AAPL LEADERSHIP 2022-23

OFFICERS
President: Carl D. Campbell, CPL
First Vice President: J. Brooks Yates, CPL
Second Vice President: Michelle L. Phillips, CPL
Third Vice President: Michael A. Pisciotte, CPL
Treasurer: Austin N. Frye, CPL
Secretary: Kelly Kessler, CPL
Immediate Past President: James T. Devlin, CPL

LOCAL ASSOCIATION DIRECTORS
REGION I
Ark-La-Tex: Paul Wood, CPL
Baton Rouge: John Bullock, CPL
Lafayette: Richard A. Hines, CPL
Mississippi: Wesley T. Day, CPL
New Orleans: Benjamin J. Waring CPL
Southern Appalachian: Dan Kostrub

REGION II
Michael Late Benedum: Britney A. Crookshanks, CPL
Michigan: Russell Shinevar, CPL
Tri-State: Jess A. Rowe, CPL

REGION III
Dallas: Brian K. Tolson Jr., CPL
East Texas: Lucy Wathen, CPL
Fort Worth: Michael “Mike” B. Gregory, CPL
North Texas: Terry P. Caves, CPL

REGION IV
Austin: Kyle Dubiel
Corpus Christi: Nicole Maxwell, CPL
Houston: Christine J. Touchstone, CPL
North Houston: Travis W. Beavers, CPL
San Antonio: Benjamin Holliday
West Houston: Curtis D. Horne, CPL

REGION V
New Mexico: Jared A. Hembree
Panhandle: Bruce E. Payne, CPL
Permian Basin: Clay Whitehead, CPL

REGION VI
Fort Smith: Griffin Hanna
Oklahoma City: Robert Rice, CPL
Southern Oklahoma: Lars Noble, CPL
Tulsa: Denton Smith, CPL
Wichita: Will Boone, CPL

REGION VII
Denver: P. Kelly Muldoon, CPL
North Dakota: Kate Black
Montana: John R. Lee, RPL
Wyoming: Cameron Corbett, CPL

REGION VIII
Bakersfield: Christin L. Faber, RPL
Los Angeles: Jason M. Downs, CPL
Nevada: Adam B. Stellar, CPL
San Juan Basin: Matthew Gray, CPL
Utah: Robert H. Wilson III, RPL

REGION IX
Canada: Janice Redmond
Canada: Shaun Williams

REGION X
Alaska: Jason Lyons, RPL

COMMITTEE CHAIRS
Accreditation: Douglas “Doug” M. Pearlman, CPL
Annual Meeting: Wendy G. Dalton, CPL
Awards: Julie E. Woodard, CPL
Bylaws & Policy Manual Review: Benjamin Bryan Holliday
Certification: Amy L. Gwyn, CPL
Council of Past Presidents (COPP): Jack C. Richards, CPL
Education Annual Meeting/Seminar: Hunter Buchert, RPL
Education Development: Christine J. Touchstone, CPL
RPL/CPL Education Committee: Damon R. Weger, CPL
Ethics: Nancy C. McCaskell, CPL
Governmental Affairs: Mark A. DeVrient, RPL
Membership: Mark B. Eppes, CPL
Mentorship: Doak M. Worley, IV
NAPE Advisory Board: T. Grant Johnson, RPL
NAPE Operators Committee: David R. Cape, CPL
NAPE Management, LLC: Carl D. Campbell, CPL
Nominating Subcommittee: Lester A. Zitkus, CPL
Publications: Stephanie Rex Gannaway, CPL
Strategic Planning: J. Brooks Yates, CPL
Technology: Jerris E. Johnson, CPL
In 2022-23, AAPL volunteers and staff worked together on strategic initiatives aligned to reach our goals approved by the board of directors earlier in the year. The team achieved extraordinary results benefitting the AAPL membership.

We are grateful of those who support us in our mission and with their help, we have completed many projects this year. The list is too long to share, but some of the highlights include:

- Governor Abbott signed AAPL Bill 604 expanding landman protections in Texas.
- Developed multiple white papers and letters to support the industry.
- Created special Government Affairs content regarding the midterm elections and more than 418 pages of original content, along with continuously updating the Bill Tracking Summary spreadsheet with 35 pages of snap bill summaries and bill links.
- Developed an outreach video titled *The Path of the Landman – Powering the World* to help tell the historical and hopeful story of the land professional and energy industry. The video is available on AAPL's YouTube channel.
- Implemented a new Forms platform with a nominal fee for premium access.
- Elevated AAPL’s voice in the energy industry through regular communication.
- Expanded education offerings to include more renewable topics.
- Instituted a comprehensive plan for expense reduction and income enhancement to ensure the long-term financial sustainability of the association.

