



**Texas
Independent
Producers and
Royalty Owners
Association**

CONGRESSIONAL LEADERS WORK WITH PRESIDENT TRUMP TO FINALIZE NEW DEAL ON THE U.S.-MEXICO-CANADA AGREEMENT

With the year winding to a close, congressional leaders in D.C. announced a new bipartisan agreement has been reached with the White House to formally approve a revised version of the United States-Mexico-Canada Agreement (USMCA), which will replace the former North American Free Trade Agreement (NAFTA). Since President Trump in 2018 proposed a replacement for the 1994 trade deal, the policy has awaited congressional approval in order to be ratified and put into effect. Democrats and Republicans have struggled to come to an agreement over certain USMCA provisions relating to workers' rights and environmental standards, though in December, finally settled on a compromise allowing the policy to move forward. "Thanks to President Trump's leadership, we have reached an historic agreement on the USMCA," United States Trade Representative Robert Lighthizer said last week. "After working with Republicans, Democrats, and many other stakeholders for the past two years we have created a deal that will benefit American workers, farmers, and ranchers for years to come. This will be the model for American trade deals going forward." Congress is expected to take a final vote on the policy in the coming weeks.

TIPRO President Ed Longanecker extended praise for progress made to finally approve the USMCA agreement, which will support sustained growth of U.S. North American energy exports. "We are pleased to see administration officials, congressional lawmakers and trade negotiators come to a resolution on USMCA. The new USMCA agreement is a win for Texas oil and gas producers and other business owners," commented Longanecker. "Energy integration between Mexico, the United States and Canada has been a success story that has led to the creation of many new opportunities to improve trade relations across North America. We must continue to maintain and protect the ability to sell our natural gas, oil and refined products tariff-free to Texas' two largest international trading partners, Mexico and Canada."

"Since officials began reviewing NAFTA under the Trump Administration, TIPRO has advocated for a fair international trade agreement, which is vital not only to the Texas oil and gas industry but also to our state and national economy across many different sectors," added Longanecker. "Throughout the negotiation process, TIPRO has closely monitored amongst other provisions the review of the special dispute-resolution process included as part of the original NAFTA agreement with the Mexican government, which provides some protection to multi-national companies that invest abroad. Another important element TIPRO fought to protect was the continuation of zero tariffs on oil and natural gas products. With the USMCA, we look forward to continuing to expand trade of U.S. oil and natural gas to export markets in Canada and Mexico."



RAILROAD COMMISSION TO HOST REGULATORY FORUMS THROUGHOUT THE STATE THIS SPRING

This spring, the Railroad Commission of Texas will host one-day regulatory seminars around the state to educate and update energy industry representatives on a variety of notable topics, including drilling permitting, completions, injection well permitting and pipeline permitting. Currently, forums are planned for the following dates and cities:

- January 22, 2020 — Corpus Christi
- February 4, 2020 — Houston
- March 5, 2020 — Fort Worth
- April 1, 2020 — Midland
- April 2, 2020 — Midland

The registration fee is \$100 per person. For additional event information and to sign up to attend, please visit the Railroad Commission's website at <http://www.rrc.texas.gov/oil-gas/oil-gas-workshops-and-seminars/>.

PRESIDENT'S MESSAGE

TIPRO Members,

As you know, our organization regularly reports on workforce trends and related data for the Texas oil and natural gas industry, including employment, demographics, and desired skills among employers, to name a few areas of focus. A regular topic of discussion over the past decade has related to the talent gap facing our industry and how to encourage the next generation of professionals to choose a career in oil and natural gas.

According to TIPRO's research, of the 360,000 individuals directly employed by the Texas oil and natural gas industry, 42 percent of workers are 45 or older. The data suggests that a high number of individuals will be retiring in the next 10 years with fewer looking at our industry for career opportunities. This challenge is multi-faceted. According to recent surveys, younger generations often view our industry as negative or even dangerous, much of which is perpetuated by anti-fossil fuel activists and even our own educational institutions. The inevitable volatility in the oil and gas industry is certainly another factor influencing education and employment decisions with our youth. Regardless, we are facing a very real shortage in talent for our industry in the coming years.



