

# CONNECT, CULTIVATE, COMMUNICATE

## 94TH

# ANNUAL MEETING

## NOVEMBER 6-8, 2023



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SAN ANTONIO, TX

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## Welcome to San Antonio!

Dear IPAA Member,

The Independent Petroleum Association of America team and I are excited to welcome you to San Antonio, TX. IPAA's 94th Annual Meeting will be a unique opportunity to Connect, Cultivate and Communicate with national speakers, policymakers, industry experts and fellow IPAA members. It's you, our members, who make our association's work possible and we're grateful to have you here this week in Texas.

Ninety-four years ago, a group of independent producers, concerned about the protection of their interests, founded IPAA in Colorado Springs. Today, IPAA continues its strong and successful advocacy efforts for America's natural oil and natural gas industry. In this tumultuous time, it's my belief that the association's efforts are needed now more than ever.

IPAA companies have gone farther than ever imagined. New technologies and innovative minds have heralded a new energy renaissance that has strengthened the nation's economy, national security and the environment.

But our industry remains under attack. IPAA leads the way against bad legislation and regulation – including damaging federal taxes, hydraulic fracturing, emissions and permitting rules. Our efforts have also seen major victories – the rise of not only LNG exports, but also crude oil exports and record levels of production, especially here in the Lone Star State.

This week in San Antonio, we have a great agenda for you, including:

- Ken Hersh, President and CEO of the George W. Bush Presidential Center and co-founder of NGP Energy Capital Management
- Industry giant Harold Hamm, founder and executive chairman of Continental Resources
- A crisis communications led by FTI Consulting
- “Market Opportunities and Uncertainties” – an insightful panel organized by IPAA Capital Markets Chairman David Baggett, Founder and Managing Director of Opportune
- Energy issues on Capitol Hill
- A panel on the regulatory headwinds facing the industry, including methane regulation and fees
- And more!

Please don't hesitate to contact a member of the IPAA staff if you have any questions, concerns or comments. We appreciate your feedback.

And, as always, thank you for your support. IPAA would not be in its 94th year without the financial contributions of our member companies, or the valuable time of our volunteer leadership.

Sincerely,



Jeff Eshelman  
President and Chief Executive Officer

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## **Sunday, November 5** Come early and play! Golf and Resort Activities available

JW Marriott San Antonio Hill Country Resort & Spa is a golf-lover's paradise with two championship courses at TPC San Antonio. Please call the JW Marriott Reservations Team at 210-491-5800 to schedule your tee time.

## **Monday, November 6**

**10:00 AM** **State and Regional Associations Brunch Meeting** *Bluebonnet-Dogwood*  
Breakfast meeting for State and Regional association leadership and their staff.

**1:00 PM** **IPAA Board Meeting \*** *Cibolo Canyon Ballroom 7-11*  
Meeting of the IPAA Board of Directors. This meeting will be open to IPAA members only. The board reserves the right to move into a closed meeting if the need arises. No unofficial recordings allowed.

**2:30 PM** **Afternoon Breakouts - IPAA Committee Meetings**

- IPAA Wildcatters Fund PAC *Bluebonnet-Dogwood*
- Environment and Safety *Periwinkle-Verbena*

**4:00 PM** **SPECIAL PRE-EVENT WORKSHOP: Crisis Communications,**  
**hosted by FTI Consulting** *Sunflower-Wisteria*  
During this session, experts from FTI Consulting will provide an overview of the disaster lifecycle – from preparedness and mitigation to response and recovery – and how companies can prepare for a disruption to their operations as well as the implications of a disaster or emergency event. Attendees will also learn why a company's communications strategies and operational considerations must be fully integrated throughout the management of a crisis, including media engagement, relationships with stakeholders, and reputation management.

**6:00 – 7:00 PM** **Welcome Reception Fiesta Sponsored by ProFrac**  
*San Antonio Terrace*  
Please join us at our San Antonio style welcome reception featuring entertainment, delicious tex Mex hors d'oeuvres, beautiful Hill Country views and networking.



## **Tuesday, November 7**

**7:00 – 8:15 AM** **Networking Breakfast** *Cibolo Canyon Ballroom 6*  
Start your day by joining us for this casual breakfast where you will have the opportunity to talk with industry colleagues.

### ***General Sessions in Cibolo Canyon Ballroom 7-11 unless otherwise noted***

**8:30– 9:15 AM** **Welcome and Introduction of the Board**  
-IPAA Chairman Steven Pruett  
-IPAA Update from IPAA President and CEO Jeff Eshelman



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9:15- 10:15

## Keynote : Ken Hersh- “The Fastest Tortoise: Winning in Industries I Knew Nothing About ”

Fireside chat between IPAA Chairman, Steven Pruettt and Ken Hersh, President and CEO of the George W. Bush Presidential Center and co-founder of NGP Energy Capital Management to discuss ruminations from his book, “*The Fastest Tortoise: Winning in Industries I Knew Nothing About.*” This discussion will draw from wisdom imparted in Mr. Hersh’s book for our oil and natural gas professionals and investors alike.



