

**2021-22
AAPL
ANNUAL
REPORT**



LEADERSHIP



EXECUTIVE COMMITTEE

President: James T. Devlin, CPL
1st Vice President: Carl D. Campbell, CPL
2nd Vice President: Gregory “Greg” M. Riedl, CPL
3rd Vice President: William “Will” G. Boone, CPL
Treasurer: Cranford D. Newell Jr., CPL
Secretary: Sara A. Worsham, CPL
Immediate Past President: Lester A. Zitkus, CPL

LOCAL ASSOCIATION DIRECTORS

Alaska: Jason Lyons, RPL
Ark-La-Tex: Paul Wood, CPL
Austin: Kyle Dubiel
Bakersfield: Christin L. Faber, RPL
Baton Rouge: John Bullock, CPL
Canadian: Kristin Rennie
Canadian: Shaun Williams
Corpus Christi: Nicole Maxwell, CPL
Dallas: Brian K. Tolson Jr., RPL
Denver: P. Kelly Muldoon, CPL
East Texas: Lucy Wathen, CPL
Fort Smith: Griffin Hanna
Fort Worth: Rodney L. Black, CPL
Houston: Allyson Johnstone Howard, CPL
Lafayette: Richard A. Hines, CPL
North Dakota: Kate Black
Los Angeles: Jason M. Downs, RPL
Michael Late Benedum: Britney A. Crookshanks, CPL
Michigan: Steven N. Rapanos, CPL
Mississippi: Wesley T. Day, CPL
Montana: John R. Lee, RPL
Nevada: Ryan Bensing, RPL
New Mexico: Jared A. Hembree
North Houston: Travis W. Beavers, CPL
North Texas: Terry P. Caves, CPL
Northern Appalachian: Randy Littlecott, CPL
Oklahoma City: Robert Rice, CPL
Panhandle: Bruce E. Payne, CPL
Permian Basin: Clay Whitehead, CPL
New Orleans: Benjamin J. Waring, CPL
San Antonio: Benjamin Holliday
San Juan Basin: Matthew Gray, CPL
Southern Appalachian: Dan Kostrub
Southern Oklahoma: Lars Noble, CPL
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: Curtis D. Horne, CPL

Wichita: Adam Petz, CPL
Wyoming: Cameron Corbett, CPL

COMMITTEE CHAIRS

Accreditation: Taylor Thoreson, RPL
Annual Meeting: Michelle Aurzada, CPL
Awards: Richard A. Hines, CPL
Bylaws & Policy Manual Review: Richard R. Ryan, CPL
Certification: Michelle L. Phillips, CPL
Certification Education: Christine Touchstone, CPL
Council of Past Presidents (COPP): Michel E. Curry, CPL
Education Annual Meeting/Seminar: Trinidad M. Hernandez, CPL
Education Development: Matthew “Matt” T. McCauley, CPL
Ethics: Michael A. Pisciotte, CPL
Field Landman: Brian K. Tolson, RPL
Finance: Carl D. Campbell, CPL
Forms: Benjamin “Ben” Eisterhold, CPL
Legislative/Regulatory: Mark Adam DeVrient, RPL
Membership: Austin N. Frye, CPL
Mentorship Program: Jimmy Wright, CPL
NAPE Advisory Board: Roger A. Soape, CPL
NAPE Operators: Bryan E. Hennigan, CPL
NAPE Management, LLC: James T. Devlin, CPL
Nominating Subcommittee: Jay Beavers, CPL
Public Lands & Access: Matthew “Matt” A. Gray, CPL
Publications: Lindsey Goodwin, RPL
Strategic Planning: Carl D. Campbell, CPL
Tax Issues: R. Dirk Vanderploeg II, CPL
Technology: Joshua Paul Gautreau, CPL

AFFILIATED ENTITIES CHAIRS

AAPL Educational Foundation, Inc.: William “Will” G. Boone, CPL
Investment Advisory: Carl D. Campbell, CPL
Landman Scholarship Trust: Gregory “Greg” M. Riedl, CPL

TASK FORCE CHAIRS

Diversity & Inclusion: Britney A. Crookshanks, CPL

INDUSTRY REPRESENTATIVES

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

FROM THE PRESIDENT & EVP

ANNUAL REPORT – DEVLIN & ZEIMETZ

In 2021-22, AAPL volunteers and staff worked together on strategic initiatives aligned to reach our goals approved by the board of directors earlier in the year. While there were challenges along the way, the team achieved extraordinary results benefiting the AAPL membership.

