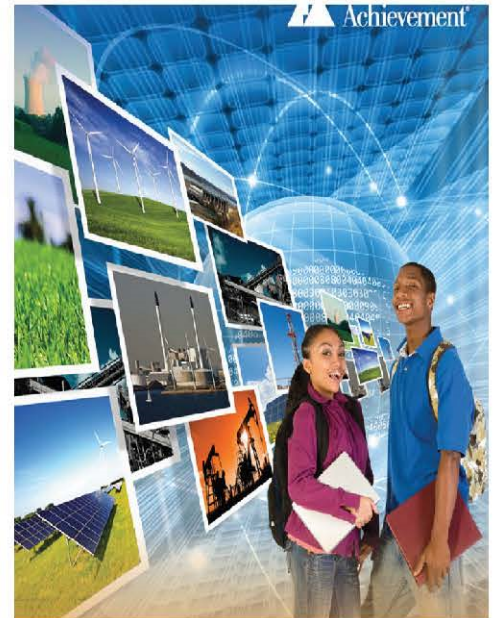
Parkersburg, WV

More details coming soon!!

Volunteer for Junior Achievement Careers in Energy!

Junior Achievement recognizes the need to better prepare our young people for careers in energy. In a partnership with the energy industry JA has developed a new curriculum called JA Careers in Energy. The program is designed to instruct middle school students on types of energy, economic and environmental impact, and careers. The curriculum supports JA's three pillars of financial literacy, workforce readiness, and entrepreneurship, while introducing concepts in science, technology, engineering and mathematics (STEM).

Volunteer opportunities are both 1 Day Formats and Weekly Format depending on the school.



School Districts in Need of Volunteers for JA Careers in Energy

Washington County

- Washington School District

Greene County

- Jefferson Morgan School District
- Central Greene School District

Indiana County

- Blairsville/Saltsburg School District

Venango County

- Cranberry Area School District

Beaver County

- Freedom Area School District
- Hopewell Area School District

Erie County

- Millcreek School District

McKean County

- Bradford Area School District



To Volunteer or for More Information Contact:

Krista Myers, Manager of STEM Initiatives

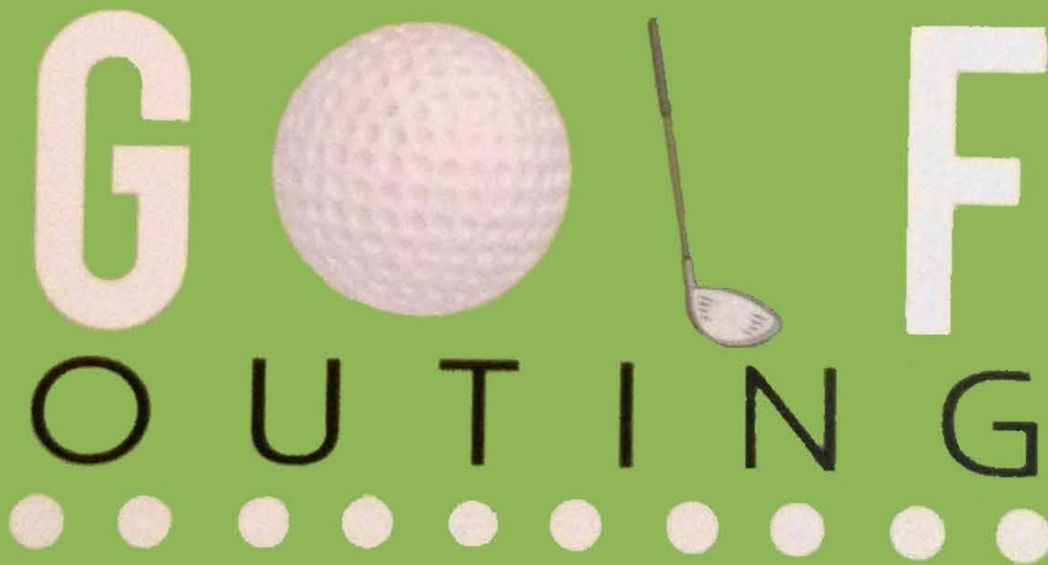
Email: kmyers@jwesternpa.org

Phone: 412-208-4747 X121

SAVE THE DATE



Annual Spring Charity



benefiting WVU Children's Hospital

Oglebay Resort - Wheeling, WV

May 8th, 2015

Registration & Sponsorship Opportunities Coming Soon

New Members – February 2015

First Name	Last Name	Employer	Member Type
Colin	Peck	Independent	Active
Peter	Kuhnlein	Independent	Active
Jamie	Williams	Independent	Associate
Jillian	Zwierzynski	Independent	Active
Leah	LaFramboise	Babst Calland	Active
Meredith	Calfe	Babst Calland	Active
Dana	Neil	Cabot Oil	Associate
James	Allen	Dawson Energy	Active
Patricia	Pollock	Ebenezer Hedgehog	Active
Scott	Pollock	Ebenezer Hedgehog, LLC	Active
Brianne	Knierman	Eclipse Resources	Active
Daniel	Webb	EQT Production Company	Associate
Gerald	Robinson	EQT Production Company	Active
Joseph	Kuzneski	Honor Resources Company	Associate
Ashlyn	Friend	Honor Resources Company	Associate
Jeffrey	Nelson	Honor Resources Company	Associate
John	Evans	Honor Resources Company	Associate
Aaron	Triplett	Honor Resources Company	Active
Matt	Tyre	Jackson Kelly	Associate
Erin	Stankewicz	Jackson Kelly PLLC	Associate
Tisha	Jenkins	Jenkins Land Services, LLC	Active
Linda	Clanton	Linda S Clanton Research LLC	Active
Kimberly	Clark-Yoder	LRP Land Services	Active
Kevin	McDow	McDow Land Services	Active
Valerie	Mazza	Noble Energy	Active
Kathleen	Marks	Noble Energy	Associate
Beth	Reynolds	Noble Energy, Inc.	Active
Nicole	Petrovich	Noble Energy, Inc.	Active
Tom	Burchett	Noble Energy, Inc.	Associate
Stacey	Gratkowski	Noble Energy, Inc.	Associate
Shelly	Smith	Noble Energy, Inc.	Active
Codie	Rastoka	Purple Land Management	Associate
Luther	Vallandingham	Purple Land Management	Active
Rachel	Phillips	Rachel E. Phillips, LLC	Active
Derek	Phillips	Rachel E. Phillips, LLC	Active
Peter	Lewis	Stoll Keenon Ogden PLLC	Associate
Donald	Hawkins	Willbros Engineering LLC	Associate
Isaiah	Pogue	XTO Energy Inc.	Active



MLBC CLAY SHOOT

March 11, 2015

2:30 PM Shotgun Start

Hunting Hills Country Club

229 Hunting Hill Road

Greensboro, PA 15338

[Register Here](#)

Registration Fee: \$100

Fee includes, 100 targets, golf cart and dinner.

Join us following the shoot for dinner and an opportunity to win prizes!

*Please contact Richard Robb if you would like to be a sponsor for this event!

Richard.robb@vantageenergy.com





CONTINUING EDUCATION OPPORTUNITIES

AAPL offers various educational programs, workshops and regional institutes for landmen as well as oil and gas professionals. The association also provides review and testing opportunities for those interested in obtaining RL, RPL and CPL certification designations.

Coming Soon: Ethics 360° Program

Ethics 360° features an interactive format built around nine situational videos that identify ethical practices and sound stewardship with the industry.



Topics Include:

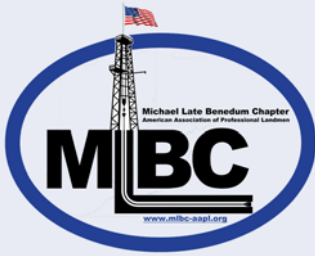
- Misrepresentation / Misuse of CPL Designation
- Professionalism
- Double Billing
- Fraud / Misrepresentation
- Self-Dealing
- Offering Advice Outside Area of Expertise
- Misuse of Confidential Information
- Unethical Practices/ Failure to Disclose
- Breaking the Law

DUE DILIGENCE SEMINAR- PITTSBURGH, PA

Tuesday, March 10, 2015 (8:30 AM-3:00 PM)

