

# Michael Late Benedum Chapter

AMERICAN ASSOCIATION OF PROFESSIONAL LANDMEN

# the TAKE-OFF

August • 2018



Left to Right: Shawn Grushecky, Nathaniel Carlson, Tyler Compston, Brad Smith, Jeremy Preston

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Jeremy White, Tara White, Rebekah Bowers, and Lhag Bowers pose for a photo at MLBC Annual Awards Dinner. See Recap on **Page 14**



Rich Robb appears ready to shoot some clays. See Clay Shoot Recap on **Page 6**



Check Presentation from MLBC 2017 Fall Golf Tournament. See info on upcoming event on **Page 10**

# letter from the president



Britney Crookshanks

**B**efore Jeremy Preston rides off into the sunset to shoot clays, hunt, and fish, let's take another minute to thank him for everything he has done for our organization! Jeremy was a great leader this past year and has been instrumental to the growth and development of the association. He has worked hard over the years to ensure the MLBC continues to grow and evolve, I am going to continue down the same path of helping the association learn and grow.

Our June meeting is one of my favorites every year. The energy in the room is always exciting and positive buzzing in anticipation of the scholarship presentations, member awards, and the officer inductions. There is always a feeling of wonder surrounding the upcoming year. This year I felt that energy more than I have ever felt it before! Some of you may not realize this, but the MLBC has only had

one other female president in our history. Suzanne Quinn was president of the association in 1983-1984. Suzanne attended 2018's June meeting, where the MLBC honored her with a plaque acknowledging her as the First Female President of the MLBC.

During the same meeting we also honored Greg Zerkel for his lifetime dedication to the industry and the association, along with Christa Dotson as the recipient for the first ever MLBC Landman of the Year. With all of these achievements and acknowledgments being given to our members, the environment was filled full of a sense of family and community. Chris Helmick, as the chairman of the awards committee, had a vision of incorporating dedication videos to the awards recipients and it was a truly amazing, heart-rending, addition to the program. The videos highlighted the accomplishments and the characters of the recipients and were created using testimonials from other MLBC members. If you haven't seen the movies check out our social media pages to view them. These videos helped to foster a personal connection between the audience and the award recipients. This is exactly what I want to focus on as your leader for the next year!

So much of our world in Land is built on relationships and associations with

companies and people. I want to engage a sense of community and family among the membership. I want to create healthy relationships amongst our members where we are building each other up and helping each other to grow and learn. This industry is changing and evolving every day. It is impossible for one Landman to have all the answers and know everything that is going on, but with a community of Landmen working together, we stand a better chance at all of us being the most successful and best Landmen we can be. I can't tell you how many times I have picked up the phone to call a fellow Landman to get their opinion on a situation or their guidance on how to get something accomplished. If you aren't asking questions and seeking knowledge you are not learning and succeeding.

Over the next month you will see a survey asking some questions about what you as a member think important for the organization and ways we can continue to grow and evolve. Please take the time to look at the survey and provide feedback. This is meant to be a direct invitation for suggestions or innovative ideas you may. The MLBC board is going to reach out to members to grow the committees and get more people involved. We are excited to see what new fresh ideas we can offer our membership.

# corporate sponsors

## MLBC Corporate Sponsors

### Platinum



### Gold



Cabot Oil & Gas Corporation



### Silver



### Bronze



# Corporate Sponsorship **levels**

## 2018 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 per month, Half page ad \$250 per month

### ***Dinner Meeting Sponsorship***

Cost \$250.00 per meeting. Companies will receive advertising at the dinner meeting as well as your logo displayed on our website for the month of the meeting you sponsor. 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](mailto:abbyveigel@mlbc-aapl.org). Please contact Harry Heinbaugh at [Harry.Heinbaugh@percheronllc.com](mailto:Harry.Heinbaugh@percheronllc.com) for dinner meeting sponsorships.



# MLBC Summer Clay Shoot

# RECAP

On Friday, June 15th, over 60 MLBC members and guests attended the Summer Clay Shoot at Hunting Hills in Dilliner, PA. After knocking some dust off the barrels at the trap field, attendees loaded up into golf carts with their team members and hit the trails. Mother Nature provided clear skies and warm temperatures, ideal for breaking

clays. Some did well, some didn't, but regardless of what that blue sheet said at the end, everyone could agree it was an afternoon well spent. After everyone's shoulder took a beating at all 15 stages, a delicious steak dinner was served by the incredible staff of Hunting Hills.

We would like to thank Rich Robb for planning and executing another successful

Summer Clay Shoot. We'd also like to thank Hawkeye, Back Roads Energy, Prosper Mineral Brokers, Percheron, and Tug Hill Operating for their sponsorship of this event. Without Rich and our sponsors, we all would have had to stay at work on that sunny Friday afternoon.

