



MICHAEL LATE BENEDUM CHAPTER

American Association of Professional Landmen



## **“THE TAKEOFF”**

**NEWS FOR LANDMEN  
OCTOBER 2010 EDITION**

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[www.mlbc-aapl.org](http://www.mlbc-aapl.org)**

### **THE PRESIDENTIAL ADDRESS**

As I sat here knowing that I need to pen a blog for the upcoming Take-Off, I realized that I have once again waited until the last minute to do so. While we often put things off for valid reasons, all too often we do it for no apparent good reason. So what is the solution to being a procrastinator? While I don't know the answer to this age old question, I do know that nothing has ever been accomplished, unless someone took on the challenge and took the first step.

In today's business climate we are all faced with increased workloads and an ever changing regulatory environment. The pace and expectations of our jobs can be overwhelming at times, but don't despair. Slow down and take a breath and try to relax and think clearly for a minute. Ask yourself what is the most important or highest priority task that you currently have in front of you. Identify this task and proceed to develop a plan to complete the task. When priority one has been completed attack priority two, then three and so on until you have worked your way through the tasks in front of you.

If you are working on a task and must wait for a co-worker or vendor to provide you with additional information, move to the next task on your list while waiting. Once you have the information you need for the highest priority task go back to it and finish it. That is how you multi-task. You don't do it by worrying, without action, on all of the tasks in front of you. And remember nothing was ever accomplished without someone taking the first step. So be that person and I think you will find your job more manageable and most importantly more enjoyable.

JAMES “BRAD” MCPHERSON, CPL, MLBC PRESIDENT

### **MEMBERS SPEAK OUT**

1. Educational, Informative Article Submission: This site will allow all members to submit for potential publication, in a Word format, Oil and Gas related articles.
2. Suggestion Box: This site will provide all members an avenue to submit ideas on how we as an organization can better serve the membership.

## **THE TREASURER'S REPORT**

Chuck Heilmann reports the bank balance is \$40,237.25. There are no outstanding bills other than Nemaocolin. The tax return for MCLB is being prepared.

## **REGIONAL DIRECTOR'S REPORT**

The AAPL quarterly board meeting was held on September 19, 2010 at The Coeur d'Alene Golf Resort and Spa in Coeur d'Alene, Idaho. Below is a summary of meeting highlights:

### AAPL Annual Meeting

The AAPL annual meeting was held in June 2010 in Vail, Colorado with more than 800 members attending. Steve Mueller, CEO of Southwestern Energy, gave an excellent keynote address. The 2011 Annual Meeting will be held in Boston, Massachusetts and the 2012 annual meeting will be held in San Francisco, California.

### Board Orientation Meeting

A Board orientation meeting was held on August 11 at AAPL Headquarters in Fort Worth, Texas for incoming Regional Directors and Committee Chairs. MLBC's Aaron Yost attended the meeting as the incoming Chair of the AAPL Publications Committee.

### AAPL Watch

As many of you are aware, some of the AAPL policies, procedures and practices have come under attack by a small group of AAPL adversaries. The adversaries, commonly known as AAPL Watch is led by Alan Morgan and Paul Nielson. AAPL President Steve Wentworth recently met with Morgan and Nielson to discuss issues of contention. Wentworth was pleased to announce the meeting was very productive and anticipates future contention with AAPL Watch will be minimal or non-existent.

Greg Zerkel, Regional Director

## **EDUCATION FORUM**

I recently agreed to participate in a project that frankly I hadn't ever thought much about. When approached as to whether I'd be interested in being on the Ethics Committee for the MLBC, my immediate thought was "Sounds like a job that won't take up too much time, so sure, why not?" It wasn't until afterward, when I gave the issue more consideration, that I realized that my initial reaction was definitely too *laissez faire*, although it was a reaction that likely mirrored what many Landmen generally feel when the term "Ethics" pops up. More as an hour-long topic that is needed for continuing education credits in order to maintain various professional certifications – but not a topic to give more than a passing thought to. However, with the amount of scrutiny that the oil and gas industry is under at present, Ethics is an area on which we should focus – after all, a Landman is often the first contact a landowner, or other individual, has with a company. The impression that you, as a Landman, leave with this individual will color that individual's perception of your company, your client, and/or the oil and gas industry in general, going forward.

