

ANNUAL REPORT 2025-26

LEADERSHIP

FROM THE PRESIDENT & EVP/COO

FINANCIALS

FINANCIAL POSITION

ACTIVITIES

MEMBER SERVICES

MEMBERSHIP

CERTIFICATION

EDUCATION

EVENTS

2025-2026
EXECUTIVE COMMITTEE

President: Kyle B. Reynolds, CPL
1st Vice President: Julie E. Woodard, CPL
2nd Vice President: Travis W. Beavers, CPL
3rd Vice President: Lucy Wathen, CPL
Treasurer: Blaine E. Gamble, CPL
Secretary: Eli Huffman, CPL
Immediate Past President: Nancy C. McCaskell, CPL

LOCAL ASSOCIATION DIRECTORS

Alaska	Jason C. Parker
Ark-La-Tex	Paul Wood, CPL
Austin	James McDaniel, CPL
Bakersfield	Christin L. Faber, CPL
Baton Rouge	William “Will” F. O’Neal, CPL
Canada	Janice Redmond
Corpus Christi	William “Bill” P. Moffitt, CPL
Dallas	Charles “Mason” Guinn, CPL
Denver	Thomas Porter, RPL & Hunter Buchert, CPL
East Texas	Talley Bergfeld, CPL
Fort Smith	William C. “Bill” Warren Jr., CPL
Fort Worth	Sean Foster, RPL
Houston	Andrew Cooper, CPL
Lafayette	Thomas Simon, CPL
Los Angeles	Marcia Carlisle
Michael Late Benedum	Rob Greiner, RPL
Michigan	Russell Shinevar, CPL
Mississippi	Carter Clarke, RL
Montana	John R. Lee, RPL
Nevada	Orson K. Tingey, CPL
New Mexico	Ellarie Sutton, RL
New Orleans	Ryan G. Schneider, CPL
North Dakota	Lee Murphy
North Texas	Terry P. Caves, CPL
North Houston	Brandon Dodds, CPL
Oklahoma City	Michael T. Fleharty, RPL
Permian Basin	Zachary T. Smith, CPL
San Antonio	Ryan L. Alford, RPL
San Juan Basin	Cranford Newell Jr., CPL
Southern Appalachian	Richard D. Adkins, CPL
Southern Oklahoma	Scott Stone, CPL
Tri-State	Ryan Kopp, RPL
Tulsa	Denton Smith, CPL
Utah	
West Houston	Joseph W. Kent, CPL
Wichita	Lindsey Goodwin, RPL
Wyoming	Drew Shutts

COMMITTEE CHAIRS

Accreditation	Katie Adams, CPL
AI	Janice Redmond
Annual Meeting	Michael Anderson
Awards	Jon Sivertson, CPL
Bylaws & Policy Manual Review	Robert Rice, CPL
Certification	Jimmy Wright, CPL
Council of Past Presidents	Jack Richards, CPL
Education Committee	Conner Stewart, RPL
Certification Education Committee	Keri Meek, CPL
Ethics	John E. Lodge, CPL
Field Landman	Eric Eves
Finance	Julie E. Woodard, CPL
Forms	Brad Secrist
Governmental Affairs	Curt Horne, CPL
Membership	Mark DeVrient, RPL
Mentorship Committee	Kyle Dubiel
Nominating Subcommittee	Brooks Yates, CPL
Strategic Planning	Julie E. Woodard, CPL
Student Awareness Committee	Ellarie Sutton, RL
Technology	Bill Justice, CPL
NAPE Advisory Board	Cranford Newell Jr., CPL
NAPE Management Committee	Kyle B. Reynolds, CPL
NAPE Operators Committee	Michelle L. Phillips, CPL
NAPE Expo Charities Fund	Nancy McCaskell, CPL

AFFILIATED ENTITIES CHAIRS

AAPL Educational Foundation, Inc.	Bill Hackett, CPL
Investment Advisory	Julie E. Woodard, CPL
Landman Scholarship Trust	Mark Caponegro, CPL

AD HOC CHAIRS

Energy, Engagement & Expansion	Jeremy Westphal & John Belland, RPL
Landman 101	Andrew Cooper, CPL
Philanthropy	Lucy Wathen, CPL

INDUSTRY REPRESENTATIVES

Energy & Mineral Law Foundation	Andrew Graham
GeoCare Insurance	Jane R. Crouch, CPL
LSU Mineral Law Foundation	Greg Riedl, CPL/ESA
Outer Continental Shelf	Chad Elias
FNREL	Michelle L. Phillips, CPL
Southwest Land Institute	DJ Cherry Jr., RPL

A YEAR OF MOMENTUM, PURPOSE AND SHARED IDENTITY

FROM THE PRESIDENT & EVP/COO

Dear Members,

As we reflect on the 2025-26 fiscal year, one word comes to mind: momentum.

Across AAPL and NAPE, this was a year of growth, innovation and renewed engagement. But perhaps more importantly, it was a year that reminded us that AAPL is more than educational programs , advocacy efforts, hosted events or benefits associated with membership. It is a professional community united by a shared identity and a common purpose.

That sense of belonging has been at the heart of AAPL since its founding. Today it remains one of our greatest strengths. Landmen are problem-solvers, negotiators, innovators, networkers and trusted professionals who help make energy development possible. As our industry evolves through new technologies, emerging energy opportunities and an increasingly complex regulatory environment, the role of the landman continues to evolve with it. This year, AAPL worked intentionally to ensure our association is evolving as well.

Membership grew to 11,563, an increase of 406 members year over year, with new-member growth exceeding the prior year every month. We invested in a new association management system and website that are already improving the member experience and creating significant operational efficiencies. Our new website generated more than

207,000 views in a single quarter, while member engagement increased 19%. AAPL’s social media audience grew 17% year over year, further expanding the reach and visibility of the land profession.

Education remained central to our mission. We expanded institutes and webinars, launched new on-demand offerings in the Landman Library and distributed \$76,740 to members through our Professional Development Assistance Program, helping land professionals invest in their careers and credentials.