10:30 – 11:45 AM

## Market Opportunities and Uncertainties – Where Do We Stand? Sponsored By White and Case

Energy markets remain a challenge for investors, shareholders and lenders. Questions surrounding how producers address ESG issues continue to evolve, and investment firms and banks must weigh how companies are addressing their carbon footprint. In addition, the rise of family offices has had an impact on investments and the private equity markets remain fluid. IPAA’s Capital Markets Committee will host this dynamic session with expert panelists who will address these questions and others facing IPAA member companies and the industry. **Introduction by: Jason Rocha, White and Case**

### Moderator:

Keith J. Behrens  
Managing Director & Group Head  
Energy Investment Banking Group  
Stephens Inc.

### Panelists:

Joe O’Brien, President and Chief Executive  
Officer of A.G. Hill Partners  
Andrew Bremner, Partner of JB Energy Partners, LP  
also Vice President of Oil & Gas for Jaco Oil Company  
Jeff Bartlett, Pontem Energy Capital

12:00 – 12:45

## Networking Lunch – Buffet- Cibolo Canyon Ballroom 6

This casual lunch will give meeting attendees time to chat about the morning sessions while also discussing what’s next amongst their tablemates while enjoying delectable food at the JW Marriott Resort.

1:00- 2:00 PM

## View of Energy Issues from Capitol Hill

Energy policy and discussions surrounding the future of the American oil and natural gas industry remain a key topic in Washington, D.C. Rather than looking to develop a rational program designed to promote all forms of American energy that will fuel our economy and enhance environmental goals, debates in Congress regarding energy quickly spiral into battles over climate change and unrealistic discussions about the best way to provide energy for the nation in the coming years.

IPAA's Government Relations team will provide some insight into the current battles going on in the capitol city and what we can expect in the coming year. This free-flowing session will tackle issues ranging from climate change to how American independent oil and natural gas producers can continue to grow and thrive when Washington makes it increases harder to operate in the United States

### Speakers:

Dan Naatz, IPAA, Chief Operating Officer and Executive Vice President  
Ryan Ullman, IPAA, Vice President of Government Relations & Political Affairs  
Mallori Miller, IPAA, Vice President of Government Relations

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## 2:00 – 2:45 PM Regulatory Headwinds Facing Industry

This session will present information on the current status of federal methane emissions regulations, reporting requirements and taxes.

### Moderator:

Lee Fuller, IPAA Officer  
Environment & General Strategy

### Panelists:

Melinda Taylor, Senior Lecturer, University of Texas  
School of Law  
Grant Swartzwelder  
President, OTA Environmental Solutions

## 3:00 – 3:45 PM State and Regional Perspectives on the Changing Political Landscape

Panelists from different regions of the country will discuss their perspectives on the changing political landscape and the issues that impact their local states and regions.

### Panelists:

Ron Ness – President, North Dakota Petroleum Council  
Michael Lozano - Permian Basin Petroleum Association  
Charlie Burd – Executive Director, Gas & Oil Association of West Virginia



## 4:00 – 5:00 PM Afternoon Breakouts – IPAA Committee Meetings

- Membership and Business Development *Freesia*
- Land and Royalty *Bluebonnet*

## 6:30 – 8:00 PM Reception & Dinner *Event Lawn*

Join us for a wonderful evening enjoying moments with our co-workers and industry friends. At this Reception and Dinner, we will be doing just that while enjoying remarkable food, live chef action stations, and enjoying the beautiful fall weather in the Hill Country of San Antonio.

## Wednesday, November 8

## 7:00-8:15 AM Networking Breakfast *Cibolo Canyon Ballroom 6*

Start your final day of the conference by joining us for this casual breakfast where you will have the opportunity to talk with industry colleagues and enjoy a delicious spread.

## 8:30-9:15 AM International Export Markets – How Linked are we to Success?

Join Bob Fryklund, Chair of IPAA's International Committee and Chief Strategist for S&P Global Commodity Insights, and industry experts as they examine the export markets and discuss the role of exports (and imports) for American producers.

### Moderator:

Bob Fryklund,  
Chief Strategist for  
S&P Global Commodity Insights

### Panelists:

Khary Cauthen, VP Federal Government Affairs,  
Cheniere Energy, Inc.  
Justin Cope, CEO, Flywheel



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## **9:30 – 10:15 AM      Reaching Out – Engaging Communities, Consumers, and Policymakers**

Fireside discussion with representatives from LIUNA (Laborers' International Union of North America) and the Consumer Energy Alliance to discuss how they engage their members as well as outside communities and policymakers.