How many of us have read the AAPL Code of Ethics and Standards of Practice recently (or at all)? I'll admit I'm guilty of giving it no more than a cursory reading myself until recently; however, since the Code can easily be found on the MLBC website (<http://mlbc-aapl.org>), where a link is posted in the left-hand margin of the home page, there's really no excuse not to read it. Although not all members of the MLBC are members of the national AAPL organization, the MLBC, as a chapter of the AAPL, has adopted and ratified the AAPL Code of Ethics; therefore, by becoming a member of the local organization each of us has agreed to comply with the Code. If you'll note, the first sentence of the Code states that "... conduct of any member of the Association inconsistent with the provisions set forth in this Article shall be considered unethical . . ." Just as none of us would sign a contract without reading it first, we should all, as members of the MLBC, read and become familiar with what is in the Code and think about its application in our own professional conduct. After all – we all have agreed to comply with its provisions.

In my opinion, a quick synopsis of the Code boils down to what we were all taught growing up – be honest, don't lie, don't cheat, don't take what belongs to someone else, treat people fairly, be loyal to your 'family', and keep up with your "schoolwork". The vast majority of Landmen adhere, either consciously or subconsciously with these rules; however, a look on the internet reveals that in a few cases, the public's perception of at least some members of our profession is contrary to the basic tenets laid down by the Code (one example: <http://www.landmanreportcard.com>). In some cases the public's perception may be influenced more by the fact that Landmen represent "big oil", and the landowner feels he/she is in a vulnerable position, than by the actual behavior of the particular Landman; unfortunately, there may be other cases where the perception is actually based on bad or unethical conduct. As is always the case, the actions of a few can taint the many.

For all of us who take pride in representing the oil and gas industry in a professional, responsible manner, we need to ensure that anyone entering or practicing in the land profession is properly trained and educated in all aspects of land work – including the ethical standards set forth in the Code. Although a short ethics discussion tacked on to the end of an educational seminar seems to be the norm for ethics training (and this training is almost always rushed through and generally seems to be added only because it is 'required') – is this really enough to address the tougher issues/situations that are starting to arise every day – especially as the industry gets more and more competitive? As the "first line of defense" for the oil and gas industry we need to earn and maintain the public respect for the industry by reflecting high standards of trustworthiness, fairness, and knowledge as summarized in the Ethics Code. Maintaining these high standards starts with each one of us and the importance we place on compliance with ethical standards. It is time that we all take this issue more seriously.

My challenge to you is threefold: (i) go the MLBC website, click on the Ethics Code and Standards of Practice link and actually read the Code; (ii) consciously apply the Code's standards to your professional (and personal) conduct; and (iii) don't hesitate to educate and serve as a model for other Landmen, especially those just entering the profession, on complying with the ethical standards. It is only if we all elevate the approach we take to ethics in our work and life that we can build and maintain the trust and confidence of the public, and others with whom we deal, in the land profession and the oil and gas industry as a whole.

Brad McPherson, CPL, MLBC President

*"If you build that foundation, both the moral and the ethical foundation, as well as the business foundation, and the experience foundation, then the building won't crumble." Henry Kravis (Kohlberg K*

**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.

### **OCTOBER MEETING**

The October Meeting will be held at Grand Point Plaza in Vienna WV on October 14, 2010. The meeting will have a full day seminar presentation on "Oil and Gas Basics" by Matt Vavro. This is an excellent seminar and we recommend it for both beginners and tenured Landmen and Abstractors. The dinner speaker will be Senator Jeff Kessler. Senator Kessler represents NW West Virginia, District 2. He will discuss the Marcellus issues in NW West Virginia as well as any WV legislation pertinent to the Oil and Gas business. The cost for this seminar is \$75 pre-registration or \$125 at the door. Pre-registration ends October 11, 2010.

For more details see the MLBC website (<http://mlbc-aapl.org>)

**Grand Pointe Web-Site:** <http://www.grandpointecenter.com/> **Phone:** (304) 295-7007

### **NOVEMBER MEETING**

Introducing concepts of GIS and explore the basics of preparing maps using a free software called Arc Explorer Java Edition for education. The date is November 10<sup>th</sup>, 2010 from 1pm to 4:30pm at the Charleston Marriott Hotel.

Seminar Instructor: Professor Rico Gazal of Glenville State College,  
RGazal@HawkeyeRecords.com.