Our advocacy efforts also reached unprecedented levels. During the year, the government affairs team tracked 1,192 federal and state legislative bills, along with hundreds of regulations and judicial cases, while producing a record volume of timely policy reports for members. Equally significant, AAPL continued seeking opportunities to give landmen a voice in emerging conversations shaping the future of energy, including our strategic involvement with the Hamm Institute for American Energy’s American Energy + AI Initiative.

NAPE bolstered its position as the marketplace for energy deals and connections. The 2026 NAPE Summit posted year-over-year gains in exhibitor and sponsorship revenue while introducing new programming focused on offshore energy, critical minerals and data centers.

We also launched the inaugural TexCap Conference, expanded strategic partnerships and industry outreach, and continued identifying new opportunities to strengthen both nondues revenue and the visibility of the land profession to the industry and public.

Behind every one of these accomplishments are people. We are grateful to our Executive Committee, board of directors, committees, volunteers, local associations, sponsors, partners and dedicated AAPL/NAPE staff. Most of all, we thank our members for investing your time, talents and resources in this organization.

The numbers throughout this Annual Report tell an impressive story, but they do not tell the whole story. The true measure of AAPL is the community behind those numbers.

For more than 70 years, generations of landmen have understood that we are stronger when we work together. That remains our opportunity and our obligation as we look toward the future.

Every energy project needs a landman, and every landman should be an AAPL member.

Thank you for being part of AAPL and for helping us continue to move our profession and our industry forward.

With appreciation and optimism,

Kyle Reynolds President, AAPL/NAPE
Le’Ann P. Callihan EVP/COO, AAPL/NAPE

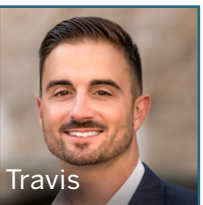
2025-26 EXECUTIVE COMMITTEE



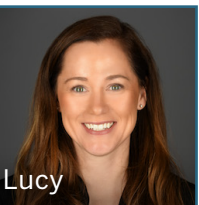
Kyle
President



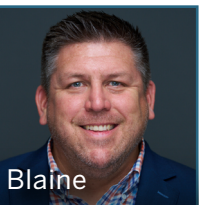
Julie
1st Vice President



Travis
2nd Vice President



Lucy
3rd Vice President



Blaine
Treasurer



Eli
Secretary



Nancy
Immediate Past Pres.

AAPL STAFF: HERE TO SERVE



Please reach out to us with any questions, comments or concerns you may have. We’re always happy to help!

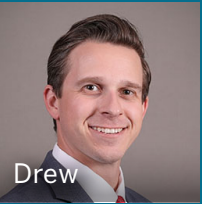
► Le’Ann P. Callihan EVP/COO



Russell



Jodi



Drew



Paul



Andrea



Jennifer



Sidney



Tracy



Chad



Hogan



Mike



Carie



Caleb



Dondria



Mariah



Brandon



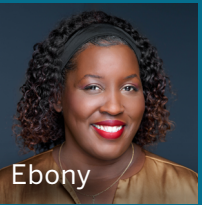
Evelyn



Tricia



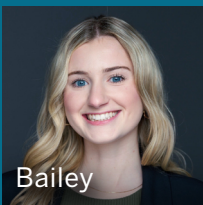
Saadat



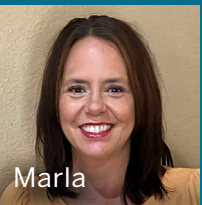
Ebony



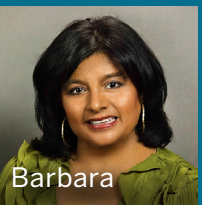
Cordelia



Bailey



Marla



Barbara

FINANCIAL POSITION

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Excerpted from AAPL Audit Report FYE June 30, 2025

Year Ended
June 30, 2025

ASSETS

Cash and Cash Equivalents	\$6,647,728
AR, Prepaid and Other Assets.....	774,615
Property and Equipment, Net	4,317,874
Long-Term Investments.....	55,837,144
Right-of-use-asset - Operating	16,034

TOTAL ASSETS	\$67,593,395
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LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$282,316
NAPE Distributions Payable	1,190,572
Accrued Expenses	183,088
Unearned Revenue	1,493,839
Lease Liability - Operating	53,731
Unearned NAPE Fees	1,001,800

TOTAL LIABILITIES	\$4,205,346
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NET ASSETS

Without Donor Restrictions	
Undesignated	\$62,221,691
Designated.....	34,609

62,256,300

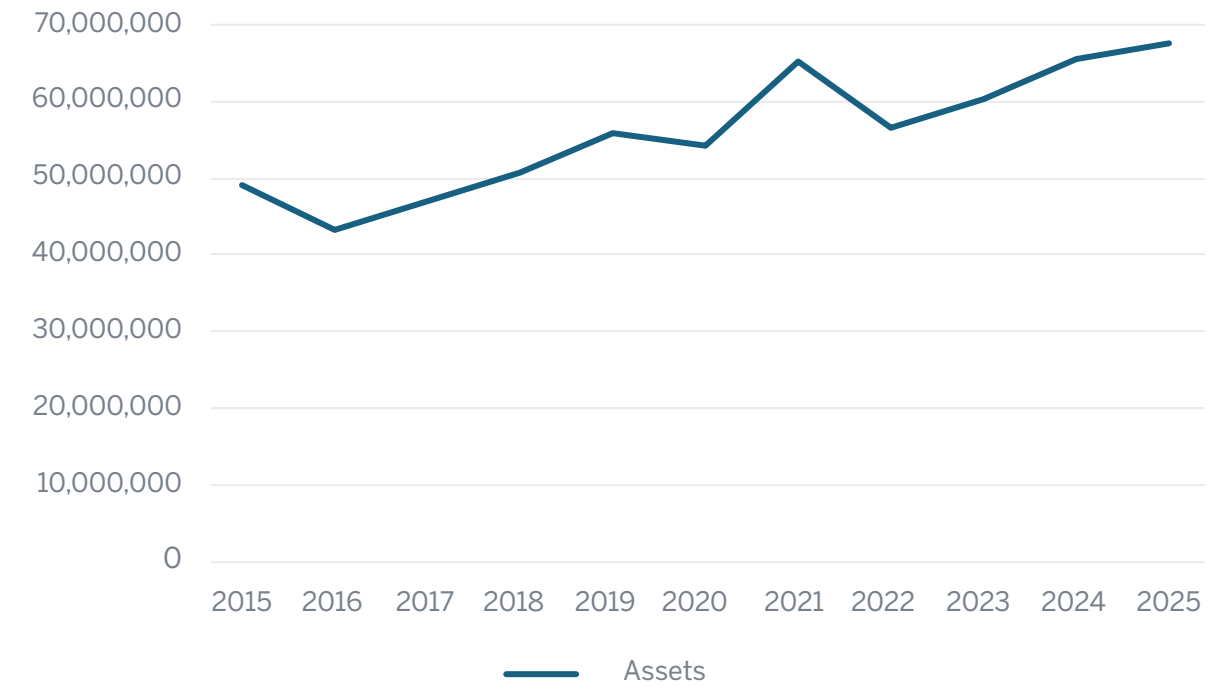
With Donor Restrictions	
Time-Restricted For Future Periods.....	\$1,103,749
Purpose restricted.....	3,000
Perpetual In Nature	25,000

