



TOTALAND

Resilience & Optimism Soar at Summer NAPE 2015

By Michele Day, Totaland-Software for Landmen



Resilience and optimism soared like the unveiling drone technology and oil and gas deals flying on the floor of Summer NAPE. Despite the economic low, there were no lowered heads, negative comments, or slumped shoulders. Only confident smiling faces packed the George R. Brown Convention Center in Houston on August 19 and 20th.

NAPE, the nation's largest oil and gas industry's marketplace for the buying, selling and trading of prospects and producing properties, brings oil and gas professionals together to meet, network, connect and do business. NAPE currently offers three expos annually – two in Houston as well as one in Denver – bringing together prospects and all the key players needed to evaluate, facilitate and execute deals. The internationally recognized NAPE was established in 1993 by AAPL (the

American Association of Petroleum Landmen) and also includes IPAA, SEG and AAPG as partners.

Expectations for a smaller turnout for Summer NAPE proved wrong. Summer NAPE of 2015 was on track with the previous Summer NAPE in 2014 bringing in close to 5000 attendees and 300 exhibits.

Both days included presentations, booths, and the annual Icebreaker event complete with ice sculptures and glow sticks. During Summer NAPE, investors, financiers, lawyers and small to large E&P's networked, strategized, learned about the latest technology, and continued to cut deals.

Jeanine Haller, Chair of NAPE Operators Committee was quoted as saying, "NAPE is beneficial in up as well as down markets because it builds attendees' businesses." Haller said, "The American Association of American Landmen (AAPL) founded NAPE in a down market to boost U.S. exploration and production by better connecting prospects and investors, and we're proud to see that premise hold true more than two decades later."

Optimism flew high during the Prospect Presentations, where seven select E&P companies spotlighted active prospects to a packed theater of potential buyers. Presenting companies included Shelf Energy, LLC; Cypress Production, Inc.; North Carolina Geological Survey; Martin Fuels Company, Inc.; Trueblood Resources, Inc; Reserve Energy Exploration Company, Inc; and Rippy Interest, LLC.





TOTALAND

Unveiling new technology took attendees to new heights with the introduction of Drone technology. Totaland, software for landmen, unveiled the use of drone technology into their software for use in mapping tracts for projects. Drones also known as UAV (Unmanned Aerial Vehicles) are maneuvering into all market segments and has taken flight into the oil and gas industry with much enthusiasm. Alan Day, President of Totaland and CIO of Fenstermaker was quoted as saying, “Drones are strategic with the upward momentum in oil and gas and will bring leading edge technology in the field of mapping for landmen. This is just one of many uses we plan for drones within oil and gas.”



Jim Manatt Jr. Chairman/CEO of Trust Energy, Inc., said, “Developing new technology will open up what would have been a bypassed opportunity. Technology will drive future development, just as it did in the early days of shale.”

Innovative technology in addition to future forecasts, and planning were the focus of speeches at the NAPE Business Conference sponsored by Cabot Oil & Gas Corporation. NAPE speakers included Arthur Gelber, president of Gelber & Associates Corp./Gelber Energy LLC; Bruce Vincent, past president, executive committee member and board member for Swift Energy Company and Mannatt. All agreed that during the economic lull, companies needed to strategize and prepare for future growth

Gelber provided insight into 2020 Crude oil and natural gas pricing expectation and their impact on capital availability while diving into key market analytics that are prime to change the future of oil and natural gas's respective market share. Gelber discussed the impact of regulatory bodies and environmental group's influence on coal regulation, and for the energy markets as a whole.

“Now is the time to reel in capital,” Gelber told an audience at the Summer NAPE. “Capital, we think, is going to be more expensive and opportunistic. There’s opportunity out there. Tremendous amounts of capital are available to you, to this industry today. It’s a great opportunity for the buyers.”

Gerber also promoted dry gas production saying, “We think gas is really going to be where the action is for the next couple of years, so look at your dry gas properties. Natural gas pricing, we think, is trending higher. We think it’s going to be a great place to be.





TOTALAND



NAPE Business Conference Luncheon keynote speaker Bruce Vincent added: “Those who wait around for the market to improve are those who are going to be hit the hardest. We have to be ready.”

Manatt encouraged future strategies in buying saying, “In our lifetime—I think I’ve said this before but I mean it this time—you’re not going to buy leases for less than you can get them right now. I know that I’m with the 150 most pathologically optimistic people in the industry right now—we’re all here at summer NAPE. I’m sure you see

your glass as half full, and it’s going to get fuller. The glass would begin to fill up if companies break out of the cookie-cutter model the industry has found itself in.”

Not only did Summer NAPE offer deals, strategies, and technology to today’s professionals, but also continued caring for the oil and gas professionals of the future. NAPE Partners donated \$100,000 to the Independent Petroleum Association of America (IPAA) Education Foundation. The donation will be used for a program that provides high school students with advance STEM learning to prepare them for future oil and gas careers.

After Summer NAPE 2015, attendees look forward to the next NAPE in Denver on Dec. 9-10. Save the date!

