



2020-21 AAPL ANNUAL REPORT



EXECUTIVE COMMITTEE

President: Lester A. Zitkus, CPL
First Vice President: James T. Devlin, CPL
Second Vice President: Nancy C. McCaskell, CPL
Third Vice President: Marc S. Tate, CPL
Treasurer: C. Andrew Cooper, CPL
Secretary: Kyle B. Reynolds, CPL
Immediate Past President: Jay W. Beavers III, CPL

LOCAL ASSOCIATION DIRECTORS

Alaska: Jason Lyons, RPL
Ark-La-Tex: Paul Wood, CPL
Austin: Kyle Dubiel
Bakersfield: Christin L. Faber, RPL
Baton Rouge: Dion Warr, CPL
Canada: Noel Millions and Kristin Rennie
Corpus Christi: Clay Warren, CPL
Dallas: Matt McCauley, CPL
Denver: Caroline Hansen, RPL
East Texas: Lucy Wathen, CPL
Fort Smith: Dustin E. Hamlett, RPL
Fort Worth: Rodney L. Black, CPL
Houston: Allyson Johnstone Howard, CPL
Lafayette: Richard A. Hines, CPL
Los Angeles: Jason M. Downs, RPL
Michael Late Benedum: Jeremy D. Preston, RPL
Michigan: Steven N. Rapanos, CPL
Mississippi: Andrew F. Ueltschey, CPL
Montana: John R. Lee, RPL
Nevada: Ryan Bensing, RPL
New Mexico: William "Bill" Hackett, CPL
New Orleans: Benjamin J. Waring, CPL
North Dakota: Michael A. Dewald, RPL
North Houston: Jason Sebastinas, RPL
North Texas: Terry P. Caves, CPL
Northern Appalachian: Randy Littlecote, CPL
Oklahoma City: Robert Rice, CPL
Southern Oklahoma: Lars Noble, CPL
Panhandle: Bruce E. Payne, CPL
Permian Basin: Jason M. South, CPL
Rocky Mountain: Ryan C. Bensing, RPL
San Antonio: Benjamin Holliday
San Juan Basin: Cranford D. Newell Jr., CPL
Southern Appalachian: Dan Kostrub
Tri-State: Jess A. Rowe, CPL
Tulsa: Adam W. Robinson, CPL
Utah: Robert H. Wilson III, RPL
Virginia: John C. Krogmann Jr., CPL

West Houston: Timothy L. McGhee, CPL
Wichita: Adam Petz, CPL
Wyoming: Lindsey Stinson

COMMITTEE CHAIRS

Accreditation: Mark H. Caponegro, CPL
Advisory Landman Connection: Joseph W. Kent, CPL
Annual Meeting: N. R. "Noel" Millions, PSL
Awards: Aaron R. Yost, CPL
ByLaws & Policy Manual Review: Adam S. Griffin, CPL
Certification: Kevin R. McNally, CPL
Council of Past Presidents: Marc R. Strahn, CPL
Education Annual Meeting/Seminar: Vin A. Caruso Jr., RPL
Education Development: Arthur Medina, RPL
Ethics: Katherine "Kitty" S. Chalfant, CPL
Field Landman: Russell S. Shinevar, CPL
Finance: James T. "Jim" Devlin, CPL
Forms: Larry K. Coshaw, CPL
Legislative/Regulatory: William "Bill" Hackett, CPL
Membership: Rodney L. Black, CPL
NAPE Advisory Board: Gregory M. "Greg" Riedl, CPL/ESA
NAPE Operators Committee: Ron Munn, CPL/ESA
NAPE Management, LLC: Lester A. Zitkus, CPL
Nominating Subcommittee: Michel E. Curry, CPL
Public Lands & Access: Craig E. Wiest, CPL
Publications: T.C. Turner
RPL/CPL Education: Danny M. Kidwell, CPL/ESA
Strategic Planning: James T. "Jim" Devlin, CPL
Tax Issues: R. "Dirk" Vanderploeg II, CPL
Technology: David Carpenter, RPL

AFFILIATED ENTITIES CHAIRS

AAPL Educational Foundation, Inc.: Marc S. Tate, CPL
Investment Advisory: James T. Devlin, CPL
Landman Scholarship Trust: Nancy C. McCaskell, CPL

TASK FORCE CHAIRS

Diversity & Inclusion Council: Britney A. Crookshanks, CPL
Professional Paper Task Force: Bill Justice, CPL