Ed Longanecker

The *Houston Chronicle* recently published an article focused on emerging workforce trends, noting how young people with jobs such as scrum master, agile coach, data scientist, cloud architect, and even user experience designer were adding to the more traditional job functions in oil and gas. This is one way to make the industry more appealing to the younger generations, while utilizing talent and technology to drive further innovation, efficiencies and environmental stewardship in our sector.

In addition to emerging workforce trends, we continue to track all positions that are vital to the future success of our industry, ranging from truck drivers and roustabouts to petroleum and chemical engineers. As an example, Texas oil and gas currently counts 19,647 petroleum engineers in our workforce with demand projected to increase by 939 between 2019-2024 (4.8 percent). The chart below illustrates employment trends for petroleum engineers in Texas from 2014, the highest point for industry employment, to the year 2024.

Roustabouts in oil and gas employment decreased by 6,923 from 2014-2019 (-19.8 percent), again from the high point in industry employment, followed by a significant industry downturn in 2015-2016. This occupation is projected to increase by 3,778 from 2019-2024 (13.4 percent), outpacing the national projected growth rate of 12.9 percent. Regional job concentration per capita for roustabouts is 5.57 times the national job concentration. In other words, there are 457 percent more roustabouts in this region than we would expect to find in the average region. I encourage you to review our additional reports at www.tipro.org for more comprehensive data and analysis.



Clearly current market conditions could impact projections for oil and natural gas employment in Texas, which may be offset by a rise in commodity prices related to OPEC production cuts, a China trade deal and increasing demand. Despite some of the more dire predictions, annual employment in the Texas oil and natural gas industry this year should exceed employment figures compared to 2018. For 2020, industry employment will likely see a further decline in the first half of the year, but flatten out as operators adjust to lower capital investment and a continued push to operate within cashflow. One thing we can bet on, the oil and natural gas industry will address whatever market challenges it faces and emerge stronger, more efficient and resilient. But, much like some of the emerging workforce trends and technology advancement we are witnessing, the industry could look very different in the next five to ten years.

TIPRO is proud that our organization, name and mission have remained consistent since our inception nearly 74 years ago. In addition to our regular advocacy work, we will continue to monitor and report on industry trends to help educate policy makers and support efforts to strengthen our industry, prepare the next generation of workers and attract more professionals to oil and gas. This includes partnering with like-minded and reputable organizations to advance our cause. There are some collaborative initiatives currently underway, which should have a positive impact in the coming years.

Thank you, as always, for supporting TIPRO and this incredible industry. I wish you and your families a Merry Christmas and prosperous New Year.

Ed Longanecker

RAILROAD COMMISSION APPROVES REGULATORY AMENDMENTS TO RURAL GATHERING LINES RULES

At the December 17th open meeting at the Texas Railroad Commission, Texas regulators voted to approve amendments for pipeline safety regulations and rural gathering lines under Chapter 8 and 3.70. Statutory changes will update state regulatory codes to ensure consistency with federal standards, and assert commission authority over gathering lines pursuant to House Bill 2981 (83rd Legislature, 2013) and requirements pursuant to House Bill 864 and 866 (86th Legislature, 2019). To see the final rules, as amended, visit: <https://bit.ly/2Ey9HjP>.

HOUSE SPEAKER APPOINTS NINE TO NEW HOUSE INTERIM STUDY COMMITTEE

Speaker of the Texas House Dennis Bonnen has named seven representatives and two public members to a new House Interim Study Committee that will review the impact of Aggregate Production Operations (APOs) in Texas. APOs, which include rock quarries, rock crushing facilities, concrete batch plants and hot-mix asphalt plants, are used to provide the road base and concrete supporting new construction projects. With an expansion of APOs supporting rising population and other needs in Texas, there has been a dramatic impact on the environment and surrounding communities in rapidly growing counties.

Consequently, the speaker has asked the special committee to investigate APO-related issues across the state, including nuisance concerns relating to dust, noise, and light; transportation safety and transportation integrity; air quality; blasting enforcement; reclamation efforts; distance of facilities from adjoining property lines; disruption of groundwater; and the impact of municipal ordinances. The committee also has been tasked with monitoring the implementation of House Bill 907, passed earlier this year by the 86th Legislature, which increased the frequency of inspections for new APOs, and has also adjusted administrative penalties for rule violators. Following the conclusion of its study into APO-related matters, the committee will submit a final report offering its findings and providing recommendations for further action.