We are grateful to those who support us in our mission, and with their help, we have completed many projects this year. Some of the highlights include:

- Reviewed and rewrote the Board of Directors' Policy Manual.
- Analyzed our education committees to determine an action plan for future success.
- Elevated AAPL's voice in the energy industry through targeted communication.
- Developed Renewable Energy Certificate Program to launch fall of 2022.
- Increased engagement with local associations.
- Expanded education offerings to include more renewable topics.
- Explored options for diversifying revenue for AAPL.
- Completed the new *Oil and Gas Law Book*.
- Launched a student and industry outreach campaign emphasizing the important role of the land professional and the energy industry with the debut of the documentation video entitled "Path of the Landman — Powering the World."

We wanted to take this opportunity to thank our volunteers, professional staff, board members and local associations who all stepped up to serve our members this past fiscal year. We are extremely grateful for all your efforts. Thank you!

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.



James T. Devlin, CPL
AAPL President 2021-22



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, 2021

Year Ended
June 30, 2021

ASSETS

Cash and Cash Equivalents	\$3,373,810
AR, Prepaid and Other Assets	1,080,006
Property and Equipment, Net	4,738,883
Long-Term Investments	55,930,776

TOTAL ASSETS \$65,123,475

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable	\$768,891
Accrued Expenses	198,335
Unearned Revenue	1,352,700
PPP Loan	620,400
Unearned NAPE Fees	2,254,119

TOTAL LIABILITIES \$5,194,445

NET ASSETS

Without Donor Restrictions

Undesignated	\$59,038,416
Designated	45,614

59,084,030

With Donor Restrictions

Time-Restricted For Future Periods	\$800,000
Purpose Restricted	—
Perpetual In Nature	45,000

845,000

TOTAL NET ASSETS \$59,929,030

TOTAL LIABILITIES AND NET ASSETS \$65,123,475



CONSOLIDATED STATEMENT OF ACTIVITIES

Excerpted from AAPL Audit Report FYE June 30, 2021

Year Ended
June 30, 2021

REVENUES AND OTHER SUPPORT WITHOUT DONOR RESTRICTIONS

Membership Dues	\$1,466,507
NAPE Expo	460,327
Certification Fees and Dues	82,398
Educational Seminar Fees	240,547
AAPL Annual Meeting	293,950
Advertising	169,374
Contributions	17,879
Royalty Income	49,482
Investment Income, Net of Fees	450,245
Other	9,933
Gain (Loss) on Sale of Assets	(17,869)
Realized and Unrealized Gain (Loss) on Investments	13,774,868
Net Assets Released from Restrictions	101,750
TOTAL REVENUES AND OTHER SUPPORT WITHOUT DONOR RESTRICTIONS	\$17,099,391

PROGRAM AND SUPPORT SERVICES

Salaries and Benefits	\$4,214,256
Advertising	55,936
Amortization	46,479
Bank Fees	114,217
Depreciation	168,073
Distributions	—
Grants and Other Assistance	404,544
Insurance	88,437
Meals and Entertainment	116,410
Meetings and Conferences	679,126
Miscellaneous	7,651
Professional Fees and Services	625,223
Property Taxes	78,058
Publications	339,560
Repairs and Maintenance	138,753
Software and Technology	343,089
Supplies and Other	380,233
Taxes	17,473
Training and Development	16,463
Travel	124,286
Utilities	83,435
TOTAL PROGRAM AND SUPPORT SERVICES	\$8,041,702

