



MICHAEL LATE BENEDUM CHAPTER

American Association of Professional Landmen



“THE TAKEOFF”

***NEWS FOR LANDMEN
FEBRUARY 2011 EDITION***

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THE PRESIDENTIAL ADDRESS

In Real Estate they have a saying that the three most important things involving a piece of property are location, location, location. The same or something similar can be said about land work but with a slight twist. The mantra that we as landmen should subscribe too is “The three most important things in land work are landowner, landowner, landowner”.

We often get caught up in title curative, leasing, and pipeline right of ways and sometimes forget about the landowner. While we are confronted on a daily basis with problems involving all of the various facets of land work, most if not all are easily fixed through negotiations or some method of legal action.

An unhappy landowner can cause problems that may not be so easily fixed. With that in mind we should make every effort to keep our relationship with the landowner on solid ground. To accomplish this we need to ensure that the landowner is involved as early in the process as possible, in any activities planned on their property.

In the drilling of a well we should be in contact with the landowner prior to any company employee or contractor entering upon the property. This can be done by phone, a personal visit and in the extreme through Certified Mail with return receipt. The contact should afford the landowner the opportunity to meet with the landman prior to any field visits, surveying or any other pre-disturbance work.

When making the initial contact, make the landowner feel involved and a part of the process. Clearly explain to them what your plans involve. Listen to their comments and concerns and incorporate some of their thoughts if it does not significantly alter your plan.

While many landowner negotiations can be trying and somewhat lengthy we will usually be successful in our dealings if we are upfront, informative and honest. You should also remember to run your plan through the “I test” before your start. The “I test” being the process of asking yourself if I owned the property in question would I be agreeable with the proposed plan. Hopefully you will be able to answer yes

and move forward with the initial landowner contract. If you cannot in good conscience approve of the proposal, you should re-evaluate the plan and construct one that is acceptable to you, then move forward.

And don't ever forget that the best landowners are happy landowners.

NEXT MEETING – THURSDAY, FEBRUARY 10, 2011

The February meeting will be held at the Bridgeport Conference Center in Bridgeport, West Virginia. The cost for the dinner/meeting is \$50.00 per person through February 4th. Registration for dinner can be made online at reservations@mlbc-aapl.org.

The Dinner Speaker is Ryan J. Morgan from Steptoe and Johnson and his topic will be of interest to everyone working in the Application Basin. **DEVELOPMENT ISSUES UNDER OLD LEASES**
Ryan concentrates his practice in the area of energy, coal, oil, and gas with extensive experience in transactional, regulatory and title matters. Ryan has had numerous speaking engagements' and twice spoke to the MLBC.

Steptoe & Johnson PLLC is a regional, business-focused firm with particular strengths in energy, labor, employment and litigation. It comprises over 200 lawyers resident in nine locations throughout West Virginia, Ohio, Kentucky and Pennsylvania. For nearly a century, Steptoe & Johnson has demonstrated its commitment to quality, devoting personal attention, experience, skill, and resources to client-focused service.

FEBRUARY MEETING SPONSORS

RedSky Land, LLC

Chesapeake Energy Corporation

T. S. Dudley Land Company

East Resources

Steptoe & Johnson, PLLC

S & A Property Research

EDUCATION FOR SPRING 2011

Oil and Gas Land Review and CPL and RPL Exam

March 22-25, 2011 Pittsburg Airport Marriott
Coraopolis, PA

Course Covers:

Real Property Law and Land Descriptions Contract Law Conveyancing Interest Calculations
Oil and Gas Lease Ethics Pooling Joint Operating Agreement Well Trades
Federal Leases and Units Environmental Offshore Mineral Landwork Federal Taxes on Oil and Gas Income