*Tyler C. Murray*



Left to Right: Chuck Dornetto, Harry Heinbaugh, Tyler Murray



A group takes on Station 11



Marc Acree making some orange dust in the sky.

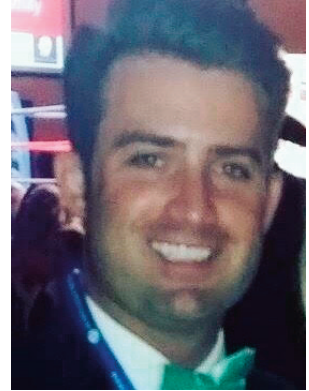


The group gathering for a safety brief before hitting the trails.

## Mid-Year Checkup

(The Importance of Goals & Self Assessment)

By Kevin Pierson



Life is busy, full of surprises, challenges, distractions, and unexpected changes. As land professionals, this feels even more demanding as we're constantly facing deadlines, budgets, rig schedules, challenging negotiations, volatility, spreadsheets, more spreadsheets, and even that pesky deed plot that simply won't close. We all need something in our personal and professional lives that keeps us balanced, growing, and forward thinking.

Personally, I'm a strong believer in establishing goals each year to promote growth and maintain my focus throughout the year. Each year I make at least one goal for each of the following categories: (1) Relationships & Family (2) Health & Fitness (3) Personal Development (4) Professional Development (5) Financial. Your goals can be anything you want to achieve in life if you commit to writing them down and assess your progress throughout the year. If you did not establish goal(s) at the turn of the calendar year then stop reading the newsletter and do it now. Figure out what it is that you want for yourself and go for it!

At this point in the year we're just beyond the mid-point checkup to

evaluate what changes are necessary to accomplish whatever it is you've set out for yourself this year. Now is the time to adjust the course where necessary to meet your own expectations. The beauty of goal setting is this is your expectation of yourself. This isn't your boss' demands or someone else's unrealistic expectations. Your goals are what you want for the future you. At times throughout the year you will need to assess your status and may need to modify the goal if your ambitions were too lofty. There is no shame in assessing your progress, along with extenuating circumstances, and adjusting as necessary to accomplish a more realistic modified goal.

This is also the time of year the new MLBC executive officers are inducted. Each officer will establish what they would like to accomplish this year in their new role. As MLBC members, in some shape or form, we will all be a part of these goals. All of us will need to support our organization & officers to accomplish these goals for the betterment of our organization and our community. Our contributions as members may be as simple as attending events when available, paying dues, and volunteering as needed. This is my

first year serving on the MLBC Executive Committee as a Director. I've already established goals for this year that I am looking forward to accomplishing. I also serve the MLBC as the Scholarship Chairman and University Liaison. This year my goal for myself and the Scholarship Committee was to fund the MLBC Student Scholarship through monetary contributions, silent auction proceeds, and raffles without any subsidy from the MLBC general fund. This year the MLBC presented three scholarships totaling \$7,000.00 to students pursuing a degree in energy management at an accredited university program. I'm very proud (and relieved) that through the efforts of the committee, generous donors, MLBC members, and myself we raised \$7,337.48. We were a little too close for comfort (\$337.48 to spare) but nevertheless we accomplished our goal and I'm very grateful for everyone who contributed.

We all encounter crucial points in both our professional and personal lives where the course is forever altered for better or worse. Factors outside our control will always exist. The best we can do is establish what we want for ourselves through goals, assess our progress, and adjust as necessary to achieve the best version of yourself.



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# legislative update



Ryan J. Pankiewicz

Greetings from the storm-soaked humid air of Appalachia where golf is plentiful and handicaps are changing. Recent changes to energy-related regulation in the tri-state area include a new Ohio House Bill expanding a sales tax exemption for property where oil and gas are produced and a Supreme Court ruling in West Virginia on mineral reservations.

## Ohio

Ohio House Bill 430, which expands the sales tax exemption for property with oil and gas production, was signed into law by Governor Kasich on June 14 and will be effective on September 13, 2018. The bill amends Sections 3743.75, 5709.20, 5709.211, 5709.212, 5709.22, and 5739.02 of the Revised Code to modify language governing the sales of and use tax exemption for certain kinds

of property used in the production of oil and gas.

