Every Landman Wants One!

Volume IV, Issue 2

March, 2009



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Joel W. Miller AAPL Director Transamerica Minerals Co.



Presidents Message

Joel W. Miller, Energy Asset Analyst Transamerica Minerals Company

~ Another Generation Gone ~

With the collapse in prices, we have seen our industry change dramatically. Companies are filing for bankruptcy, production is being shut-in, and landmen are being let go. I received the AAPL Board of Directors Report for our March meeting and it shows the hardship in some places. Fort Worth Director wrote, "Industry recession has sent everyone into fox holes, hoping to survive". I worry that another generation of landmen will be scared away from our industry because of the lack of jobs. You can clearly see there is a major gap between landmen that are 50+ years old and landmen less than 30 years old. The reason is, low prices send young landmen packing their bags and many are forced to leave the industry to find employment. The Energy Management/Petroleum Land

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March Luncheon Speaker

"No Fear or Loathing in LA: How to be Bullish, Sell Deals and Otherwise Kick Ass While Living in a Recession in LA."

Born and raised in Albuquerque, **Cody Lee** graduated from the Albuquerque Academy and then attended Hillsdale College in Michigan. Liberal Arts major with time studying at the University of St. Andrews Scotland; Cody knew that he would work for himself since he started a lawn mowing business at age 9

Before moving back to Albuquerque in the summer of '05, Cody was the director of sales for the 55th Fastest Growing Companies in America and the 3rd Fastest Growing Company in Los Angeles. His company, Ironclad Performance Wear, still dominates its market with over 65% market share.

He has been listed as one of America's Top Selling Superstars in Entrepreneur

<u>Luncheon Speaker</u> continued on page 3



Editor's Corner

Joe Munsey Newsletter Chair Southern California Gas Company

I have kept our publisher, Randall Taylor of Taylor Land Services, Inc. patiently waiting to go to print while we fiddled with writer's block. Yes, ladies and gentlemen, the gray mass located somewhere in the old cranium would not fire up the synapses. Then, a flash of brilliance crossed the brain matter sparked by my good friend Cliff Moore at the revered "Backplant" when he emailed this original quote. "Snorkels are free at Wal-Mart if you work for the Big Three. The ship is definitely going under." [By chance, if you ever find your way in the LA Basin doing title, you'll want Cliff to be your good friend as he is the keeper of the gate to those ever important lot books. Remember the name.]

Continuing on with this perception of a spurt of brilliance, my mind was racing – the "Big Three," was he referring to ExxonMobil, BP, and Shell? Then realized he was referring to Detroit's "Big Three." How did we go from world automotive leaders to near laggards in the auto industry in less than a generation? Perhaps down the same path the government is plodding for the oil and gas business here in the US of A.

Here comes the inspiration. Is there a way to explain in this limited space the dichotomy that develops when a government sells itself as the answer to all the problems when in fact they can at times be the problem, i.e., the beast exists to feed itself. Let's see....

Case No. 1: On February 23rd, the Speaker of the House spoke to the National Clean Energy Project Roundtable to praise the gummed up Energy Independence Act of 2007. Also in attendance, Senate Majority Leader, Harry Reid, former President Bill Clinton, and his side kick in vice, Al Gore. Are you ready for this, the Speaker laid upon Harry Reid the accolade that he was one of America's boldest leaders in creating a clean energy future? Think the Foggy Bottom leaders have any idea about bold leadership? How am I doing so far?

Case No. 2: The Speaker continues, "America was founded upon the tradition of bold thinkers ensuring opportunity for future generations. More than 200 years ago, Albert Gallatin, Secretary of the Treasury under President Thomas Jefferson, submitted a plan to Congress to develop America's infrastructure. As Secretary Gallatin said at the time, his vision of roads and canals to unite our young nation could not 'be left to individual exertion.' He understood that public capital was needed for the public good." Well Madame Speaker, hate to break it to you, but if Mr. Gallatin were here today proposing the same plan, the three distinguished ecologically minded (said with a smile) musketeers attending the forum would be throwing up road blocks to stop the progress. There are rats, bugs and weeds that need to be saved. The speech writer handed the script to the wrong person to deliver to the wrong crowd. More? OK.