RPL Exams

Wednesday, March 23 Friday, March 25
CPL and RPL Exam Friday, March 25



NADOA PRESENTS

2011 PITTSBURGH, PA REGIONAL EDUCATIONAL SEMINAR

Thursday, April 14, 2011

**The Westin Hotel (Downtown)
1000 Penn Avenue
Pittsburgh, PA 15222**

- 7:30am - 9:00am** ***Registration and Continental Breakfast***
- 9:15am - 10:15am** **The 3D's of Pennsylvania Transfer – Deeds, Divorce & Death**
Speaker: Renee Anderson, Esq. – Atlas Energy Resources, LLC
- 10:30am - 11:30am** **Overview of the Division Order Functions**
Speakers: Sarah Broyles, CDOA – Anadarko Petroleum
Donna Reeves – Occidental Energy Marketing
- 11:30am - 1:15pm** ***Buffet Lunch - Keynote: Marcellus Assets***
Speaker: Stephen Bull - Statoil
- 1:30pm - 2:30pm** **Analyze This Calculate That (Division Order Calculations)**
Speakers: Sarah Broyles, CDOA – Anadarko Petroleum
Donna Reeves – Occidental Energy Marketing
- 2:45pm - 3:45pm** **Pennsylvania Title Anomalies**
Speaker: Russell Schetroma – Steptoe & Johnson, PLLC

Seminar Cost: – Member \$150.00 Non-Member \$175.00

Hotel Reservations Deadline – MARCH 18, 2011

Certification Credits – 5 CDOA, 4 CPLTA & CPL/RPL Credits Pending

See www.nadoa.org for registration form, hotel info and more. Please contact Betty Davidson at 713-739-6622 or bdavidson@cima-energy.com or Lisa Buffaloe at 713-485-2050 or lbuf@statoil.com with questions.

RESERVE EARLY SEATING IS LIMITED!

TREASURER'S REPORT

Chuck Heilmann reports the bank balance is \$39,955.08. There are no outstanding bills.

BEFORE THE BOARD

- 1) Aaron Yost is working with Oglebay for the golf outing in May 2011.

- 2) Do we want to return to Nemaocolin? Golf was great, but poor turnout for dinner. What do you think? Please let us hear from you on the member message board.
- 3) The board is considering selling advertising in the monthly newsletter and welcomes comments from the members.
- 4) Co-sponsor EMLF seminar in conjunction with our March meeting.

REGIONAL DIRECTOR'S REPORT

The AAPL Board of Directors Meeting was held on December 5th, 2010 at the Park Hyatt Aviara Resort in Carlsbad, CA. Below is a summary of meeting highlights.

Treasurer's Report: The AAPL balance sheet, as compared to the September 30, 2009 report, total assets have increased from \$15,267,352 to \$18,347,628, an increase of \$3,080,276 or 20.2%. The AAPL Education Foundation reports total assets of \$2,555,354, and the Landman Scholarship Trust reports total assets of \$1,414,631. The AAPL continues to be in sound financial health.

New AAPL Director of Education: The AAPL is pleased to announce the hiring of Christopher Halaszynski to replace Richard Rosprim as AAPL's Director of Education. Christopher has a strong background in corporate education and adult training and will be a valuable asset to the AAPL management team.

New Committees: A Policy/By-Law Review Committee has been formed to redraft and expand the current by-laws. Michael Curry is the Chairman of this Committee and MLBC's Arnie Schulberg is one of the Committee members.

A Website/IT Committee has been formed to create a new AAPL website. Randy Nichols is the Chairman of this Committee

Summer NAPE 2010: Robin Forte' was pleased to announce 5,718 persons attended Summer NAPE 2010, an increase of 4% from the previous year. 622 booths were sold, a decrease in 4% from the previous year. Net Income was 1.28 million, an increase of 4% from previous year. The net income apportioned to AAPL was \$640,284, plus \$266,653 in management fees.

NAPE 2011: NAPE will be held on February 16-18, 2011 at the George Brown Convention Center in Houston, TX. Approximately 1200 booths have been sold to date. The deadline for registration is February 3, 2011. There will be a full day conference on February 16 in addition to the International Forum. The Conference will feature Southwestern Energy President and CEO Steve Mueller delivering the keynote address. In addition, Shell President John Hofmeister will provide executive editorial. Country vocalist LeAnn Rimes will perform at the Heroes Luncheon where NAPE will feature presentations of cost-free homes to wounded soldiers. Discounted tickets will also be available for the Houston Rockets vs. Philadelphia 76ers at the nearby Convention Center.

Awards Committee: Entries for the 2011 Awards program must be submitted to AAPL no later than January 28, 2011. In the event the MLBC has any members who have performed in an exemplary manner during the past year, please contact any MLBC Officer to coordinate the nomination process. Awards are commonly given for Lifetime Achievement, Landman of the Year, Local Association of the Year, Best Newsletter/Bulletin, Best Member Communication, Best AAPL Director's Communication, Best Published Article in AAPL Publication and Special Awards (i.e.: Education, Committee Member, Community Service).