“The new law gives Ohio’s oil and gas industry clearer guidelines on what purchases qualify for a sales tax break, and arose out of industry concerns over tax audits. Previously, state law exempted the sale or use of tangible personal property used “directly” in the production of oil and natural gas. This Act amends the law to remove the qualification that the property be directly used in the production of oil and gas. The Act also amends the regulatory definition of what is considered a production operation to exclude:

operations, activities or equipment used in or associated with the exploration and production of any mineral resource other than oil and gas; storing, holding or blending solutions or chemicals used in well stimulation; preparing, installing or reclaiming foundations for drilling or pumping equipment or well stimulation material tanks; transporting, delivering or removing equipment to or from the well site or storing such equipment; and gathering operations occurring off the well site, including gathering pipelines, transporting hydrocarbon gas or liquids away from a crude oil or

natural gas production facility.” (Source AAPL Governmental Affairs Report June 18, 2018).

For Case # 2017-0448: Thomas Dundics, et al. v. Eric Petroleum Corporation, et al. in regard to landmen becoming real estate brokers, there has been no action taken since the last article. I will keep you updated on the latest developments.

On the lighter side about Ohio: the first traffic light was in Cleveland, the nation’s first ambulance service was started in Cincinnati in 1865, Akron was the first city to use police cars in 1899, and Life Saver candy was invented in 1912.

## West Virginia

The Supreme Court of Appeals in West Virginia ruled May 11, 2018 on mineral reservations in the case of Kupfer v. Chesapeake Appalachia, LLC (17-0527). The Court determined a deed with multiple parcels that “excepted and reserved from said parcels all the coal, oil, gas and other minerals” only applied to specific parcels named in the reservation but not to other parcels in the deed that did not contain reservation language.

Some famous folks hail from West Virginia: mathematician John F.

Nash, Olympic gold medalist Mary Lou Retton, a football coach named Nick Saban, basketball legend Jerry West, a funny man named Don Knotts, a country singer named Brad Paisley, (you can see his sign if you’re in Marshall County) and one of my favorites, fighter pilot Chuck Yeager who was the first to exceed the sound barrier.

## Pennsylvania

There is good news for us in Pennsylvania. Senate Bill 835 regarding Landman and Pipeline Agent Registration was not amended as of the end of the general session. I will keep you apprised of anything that becomes proposed.

Pennsylvania trivia: The first zoo in America was the Philadelphia Zoo, and the first commercial radio station was KDKA in Pittsburgh. KDKA is still on the air today with the likes of their bad weatherman (guess who).

*Ryan J. Pankiewicz, RPL, RWA is an independent landman and right-of-way agent who has worked extensively in Appalachia handling many aspects of oil and gas, coal, and infrastructure. You may contact him at ryanjpankiewicz@gmail.com.*



## **2018 Fall MLBC Charity Golf Event**

**Presented By:**

**Babst | Calland**  
Attorneys at Law

Friday, September 21st, 2018  
Southpointe Golf Club-Canonsburg, PA.

Registration is now open for the 7<sup>th</sup> Annual MLBC Fall Charity Golf Event! This year's event will be held at the Southpointe Golf Club. This beautiful 18 hole championship course ([www.southpointegolfclub.com/](http://www.southpointegolfclub.com/)) is conveniently located just off I-79 in Canonsburg, PA. and is most notably known as former host of the PGA Tour-WEB.Com "Mylan Classic". If you have not played this course you are in for an exciting round of golf!

With the change of venue and schedule this year comes other changes that must be made to accommodate this events enormous field of players. This year the field will be split into a Morning Group and Afternoon Group. Registration is on a first-come-first serve basis with the Morning Group being limited to 22 teams and the Afternoon Group limited to 23 teams. This will be a scramble format event with teams consisting of no more than four players.

The one thing constant and similar to last years' event is the beneficiary of proceeds. Once again this event will be for the benefit of the Big Brothers Big Sisters of Greater Pittsburgh, which the MLBC has supported over the last six years. The MLBC, with the generous support of our sponsors and members, has been able to donate over \$175,000 to this great charity. With your support we can get break \$200,000.00 this year. To take a look at what our sponsorship dollars are doing for local children, visit [www.bbbspgh.org](http://www.bbbspgh.org).

### **Morning Group:**

7:00am - 7:45am	Registration and breakfast
8:00am	Shotgun start (must be off course by 12:45)
1:00pm -3:00pm	Cook-Out Lunch / Awards

### **Afternoon Group**

12:00pm - 12:45pm	Registration and Box Lunch
1:30pm	Shotgun start
6:00pm - 8:00pm	Cook-Out Dinner / Awards / Presentation to charity

Please consider one of the below sponsorships for this great event.

### **CPL Event Sponsor-\$1,500.00 (SOLD OUT)**

Tent on the course, two meals for two people, signage on one additional tee box (with a cooler of beer sponsored by your organization next to the sign), signage around the practice greens and signage around the driving range.