FIELD LANDMAN SEMINAR - WILLIAMSPORT, PA

Thursday, March 12, 2015 (5:00 PM-9:00 PM)



A Sincere Thank You

2014 was a very successful year for the MLBC. We had several seminars, two successful charity golf outings, a social outing cheering on the Pirates at PNC Park, and we had dinner and lunch meetings all over our region of Pennsylvania, West Virginia, and Ohio. Part of what makes our organization so great is the generous support we receive from our sponsors. As the Chair of MLBC's Sponsorship and Finance Committees, I would like to personally thank each and every sponsor that has contributed to our high quality meetings, educational, and social events. While our registration fees pay for a good bit of the expenses, it is our sponsors that are the shot in the arm we need to keep these events rolling.

As we are moving full steam ahead in 2015, it is obvious that changes are occurring in our industry. This is the inevitable, cyclical nature that we have grown to accept in the oil and gas patch. As a result, some companies may tighten their belt, while others will make an extra effort to promote their business and gain brand recognition. If you are part of the latter group, I encourage you to explore being a sponsor of the MLBC. Meeting sponsorship is a low cost, easy way to get your name out to the leading land professionals in the Appalachian Basin.

The MLBC has opportunities for dinner meeting sponsorships for several upcoming meetings. In addition to some of the familiar spots, we have some new, exciting venues lined up in the months ahead. For instance, the April meeting will be at the art gallery in Parkersburg, WV in conjunction with a fund raiser for the Oil and Gas Museum (special sponsorship rates will apply). In June, our dinner meeting to induct new officers will be in Morgantown at WVU's Erickson Alumni Center. Please contact me at jwhite@eqt.com if you would like to secure sponsorship at one or more of the upcoming dinners.

The cost is \$250 per event. You can even pay online to make it hassle free. In return, you will receive advertising and be mentioned at the dinner meeting. Your logo will also be displayed on our website for the month of the meeting you sponsor. Companies or individuals may sponsor more than one event and are eligible to sponsor an entire year if you wish. Please contact me for more details.

Thank you again to all companies and individuals who continue to support the MLBC by being a sponsor!

Sincerely -

Jeremy M. White,
2014-2015 Sponsorship and Finance Chair

CORPORATE SPONSORSHIP LEVELS

Platinum \$5,000.00 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 \$2,500.00 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 one free Half Page advertising ad in the Takeoff per year.
- Logo on Golf Outing sponsorship boards.



Silver \$1,500.00 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 one free Half Page advertising ad in the Takeoff per year.



Bronze \$750.00 per year

Benefits of Bronze Sponsor

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



Advertising in The TakeOff

Full page ad \$500.00 per month

Half page ad \$250.00 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 any questions please contact Tara White @ twhite@mlbc-aapl.org. Please contact Jeremy White at jwhite@eqt.com for dinner meeting sponsorships.

MLBC Corporate Sponsors

Platinum

Babst | Calland
Attorneys at Law


Cabot Oil & Gas Corporation

**STEPTOE
& JOHNSON**
P L L C

**Mountaineer
Keystone** 

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ATTORNEY AT LAW

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EQT

VORYS

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ENERGY LAND SERVICES


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Gold


Campbell Development L.L.C.


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Casey & Rollins**
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McDAVID GRAFF & LOVE LLP
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FIELD SERVICES

Silver


PENN-YORK
Land Services Corporation

CINCO 
ENERGY MANAGEMENT GROUP


BALDERSON
LAW OFFICE, P L L C


Terra
TERRA SERVICES, LLC


LINDHOME & SONGSTER

Bronze

Pechin
LAND SERVICES


Clearwater
land services, llc


GEORGE MASON LAW FIRM, PSC


Holland
SERVICES

ARNOLD SCHULBERG
ATTORNEY AT LAW
16091 Sagamore Bridge Way • Delray Beach, FL 33446
304.760.2345
aschulberg@schulberglaw.com

HURON
LAND SERVICES, L.L.C.
16091 Sagamore Bridge Way
Delray Beach, FL 33446
aschulberg@schulberglaw.com