1,131,749

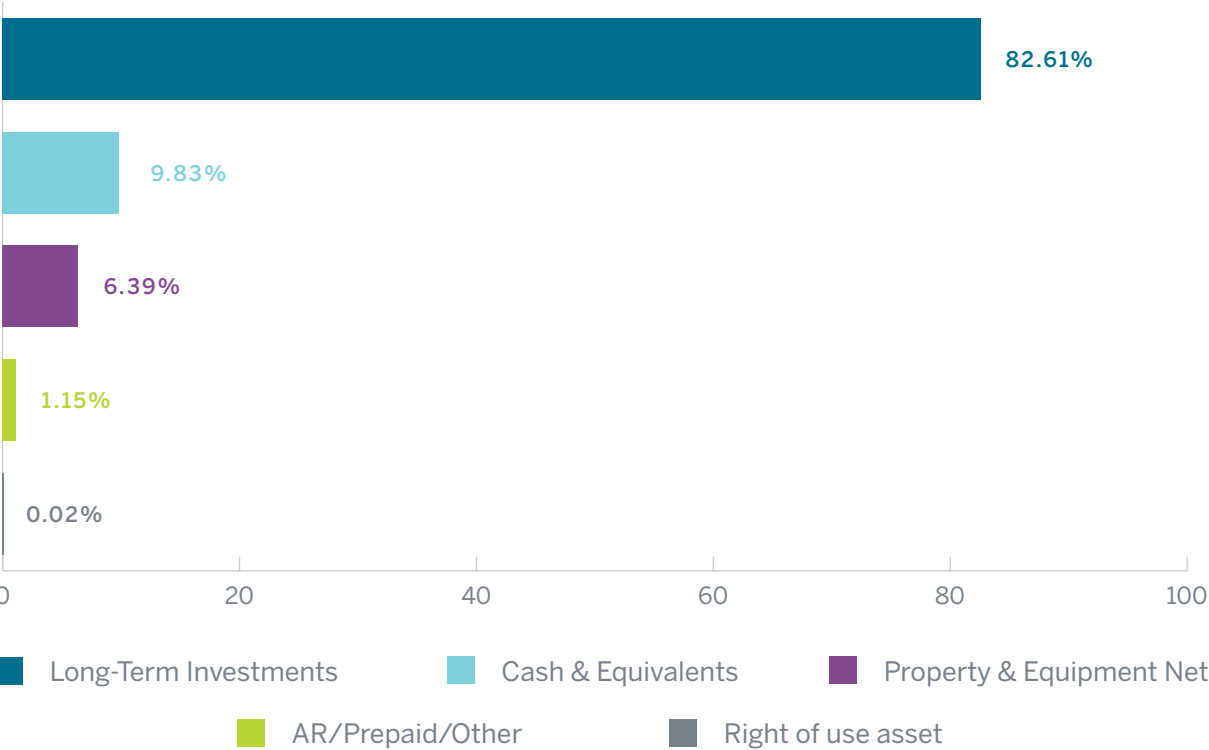
TOTAL NET ASSETS	\$63,388,049
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TOTAL LIABILITIES AND NET ASSETS	\$67,593,395
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TOTAL ASSETS BY YEAR



TOTAL ASSETS BY CATEGORY



FINANCIAL POSITION

CONSOLIDATED STATEMENT OF ACTIVITIES

Excerpted from AAPL Audit Report FYE June 30, 2025

Year Ended
June 30, 2025

REVENUES AND OTHER SUPPORT WITHOUT DONOR RESTRICTIONS

Membership Dues	\$1,967,052
Sponsorship.....	173,971
NAPE Expo	6,033,781
Certification Fees and Dues.....	118,350
Educational Seminar Fees	744,370
AAPL Annual Meeting	369,515
Advertising.....	239,502
Contributions.....	35,119
Royalty Income.....	12,878
Investment Income, net of fees	818,932
Other	30,140
Gain (Loss) on Sale of Assets	(7,172)
Realized and Unrealized Gain (Loss) on Investments	2,738,217
Net assets released from restrictions	309,363

TOTAL REVENUES AND OTHER SUPPORT WITHOUT DONOR RESTRICTIONS

\$13,584,018

PROGRAM AND SUPPORT SERVICES

Salaries and Benefits	\$3,697,353
Advertising.....	131,956
Amortization.....	2,034
Bank Fees.....	301,399
Depreciation	123,591
Distributions	23,811
Grants and Other Assistance	499,777
Insurance	150,194
Lease Expense	16,727
Lobbying.....	125,000
Meals and Entertainment	423,479
Meetings and Conferences.....	1,630,466
Miscellaneous.....	108,166
Professional Fees and Services	435,828
Property Taxes	71,116
Publications	337,940
Repairs and Maintenance	109,023
Software and Technology	368,555
Supplies and Other	545,798

Tax Benefit	24,186
Training and Development.....	19,806
Travel	353,125
Utilities	106,995