Representative Terry Wilson (TX20) will serve as chairman of the interim study committee, and Representative Armando “Mando” Martinez (TX39) has been appointed vice chair of the legislative group. Other members include Representatives Alma Allen (TX131), J.M. Lozano (TX43), Andrew S. Murr (TX53), Jared Patterson (TX106), and Erin Zwiener (TX45). Greg Hale and David Perkins will represent the public on the committee.

“Aggregate production affects both the Texas economy and the lives thousands of Texans across the state. I look forward to working with Chairman Terry Wilson and my fellow committee members in undertaking the duties with which we are charged. I’m confident that our time will be well spent in the pursuit of shaping good policy for our great state,” remarked Representative Patterson.

AURELIA SKIPWITH CONFIRMED BY U.S. SENATE AS DIRECTOR OF USFWS

In mid-December, members of the U.S. Senate voted 52-39, mostly along party lines, to confirm Aurelia Skipwith as director of the U.S. Fish and Wildlife Service (USFWS). Skipwith, who has served as deputy assistant secretary for the Fish and wildlife and Parks at the U.S. Department of Interior since April 2017, will oversee a workforce of 8,500 government personnel working towards a mission of advancing conservation and protection of fish, wildlife and plant species and their habitats for the continuing benefit of the American people. Skipwith is the first African American and the third woman to serve as the director of USFWS.

“Aurelia Skipwith’s leadership at the Department of the Interior has been vital in helping us advance the president’s priorities for the American people,” said U.S. Secretary of the Interior David Bernhardt. “I look forward to working with her in her new capacity.”

Previously, she served as assistant corporate counsel at Alltech, Inc., an agricultural consulting firm, and was formerly a molecular analyst and sustainable agriculture partnership manager for Monsanto.

Skipwith was originally nominated by President Donald Trump to lead the USFWS in 2018, though her nomination never advanced to the full Senate for a vote. The president renominated Skipwith for the role in July of 2019. “I am truly honored to serve the American people under the leadership of President Trump and Secretary Bernhardt,” said Skipwith following her confirmation as USFWS director on Thursday, December 12. “I am grateful for the confidence that the Senate has placed in me, and I look forward to helping the Secretary advance this Administration’s priorities for the Department, for the Service and for American conservation.”

With Skipwith’s confirmation, the USFWS will have its first director since the beginning of the Trump Administration.



TIPRO Calendar of Events

JANUARY 8, 2020 HOUSTON — IPAA/TIPRO Leaders in Industry Luncheon, 11:30 a.m. Houston Petroleum Club. For info, call: (202) 857-4733.	JANUARY 14, 2020 SHREVEPORT — TIPRO District Meeting with Chairman Chris Paddie, 6:30 PM - 8:30 PM. Member-only event. For info, call: (512) 477-4452.	FEBRUARY 6-7, 2020 HOUSTON — 2020 NAPE Expo, George R. Brown Convention Center. For info, call: (817) 847-7700.	FEBRUARY 12, 2020 HOUSTON — IPAA/TIPRO Leaders in Industry Luncheon, 11:30 a.m. Houston Petroleum Club. For info, call: (202) 857-4733.
---	--	---	---

Join TIPRO for the association's 74TH ANNUAL CONVENTION

March 23-24, 2020

Hilton Anatole Hotel, Dallas, Texas



Registration is now open

Make plans to join TIPRO at the Hilton Anatole Hotel in Dallas, Texas, March 23rd - March 24th for the association's 2020 Annual Convention! During the two-day event, the association is proud to host guest presenters that will include industry executives, oil & gas experts and energy leaders. The forum will kick-off with a reception on the evening of Monday, March 23, followed by a full day of speakers, Chairman's Dinner and Hat's Off Award Ceremony on Tuesday, March 24.

As part of the TIPRO convention, there also will be several opportunities to meet and network with members of the association, and form new business connections. To register for the convention, go to www.tipro.org/meetingsevents/annual-convention.

Sponsorship opportunities also are available

Show your support of the TIPRO event and gain company recognition by signing up to sponsor the association's 74th Annual Convention. General sponsorship packages are available, as well as specialty item sponsorship opportunities. To review sponsorship options, visit: <https://bit.ly/35F1V3N> or contact TIPRO by calling (512) 477-4452.