### **RPL Event Sponsor - \$1,000.00 (SOLD OUT)**

Tent on the course, two meals for two people, signage on one additional tee box (if still available) and signage around the practice greens and signage around the driving range

### **Four Person Team Sponsor - \$900.00**

Golf, 2 meals, Swag Bag valued at \$30, Cart Bag valued at \$30 and chance for door prizes.

### **Nine Hole Flag Sponsor \$1,000.00 (SOLD OUT)**

Your company's logo advertised on 9 holes

### **Halfway House Sponsor-\$2,000.00**

Your company's logo will be advertised at the Halfway House where each player will receive \$10 in food and beverage credit

### **Social Hour Sponsor-Lunch \$1,000.00 (open bar)**

Your company's logo will be advertised at the bar during lunch-awards ceremony

### **Social Hour Sponsor-Dinner \$1,000.00 (open bar)**

Your company's logo will be advertised at the bar during dinner-awards ceremony

### **Straightest Drive-\$500.00**

A winner from both the morning and afternoon group will each receive a 2018 Taylormade M4 Fairway Metal valued at \$265.00. Your company's logo will be advertised on signage at the hole hosting this competition.

### **Longest Putt-\$300.00**

A winner from the both the morning group and afternoon group will each receive a Titleist Vokey Wedge valued at \$100.00. Your company's logo will be advertised on signage at the hole hosting this competition.

You can email [lee.hebert@gmail.com](mailto:lee.hebert@gmail.com), [michael\\_yates@swn.com](mailto:michael_yates@swn.com) or [daniel.cooper82@gmail.com](mailto:daniel.cooper82@gmail.com) with any questions or call Lee Hebert at (405) 626-3304

# director's report



Aaron Yost

AAPL Headquarters

AAPL currently has 18 employees and 7 NAPE employees. AAPL recruited and hired Stacey Garvin as the new Director of Education and Member Services. Additionally, a new Member Services Coordinator and a new NAPE Creative Designer were hired.

2019 Annual Meeting will be held in Pittsburgh, PA!  
2020 Annual Meeting will be held in Huntington Beach, CA.

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

The Committee Service application is now live online. If a member is interested in serving on a committee at the national level, this is the place to go. So far, 139 applications have been received.

The Advisory Landman Connection online application is finalized. Four Advisor applications have been received with another six Participant applications received.

## NAPE

Final figures for 2018 NAPE Summit represent a strong finish with revenues being up by \$1,036,597 compared to 2017. AAPL's net distribution was \$2,282,019, a 20% increase from 2017. AAPL's management fee was \$641,600, a 9% increase from 2017.

AAPL's total net profit and management fee income from NAPE for the fiscal year was \$3,387,050, a 17% increase over the prior fiscal year.

2018 Summer NAPE is shaping up for a strong year, with total sponsorship revenue surpassing 2017 by over \$100,000 and registrations at 715, up from 426 in 2017. Two Harley Davidson motorcycles will be given away at the end of the show.

## AAPL Director's Report

On Wednesday, June 20, 2018 I attended the AAPL Quarterly Board Meeting in Denver, Colorado, which coincided with the AAPL Annual Meeting. This year's Annual Meeting was one of the best member attended meetings in recent years with nearly 700 members registered.

2019 NAPE Summit is planned to have an expanded job fair, a re-imagined ice breaker for enhanced networking, improved prospect Theaters, a special tea or luncheon in honor of women making a mark in the energy industry, a special recognition program in honor of young energy professionals and a sweepstakes drawing valued at \$40,000. Sponsorships for 2019 NAPE Summit are already at 99% of the total collected for 2018. Texas Railroad Commission, Ryan Sitton has been secured to present.

## AAPL Educational Foundation, Inc.

The Foundation distributed the final round of assistance to the disaster relief recipients and retained approximately \$100,000 in a designated disaster relief fund for future unknown disasters.

### Membership

Total Membership: 16,264  
Active Members: 13,860

### Certification

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

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

### Certification Stats:

CPLs:	2,962
CPL/ESA:	49
RPLs:	2,141
RLs:	340
Retired CPLs:	51
Total:	5,543

## Treasurer's Report

### Statement of Financial Position -

As compared to March 31, 2017, total assets have increased from \$30,074,690 to \$32,644,891; a change of \$2,570,201 or 8.55%. This is primarily due to market activity related to the investment account as well as fewer operating fund withdrawals. Funds withdrawn from the investment account for FY 17-18 total \$573,654 and are solely related to Disaster Relief. Total liabilities as compared to March 31, 2017 have increased from \$1,426,826 to \$1,612,554; a change of \$185,728 or 13.02%. This is primarily related to membership dues rates increasing July 1, 2017 and timing of accounts payable and accrued expenses.