TOTAL PROGRAM AND SUPPORT SERVICES

\$9,606,325

REVENUE WITH DONOR RESTRICTIONS

Contributions.....	88,978
Net assets released from restrictions	(309,363)

CHANGE IN DONOR RESTRICTIONS

\$(220,385)

CHANGE IN NET ASSETS

3,757,308

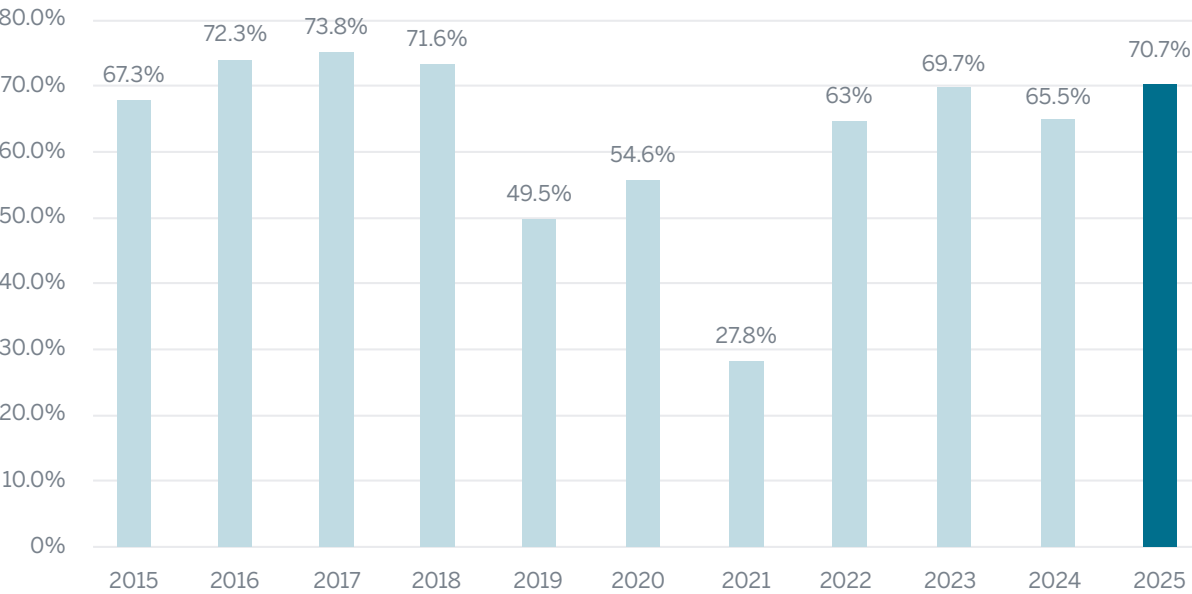
Net Assets at Beginning of Year	60,797,502
Partnership contributions (distributions)	(1,166,761)

NET ASSETS AT END OF YEAR

\$63,388,049

PROGRAM SERVICES AS A PERCENTAGE OF TOTAL REVENUE

(LESS INVESTMENT GAINS/LOSSES)



LEADERSHIP

FROM THE PRESIDENT & EVP/COO

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ACTIVITIES

MEMBER SERVICES

MEMBERSHIP

CERTIFICATION

EDUCATION

EVENTS

MEMBER SERVICES HIGHLIGHTS

EVENTS

♣ AAPL's signature institutes continued building on recent successes, offering regional education across the country among the following eight energy institutes: The Southwest Land Institute sold out with 170 attendees; the inaugural West Texas Energy Institute was held in Midland with 95 in attendance; the Women in Energy Institute once again hosted over 200 attendees in Houston; the Denver Land Institute was also a repeat sellout with over 200 attendees in person and participating virtually; the Gulf Coast Land Institute saw a 73% increase in registration versus the last time it was held in New Orleans; the Oklahoma Energy Institute drew over 200 in attendance — an increase 13% over last year; a record 170 attended the Appalachian Land Institute; and nearly 100 attended the Mining & Land Resources Institute, also reaching event capacity.

♣ Another addition to the education lineup included TexCap: The Future of Finance. The TexCap conference offered insights into the burgeoning Texas capital markets hub. This one-day educational event offered opportunities to learn from innovators driving financial transformation and network with key players shaping the future of finance, with over 400 registrants, including representatives from NYSE-Texas, Nasdaq and the newly formed Texas Stock Exchange, plus Texas Gov. Greg Abbott also in attendance.

♣ Through the Professional Development Assistance Program, AAPL was able to distribute \$76,740 in funds across 254 awards from July 2025 through June 2026, enabling members to have steeply discounted or complimentary access to continuing education.

LOCAL OUTREACH AND INVOLVEMENT

♣ After a yearlong implementation, the new landman.org website and association management software, ReadyMembership, debuted in December on time and under budget. Website engagement has skyrocketed on AAPL's new website, including the average time users engage with the site. Numerous efficiencies have been reported from the enhancements implemented with the new system, notably by the Membership and Certification

teams, including a 57% reduction in processing time for student memberships and a 68% reduction in processing time for certification applications.

♣ AAPL's combined social media following reached 23,562 total followers — a 37% increase versus two years ago. Our social media accounts also amassed 2,081,585 total organic impressions, more than doubling our goal of 1 million and increasing impressions by 79% from last year and 168% from two years ago.

♣ A new Compensation Survey was conducted in February–March 2026, achieving a 13% response rate. Results showed average compensation increases across the board.

♣ A supplemental Field Landman/Brokerages Survey was conducted in April among independent landmen and brokerages to capture workforce trends and inform future AAPL conversations and industry dialogue.

♣ Tracked, analyzed and reported on more than 1,000 bills, totaling 36% more legislative issues affecting landmen. Governmental affairs tracking spreadsheets and reports closely monitored legislative, regulatory and judicial matters exclusively for AAPL members.

♣ Expanding on our traditional footprint, AAPL and NAPE exhibited at the American Data Centers Forum, where AAPL President Kyle Reynolds presented “Electrification of Everything: The Role of Real Property in Responsibly & Efficiently Powering the Future” to an audience of data center developers. Similarly, AAPL and NAPE exhibited at the CLEANPOWER Conference to share professional expertise with hundreds of renewable energy professionals.