Gain exposure participating in TIPRO's Information Hall

TIPRO's 2020 conference also will offer a special information hall showcasing unique industry services and products to members of the association. Contact TIPRO today for more information on how to participate.

Book your hotel room early for the TIPRO conference! TIPRO members are encouraged to reserve your hotel accommodations at the Hilton Anatole Hotel in Dallas for TIPRO's 2020 Annual Meeting. Book your room here: <https://book.passkey.com/e/49969960> or call the Hilton Anatole at (214) 748-1200.

Please note that the discounted TIPRO rate of \$239 per night at the Hilton Anatole will only be available until February 21, 2020!

**Other convention details, including an agenda overview, coming soon*

Find other event information by visiting the TIPRO website at

www.tipro.org

NATIONAL PETROLEUM COUNCIL PUBLISHES REPORTS ON OIL & GAS INFRASTRUCTURE, CARBON CAPTURE

The National Petroleum Council (NPC) in December released a series of new reports covering two core challenges facing the nation's energy industry today: energy infrastructure development and opportunities for carbon capture, use and storage (CCUS). The NPC, a federal advisory committee reporting to the secretary of energy, the last two years has conducted comprehensive analysis into the two areas at the request of former Energy Secretary Rick Perry. On the council, Texas is represented by current Railroad Commissioner Christi Craddick. Other regulatory experts including Leslie Savage and Kari French from the Texas Railroad Commission also supported work for NPC's latest studies highlighting national infrastructure and carbon capture issues.

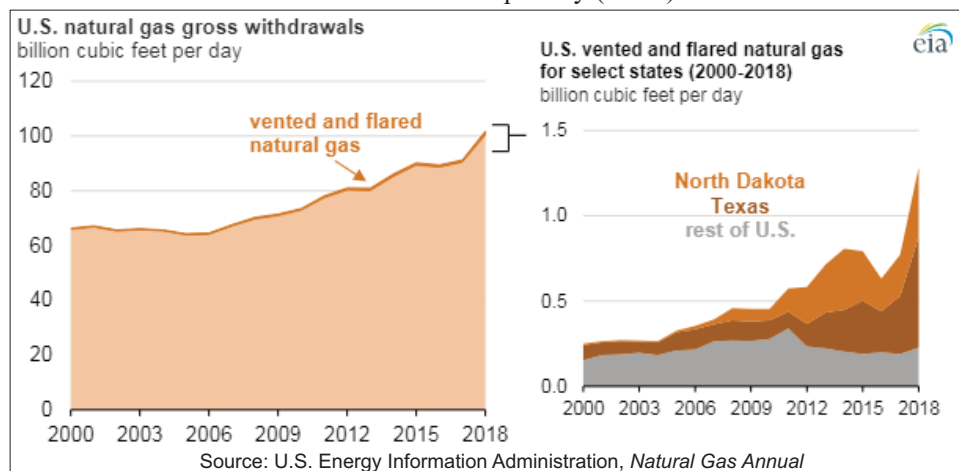
NPC's infrastructure study, titled "*Dynamic Delivery: America's Evolving Oil and Natural Gas Transportation Infrastructure*," pinpoints solutions for expanding energy infrastructure in the United States, which would better connect America's energy resources to the marketplace. In its study, the NPC resolves public and private investment in new and existing pipelines, ports, rail facilities, and inland waterways will be essential to connecting America's abundant energy supplies with domestic and global demand. NPC also reinforces the importance of creating greater regulatory certainty to support the permitting and construction of infrastructure, and also stresses the need of addressing climate change. Accordingly, the council has recommended the United States clarify greenhouse gas assessments under the National Environmental Policy Act (NEPA) and enact a comprehensive national policy to reduce greenhouse gas emissions in order to offset the environmental impact of infrastructure development. Council members also emphasize the importance of improving stakeholder engagement in the permitting of infrastructure, as well as suggest regulators identify ways to promote implementation of technology in order to expand transportation safety and enhance pipeline integrity.

NPC's second study, "*Meeting the Dual Challenge: A Roadmap to At-Scale Deployment of Carbon Capture, Use, and Storage*," builds on previous research and expertise to underscore how the United States is uniquely positioned to be a the world leader in CCUS. This study lays out a pathway to support growth of CCUS over the next 25 years through three phases of deployment -- activation, expansion and at-scale, which would help meet the dual challenge of providing affordable, reliable energy while addressing the risks of climate change at the lowest cost. Study Chair John Mingé called the NPC report "the most comprehensive ever undertaken." He added, "[The report] provides a highly actionable roadmap to widescale deployment that will shape U.S. policy today and for years to come."