## Statement of Activities -

Revenues (exclusive of investment revenue) compared to March 31, 2017 have increased from \$2,439,582 to \$2,919,300, a change of \$479,717 or 19.66%. The increase in revenue is due to the increase in membership dues prices, reinstatement of recertification fees, the increase in education seminar prices, addition of income from Contract Center, and the addition of rental income from NAPE Expo. Member dues revenues increased \$256,530 (22.94% increase from \$455,777 to \$572,702). The additions of recertification fees of \$52,725, Contract Center forms income of \$75,597 and rental income from NAPE Expo of \$69,750 all contributed to the overall increase in revenue. There was a decrease in revenue to AAPL from NAPE when compared to prior year for approximately \$89,000.

Expenses have increased 3.15% from \$4,905,434 to \$5,060,017, a change of \$154,584. The increase in expenses is due to the \$573,654 disaster relief contributions AAPL made to the AAPL Educational Foundation. When this one-time expense is excluded, expenses decreased 8.54% overall. The decrease is largely due to the elimination of government lobbying expenses within governmental programs (67.18% decrease from \$118,109 to \$38,769) and a reduction in salaries and benefits of 21.31% (from \$2,533,960 to \$1,993,963) due to moving seven employees to NAPE Expo.

## Statement of Investment Accounts -

Investments as of March 31, 2018 total \$26,878,357, an increase of \$2,422,980 or 10.13% as compared to the same period last year. The change has been the result of unrealized and realized gains in the AAPL investment account as well as fewer operating fund withdrawals. Funds withdrawn from the investment account for FY 17-18 total \$573,654 as of March 31, 2018 and are solely related to Disaster Relief.

## Education

AAPL held 16 seminars in Q4. Additionally, planned programs and new seminar development for the following

topics is being implemented:

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

## Governmental Affairs and Forms

In Q1 2018 AAPL provided an amicus brief letter for a case before the Texas Supreme Court as well as an amicus brief process for the ongoing Dundics case before the Ohio Supreme Court. It appears the courts are viewing the case as contractual rather than licensing. AAPL is watching.

The Pennsylvania licensing bill has been tabled in committee. AAPL is watching.

AAPL has implemented a new Voter Voice platform to mobilize members to interact with their representatives on important legislative issues.

## Landman Scholarship Trust

For the first time, AAPL was able to provide press releases for the scholarship winners to 31 student's hometown newspapers. In total, 56 students were presented with scholarships totaling \$240,000 from the 12 programs that were eligible to participate in the process.

## AAPL Election Results 2018-2019

The following Officers for the 2018-2019 year were confirmed and seated:

Michel E. Curry, CPL President  
Jay W. Beavers, III, CPL First Vice President  
Cranford D. Newell, Jr., CPL Second Vice President  
Aaron R. Yost, CPL Third Vice President  
Charles D. Walton, Jr. CPL Secretary

# member spotlight



Kevin Pierson

The MLBC is pleased to introduce Mr. Kevin Pierson to our membership as we feature him in our August Member Spotlight of the MLBC Takeoff. Kevin was introduced as a Director of the MLBC at our June meeting in Morgantown, WV. His contribution to our organization and efforts help the MLBC in many ways and it is with great pleasure we had the opportunity to get to know him a little better in this Member Spotlight Q&A.

**MLBC:** Tell us a little about yourself, Kevin.

**Kevin Pierson:** I'm one of seven kids (4 sisters & 2 brothers) with 6 nieces and nephews with one more niece due this year. In addition to the holidays, we still have family vacations each year with all of us under one roof. The living quarters are very tight, but I wouldn't want it any other way. Maintaining relationships is very challenging as you get older with your family (and friends) spread out across the country. I'm grateful we all remain so close. I do not have any children but would like to expand my family in the future. I do live with my girlfriend Eve Leombruno and our dog Baxter and cat Benelli. I'm an avid golfer, skier, and runner. I also enjoy travel, mountain biking, fishing, and hunting as I'm able. I'm a Freemason like my grandfather before me. I've lived in Morgantown, West

Virginia for roughly 10 years but spent most of my life in Texas. I love the seasons and extensive outdoor activity options here in Appalachia. I really value the contacts & friendships that I've made since moving here.

**MLBC:** Who are you currently employed or contracted with?

**KP:** I'm a Partner at Bryson Kuba, L.P.

**MLBC:** How long have you worked in the oil and gas industry? And What states do you have experience? And tell us about any other land organization you belong.