♣ Production wrapped for the Landman Now Podcast, recapping the second season of the Landman TV series. Episodes are available each week from both seasons. Numerous AAPL members provided helpful commentary as we highlighted facts versus fiction about the Landman TV series.

♣ AAPL launched a newly designed trade show booth at NAPE, connecting with countless members and attendees in the very front of NAPE's expo floor.

SPECIAL INITIATIVES

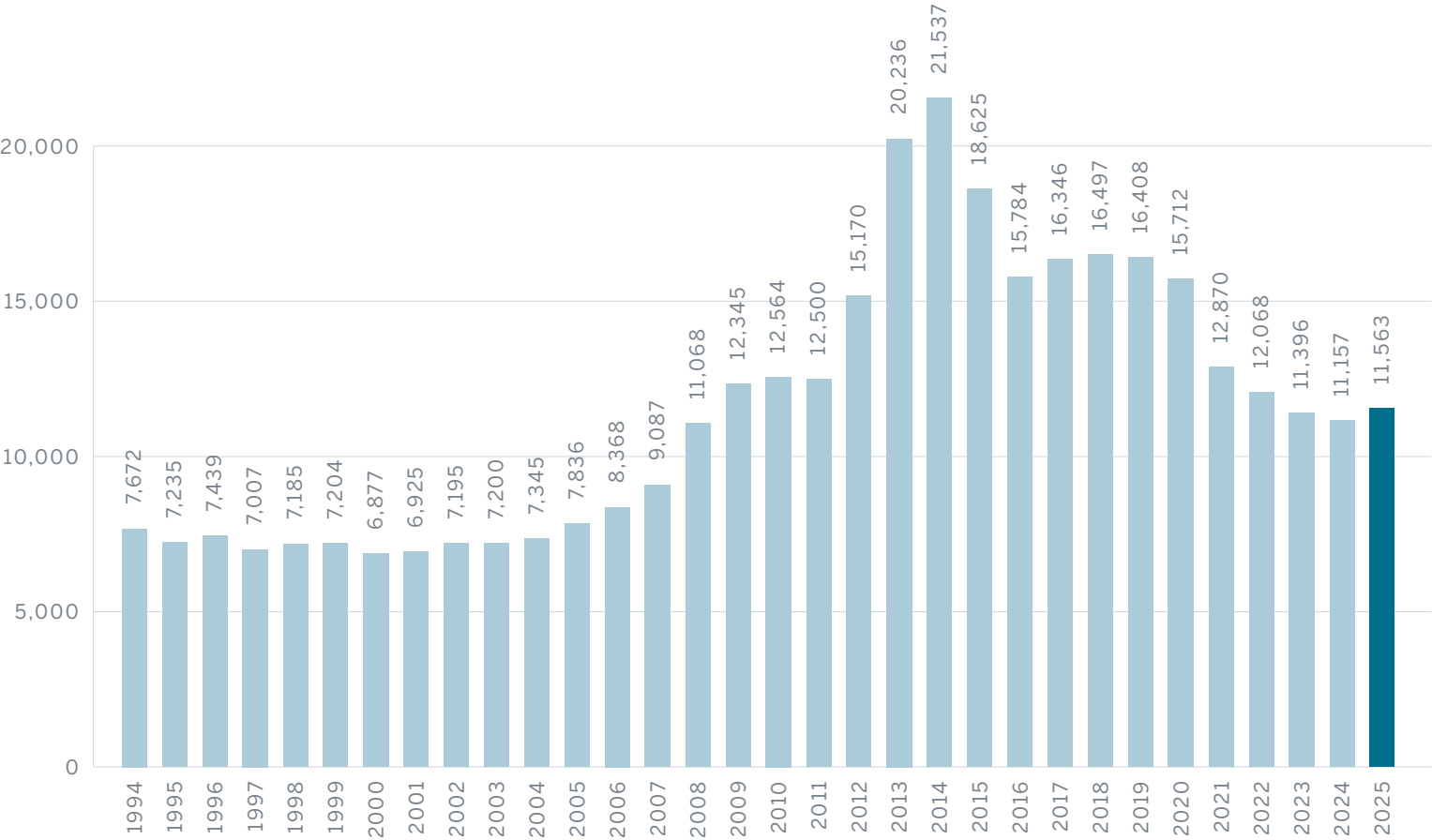
♣ AAPL is proud to have a seat at the table with other industry leaders for the AI Strategic Partnership Initiative with the Hamm Energy Institute. This national effort addresses the most pressing policy challenge of our time — enabling abundant energy production and the build-out of the nation's power grid to meet growing demand for artificial intelligence. The initiative focuses on independent research and analysis as well as high-level convening and strategic alignment, including engaging with energy and technology leaders and policymakers. AAPL was represented in Washington, D.C., at its initial roundtable discussion with federal regulators and Energy Secretary Chris Wright. AAPL also hosted a roundtable discussion with the Strategic Partnership Members at NAPE Summit that focused on the importance of land in the energy space and in this new AI frontier.

♣ We launched an initiative with a grant-writing company to raise funds for the AAPL Educational Foundation to support AAPL educational, advocacy and student initiatives.

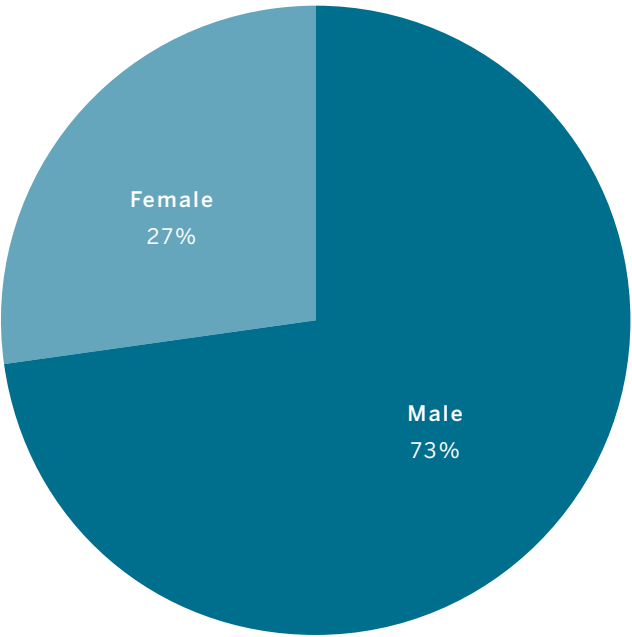
♣ The Alliance Partners Program remains strong with nine participating E&Ps that include: bpx energy, Chevron, Devon, EOG Resources, EQT, ExxonMobil, Expand, Ovintiv and Oxy.