We want 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.
## CONSOLIDATED STATEMENT OF FINANCIAL POSITION:
Excerpted from AAPL Audit Report  FYE June 30, 2022:  Year Ended June 30, 2022

### ASSETS:
- Cash and Cash Equivalents: $5,254,415
- AR, Prepaid and Other Assets: $745,926
- Property and Equipment, Net: $4,621,626
- Long-Term Investments: $45,842,167

**TOTAL ASSETS:** $56,464,134

### LIABILITIES AND NET ASSETS:

#### LIABILITIES
- Accounts Payable: $759,323
- Accrued Expenses: $200,244
- Unearned Revenue: $1,314,207
- Unearned NAPE Fees: $968,098

**TOTAL LIABILITIES:** $3,241,872

#### NET ASSETS:
- Without Donor Restrictions:
  - Undesignated: $52,338,438
  - Designated: $135,724
  - With Donor Restrictions:
    - Time-Restricted For Future Periods: $700,000
    - Purpose restricted: $3,100
    - Perpetual In Nature: $45,000

**TOTAL NET ASSETS:** $53,222,262

**TOTAL LIABILITIES AND NET ASSETS:** $56,464,134
**CONSOLIDATED STATEMENT OF ACTIVITIES:**

*Excerpted from AAPL Audit Report  
FYE June 30, 2022: Year Ended June 30, 2022*

### REVENUES AND OTHER SUPPORT W/OUT DONOR RESTRICTIONS:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>$1,373,553</td>
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<tr>
<td>NAPE Expo</td>
<td>$7,500,100</td>
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<tr>
<td>Certification Fees and Dues</td>
<td>$78,800</td>
</tr>
<tr>
<td>Educational Seminar Fees</td>
<td>$408,292</td>
</tr>
<tr>
<td>AAPL Annual Meeting</td>
<td>$310,770</td>
</tr>
<tr>
<td>Advertising</td>
<td>$208,646</td>
</tr>
<tr>
<td>Contributions</td>
<td>$160,375</td>
</tr>
<tr>
<td>Royalty Income</td>
<td>$51,916</td>
</tr>
<tr>
<td>Investment Income, net of fees</td>
<td>$477,317</td>
</tr>
<tr>
<td>Other</td>
<td>$21,196</td>
</tr>
<tr>
<td>Gain (Loss) on Sale of Assets</td>
<td>$(4,642)</td>
</tr>
<tr>
<td>Realized and Unrealized Gain (Loss) on Investments</td>
<td>$(5,871,941)</td>
</tr>
<tr>
<td>Gain on debt extinguishment</td>
<td>$620,400</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>$100,000</td>
</tr>
</tbody>
</table>

**TOTAL REVENUES AND OTHER SUPPORT W/OUT DONOR RESTRICTIONS**

$5,434,782

### PROGRAM AND SUPPORT SERVICES:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries and Benefits</td>
<td>$4,200,379</td>
</tr>
<tr>
<td>Advertising</td>
<td>$151,696</td>
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<tr>
<td>Amortization</td>
<td>$46,480</td>
</tr>
<tr>
<td>Bad Debt</td>
<td>$15,283</td>
</tr>
<tr>
<td>Bank Fees</td>
<td>$323,153</td>
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<tr>
<td>Depreciation</td>
<td>$154,864</td>
</tr>
<tr>
<td>Distributions</td>
<td>$20,904</td>
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<tr>
<td>Events</td>
<td>$156,396</td>
</tr>
<tr>
<td>Grants and Other Assistance</td>
<td>$419,718</td>
</tr>
<tr>
<td>Insurance</td>
<td>$148,748</td>
</tr>
<tr>
<td>Meals and Entertainment</td>
<td>$272,878</td>
</tr>
<tr>
<td>Meetings and Conferences</td>
<td>$2,410,817</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$24,364</td>
</tr>
<tr>
<td>Professional Fees and Services</td>
<td>$583,796</td>
</tr>
<tr>
<td>Property Taxes</td>
<td>$74,595</td>
</tr>
<tr>
<td>Printing</td>
<td>$352,262</td>
</tr>
<tr>
<td>Repairs and Maintenance</td>
<td>$102,032</td>
</tr>
<tr>
<td>Software and Technology</td>
<td>$370,556</td>
</tr>
<tr>
<td>Supplies and Other</td>
<td>$621,633</td>
</tr>
<tr>
<td>Taxes</td>
<td>$25,525</td>
</tr>
<tr>
<td>Training and Development</td>
<td>$23,518</td>
</tr>
<tr>
<td>Travel</td>
<td>$423,882</td>
</tr>
<tr>
<td>Utilities</td>
<td>$96,899</td>
</tr>
</tbody>
</table>

