

AAPL BOARD OF DIRECTORS MEETING

Charleston, South Carolina

The AAPL Board of Directors Meeting was held on Sunday, December 12, 2021, in Charleston, South Carolina.

Treasurer's Report:

Cranford Newell, AAPL Treasurer, provided a report on the AAPL financials and its affiliates for the period ending September 30, 2021:

- AAPL's total assets for the period ending September 30, 2021 were \$44,730,072.00 which is an increase of 10.2% from a year ago. This is due to market activity related to the investment account offset by the utilization of cash from the money market and investment accounts for operating purposes.
- AAPL's total liabilities for the period ending September 30, 2021 were \$1,570,098.00 which is a decrease of 15.6% from a year ago. The decrease in liabilities is due to decreases in unearned revenue and accrued expenses.
- Revenues (exclusive of investment revenue) totaled \$586,539.00 as of September 30, 2021 which is an increase of 15.3% from the prior year. The increase in revenues is mostly comprised of increases in educational seminar fees (return to in person seminars) and publications.
- Expenses totaled \$1,533,751.00 as of September 30, 2021 which is an increase of 17.9% from the prior year. The increase in expenses is mostly comprised of increases in education and board meetings due to the return of in-person activities.
- The AAPL Education Foundation, Inc.'s balance sheet reflects \$5,596,503.00, while the Statement of Investment Accounts reflects \$5,349,621.00, both as of September 30, 2021.
- The Landman Scholarship Trust's balance sheet reflects \$9,976,766.00 while the Statement of Investment Accounts reflects \$9,871,310.00, both as of September 30, 2021.

AAPL Staff Report:

Dr. Greta Zeimetz, Executive Vice President of the AAPL, provided an update on the AAPL with the following being several highlights since the last Board of Directors Meeting:

- The AAPL is finalizing plans for a new VOIP phone system.
- The certification staff attended the Institute for Credentialing Excellence's conference to learn more about certification management and exam development.
- The AAPL is currently tracking 491 bills.
- Developed letter for President Devlin which was sent to key U.S. Senators on Build Back Better Act.
- Currently updating the Compensation Study for launch and completion in 2022.

Membership and Certification:

AAPL's membership as of November 29, 2021 was 11,186, of which 2,574 are CPLs, 1,453 are RPLs, 367 are RLs, and 29 are CPL/ESA. Total membership is down 7.21% from the same time a year ago while

student membership is up 36.66%. The retired CPL and senior statuses have increased significantly since 2018 and continue to grow.

NAPE:

Nape Summit 2022 will be held February 9-11, 2022 at the George R. Brown Convention Center in Houston.

Features for 2022 NAPE Summit will include:

- New software powering prospect listings with more in-depth description opportunity on the NAPE Network. On-demand business conference and education sessions available post-show.
- Mike Pompeo, former Secretary of State and Director of the CIA will be the keynote speaker for the NAPE Expo Charities Fund.
- Mike Wichterich, executive chairman of the board of directors for Chesapeake, will be the keynote speaker for the Global Business conference
- New student outreach reception hosted by AAPL for undergraduate and graduate students attending NAPE.
- New collaboration with the RMMLF to present a joint seminar during NAPE.

The NAPE magazine is scheduled to be mailed soon. Anyone who has purchased an attendee badge to any NAPE event during the past year will receive a complimentary subscription.

The NAPE Classic Golf Tournament, held at the Golf Club of Houston, was a huge success. The event hosted 29 teams and included 7 sponsors. Almost \$44,000.00 was raised in revenue.

Annual Meeting:

The 68th AAPL Annual Meeting will be held in Chicago, Illinois on June 15-18, 2022. Registration will open soon. Please contact Jennifer Taylor at jtaylor@landman.org for additional information.

Additional Committee Reports and Information:

The Forms Committee members are working to develop the Wellbore Assignment template and the Assignment of ORRI template, targeting completion in late spring or early summer of 2022. The committee has recommended to ExCom to use a different platform which will improve the user experience.

The Landman Advisory Connection committee has 23 advisors, 15 participants and 13 total matches to date. If you would like to be a part of this program, please contact Jimmy Wright at jimmy@jdubenterprises.com.

The Professional Development Assistance Program is available to any AAPL active members in good standing for at least the last two (2) years and those that have not received Professional Development Aid more than two (2) times in the past calendar year. This program reduces the registration fee up to \$300 for AAPL operated events including the Annual Meeting, Nape Business Conference, and education seminars. To apply for this program please go to <https://www.landman.org/professional-development/professional-developmen...>

The deadline to submit nominations for AAPL Awards is January 10, 2022.

The next AAPL Quarterly Board Meeting will take place in Oklahoma City, Oklahoma on March 13, 2022.

Respectfully submitted,

Jason South, Substitute AAPL Director

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