### **Speakers:**

Ryan Sandmann, Legislative Affairs, LIUNA,  
Emily Haggstrom, Senior Director of Communications, Consumer Energy Alliance

## **10:30 – 11:15 AM      Industry Allies: Oil and Natural Gas Advocacy at the Federal, State and Local Level**

The American Petroleum Institute (API) is one of the largest advocates for the industry. It recently released an "Economic Impact Study" that evaluates the impact of oil and natural gas in states and localities. This new study can be used as an important tool for the E&P sector to educate the public and policymakers on the importance of energy production. The American Gas Association (AGA), representing natural gas utilities, is facing a barrage of bad policies that restrict consumer energy choice. Politicians at the federal, state and local levels have introduced legislation and regulation to ban new natural gas appliances, such as stoves and water heaters, as well as new natural gas connections for homes and buildings. AGA is at the forefront of fighting these misguided policies and is educating policymakers and consumers about the importance of clean, reliable, affordable American natural gas

### **Speakers:**

Lizzie Sheffield, VP of Paid Media & Strategic Initiatives, American Petroleum Institute  
Sue Forrester, Vice President, Advocacy & Outreach, American Gas Association

## **11:30- 12:15 PM      Engaging with an Unchecked Agency**

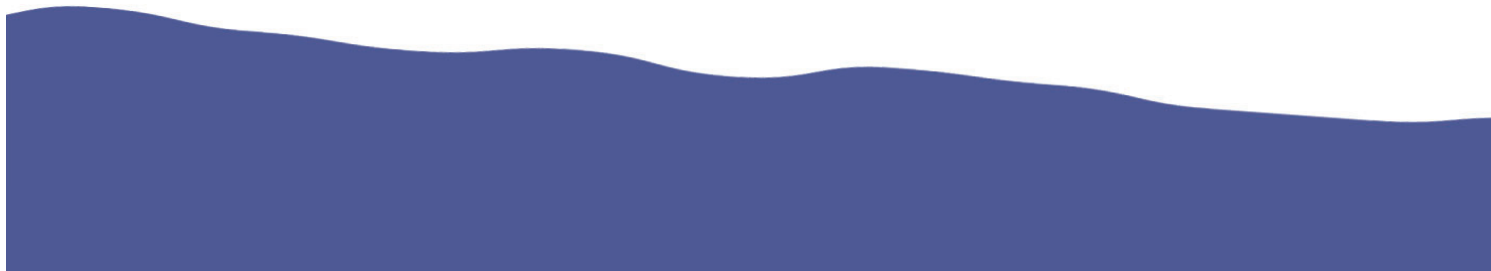
Join us for a comprehensive look and overview of the Department of the Interior's Office of Natural Resources Revenue. This session will focus on tips for industry on interacting with the ONRR, identify potential pitfalls, and highlight best practices in calculating federal royalties. Presenters will also shine a light on the ONRR's practices, which have evaded appropriate oversight since the agency's inception.

### **Moderator:**

L. Poe Leggette, Partner  
BakerHostetler

### **Speakers:**

Steve Dudgeon, Principal, Severance Tax/Royalty,  
Ryan LLC  
Matt Travis  
Principal, Global Practice Leader, Severance Tax/Royalty,  
Ryan LLC



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**12:30-2:00PM Membership Luncheon sponsored by Tubular Synergy Group**

**– Award Presentation and Keynote:**

## **Presentation of the "Wirt Franklin Lifetime Advocacy Award"**

In the spirit of IPAA's founder and first chairman/president, The Wirt Franklin Lifetime Advocacy Award recognizes the contributions of an advocate who has dedicated his or her career to advancing the interests of independent oil and natural gas producers. As IPAA enters its 95th year, this is a new recognition and award presented by the association leadership and staff.

## **Keynote: Harold Hamm - "Game Changer: Our Fifty-Year Mission to Secure America's Energy Independence"**

Join IPAA Chairman Steven Pruett in a fireside chat with industry giant Harold Hamm to discuss Mr. Hamm's lifetime in the energy industry, starting as a teenager in the oil fields to building a grassroots startup into a Top 10 oil producer in the U.S. Lower 48. This year, Mr. Hamm authored the book, Game Changer: Our Fifty-Year Mission to Secure America's Energy Independence which breaks down his life journey battling conventional wisdom.



## **2:00-2:30 Final Announcements**

Closing remarks by Steven Pruett and Jeff Eshelman

**THANK YOU FOR ATTENDING!**  
**JOIN US FOR THESE UPCOMING EVENTS**



Thursday, November 30, 2023  
Houston, TEXAS



January 17, 2024  
Houston, TEXAS



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