**TOTAL PROGRAM AND SUPPORT SERVICES**

$11,020,338

### REVENUE WITH DONOR RESTRICTIONS:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$3,100</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>$(100,000)</td>
</tr>
</tbody>
</table>

### CHANGE IN DONOR RESTRICTIONS:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets</td>
<td>$(5,682,456)</td>
</tr>
<tr>
<td>Net Assets at Beginning of Year</td>
<td>$59,929,030</td>
</tr>
<tr>
<td>Partnership contributions (distributions)</td>
<td>$(1,024,312)</td>
</tr>
</tbody>
</table>

**NET ASSETS AT END OF YEAR**

$53,222,262
## FINANCIAL LOOKBACK

### AAPL CONSOLIDATED TOTAL ENDING NET ASSETS
2015-22

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>$</td>
<td>70,000,000</td>
<td>60,000,000</td>
<td>50,000,000</td>
<td>40,000,000</td>
<td>30,000,000</td>
<td>20,000,000</td>
<td>10,000,000</td>
<td>0</td>
</tr>
<tr>
<td>Total Ending Net Assets</td>
<td>$41,069,060</td>
<td>$38,596,569</td>
<td>$42,449,694</td>
<td>$46,122,246</td>
<td>$50,462,776</td>
<td>$50,973,091</td>
<td>$59,929,030</td>
<td>$53,222,262</td>
</tr>
</tbody>
</table>

### AAPL CONSOLIDATED REVENUE AND EXPENSES
2015-22

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>$25,000,000</td>
<td>$20,000,000</td>
<td>$15,000,000</td>
<td>$10,000,000</td>
<td>$5,000,000</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$19,436,836</td>
<td>$14,338,593</td>
<td>$16,863,979</td>
<td>$18,183,869</td>
<td>$17,968,955</td>
<td>$13,595,717</td>
<td>$13,772,988</td>
<td>$10,824,001</td>
</tr>
<tr>
<td>Difference</td>
<td>$5,573,164</td>
<td>$5,699,997</td>
<td>$7,137,020</td>
<td>$4,214,030</td>
<td>$6,393,821</td>
<td>$6,758,634</td>
<td>$7,000,035</td>
<td>$8,847,250</td>
</tr>
</tbody>
</table>

- Total Revenue
- Total Expenses

### Graphs:
- Bar graphs showing revenue and expenses for each year from 2015 to 2022.
- Line graphs showing the trend of total ending net assets from 2015 to 2022.
MEMBERSHIP REPORT

STATISTICS FROM LANDMAN LEARNING — AAPL’S NEW LEARNING MANAGEMENT SYSTEM

11,874
Number of CEUs Earned in FY2022

3,575
LMS Learners

5,310
Total LMS Registrations

Total Membership: 11,789

- Active: 9,873 (83.75%)
- Associate: 1,167 (9.90%)
- Senior: 337 (2.86%)
- Student: 412 (3.49%)
CERTIFICATION REPORT

CERTIFICATION BY TYPE

- RL – 323 (2.74%)
- RPL – 1,338 (11.35%)
- CPL – 2,549 (21.62%)
- CPL/ESA – 21 (0.18%)
- Not Certified – 7,558 (64.11%)

TOTAL APPLICATIONS
APPROVED

320
EDUCATION REPORT

TOTAL EDUCATIONAL OPPORTUNITIES

82

INSTITUTES (4)