INDUSTRY REPRESENTATIVES

Energy & Mineral Law Foundation: Cindy D. Perdue, CPL
Geocare Insurance: Jane R. Crouch, CPL
International Oil Scouts: Pam K. Florek
LSU Mineral Law Foundation: Harold J. Anderson, CPL/ESA
Outer Continental Shelf: Chad Elias
RMML Foundation: Michelle Aurzada, CPL
Southwest Land Institute: Brooks Yates, CPL

FROM THE PRESIDENT & EVP

ANNUAL REPORT – ZITKUS & ZEIMETZ

The 2020-21 fiscal year brought with it many challenges and opportunities. Due to the pandemic, we had to pivot, twist and reinvent many of our traditional processes, programs and services to ensure that we provided our members with tools and resources to assist them in their profession.

In 2020 our team successfully managed a transition to full-time remote work as our physical offices were closed. And while our in-person events were on hold, we provided new webinars for our members to continue their learning path during the pandemic. Our goal during 2020-21 was to provide members with multiple delivery methods for education to meet their preferred learning needs. Unfortunately, in-person events were not possible for most of the calendar year 2020. While we eagerly look forward to in-person events in the future, this past year has shown the value that AAPL can bring to its members through remote learning and reaching more members more often. You can expect to see additional improvements to these efforts in the coming year.

The pandemic was not the only obstacle this fiscal year. Many of our members suffered several challenges that led to job losses, mergers and cessation of drilling in some areas. We provided complimentary education including Annual Meeting content free of charge — a \$600 value and free member job postings in our Career Center to provide additional support to our members. In addition, our board of directors also voted not to increase the membership dues.

We wanted to take this opportunity to thank our team of volunteers, professional staff, board members and local associations who all stepped up to serve our members during these unprecedented times, and we are extremely grateful for all their efforts.

The following pages in this annual report provide additional information on our activities this past fiscal year. We look forward to serving our members in the year ahead.



Lester A. Zitkus, CPL
AAPL President 2020-21



Greta P. Zeimetz, DBA, CAE, SHRM-SCP
AAPL Executive Vice President

FINANCIAL POSITION



CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Excerpted from AAPL Audit Report FYE June 30, 2020

Year Ended
June 30, 2020

ASSETS

Cash and Cash Equivalents	\$4,330,122
AR, Prepaid and Other Assets	963,270
Property and Equipment, Net	4,908,521
Long-Term Investments	44,010,543
TOTAL ASSETS	\$54,212,456

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$337,936
Accrued Expenses	252,123
Unearned Revenue	1,570,514
Unearned NAPE Fees	1,078,792
TOTAL LIABILITIES	\$3,239,365

NET ASSETS

Without Donor Restrictions	
Undesignated	\$49,947,428
Designated	78,913
	<u>50,026,341</u>
With Donor Restrictions	
Time-Restricted For Future Periods	\$900,000
Purpose Restricted	1,750
Perpetual In Nature	45,000
	<u>946,750</u>
TOTAL NET ASSETS	\$50,973,091
TOTAL LIABILITIES AND NET ASSETS	\$54,212,456



CONSOLIDATED STATEMENT OF ACTIVITIES

Excerpted from AAPL Audit Report FYE June 30, 2020

Year Ended
June 30, 2020

REVENUES AND OTHER SUPPORT WITHOUT DONOR RESTRICTIONS

Membership Dues	\$1,769,107
NAPE Expo	9,412,079
Certification Fees and Dues	118,330
Educational Seminar Fees	513,787
AAPL Annual Meeting	14,482
Advertising	183,875
Contributions	224,145
Royalty Income	80,951
Investment Income, Net of Fees	532,711
Other	14,622
Gain (Loss) on Sale of Assets	(6,985)
Realized and Unrealized Gain (Loss) on Investments	638,613
Net Assets Released from Restrictions	100,000
TOTAL REVENUES AND OTHER SUPPORT WITHOUT DONOR RESTRICTIONS	\$13,595,717

PROGRAM AND SUPPORT SERVICES

Salaries and Benefits	\$4,211,802
Advertising	187,310
Amortization	65,457
Bank Fees	449,248
Depreciation	191,007
Distributions	34,566
Grants and Other Assistance	680,655
Insurance	113,311
Meals and Entertainment	246,570
Meetings and Conferences	2,340,432
Miscellaneous	15,558
Professional Fees and Services	821,237
Property Taxes	78,809
Publications	333,617
Repairs and Maintenance	110,086
Software and Technology	290,010
Supplies and Other	672,610
Taxes	30,233
Training and Development	19,029
Travel	305,410
Utilities	96,473
TOTAL PROGRAM AND SUPPORT SERVICES	\$11,293,430