Oil & Gas Leasing
Due Diligence
Right-of-Way
Title Curative

2014-2015 EXECUTIVE COMMITTEE

**President**

Anthony Farr, RPL
Tioga Resources
afarr@tioga-resources.com

**Director**

Rex Cecil Ray
EQT Production
cray@eqt.com

**Vice President**

Aaron R. Yost, CPL
Percheron Energy
aaron.yost@percheronllc.com

**Director**

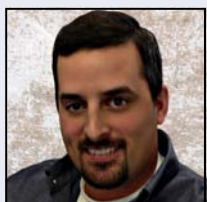
Christa Dotson
EQT Production
cdotson@eqt.com

**Secretary**

John Kimbleton, CPL
Latitude Land and Regulatory
jkimbleton@gmail.com

**Director**

Justin Wolford, RPL
ECA
jwolford@eca.com

**Treasurer**

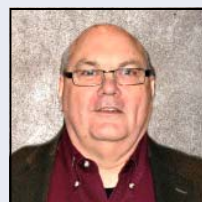
Jeremy Preston, RPL
EQT Production
jpreston@eqt.com

**National Director**

Mark A. Acree, CPL
Noble Energy, Inc.
macree@nobleenergyinc.com

**Sergeant-At-Arms**

Britney Crookshanks, RPL
Northeast Natural Energy
bcrookshanks@nne-llc.com

**President Emeritus**

Charles E. Heilmann, CPL
EQT Production
cheilmann@eqt.com

**Executive Assistant**

Tara White
MLBC
twhite@mlbc-aapl.org

2014—2015 COMMITTEE CHAIRS

Awards	Bruce Turner, CPL	bruce.turner@steptoe-johnson.com
Bylaws	Chris Elswick	chris.elswick@steptoe-johnson.com
Certification	James E. Talkington, Jr., CPL/ESA	jeta@frontier.com
Education	Christa Dotson, RPL	cdotson@eqt.com
Ethics	Doug Richards	honordjr@aol.com
Fall Golf	Steve Carr, RPL	steve.carr@tsdudley.com
Finance	Jeremy White, RPL	jwhite@eqt.com
Historian	David Aman	davidaman@consolenergy.com
Marketing	Jesse Zirillo	jzirillo@dmclaw.com
Membership	Jeremy D. Preston , RPL	jpreston@eqt.com
Directory	Crystal Murphy	cmurphy@tioga-resources.com
NAPE East	Aaron Yost , CPL	aaron.yost@percheronllc.com
Plate Program	Ben King, RPL	benjaminking@suddenlink.net
Photography	Marlene Heilmann	marheilmann@yahoo.com
Spring Golf	Aaron Yost, CPL	aaron.yost@percheronllc.com
Sponsorships	Jeremy White, RPL	jwhite@eqt.com
Website /Job Bank	Jeremy D. Preston , RPL	jpreston@eqt.com

MLBC SCHEDULE

<u>Date</u>	<u>Location</u>	<u>Speaker</u>	<u>Topic</u>
March 11, 2015	Hunting Hills Country Club Hunting Hills, PA		MLBC Clay Shoot
March 12, 2015	The Lafayette Marietta, OH	Flite Freeman, Esq. Brickler & Eckler	TBD
April 23	Parkersburg Art Center Parkersburg, WV	Anthony Farr	Oil & Gas Museum Fundraiser
May 8, 2015	Oglebay Resort, Wheeling, WV		Spring Golf Outing
June 11, 2015	Erickson Alumni Center Morgantown, WV		Officer Induction
July 24, 2015	PNC Park Pittsburgh, PA	Pittsburgh Pirates Game	Social
August 10, 2015	Valley Brook Country Club McMurray, PA		Fall Golf Outing



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 Tara White at twhite@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 for a period of thirty (30) days following the first publication to object to the potential members’ application. Such objections to membership approval may be submitted to any member of the Executive Committee and

shall be in writing. The Executive Committee shall take any such objection under counsel in the next regularly scheduled monthly Executive Committee meeting. A decision to accept or reject the membership application shall be determined by a majority vote at such meeting. The Executive Committee shall notify the applicant in writing of rejection.

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



MLBC WEBSITE

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



JOB BANK

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



PHOTO ALBUM

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