In closing, if any MLBC member has concerns or issues they would like raised at AAPL, please do not hesitate to contact the undersigned. The AAPL is genuinely committed to serving its membership!

In the event any MLBC member has issues or concerns they would like to have discussed at future AAPL board meetings, please do not hesitate to contact the undersigned at gzerkel@gmail.com or 304-677-8228. As your MLBC Regional Director, I will be pleased to be your conduit to the AAPL Board of Directors.

Greg Zerkel, Regional Director

YOUR CHAPTER NEEDS YOU

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

2011 MEMBERSHIP DUES BY FEBRUARY 15TH

The MLBC membership application is located on the website at www.mlbc-aapl.org. If you failed to renew your MLBC membership timely, please complete a new membership application and submit it with the required "reinstatement" fee.

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 Chuck Heilmann at CHeilmann@eqt.com.

If you have any questions regarding your membership please contact Chuck Heilmann at 304-348-5314 or by email to CHeilmann@eqt.com.

MLBC Membership Directory Advertisers

The MLBC is accepting ads for the 2011-2012 Membership Directory. If you are interested in placing an ad in the Directory contact Jeremy Tingler at jtinglermde@gmail.com. This is a great way to get your company name in front of decision makers at a very reasonable rate.

PENDING MEMBERS

New MLBC Membership Applications

Jeremy D. Preston	EQT Production
James McKenney	Enervest Operating, LLC
Charles T. Akers Jr.	Enervest Operating, LLC
Daniel E. Stricker	Enervest Operating, LLC
Tracey Perdue	Enervest Operating, LLC
John Hodson	Huntley & Huntley, Inc.
John T. Jackson	T.S. Dudley Land Company, Inc.
Richard A. Johns	S&A Property Research
Joshua Will	S&A Property Research, LLC
Ginny Markley	XTO Energy, Inc.
Jennifer L. Douglas	Cabot Oil & Gas, Corp.

Schedule of Events 2011

Date	Location	Topic	Speaker
February 10, 2011	Bridgeport Conference Center, Bridgeport, WV	Development Issues Under Old Leases	Ryan J. Morgan
March 10, 2011	Hilton Garden Inn Pittsburgh/Southpointe, Canonsburg, PA	EMLF Seminar Title & Abstracting	Dinner Speaker Marty Schardt
April 14, 2011	TBA Charleston WV	Dinner Speaker	West Virginia DEP
May 12, 2011	Oglebay Resort Wheeling WV	Charity Golf Outing and Dinner Speaker	TBA
June 16, 2011	Bridgeport Conference Center, Bridgeport, WV	Induction of New Officers and GSC Scholarship Award Plus ½ Day Seminar	TBA

2010-2011 Officers and Executive Committee

<i>President</i>	James B. McPherson, CPL	brad.mcpherson@cabotog.com
<i>Vice President</i>	Mark A. Acree, RPL	mark.acree@sylvanenergy.com
<i>Secretary</i>	Richard B. Robb	richrobb@comcast.net
<i>Treasurer</i>	Charles E. Heilmann, CPL	CHeilmann@eqt.com
<i>Sergeant at Arms</i>	Cynthia L. Torbeck, CPL	cindy@hawkeyerecords.com

Executive Committee

Darryl H. Griwatz, CPL	darryl@HonorResourcesCompany.com
Rex Cecil Ray	cray@eqt.com
Aaron R. Yost, RPL	ayost@mdenergy.com
<i>President Emeritus</i>	
Richard Dailey, CPL	daileyland@ee.net

2010-2011 Committee Chairs

Regional Director	Greg Zerkel, CPL	gzerkel@mdenergy.com
Certification	James E. Talkington, Jr., CPL/ESA	jeta@Verizon.net
Membership	Rick Corman	rcorman@mdenergy.com
Meeting Coordinator	Mark A. Acree, RPL	markacree@sylvanenergy.com
Education	Cynthia L. Torbeck, CPL	cindy@hawkeyerecords.com

Historian

Frederick J. Kent, CPL		KentFrederick@Hotmail.com
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Ethics

Carol Hoch CPL		carol.hoch@cabotog.com
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Financial

James B. McPherson, CPL		brad.mcpherson@cabotog.com
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Meeting Sponsors

Rex Cecil Ray, CPL		cray@eqt.com
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