REVENUE WITH DONOR RESTRICTIONS

Net Assets Released from Restrictions	(101,750)
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CHANGE IN DONOR RESTRICTIONS	\$(101,750)
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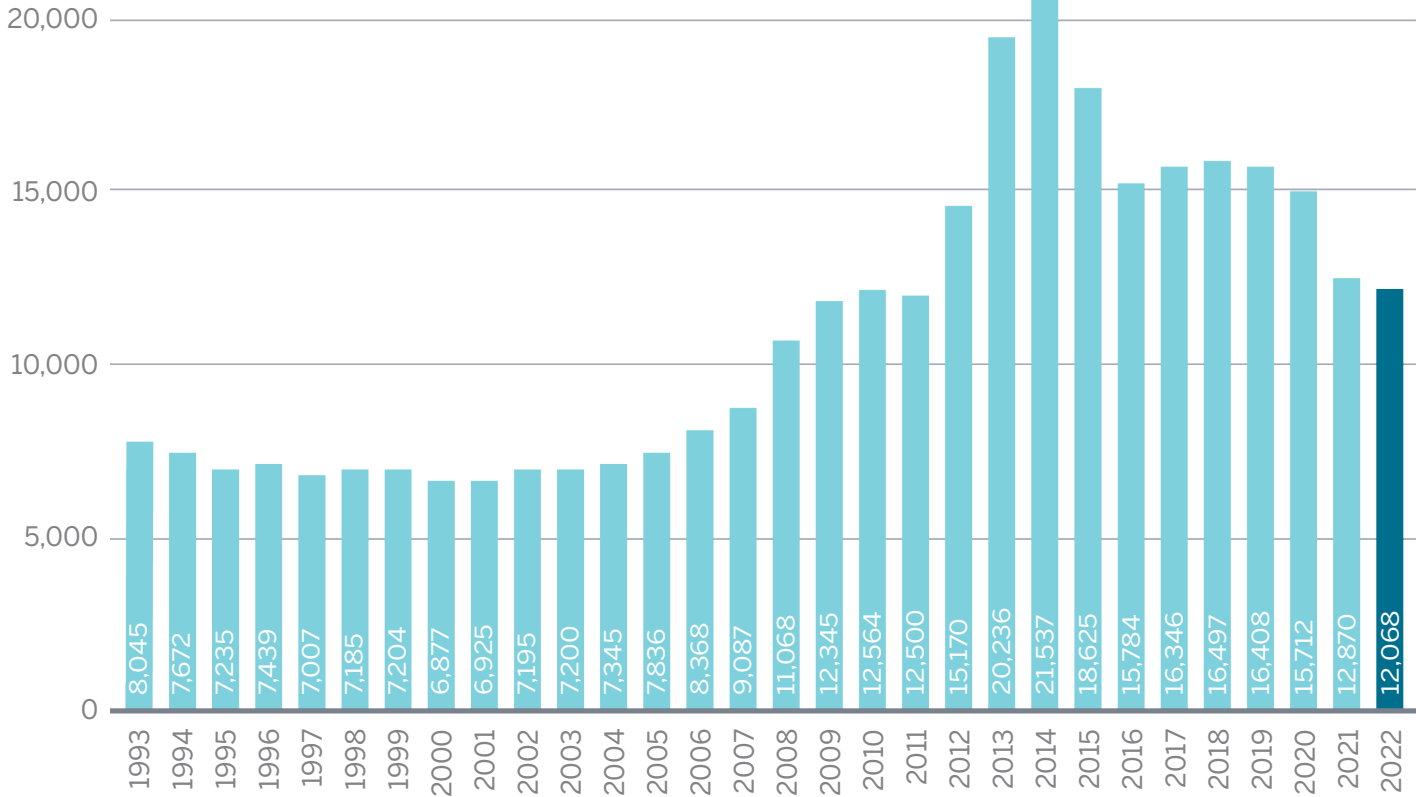
Change in Net Assets	8,955,939
Net Assets at Beginning of Year	50,973,091