Copies of both reports are available on the NPC website at www.npc.org.

TEXAS AND NORTH DAKOTA ACCOUNT FOR MAJORITY OF VENTED AND FLARED NATURAL GAS IN U.S.

Updated data recently released from the U.S. Energy Information Administration (EIA) shows the states of Texas and North Dakota in 2018 accounted for 1.1 billion cubic feet per day (Bcf/d) of vented and flared natural gas in the United States, representing 82 percent of the total reported vented and flared volumes.



According to the EIA, vented and flared natural gas in Texas reached over 0.65 Bcf/d last year, nearly double the 2017 level and about 2.5 percent of total 2018 natural gas gross withdrawals in the state. Meanwhile, producers operating in the state of North Dakota flared 0.40 Bcf/d, equivalent to 17 of total natural gas gross withdrawals in North Dakota, the highest percentage share of any state.

This trend in rising flaring and venting activity comes as oil and gas development in the Permian and Bakken -- found in Texas and North Dakota respectively -- has drastically expanded in the past five years. With producers limited in their abilities to handle natural gas due to infrastructure constraints, associated gas—or natural gas that is extracted during oil production—has been increasingly vented and flared in order to manage this undeliverable natural gas production from flowing oil wells. Regulators in both Texas and North Dakota have been working with producers to limit the need for flaring without shutting down or affecting production of crude oil from new wells, indicates the EIA. In the meantime, buildout of natural gas pipelines and other infrastructure is allowing for the transport of greater volumes of natural gas to market, particularly from the Permian Basin, will help further reduce needs to flare or vent natural gas.

NEW MEMBER SPOTLIGHT: RIGUP, INC.

RigUp is a technology company that's building a platform to better support the energy workforce. Through the industry's largest marketplace, RigUp is improving the lives of contractors and helping service providers and operators find the people who will get the job done. Headquartered in Austin, Texas, and backed by Founder's Fund, Quantum Energy Partners, and Silicon Valley Bank, the company has raised \$123.8 million in funding to support our mission to change the way work is done in the oilfield.

TIPRO is excited to welcome RigUp as a new member of the association!

OPEC AGREES TO DEEPEN OIL PRODUCTION CUTS LEADING INTO 2020

The first week of December, the Organization of Petroleum Exporting Countries (OPEC), Russia and other major oil producers reached an agreement to deepen cuts to oil production by an additional 500,000 barrels per day (b/d), the equivalent of a half of one percent of global output, through the first quarter of 2020. This target seeks to reduce total oil production by 1.7 million barrels daily to alleviate market pressures amid concerns of an economic slowdown.

With increasing global supplies of oil, a large portion of which coming from the United States, causing a glut of oil, OPEC and its allies decided at a meeting in Vienna on December 6, 2019, to continue reductions in oil production to help curtail supply and shore up oil prices. Already this year, OPEC has maintained cuts of 1.2 million b/d below the group's production rate recorded in October 2018, with OPEC's latest round of production cuts due to expire at the end of March 2020.

NEW GOVERNMENT REPORT FORECASTS U.S. SHALE OIL PRODUCTION TO RISE IN JANUARY

As part of its monthly forecast series, analysts with the U.S. Energy Information Administration (EIA) on Monday, December 16th projected oil output from U.S. shale formations will increase by nearly 30,000 barrels per day (bpd) in January. If achieved, this would allow the country to see shale production hit a record level of 9.14 million bpd the first month of the new year. Shale oil production growth is likely to continue to be supported by drilling activity in the Permian Basin, the nation's most prolific crude oil producing region, with regional output there estimated to rise to a new record of 4.74 million bpd, up 48,000 bpd. Though this is positive expansion of shale production, it represents the smallest increase recorded in the Permian since July.

Shale oil production will also rise in the Bakken, Niobrara and Appalachia formations, forecasts the EIA. Meanwhile, the EIA said it expects oil production to decline in the Eagle Ford and Anadarko basins.