Everyone will need to bring a laptop or work with someone who has a laptop. You will be REQUIRED to download the free version of the GIS software needed for the seminar from the link listed below.

Please use the following link to download the program needed for the class.  
<http://edcommunity.esri.com/software/aejee/>

#### **EVENING ACTIVITIES:**

7-8pm Ethics Presentation by George "Rob" Shultz, CPL professional development advisor for Exxon Mobil Production Company

## MEMBERSHIP

The following applications for membership in the MLBC are currently in review.

Pending Member Name	Company
Matthew Alsup	Honor Resources, Co. Schnader, Harrison, Segal & Lewis, LLP
Lindsey D. Alton	
Christopher Ballard	Mountaineer Gas Services, LLC
Adam Barger	Honor Resources, Co.
George Boggs	Honor Resources, Co.
Heather Brown	Honor Resources, Co.
Sara A. Brown	Honor Resources, Co.
Matthew Colbert	Talisman Energy USA, Inc.
Stephen S. Craddock	Honor Resources, Co.
Robin Dickerson	Honor Resources Co
Anthony Farr	Hawkeye Record Search LLC
J. Christian Heinen	Talisman Energy USA, Inc.
Matthew J. Herrick	Talisman Energy USA, Inc.
Timothy Jackson	
Jared Kuhl	Honor Resources, Co.
Ryan Mather	Honor Resources Co.
Tonda McDaniel	Honor Resources Co.
Elizabeth Minor	Honor Resources, Co.
Rebecca K. Perigo	Mason Dixon Energy, LLC
Timothy Persaud	Honor Resources, Co.
Nannette Rexroad	Honor Resources, Co.
Charles A. Robinson	Honor Resources, Co.
Jennifer Sanders	Trinity Energy
Stacey Schoolcraft	Honor Resources, Co.
Alec Schulberg	Honor Resources, Co.
Thomas A. Sullivan	Honor Resources, co.
Virginia G. Sullivan	Honor Resources, Co.
Andrew White	Honor Resources, Co.
Brandi D. Williams	Talisman Energy USA, Inc.
Jonathan Woods	Talisman Energy USA, Inc.

The MLBC membership application is located on the website at [www.mlbc-aapl.org](http://www.mlbc-aapl.org). If you failed to renew your MLBC membership timely, please complete a Membership Reinstatement Form and submit it with the required “reinstatement” fee.

The MLBC website has an updated online version of the Membership Directory. If you have any questions regarding your membership or to report errors and omissions in the online Membership Directory, please contact Rick Corman at [rcorman@mdenergy.com](mailto:rcorman@mdenergy.com).

### SUPPORT YOUR LOCAL

MLBC logo denim shirts are now available for \$30, if picked up at meetings. These come in Khaki or Maroon.

These will be available at the meetings until they are gone.

**A LOOK FORWARD**  
**Schedule of Events 2010 – 2011**

<b>Date</b>	<b>Location</b>	<b>Topic</b>	<b>Speaker</b>
October 14, 2010	Grand Pointe Conference Center, Vienna WV	Full day Seminar and Dinner Speaker	Matt Vavro and Senator Jeff Kessler
November 10, 2010 (This is a Wednesday)	Marriott Hotel Charleston, WV	Half day Seminar and Dinner Speaker	Professor Rico Gazal of Glenville State College and George “Rob” Shultz CPL
February 10, 2011	Bridgeport Conference Center, Bridgeport, WV	Dinner Speaker	TBA
March 10, 2011	Hilton Garden Inn Pittsburgh/Southpointe, Canonsburg, PA	Seminar and Dinner speaker	TBA
April 14, 2011	TBA Charleston WV	Dinner Speaker	TBA
May 12, 2011	TBA Wheeling, WV	Charity Golf Outing and Dinner Speaker	TBA
June 9, 2011	Bridgeport Conference Center, Bridgeport, WV	Induction of New Officers and GSC Scholarship Award	TBA

**2010-2011 Officers and Executive Committee**

<i>President</i>	James B. McPherson, CPL	<a href="mailto:brad.mcpherson@cabotog.com">brad.mcpherson@cabotog.com</a>
<i>Vice President</i>	Mark A. Acree, RPL	<a href="mailto:macree@neo.rr.com">macree@neo.rr.com</a>
<i>Secretary</i>	Richard B. Robb	<a href="mailto:richrobb@comcast.net">richrobb@comcast.net</a>
<i>Treasurer</i>	Charles E. Heilmann, CPL	<a href="mailto:CHeilmann@eqt.com">CHeilmann@eqt.com</a>
<i>Sergeant at Arms</i>	Cynthia L. Torbeck, CPL	<a href="mailto:cindy@hawkeyerecords.com">cindy@hawkeyerecords.com</a>

