

AAPL Board Meeting - Update from Your Past President
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On September 10-11, 2016, I was pleased to attend my first American Association of Professional Landmen (AAPL) meeting as a Director for CAPL. A few weeks before the meeting, I submitted CAPL's report summarizing the general meetings and events we held from July to September, along with our conference in St. John's, Newfoundland (yet to be held at the time of writing). The Board meeting was held in Jackson, Wyoming; what a picturesque location for a meeting.

My trip down started off with a bit of adventure when I missed my flight out of Denver to Jackson. My flight from Calgary was delayed due to mechanical difficulties and my connecting flight was just pushing back as I was running down the airport in an unsuccessful attempt to turn back time. Stuck in Denver, United put me up for the night, but my luggage decided to spend the night at the airport, all sorts of fun. The next morning I caught the first flight to Jackson and made it in time for the new Director Orientation. It was wonderful to meet Pamela D. Fiest, CPL, AAPL's first female President. That afternoon, I explored the beautiful and rustic town that is Jackson. That evening was a reception for the Board members; it was great to meet so many local association directors.

Bright and early Sunday morning brought a full day Board meeting. I was very interested to hear how the AAPL has been dealing the current economic difficulties in the oil and gas sector. Over the past few years they have lost 40% of their membership, 18,000 members have reduced to 13,500 members. This obviously has had a huge impact on the association. AAPL's membership fee has not been increased since 2001. We spent a long time discussing the 2015-16 actual expenditures versus budgeted expenditures in order to gain a more comprehensive understanding of the financial statements.

The AAPL's Annual Meeting (conference) will be held in Seattle on June 21-24, 2017. It is interesting to note how the AAPL's conference numbers have been affected due to the downturn: Nashville 2015 - 800 attendees, Orlando 2016 - 180 attendees and for Seattle they are budgeting for 300. The 2018 Conference location is still to be determined, but should be booked by the end of October.

The AAPL is working towards having online elections and it sounds like this will be ready to go for the next election. This change is being made to decrease costs and to increase participation in the election process. I believe this is an area where we can work with AAPL and discuss the process that they went through in picking the software and provider that they are using for this new process. Last year I heard a number of concerns from members regarding the

paper ballot process. As Chair of the Nominating Committee for CAPL, this is something that is on my list to review and figure out to streamline the election process.

Like CAPL, the AAPL's educational offerings have been largely affected by the downturn. They are in the process of revamping their courses and are working towards 100% AAPL ownership of course while regionalizing the content. One huge opportunity that I identified for CAPL, is to offer courses as a Webinar. Both the AAPL and the Canadian Bar Association are currently providing this opportunity. The CAPL Education committee previously identified this opportunity, but I feel now is the time to do this. I discussed the webinars briefly with the AAPL Director of Education and he is more than happy to share their process with CAPL. CAPL's Board will be in touch with them and discussing this in the near future.

AAPL has identified a number of additional advertising and sponsorship opportunities in order to raise more capital. I have shared this information with the CAPL Board and we will review and identify some possible additional opportunities for CAPL.

The North American Prospect Expo (NAPE) is a very important series of networking events for Landmen and for the AAPL. According to the NAPE website, NAPE brings together Landmen to forge, facilitate and close deals and has been very successful. The NAPE events offer prospects, producers and purchasers a unique chance to connect, reconnect and make deals. The AAPL owns 51% of NAPE, their partners are IPAA, SEG and AAPG; it provides AAPL with much needed revenue, not to mention all of the benefits it provides to members. Denver NAPE is being held on October 12 & 13, 2016, NAPE Summit is held in Houston, TX on February 15-17, 2017 and Summer NAPE is held in Houston, TX on August 16-17, 2017. Each year NAPE donates money to charities that support veterans. This year, General Colin L. Powell is speaking at the NAPE Summit Charity Luncheon.

Every five years, the AAPL reviews the schools accredited by the AAPL. These are up for review right now and the current accreditation expires in June 2017. Prior to the accreditation expiry, each school must apply to renew their accreditation. Accreditation requirements include a curriculum requirement: ethics, negotiations, oil and gas leases, and contracts must be included and a certain number of hours of each are required in order for the school to qualify.

The Certification Committee advised that they are still receiving numerous applications for certification. They advised that they are considering potential revisions regarding continuing education and fees. Pamela mentioned that every

so often one of the States attempts to license Landmen in that State. Thus far the AAPL has been able to avoid such regional licensing with their Ethics Policy.

Both the Legislative/Regulatory committee and the Tax Issues committee have been very active in monitoring the Employee/Contractor inquiries by the IRS. There is currently a bill in Pennsylvania to exempt Landmen from the IRS contractor requirements. AAPL is preparing a letter of support regarding the importance of independent contractors. As in Canada, the IRS disregards any contracts in place relating to whether or not a person is an employee or a contractor. The IRS Department of Labor has a list of requirements that differentiate contractors from employees, the same as the CRA. Some state laws protect contractors while corporations incorporated in Pennsylvania are not protected by state law; that is why there is currently a bill in front of the State.

The Publications Committee has requested articles and a contact for local organizations so they can include more local association articles in their bimonthly newsletter. AAPL has stopped producing Landman 2 and instead has incorporated this information into their regular magazine. They advised that a survey will be sent out to AAPL members regarding publications.

The Technology Committee is in the midst of testing a new online contract software. They are hoping to roll out the 2015 JOA on this new system in mid-October. There will be an annual fee for use and while the working version will be able to be saved on the system, only a pdf will be able to be downloaded and printed. Online tutorials will be available to help with the new software.

There are lots of changes being made at the AAPL to streamline processes and cut costs. CAPL and AAPL can definitely learn from each other in this regard, especially in this current economic environment. The next AAPL BOD meeting is in Williamsburg, Virginia from December 9-11, 2016 and Michelle Radomski will be representing CAPL at this meeting.