**KP:** 12 years, I have worked in Texas, West Virginia, Pennsylvania & Ohio. I am a member of the AAPL, Fort Worth Association of Professional Landmen. In the past I was a member of Young Professionals in Energy and Generation Morgantown but not currently an active participating member.

**MLBC:** Tell us about your first position in the industry.

**KP:** I researched title in Hood County, Texas. The picturesque courthouse is situated on an old downtown square with a book store, coffee shop, and one of the best BBQ restaurants in the State. I would pull a stack of documents from the musky deed records room then retreat to the coffee shop to deed plot, map, and flowchart before returning for additional research. Title research will draw you in like a good mystery novel until the puzzle is solved. The courthouse research necessary to determine ownership is the nuts and bolts of our industry. You cannot effectively acquire or develop anything until you know who owns it.

**MLBC:** What areas of the industry do you have experience in?

**KP:** Project management; lease and mineral acquisition & divesture; due diligence; title abstracting & review; title curative; easement and

ROW; mapping; lease analysis & modification; negotiation; and, accounting & payroll.

**MLBC:** Do you have a mentor in the industry? Can you provide details?

**KP:** Yes, my father, Fred Pierson, is a mentor to me in the industry. I'm a second generation Landman. My Dad first introduced me to the industry at a young age so I could at least explain to my friends what he does for a living. "Landman" was not a typical job on career day. This is where my intrigue and passion for the industry began. My Dad retired a few years ago after working for the same company (through two mergers & acquisitions) for 35+ years. He started his career in domestic oil and gas, then worked as an international landman negotiating agreements with foreign governments, and eventually retired working domestic projects as shale development revolutionized the industry. Although we did not work together directly, this was an additional bond we shared allowing us to discuss current industry topics, ins & outs of the business, share ideas, and vent about our daily stresses. Bryson Kuba is also an influential person in my career and life. He believed in me when I was new to the industry and provided me the opportunity to learn. He guided me, taught me, and took the time to explain "the right way" of doing things almost like an unofficial apprenticeship. I would not have the experience, objectivity, or exposure without Bryson taking an interest in my development as a landman and person. I will always be grateful for the experience and opportunities I've been provided from others.

**MLBC:** Do you serve the MLBC, AAPL, or any other organizations in an executive capacity and/or serve as a committee chair? Are you a member of any committees?

**KP:** Yes, I'm new to the

Executive Committee as a Director. I'm currently the Scholarship Committee Chairman, University Liaison, and serve on the Mentorship Committee. I also serve on committees at my golf club and enjoy helping out with other organizations in an official or unofficial capacity as needs arise.

**MLBC:** According to Article IV, Item #5 of the By-laws of the MLBC, one of the organizational purposes of the MLBC chapter is "Providing members with opportunities for community service." Have you ever initiated or participated in events or service projects within the community that achieve this purpose?

**KP:** My current focus is the MLBC Student Scholarship and my new role as a Director. The student scholarship is especially important to me because I was awarded a student scholarship by the Fort Worth Association of Professional Landmen (FWAPL) while in college and know first hand the difference the scholarship makes with these students. I waited tables while in college at a Texas-themed steakhouse. The scholarship money allowed me to work fewer hours and focus on campus involvement and grades. My sister, Jordan Pierson, was also awarded a scholarship from FWAPL a few years after me. I also sponsor and participate in numerous charitable events each year. Some of my favorites are the WVU Children's Hospital, Boys & Girls Club of Fort Worth, Texas, West Virginia Botanic Garden, St. Anthony School Programs, and the WVU Cancer Institute. I graduated college from The University of Texas at Arlington. Following college, I served as a Chapter Advisor to the Sigma Chi Fraternity. That was an experience.

*Interview by John Catsonis  
MLBC Marketing Committee*

# Awards Dinner RECAP

The MLBC held its annual Awards and Scholarship Dinner at Waterfront Place at the Morgantown Marriot June 7, 2018. The dinner was well attended and the members enjoyed the pre-ceremony mixer and buffet.

Educational program updates were provided on the Energy Land Management Programs by Marietta College's Tina Thomas and West Virginia University's Shawn Grushecky. WVU students Tyler Compston, Nathaniel Carlson and Brad Smith received a total of \$7500.00 in scholarship assistance.

Video compilations paid tribute to the recipients of the inaugural Landman of the Year Award and J.W. Findley Lifetime Achievement Award. Christa Dotson received the Landman of the Year Award and Greg Zerkel received the J.W. Findley Lifetime Achievement Award with Babst Calland receiving the Friend of the MLBC Award.