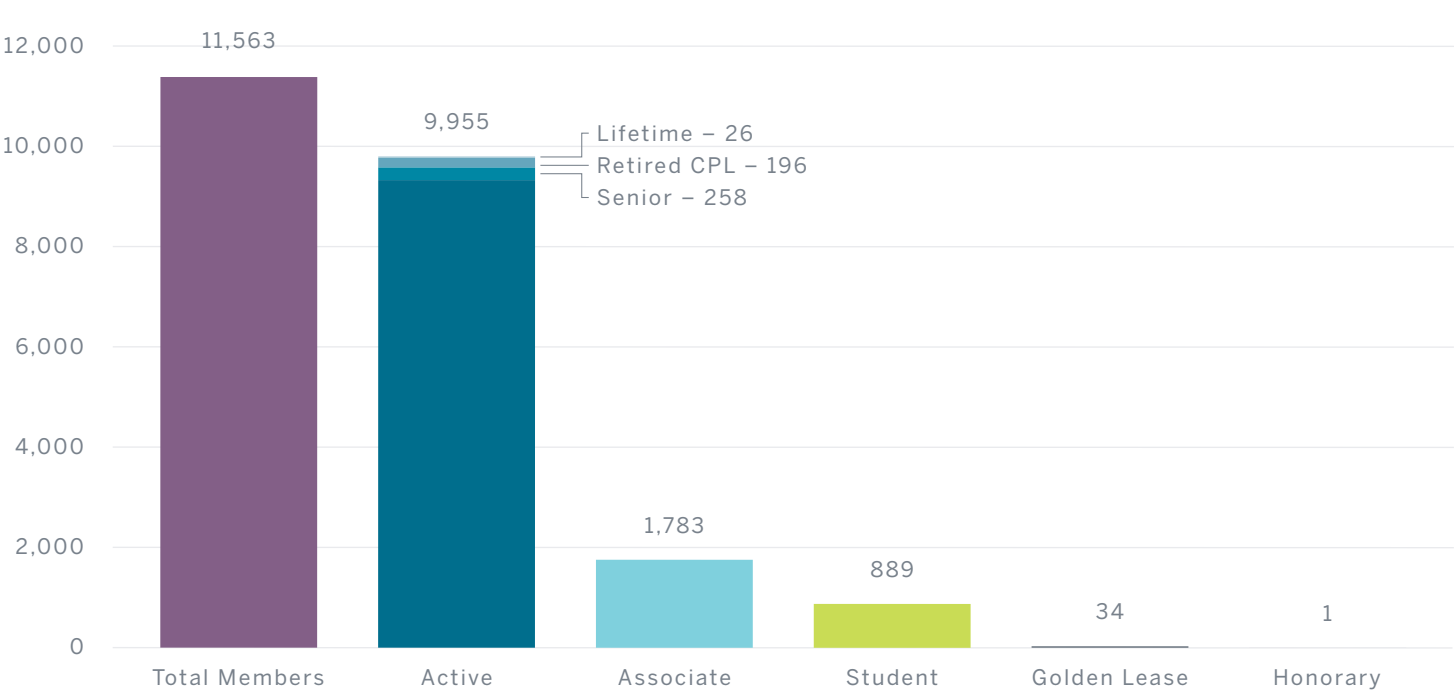
MEMBERSHIP BY YEAR



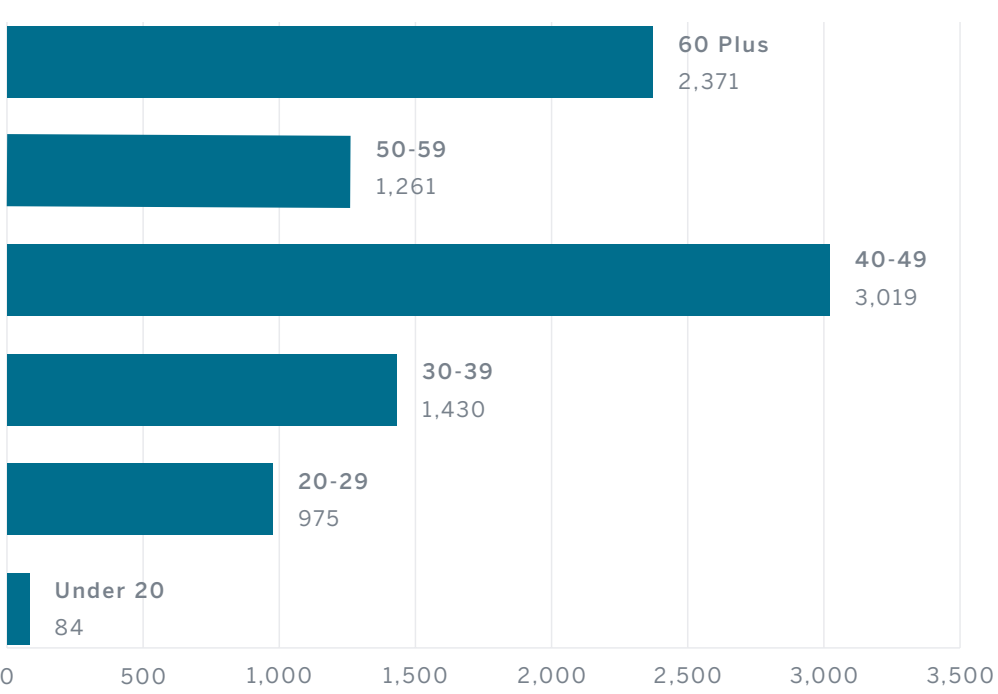
MEMBERSHIP BY GENDER



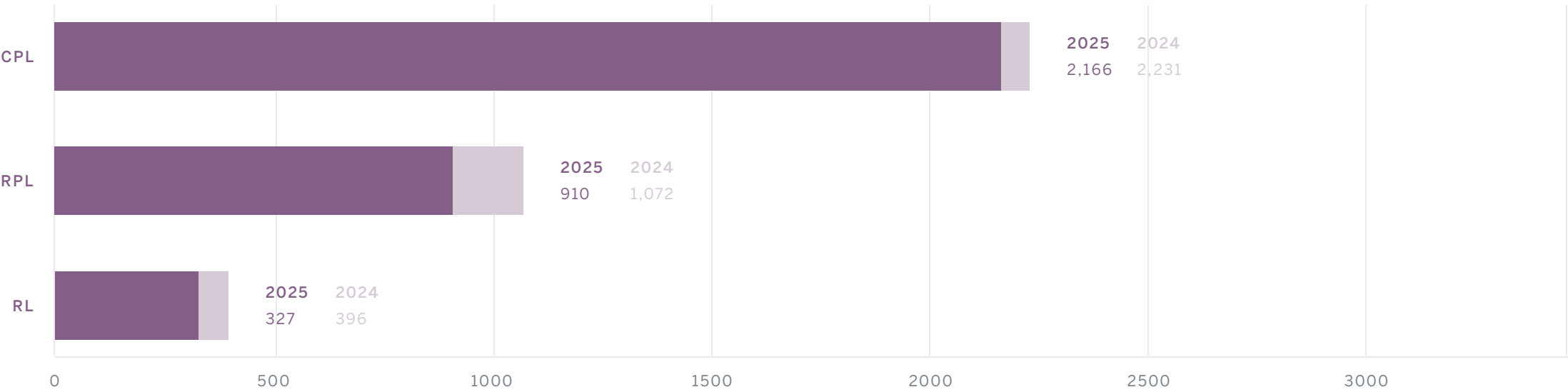