"Slowing crude oil production growth results from a decline in drilling rigs over the past year that EIA expects to continue into 2020. Despite the decline in rigs, EIA forecasts production will continue to grow as rig efficiency and well-level productivity rises, offsetting the decline in the number of rigs," said the federal data agency in December.

UNITED STATES AND CHINA ADVANCE FIRST PHASE OF NEW TRADE DEAL

On Friday, December 13, President Donald Trump announced an agreement has been reached between the United States and China over an initial trade deal, easing tensions amid a trade war involving the world's two largest economies. The first phase of the U.S.-China trade deal will require structural reforms and other changes to China's economic and trade regime in the areas of intellectual property,

technology transfer, agriculture, financial services, and currency and foreign exchange. A commitment also has been made by China under the new trade agreement to substantially increase imports and purchases of U.S. goods and services, including energy products, in the coming years, which should contribute significantly to the rebalancing of the U.S.-China trade relationship. Meanwhile, under the trade arrangement, the United States has agreed to modify its Section 301 tariff actions to ease duties and other economic pressures against Beijing.

This latest breakthrough to the U.S.-China trade war is encouraging, particularly for America's oil and gas industry which has been adversely impacted from retaliatory tariffs applied by China towards imports of U.S. natural gas, oil and other refined products. Today exports of U.S. energy to China have fallen to nearly zero, even though China is one of the world's largest consumers of liquefied natural gas and petroleum.

"Today's announcement of a Phase One agreement with China is another significant step forward in advancing President Trump's economic agenda. Thanks to the President's leadership, this landmark agreement marks critical progress toward a more balanced trade relationship and a more level playing field for American workers and companies," remarked U.S. Secretary of the Treasury Steven Mnuchin on the trade deal.

As a result of the December "Phase One" trade agreement, the U.S. says it will not impose planned tariffs on \$160 billion of Chinese-made consumer goods, including cellphones, laptops, toys and clothes, which were set to take effect in mid-December. Negotiators next will reportedly begin to work on a "Phase Two" of the trade agreement that is expected to address tougher trade issues between the two nations, including the forced technology transfers that China imposes on U.S. businesses.

This holiday season, make special new memories with the family by taking advantage of deep discounts offered for members of TIPRO at Six Flags Fiesta Texas!

Single day tickets are just \$29.99 each (regularly priced \$50.99 per ticket), and if you buy two tickets, TIPRO members also can enjoy free parking at the theme park.

Celebrate the holidays with thrills and laughter at Six Flags Fiesta Texas in San Antonio. Visit the following link to use the TIPRO promotion*:

<https://bit.ly/2Eo70I3>.

**Offer ends January 5, 2020*



“THE BARROW RANCH: WHAT DOES IT FORETELL ABOUT THE INDUSTRY’S NEXT EVOLUTION OF EXPLORATION AND PRODUCTION?”

BY DIANA FRAZIER, PRESIDENT OF GUARDIAN MINERAL MANAGEMENT & CONSULTING

The next evolution of oil and gas exploration and production has arrived—and it’s use of innovative technology, collaborative working groups and skilled professionals are thriving at the Barrow Ranch.

Low crude oil prices and diminishing returns are spurring industry investors to search for new opportunities, and many are turning to the attractive value proposition offered by conventional sites, like the Barrow family’s 32,000 acre spread near Beaumont, Texas.

What’s cutting conventional site exploration’s risk in half (or more)?

Conventional plays are once again seeing strong investment thanks to technological and cost improvements of 3-D seismic data acquisition, more sophisticated geological models, depth imaging and petrophysically-based AVO software have dramatically increased precision and reduced risk. Clay Harmon, a principal and lead geophysicist at Pingora Exploration, shared that “...the technological improvements in AVO analysis and 3-D seismic data... are enabling us to be more precise and bring the risk level down to 1-in-3 or even 1-in-2.”

In 2007, Samson Energy acquired 3-D seismic over the Barrow’s acreage and surrounding area—approximately 64,000 acres in total, and because the owners negotiated a copy, Pylon and Pingora Exploration leveraged AVO (Amplitude Variation with Offset) to look at the structures from various angles.

Skeptical about the resurgence of conventional exploration? Take a look at the results.

“It’s why we were able to identify a new fault trap without any exploration. We’re updating estimates, but the initial estimate showed a potential of 10M barrels of oil and 100Bcf of natural gas,” said Harmon.