NET ASSETS AT END OF YEAR	\$59,929,030
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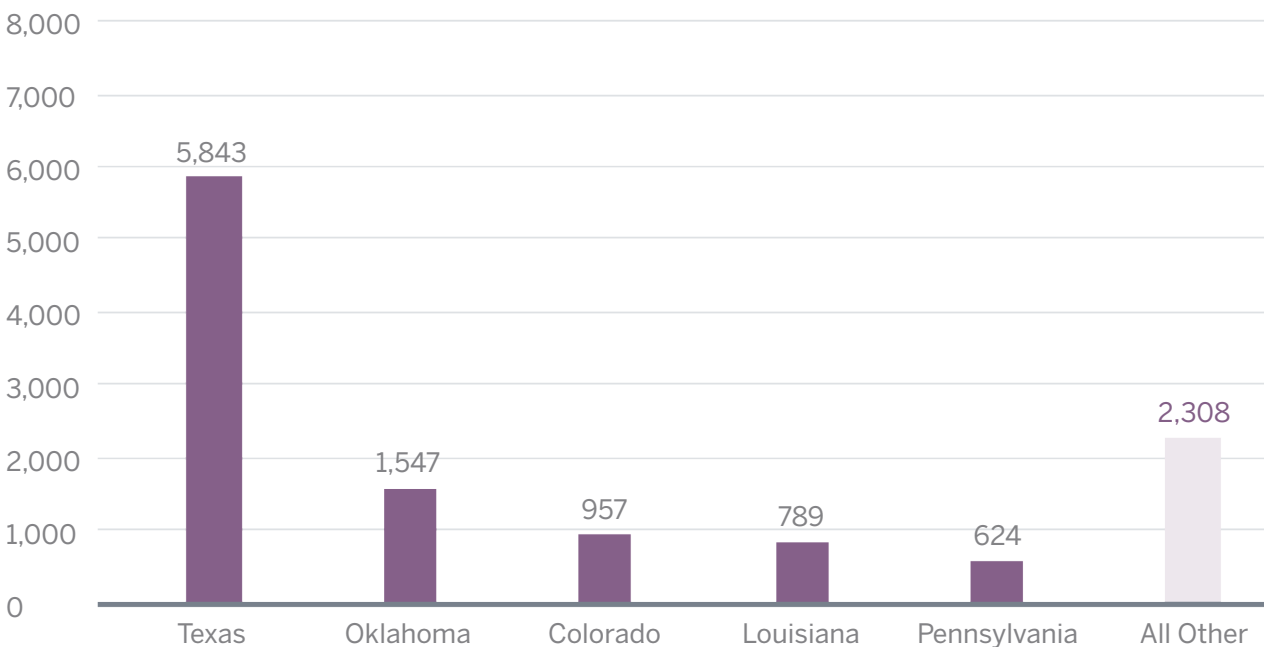
MEMBERSHIP REPORT



MEMBERSHIP BY YEAR



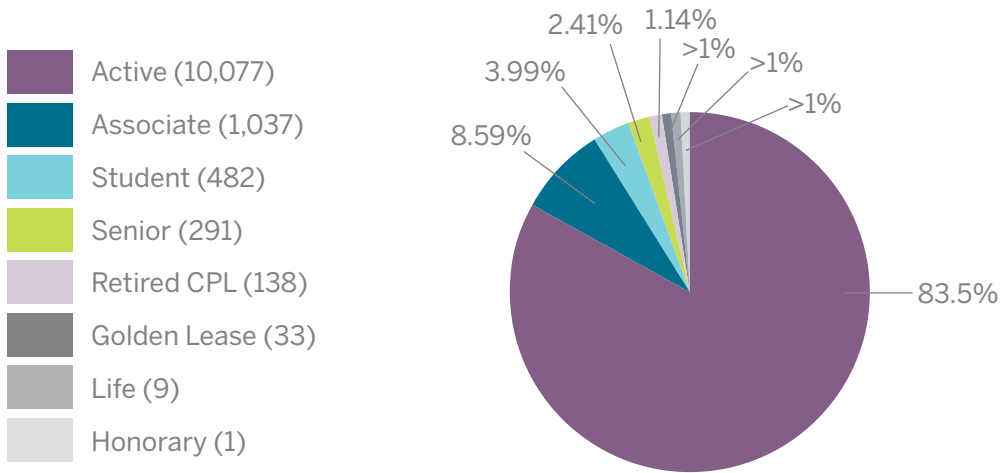
MEMBERSHIP BY GEOGRAPHY*



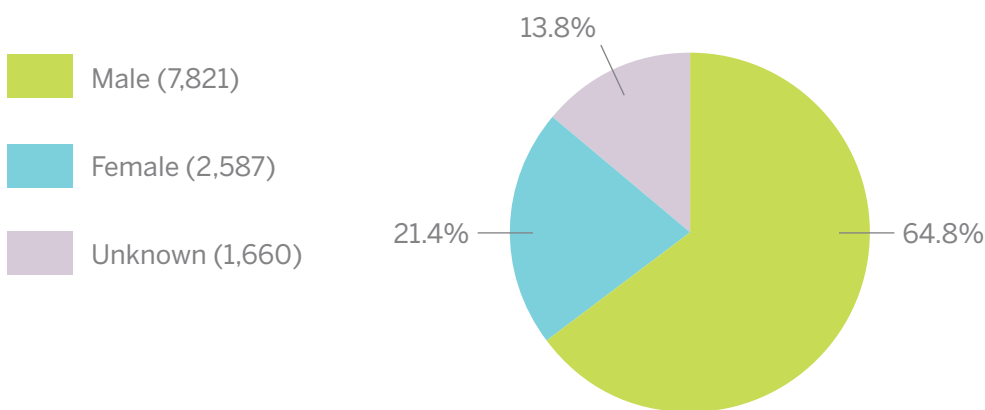
*based on fiscal year 2021-22 membership totals