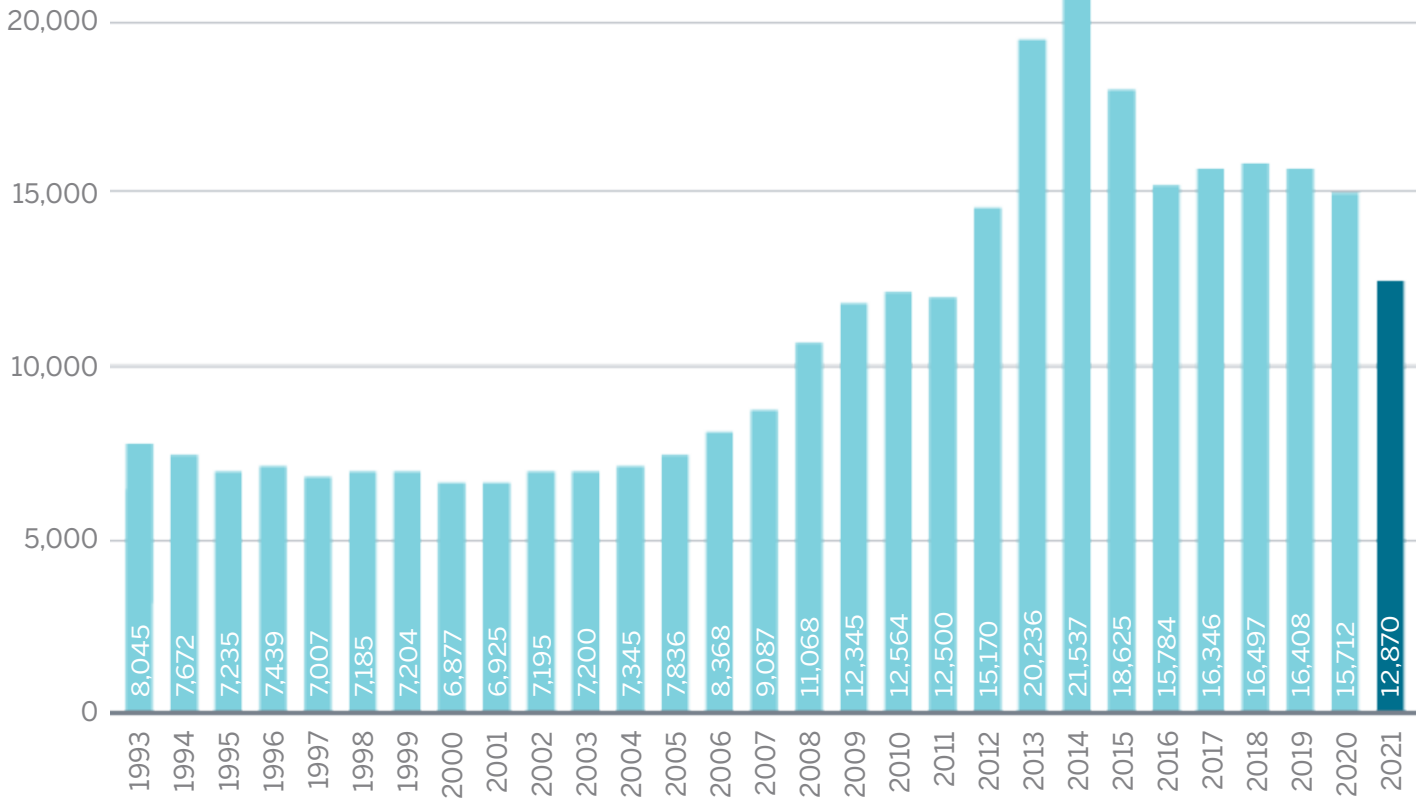
REVENUE WITH DONOR RESTRICTIONS

Contributions	\$1,750
Net Assets Released from Restrictions	(100,000)
TOTAL REVENUE WITH DONOR RESTRICTIONS	\$(98,250)
Change in Net Assets	\$2,204,037
Net Assets at Beginning of Year	50,462,776
Partnership Distributions	(1,693,722)
NET ASSETS AT END OF YEAR	\$50,973,091