TOTAL MEMBERSHIP VERSUS RENEWAL NUMBERS BY TYPE



MEMBERSHIP BY AGE GROUP



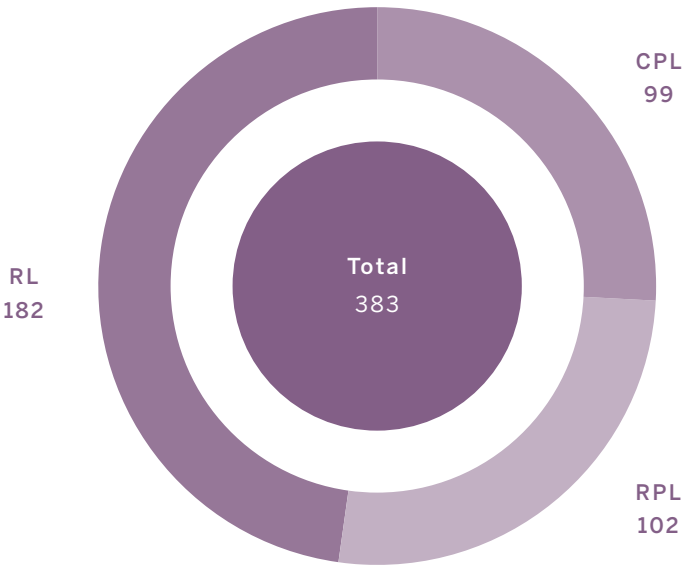
CERTIFICATION NUMBERS BY CERTIFICATION LEVEL: FISCAL YEAR 2024 VS FISCAL YEAR 2025