In addition to being sworn in as the new MLBC president, Brittany Crookshanks was awarded the Best Member Communication award by outgoing President Jeremy Preston. Britney also introduced the group to former MLBC President Suzanne Quinn. Suzanne, from Dallas, West Virginia served as the first female President from 1983-84 and was presented with a plaque honoring that achievement by Britney.

In addition to Britney serving as President, the incoming leadership of the MLBC for 2018-2019 is comprised of the following MLBC members:

- Jeremy White - Vice President
- Anthony Romeo - Secretary
- Robert Greiner - Treasurer
- Justin Nixon - Sergeant-At-Arms
- Christa Dotson - National Director
- Lhag Bowers - 1st Director
- Kevin Pierson - 2nd Director
- John Catsonis - 3rd Director

The night ended on a high note with over \$3000.00 raised from the silent auction.



MLBC members socialize before the Awards dinner



Aaron Yost presents Greg Zerkel with the J.W. Findley Lifetime Achievement Award.



2018-2019 MLBC President Britney Crookshanks presents 1983-1984 MLBC President Suzanne Quinn with an award recognizing her achievement as the first female MLBC President



2017-2018 MLBC President Jeremy Preston welcomes incoming 2018-2019 President Britney Crookshanks.



Christa Dotson received the inaugural MLBC Landman of the Year award from 2017-2018 MLBC President Jeremy Preston.

# upcoming events

August 9, 2018 - Dinner Meeting at Salt Fork Lake, Cambridge, OH

September 13, 2018 - Erickson Alumni Center, Morgantown WV

September 22, 2018 – MLBC Charity Golf Event- Southpointe Golf Club, Southpointe, PA

October 12, 2018 – MLBC Veteran's Charity Clay Shoot – Hunting Hills, Dilliner, PA

October 4-5, 2018 - Appalachian Land Institute – See Flyer Below

November 8, 2018 - Lunch Meeting at the Pines Country Club, Morgantown, WV

December 6, 2018 - Pete Dye Country Club, Bridgeport, WV

January 18, 2019 – Penn Brewery Social, Pittsburgh, PA

March 14, 2019 – All Day Seminar, The Meadows, Washington, PA

April 11, 2019 – Dinner Meeting – Hilton, Southpointe, PA

May 3, 2019 – Nemaocolin Social, Uniontown, PA

June 13, 2019 – Dinner Meeting – Bridgeport Conference Center, Bridgeport, WV



MICHAEL LATE BENEDUM CHAPTER and  
NORTHERN APPALACHIAN LANDMAN'S ASSOCIATION  
Jointly Present:

## APPALACHIAN LAND INSTITUTE

October 4-5, 2018

DoubleTree at Pittsburgh-Meadow Lands  
340 Racetrack Rd Washington, PA 15301-8914

Feature Speaker:

**Michel E. Curry, CPL**

AAPL President ] Henry Resources, LLC ]

Thursday, October 4, 2018

Registration and continental breakfast at 8:00 AM  
Cocktail hour commences at 4:45 PM  
MLBC dinner served at 6:00 PM

Friday, October 5, 2018

Registration and continental breakfast at 8:00 AM  
Meetings adjourn at 1:00 PM

11.00 Continuing Education Credits  
Industry experts and leaders discuss trends, forecasts and  
educational topics relevant to the Appalachian Basin  
Information sessions from industry experts  
Networking with industry professionals

# 4th ANNUAL 2018 MLBC VETERANS CHARITY SPORTING CLAYS

presented by: **LG&A**

Lenington, Gratton, & Alexander LLP



**OCTOBER 12th, 2018**  
*Hunting Hills Shooting Preserve*  
**Time TBA**

**Door Prizes! Steak Dinner! Top Gun Trophy! Under Armour Shirts! Charity Auction!**

**benefitting:**



## SPONSORSHIP OPPORTUNITIES

- \*NEW\* \$7500 Official Event Sponsor**- Taken by LG&A
- \*NEW\* Platinum \$2500**- Two four-person teams, two station sponsors, Polo Shirts
- Gold \$1500**- One four-person team, one station Sponsorship, Polo Shirts.
- Silver \$750**- One Station Sponsorship, Hospitality tent and table.
- Bronze \$500**- One station Sponsorship.