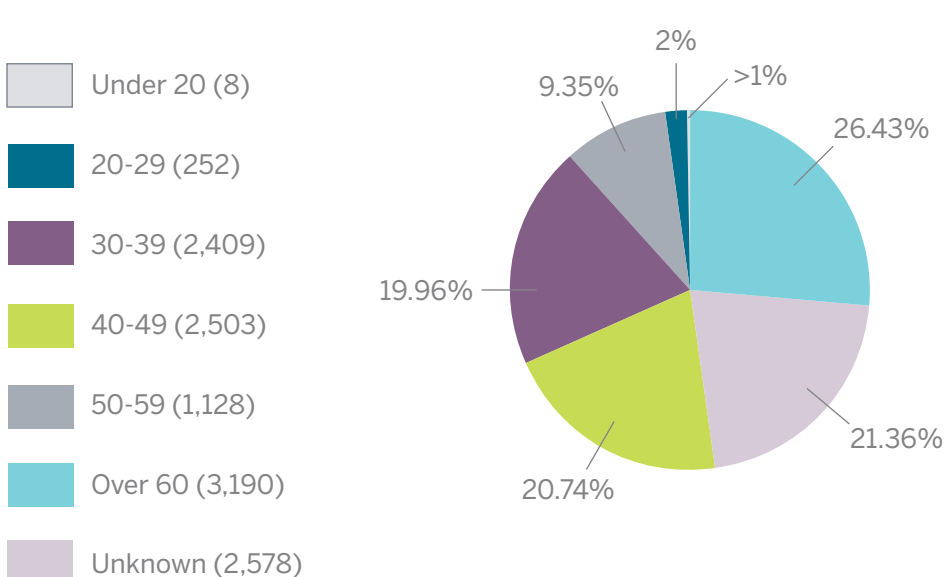
MEMBERSHIP BY TYPE*



MEMBERSHIP BY GENDER*



MEMBERSHIP BY AGE GROUP*

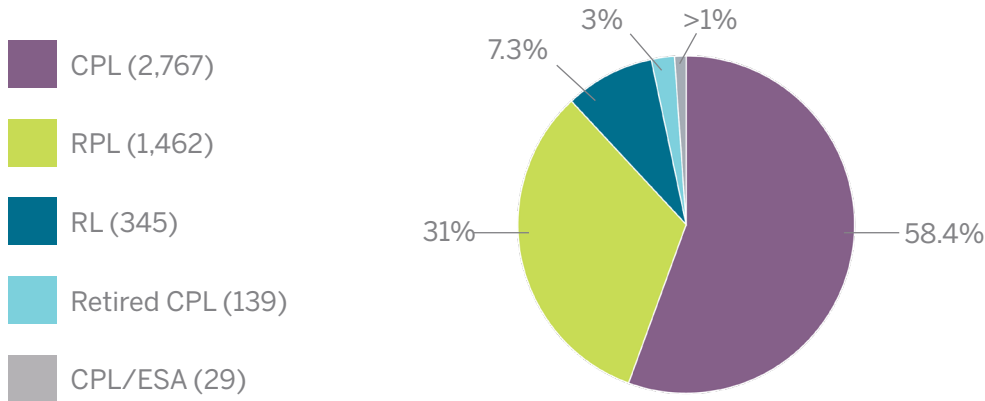


*based on fiscal year 2021-22 membership totals

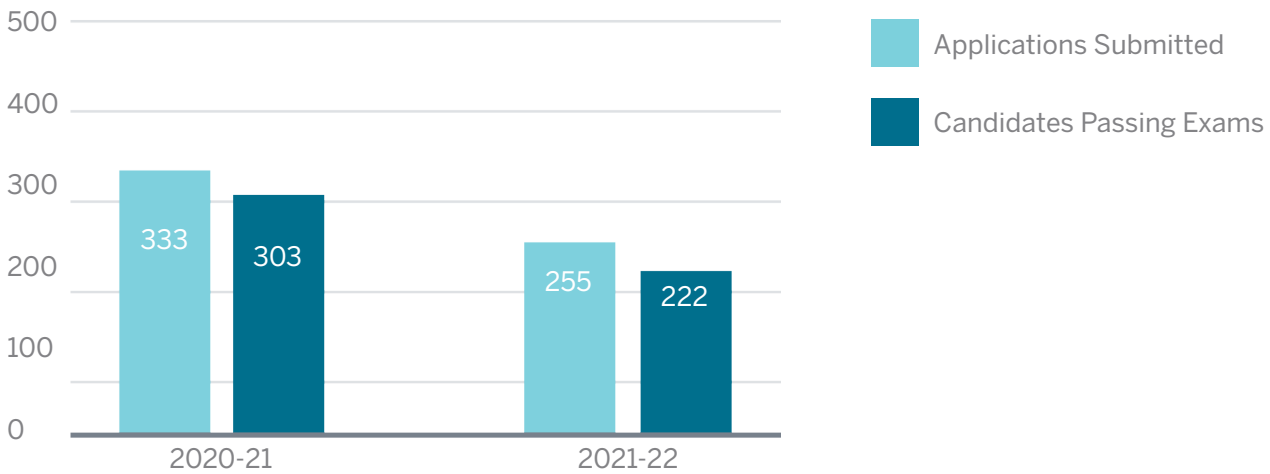
CERTIFICATION REPORT



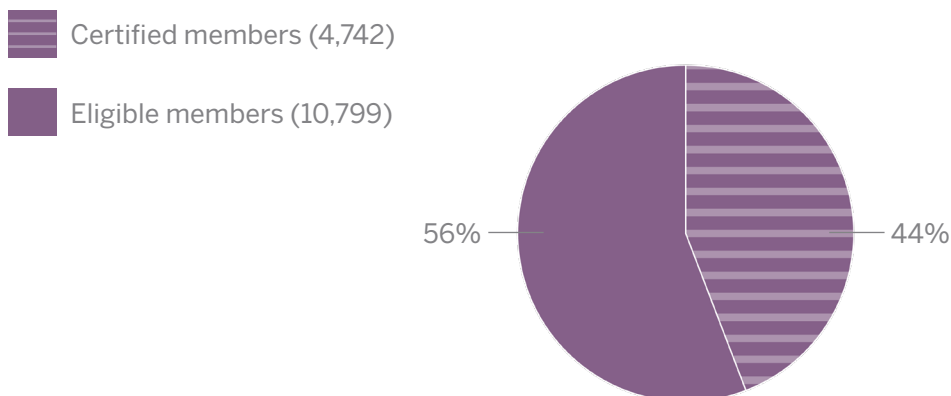
CERTIFICATION BY TYPE



APPLICATIONS VS. PASSING THE EXAM



ELIGIBLE MEMBERS VS. CERTIFIED MEMBERS





EDUCATION REPORT

TOTAL SEMINARS



CORE IN-PERSON SEMINARS



TOTAL WEBINARS



DIVERSIFIED WEBINARS



ON-DEMAND WEBINARS (PURCHASED)



GOVERNMENT AFFAIRS REPORT

ADVOCACY (LEGISLATIVE, REGULATORY AND JUDICIAL):

- ▶ Joined the American Petroleum Institute to deliver a letter to Congress to oppose a proposed methane fee on producers.
- ▶ Facilitated AAPL letter campaign with other trade groups to successfully convince the U.S. Securities and Exchange Commission to adjust their regulatory review process of burdensome greenhouse gas emissions corporate reporting.
- ▶ Delivered multiple AAPL president's letters to President Biden, the U.S. Department of the Interior, the U.S. Secretary of State, and the U.S. Department of Energy regarding federal leasing and permitting policies to support and increase traditional domestic energy production.
- ▶ Supported successful passage of Louisiana bill, HB 705, that reduces penalties for companies who misclassify workers as independent contractors, provides a multi-factor test to determine worker status, and removes the presumption that workers are employees.
- ▶ Coordinated advocacy efforts with the Professional Certification Coalition to advance legislation that would benefit members in seeking certifications and protecting our members' right to work.
- ▶ Provided members with critical regulatory updates and opportunities to comment on proposed rulemaking from the California Air Resources Board, Colorado Oil and Gas Conservation Commission, New Mexico Environment Department, Texas Railroad Commission.
- ▶ Reviewed multiple amicus brief requests for AAPL intervention in cases involving lease disputes, royalty claims, and employee misclassification.
- ▶ Published governmental affairs reports and bill tracking summaries exclusively for members on monitored legislative, regulatory, and judicial matters. ▲