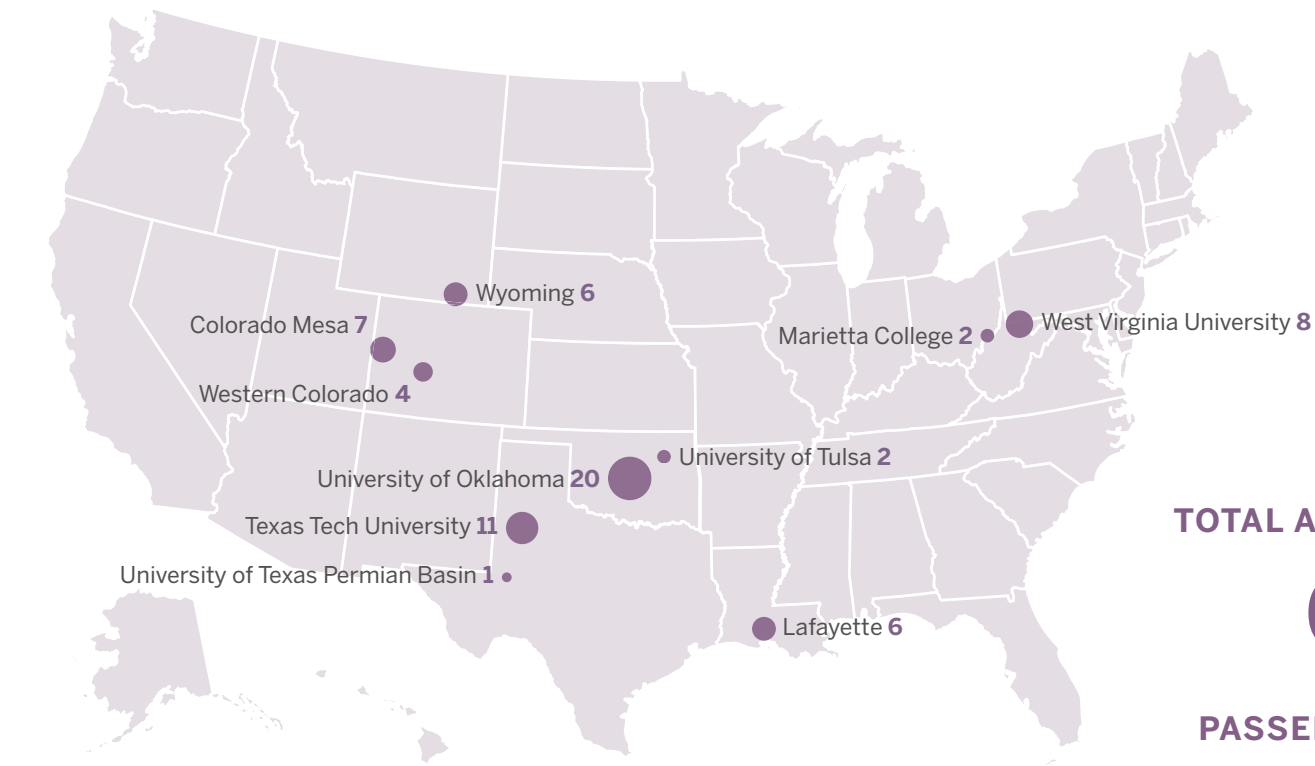
MEMBERS RECERTIFIED IN FISCAL YEAR 2025



APPLICATIONS REVIEWED IN FISCAL YEAR 2025



STUDENT RL APPLICATIONS RECEIVED



TOTAL APPLICATIONS

67

PASSED THE EXAM

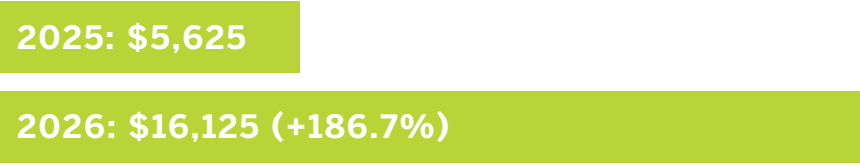
64

Circle area = applications received



EDUCATION INSTITUTE SPONSOR REVENUE HIGHLIGHTS

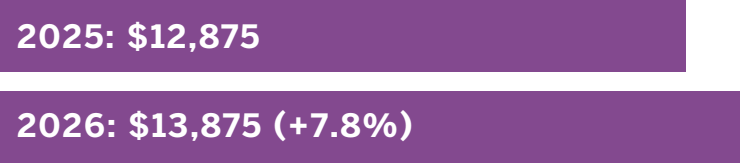
MINING AND LAND RESOURCES INSTITUTE



OKLAHOMA ENERGY INSTITUTE



SOUTHWEST LAND INSTITUTE



INSTITUTES



ON-DEMAND COURSES



FIELD LANDMAN SEMINARS



ANNUAL MEETING: SALT LAKE CITY



RPL/CPL REVIEWS



WEBINARS

ON-DEMAND COURSES ACTIVE IN THE LMS

326

NATIONAL FIELD LANDMAN WEBINAR

1,120 PURCHASES

POWER HOUR: OIL & GAS VS SOLAR: NEGOTIATING A LEASE

151 PURCHASES

BENEFITS OF DIVERSITY AND INCLUSION IN THE WORKPLACE

101 PURCHASES

BOARD MEETINGS AND ANNUAL MEETING

BOARD MEETINGS

SEPTEMBER 19-21, 2025
Multiple Fort Worth Venues
Fort Worth, TX 76102

DECEMBER 12-14, 2025
Cloister/The Inn at Sea Island
100 Cloister Dr.
Sea Island, GA 31561

MARCH 13-14, 2026
Encore at Wynn
3131 Las Vegas Blvd. South
Las Vegas, NV 89109

JUNE 23-24, 2026
Grand America Hotel
555 South Main Street
Salt Lake City, UT 84111

2026 AAPL ANNUAL MEETING

SALT LAKE CITY, UT | JUNE 24-26, 2026

The 72nd Annual Meeting was held in Salt Lake City and was attended by 524 land professionals. Bonus education events offered before the Welcome Reception, plus a full day and a half of education and keynote sessions and two memorable evening events rounded out fantastic opportunities for learning and networking for attendees.

NAPE HIGHLIGHTS

The 2025 NAPE Summit in Houston continued NAPE’s three-decade tradition of driving industry growth and innovation. This premier energy gathering brought together global leaders, decision-makers, and innovators to focus on strategic dealmaking, networking, and exploring new frontiers in energy.

- ◆ **ENERGY LEADERSHIP FORUM:** Opened NAPE Summit with a candid discussion on legislative and regulatory issues impacting upstream energy operations and investments, held alongside the presentation of the NAPE Charities Anthony J. DeToto American Hero Award.
- ◆ **EXPO HUBS EXPANDED:** NAPE 2026 broadened its footprint with the addition of Offshore, Data Centers and Critical Minerals hubs — reflecting the growing convergence of upstream energy with adjacent, increasingly intertwined sectors.
- ◆ **ENERGY BUSINESS CONFERENCE:** Delivered a three-track agenda of business, legal and technical sessions covering global energy demand, M&A momentum and the risks and applications of artificial intelligence, with discussion of energy’s rising role in national security and the practical realities of the energy transition.
- ◆ **INEOS TRAILMASTER GIVEAWAY:** NAPE partnered with INEOS to showcase the Summit Sweepstakes through the giveaway of an INEOS Trialmaster.
- ◆ **CHARITABLE GIVING:** NAPE Charities has now donated more than \$6 million in lifetime contributions to benefit U.S. veterans. The Anthony J. DeToto American Hero Award was presented to Petty Officer 3rd Class Scott C. Ruskan, the Coast Guard rescue swimmer credited with saving 165 lives during the 2025 Texas floods at Camp Mystic, and \$100,000 grants were awarded to K9s For Warriors and Operation Second Chance (Heroes Ridge). An additional \$25,000 grant went to Kerr County Flood Relief and three young Camp Mystic survivors received Junior American Hero Award medals.
- ◆ **CONVERGENCE THEME:** Attendees and press coverage widely described NAPE 2026 as defined by “convergence” — the traditional upstream marketplace widening to embrace power demand from data centers, AI-driven technology and Houston’s expanding role as a central energy hub.
- ◆ **NAPE CHARITIES NETWORKING DAY:** A combined golf and pickleball event day dubbed NAPE Fest was held at East River 9 in Houston, creating a more casual, networking-focused experience for attendees while continuing to support veterans-focused nonprofits.