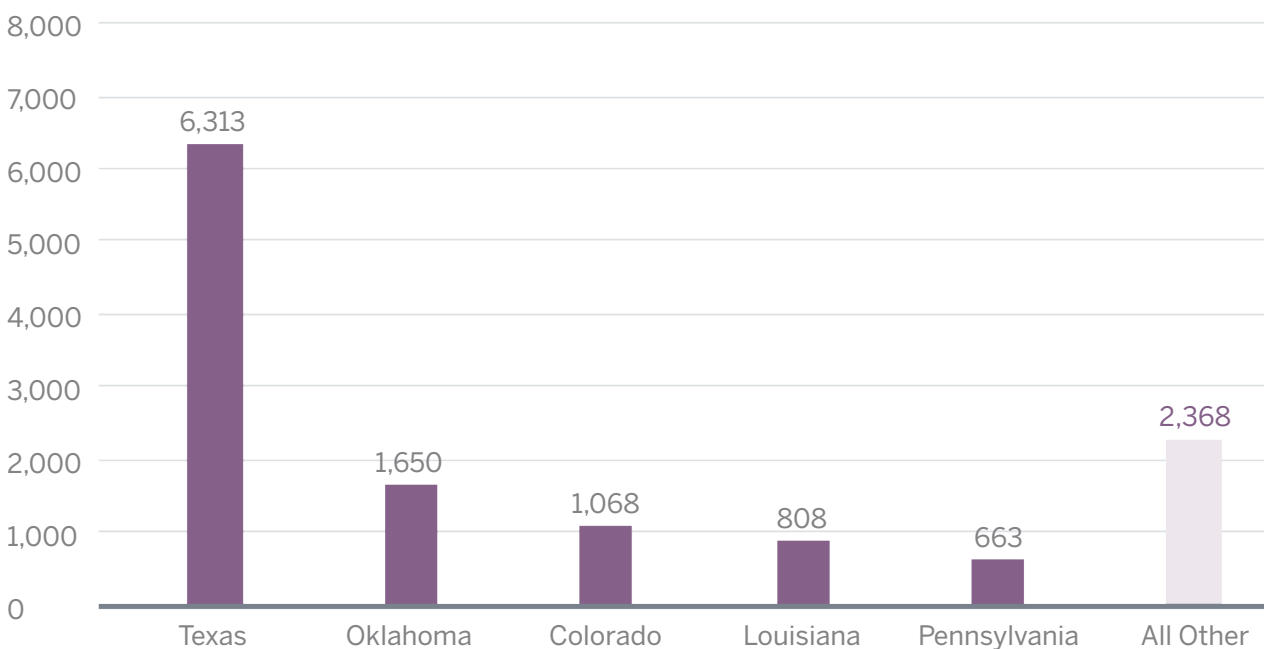
MEMBERSHIP REPORT



MEMBERSHIP BY YEAR



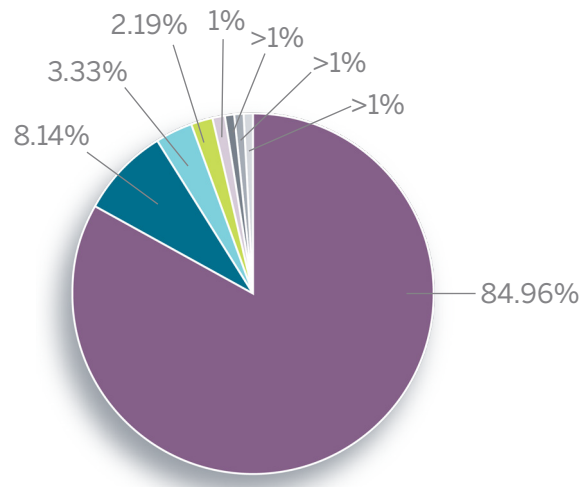
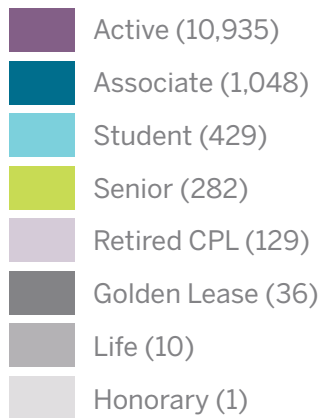
MEMBERSHIP BY GEOGRAPHY*