REQUESTS FOR SPONSORSHIP CAN BE MADE TO Anthony Romeo at [aromeo@nne-llc.com](mailto:aromeo@nne-llc.com) or Michael Kalany at [michael.kalany@outlook.com](mailto:michael.kalany@outlook.com)



# 2017-2018 executive committee



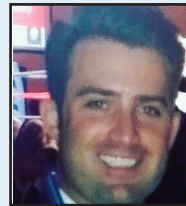
**President**  
Britney Crookshanks, CPL  
Infinity Natural Resources  
bcrookshanks@infinity.com



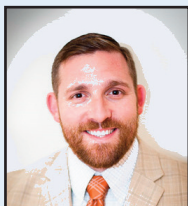
**1st Director**  
Lhag Bowers, RPL  
Percheron, LLC  
Lhag.bowers@nne.llc.com



**Vice President**  
Jeremy White, RPL  
EQT  
jwhite@eqt.com



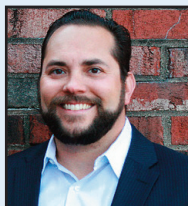
**2nd Director**  
Kevin Pierson  
Bryson Kuba, L.P.  
kp@bklpland.com



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



**Seargent-At-Arms**  
Justin Nixon  
Northeast Natural Energy  
jrnixon@nne-llc.com



**President Emeritus**  
Jeremy Preston, RPL  
EQT  
jpreston@eqt.com



**Executive Assistant**  
Abby Veigel  
MLBC  
abbyveigel@mlbc-aapl.org

# committee chairs

---

Awards Committee: Chris Helmick .....chelmick@eqt.com

Certification: Jim Talkington .....jeta@frontier.com

Education: Morgan Griffith .....morgangriffith@hotmail.com

Ethics: Justin Nixon .....jrnixon@nne-llc.com

Golf: Lee Herbert .....lee.herbert@gmail.com  
Jeff Junstrom .....jjunstrom@cassidyperc.com

Finance: Adam Morgan .....adam.morgan@cabotog.com

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

Legislative: Ryan Pankiewicz .....ryanjpankiewicz@gmail.com

Marketing: John Catsonis .....jcatsonis@apexlandcorp.com

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

Membership: Chris Helmick .....chelmick@eqt.com

Mentorship Program: Justin Nixon .....jrnixon@nne-llc.com

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

Scholarship: Kevin Pierson .....kevinmpierson@gmail.com

University Liason: Mark Acree .....macree1959@yahoo.com

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

Technology Committee: Jeremy Preston .....jpreston@eqt.com

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

Photography: Michael Kalany .....ynalak@gmail.com

# new members

June 2018

First Name	Last Name	Employer	Member Type	Sponsoring Member
Kenneth	Taber	Rocky Mountain Quants	Associate	Stocking, Joseph

July 2018

First Name	Last Name	Employer	Member Type	Sponsoring Member
Morgan	Talbott		Active	Poduch, RPL, Corinne
Coty	Brandon	Arsenal Resources	Active	Rosenbaum, Wesley
Morgan	Crusenberry	Back Road Energy, Inc.	Active	Pritt, Kathy
Dena	Gentilcore	Chevron	Active	Beckett, Michael
martin	leehr	CNX Gas Company LLC	Active	Fitzwater, Derek
Brenda	Page	CSW Legal Group	Associate	Walls, Claire Sergent
Alexandra	McCluskey	DMC Bradley	Associate	Hammond, Michael
Michael	Cannon	Ellerbe and Harrison	Active	Pierson, Kevin
Christopher	Newman	Hughes River Land Services	Active	Farr, Anthony
Jessica	Kopp	J Kopp Land & Title Services	Active	Kopp, Ryan
Mike	Stanley	Purple Land Management	Active	Mansberry, Susi
Morgan	Osborne	Shale Land Services	Active	Crookshanks, CPL, Britney
Richard	Hamrick	Texhoma	Active	Link, Scott

**Total Members:**  
**1,067**

Active: 730  
 Active, PP: 28  
 Honorary: 9  
 Total Active: 767  
 % Active: 71.88%

Associate: 219  
 Student: 75



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

**Jonathan E. Lochner**

# membership information



Michael Late Benedum  
"The Great Wildcatter"

The MLBC membership application is located on the website at [www.mlbc-aapl.org](http://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](mailto: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.

The MLBC Website, [www.mlbc-aapl.org](http://www.mlbc-aapl.org) is a great link to stay up to date with our schedule of events or to learn more about the organization. In addition, numerous resources are available through the site. The MLBC Job Board is a great tool for Job Seekers and Employers alike. The MLBC Photo Album features photos from past events and is accessible under the resources tab.

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

## MLBC Broadcast Text Messaging



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

To ensure that you are able to receive text messages from the MLBC please **log in to your member profile** and make sure you have a valid number entered in the "**Broadcast Text Phone**" field. Members not wishing to receive text messages from the MLBC may **opt out by logging in to their member profile and un-checking the "SMS Text List" option.**

This new text messaging system is part of the MLBC's ongoing effort to better connect to the membership via technology.