FIELD LANDMAN SEMINARS (11)

IN-PERSON EDUCATION SEMINARS (3)

RPL/CPL REVIEWS (7)

WEBINARS (57)

2,966 On-Demand Courses Purchased
GOVERNMENT AFFAIRS REPORT

ADVOCACY (LEGISLATIVE, REGULATORY AND JUDICIAL):

- AAPL-sponsored Texas legislation, SB 604, signed into law by Gov. Abbott. The bill expands protections for landmen working in Texas to include the AAPL adopted definitions and updates current law to include work in renewables, geothermal, hydrogen and even yet unknown energy sources. These protections extend to unauthorized practice of law exemptions, independent contractor recognition and franchise tax carveouts.

- Delivered multiple AAPL president’s letters to President Biden, the U.S. House of Representatives and U.S. Senate leadership, the U.S. Department of the Interior, the U.S. Department of Energy and the U.S. Department of Environmental Protection on issues ranging from federal on- and offshore leasing, the Strategic Petroleum Reserve drawdown, methane emissions policies and strongly expressing our support for traditional domestic energy production, as well as renewables and an all-the-above domestic energy strategy.

- Joined national and regional partner energy groups, such as the Independent Petroleum Association of America, American Exploration & Production Council, the Texas Independent Producers & Royalty Owners Association, Texas Oil & Gas Association and Western Energy Alliance, among others, to promote and support advocacy campaigns and stakeholder outreach to protect a landman’s right to work and support the energy industry.

- Supported the successful effort in conjunction with the California Independent Petroleum Association and Western States Petroleum Association to stop passage of California SB 556, a bill that would have allowed Californians who developed serious illnesses to hold oil drillers liable if they lived, worked or attended school within 3,200 feet of oil drilling and if the company did not use the “best technologies” to mitigate risk. The bill would have also shifted the burden to oil and gas companies, rather than plaintiffs, to prove their case in court.

- Continued coordinated advocacy efforts with the Professional Certification Coalition to advance legislation in the U.S. Senate that will provide AAPL members with reimbursements for costs associated with professional certification and stopping any state legislation seeking to require landman licensing.

- Provided members with critical federal and state regulatory updates and opportunities to comment on proposed rulemaking from the EPA, Interior Department, U.S. Securities & Exchange Commission, California Air Resources Board, Colorado Oil and Gas Conservation Commission, New Mexico Environment Department and Texas Railroad Commission.

- Assisted members with inquiries for regulatory and legal intervention, including reviewing requests for AAPL amicus briefs in cases involving leasing, royalty allocation disputes and employee misclassification claims.

- Tracked, analyzed, and reported on a record number of bills for members, provided biweekly governmental affairs bill tracking snap bill summaries and published biweekly governmental affairs reports for members on monitored legislative, regulatory and judicial matters – totaling hundreds of pages of content available exclusively for members.
AAPL MARKETING HIGHLIGHTS

- Rolled out the Path of the Landman video
- Kicked off student awareness initiative/industry advocacy with a video push, new in-person outreach events, new signage and collateral
- Implemented digital membership cards for new members

Social Media — Facebook, LinkedIn, Twitter and Instagram

- 15,500 total audience, 9% increase from 2021-22
- 607 total posts, 25% increase from 2021-22
- 501,000 impressions, 46% increase from 2021-22
- 79,100 engagements, 125% increase from 2021-22
- 61,200 post link clicks, 116% increase from 2021-22

HIGHLIGHTS

- The successful integration of Bitcoin Mining within NAPE Summit brought a new dimension to the event, showcasing the growing significance of cryptocurrencies in the energy industry.
- NAPE Summit saw a significant increase in attendance, exhibitors and sponsors, reflecting its reputation as a premier networking and dealmaking platform for the energy industry.
- The launch of the Energy Business Conference technical track at NAPE provided a dedicated space for professionals to explore and discuss emerging trends and advancements in energy, bolstering the event’s educational offerings.
- NAPE made history by hosting the first-ever governors panel, gathering influential state leaders to discuss policy and regulation in the energy sector, further solidifying its position as a thought leader in the industry.
- A new million-dollar donation to the NAPE Expo Charities Fund demonstrated the event’s commitment to giving back to the veterans community and supporting causes aligned with the energy industry’s values and social responsibility.