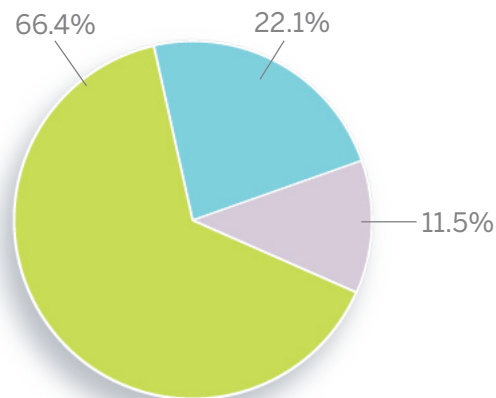
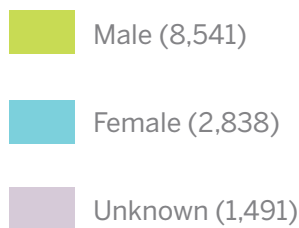
*based on fiscal year 2020-21 membership totals



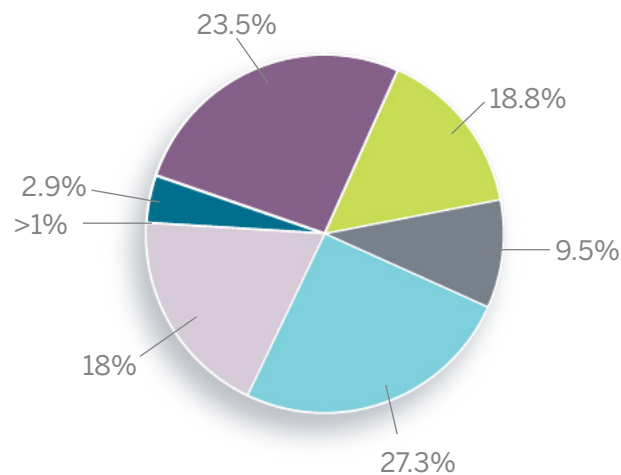
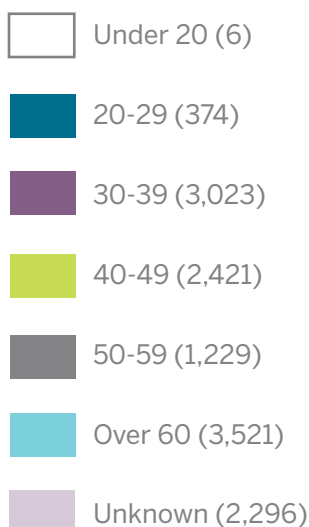
MEMBERSHIP BY TYPE*