**Executive Committee**

Darryl H. Griwatz, CPL [darryl@HonorResourcesCompany.com](mailto:darryl@HonorResourcesCompany.com)  
Rex Cecil Ray [cray@eqt.com](mailto:cray@eqt.com)  
Aaron R. Yost RPL [ayost@mdenergy.com](mailto:ayost@mdenergy.com)  
*President Emeritus* Richard Dailey, CPL [daileyland@ee.net](mailto:daileyland@ee.net)

**2010-2011 Committee Chairs**

Regional Director Greg Zerkel, CPL [gzerkel@mdenergy.com](mailto:gzerkel@mdenergy.com)  
Certification James E. Talkington, Jr., CPL/ESA [jeta@Verizon.net](mailto:jeta@Verizon.net)  
Membership C.E. "Chuck" Heilmann [CHeilmann@eqt.com](mailto:CHeilmann@eqt.com)  
Meeting Coordinator Mark A. Acree, RPL [macree@neo.rr.com](mailto:macree@neo.rr.com)  
Education Cynthia L. Torbeck, CPL [cindy@hawkeyerecords.com](mailto:cindy@hawkeyerecords.com)  
Aaron L. Hubbard [ahubbard@rangeresources.com](mailto:ahubbard@rangeresources.com)

**Historian**

Frederick J. Kent, CPL [KentFrederick@Hotmail.com](mailto:KentFrederick@Hotmail.com)

**Ethics**

Judson K. Byrd, RPL [Jud@flintridgeenergy.com](mailto:Jud@flintridgeenergy.com)

**Financial**

James B. McPherson, CPL [brad.mcpherson@cabotog.com](mailto:brad.mcpherson@cabotog.com)

**Meeting Sponsors**

Rex Cecil Ray, CPL [cray@eqt.com](mailto:cray@eqt.com)

**THE MICHAEL LATE BENEDUM CHAPTER PRESENTS THE FALL 2010**

**OIL & GAS LAND SEMINAR and CHAPTER MEETING**

**WHEN:** October 14, 2010 at Parkersburg, WV

**WHERE:** Grand Pointe Conference Center, 1500 Grand Central Ave., Suite #118, Vienna, WV 26105

**SEMINAR: 8:00 AM to 4:30 PM** - Oil and Gas Operation Basics by Matt Vavro, P.E., P.G.

From the dinosaur to the pipeline with Marcellus emphasis, the best 7 hours of O&G training in the industry for all land professionals with 30 days experience to 30 years experience!!!

**SOCIAL HOUR:** 5:00 PM to 6:00 PM

**DINNER:** 6:00 PM Buffet Style

**CHAPTER MEETING:** 7:00 PM to 7:15 PM <http://www.grandpointecenter.com/>

**DINNER SPEAKER:** 7:15 PM to 8:15 PM: West Virginia State Senator Jeffrey Kessler

**Topic:** “Marcellus Issues in Northern West Virginia and Future Legislation”

**COST:** \$75.00 for MLBC Members; \$125.00 for all others (seminar only); and

\$50.00 for the dinner meeting only **PLEASE REGISTER SEPARATELY** for the dinner.

All new member applicants will get the member rate and their dues will be credited to the 2011 year.

**RESERVATIONS:** To make a reservation for the seminar and/or dinner we encourage the online payment option (PayPal) available at [www.mlbc-aapl.org](http://www.mlbc-aapl.org), or FAX your reservation to (304) 205-0592

**LODGINGS:** Next to the Grand Pointe is the Wingate where rooms are \$92.00 per night. Call (304) 295-5501 Many other hotels are situated in the area near Grand Central Mall and the Grand Pointe.

**CE CREDITS:** Full-day seminar with dinner speaker will be accredited for 7-8 continuing education credits

**DIRECTIONS & SEMINAR OUTLINE** see MLBC website

**Grand Pointe Web-Site:** <http://www.grandpointecenter.com/> **Phone:** (304) 295-7007