Les Clark from Pingora Exploration reinforced that advancing technology requires an experienced professional to convert it into intelligence and identify hydrocarbons. Currently, the Barrow Ranch boasts a producing well and six additional prospects-- and it’s only the beginning.

How was this deal crafted in just a few years?

The owners acquired high-quality 3-D Seismic data in 2007. However, without partners, the study and the land’s resources were underutilized. Determined to continue the ranch’s nearly 100 years of production, owner Rob McDonald, attended a TIPRO networking event in 2014 in search of innovative professionals. He met Diana Frazier, president of Guardian Mineral Management & Consulting, who began sharing insight and adding value the moment they met.

“She’s very informed. She’s an eloquent speaker who is really analytical and intentional. Because of her experience and expertise, we get unbiased, well-informed reviews and opinions—quickly. I love working with her,” said McDonald. Diana’s experience as a Certified Professional Landman (CPL) and her firm’s robust network enabled her to generate interest and connect the right partners.

What’s the art of crafting a high performing working group?

Each of the stakeholders highlighted the importance of technological advancements, but ultimately credited the success to relationships. Pylon’s and Pingora Exploration’s first contract was brief, just 60 days to crash the data. It offered a low-risk opportunity to explore future partnership, which led to a six-month agreement and transformed into a two-year lease. Clark shared that “the owners are very reasonable with lease terms, so it helped attract capital partners quickly. It’s truly a unique relationship—one that’s very collaborative instead of adversarial.” Investors interested in the Barrow Ranch opportunity can connect Les at Pingora Exploration.

Guardian Mineral Management and Consulting negotiates thousands of leases, so Diana Frazier helps clients create reasonable terms that protect the owners’ interests and the deal momentum. “There’s no perfect deal recipe, and that’s why an advisor’s connections and experience are critical. An experienced professional has the exposure to craft a deal, knows when (and how far to push) without alienating the stakeholders... While it sounds simple, and really it should be, having a responsive advisor can make or break a deal.”

Since the owners in this case were looking for innovative approaches, Diana introduced Mark Schoomaker, the founder of Pylon. “Mark is an incredible geophysicist, and while he’s much too humble to ever think it, his innovative approach and remarkable career has contributed to the industry advancements we’re seeing today,” noted Frazier.

Thanks to networking the entire working group is enjoying new levels of success.

So what should you take away?

- *Network! Relationships create revenue:* The industry is being revolutionized by technology—but relationships continue to create, win and lose opportunity. The Barrow Ranch deal transitioned from introduction to production in under five years.
- *Negotiate strategically:* The Barrow Family’s negotiation of the 3-D seismic study was key to their long-term success and enabled them to attract new investment.
- *Seek out talent:* The owners have nearly a century of industry expertise and their choice of professionals, and they prioritized high-tech, high-service professionals, which they found in national boutique firms.
- *Craft your brand:* The ownership group sought collaborative partners, and their brand as responsive, decisive and reasonable owners helped them quickly attract partners and investment.
- *Communicate with intentionality:* Crafting a deal is an intricate, relationship building process. Strong communication is what enables effective working groups to navigate the complexities.

To read the complete unabridged story, visit: <https://bit.ly/2Q5DvK0>. To meet the deal architect and discuss your own opportunities, connect with Diana Frazier, CPL, and president of Guardian Mineral Management & Consulting, by calling (888) 348-7318.

Happy Holidays & HAPPY NEW YEAR

FROM THE SPURS FAMILY TO YOURS



SEE YOU IN 2020



VS.

FRIDAY, JANUARY 3

H-E-B CENTER AT CEDAR PARK

7:30 P.M.

THIRSTY SPURSDAY - \$2 BEER



VS.

SUNDAY, JANUARY 5

H-E-B CENTER AT CEDAR PARK

4:00 P.M.

GET YOUR TICKETS AT AUSTINSPURS.COM - TICKETS STARTING AT \$15 - (512) 236-8333

THE TIPRO TARGET



Texas Independent Producers & Royalty Owners Association

With nearly 3,000 members, TIPRO is the nation's largest statewide association representing both independent producers and royalty owners. Our members include small family-owned companies, the largest publicly traded independents and large and small mineral estates and trusts.

919 Congress Avenue, Suite 1000
Austin, Texas 78701
Phone: (512) 477-4452
Fax: (512) 476-8070
www.tipro.org