MEMBERSHIP BY GENDER*



MEMBERSHIP BY AGE GROUP*

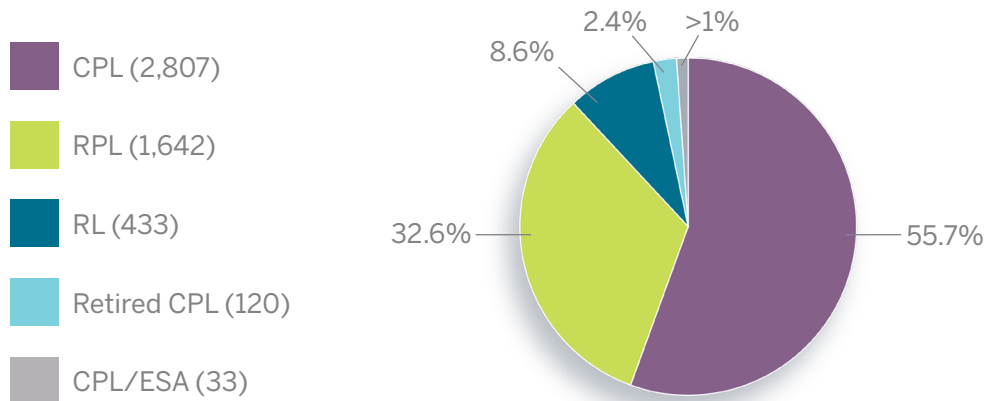


*based on fiscal year 2020-21 membership totals

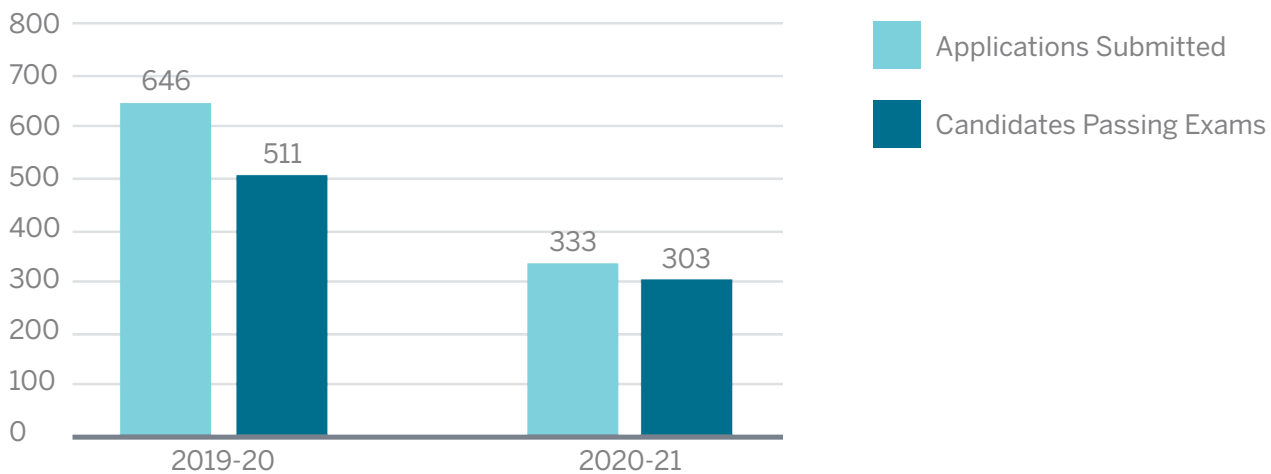
CERTIFICATION REPORT



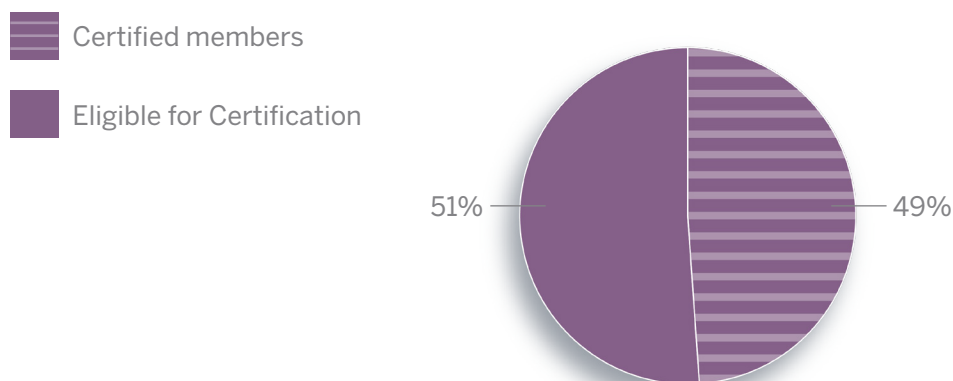
CERTIFICATION BY TYPE



APPLICATIONS VS. PASSING THE EXAM



ELIGIBLE MEMBERS VS. CERTIFIED MEMBERS





EDUCATION REPORT

TOTAL SEMINARS

17

CORE IN-PERSON SEMINARS

8

TOTAL WEBINARS

53

DIVERSIFIED WEBINARS

45

ON-DEMAND WEBINARS (PURCHASED)

919

GOVERNMENT AFFAIRS REPORT

ADVOCACY (LEGISLATIVE, REGULATORY AND JUDICIAL):

- ▶ Facilitated AAPL member campaign to submit public comments to the federal Council on Environmental Quality for National Environmental Policy Act rulemaking, which successfully relaxed environmental assessment requirements for federal land use, including oil and gas development.
- ▶ Delivered an AAPL president's letter to the U.S. Department of the Interior in response to the Biden administration's pause on new federal oil and gas leasing.
- ▶ In conjunction with the AAPL Tax Committee, successfully achieved enactment of Kansas bill HB 2196, which protects an independent contractor landman's right to work.
- ▶ Coordinated advocacy efforts with the Professional Certification Coalition to advance or defeat legislation that would infringe upon private certification protections for AAPL members and protect their right to work.
- ▶ Provided members with critical COVID-19 governmental affairs resources including Paycheck Protection Program instructions for access to federal benefits for both company and independent contractor landmen.
- ▶ Reviewed multiple amicus brief requests for AAPL intervention in cases involving mineral interest disputes and employee misclassification.
- ▶ Published governmental affairs reports and bill tracking summaries exclusively for members on monitored legislative, regulatory and judicial matters. ▲