Case No. 3: The folks who need big limos and chauffeurs to get around the Capitol to discuss fixing energy policy now want to run the mortgage industry, who knows, maybe they will manage Wall Street. Take the malaise called the stimulus package. For instance, part of the bill was written to assist homeowners with their toxic mortgages. The way the bill was written, Congress sought to make sure the homeowners who benefited from this relief would not profit from it in due course. To that end, it stipulated the FHA would

claw back at least 50% of any profits the homeowners made when they sold the home. Read the fine print, there is a way out; however, the same crowd who brought you energy independence now brings you relief for the country's mortgage crises. Yup, they are the same ones now trying to run banking with good intentions. One more point to make, it gets better.

Case No. 4: The home State of California. Evidently, the Govenator has turned over the reins to First Lady Maria Shriver when it comes to taxes and California going green power - all the way baby. While "Arnold" has gone mad green he keeps cashing the royalty checks that pour in from oil and gas production coming from state lands. Here's the kicker, the Golden State collected its share from the Minerals Management Service's cookie jar for the fiscal year of 2008 a whopping \$103,445,963.15. [Guess I could have dropped off the 15 cents but included it for accuracy.] So Governor/Terminator - you do not like oil and gas but the MMS check was real sweet to cash. So, the Governor is leading the charge for energy independence here and abroad; without of course, hydrocarbons by his side. He sure loves topping off his jet fuel tank as he flies from LA to Sacramento and back home each day. More you say? Sorry, ran out of inspiration [fuel].

Gee whiz, makes one long for the days when the great Communicator was around and told America, "The most frightening words a group of citizens can hear, "we are the government and we are here to help you."

Last month we took the Chapter President to task for being long winded and here we pick up where he left off. So, winding things up and getting your adrenalin pumping for our meeting this month, we have Cody Lee of Westward Energy to energize us how to be bullish, sell deals and otherwise kick "ascaps" while living in a recession in LA. Need we say you should be at the Petroleum Club to cheer on the speaker and your fellow colleagues come March 19th?

Luncheon Speaker continued from page 1

Magazine and has been often quoted by national media in regards to sales. In 2008 he was also listed as a 40 Under 40 by the New Mexico Business Weekly. Right now, Cody serves as the President of the Albuquerque Petroleum Association and is the national Board member for Albuquerque to the American Association of Professional Landmen.

Cody and his partners own Westward Energy which has drilled several wells in the Williston Basin, New Mexico and South Texas. Westward Energy defines prospects, develops acreage and drills wells. Recently they have developed a new concept that works to develop alternative energy generation methods in combination with Oil and Gas drilling.

President's Message continued from page 1

Management programs have seen rapid growth over the last 8 years but I am afraid that might grind to a halt.

The nearly unlimited scholarship opportunities, high-paying summer internships and almost 100% job placement upon graduation attracted many students from other programs such as business marketing or finance. Now there is less money for scholarships, few summer internships, less full-time jobs, and many unemployed landmen with less than 5 years experience to choose from. If college students see a program struggle to employ their graduates, then they will look at other programs. If prices remain low for an extended period of time, our industry could really face a shortage of labor in the next boom cycle.



Lawyers' Joke of the Month

Jack Quirk, Esq. **Bright and Brown**

These are from a book called, "Disorder in the American Courts," and are things people actually said in court, word for word, taken down and now published by court reporters, who had the torment of staying calm while these exchanges were actually taking place.

ATTORNEY: The youngest son, the twenty-year-old, how old is he? WITNESS: Uh, he's twenty-one.

ATTORNEY: Were you present when your picture was taken?

WITNESS: Are you kidding' me?

ATTORNEY: She had three children, right?

WITNESS: Yes.

ATTORNEY: How many were boys?

WITNESS: None

ATTORNEY: Were there any girls? WITNESS: Your Honor, I think I need a different attorney. Can I get a new attorney?

ATTORNEY: How was your first marriage terminated?

WITNESS: By death.

ATTORNEY: And by whose death

was it terminated?

WITNESS: Now whose death do you

suppose terminated it?



Randall Taylor Petroleum Landman

Taylor Land Service, Inc. 30101 Town Center Drive Suite 200 Laguna Niguel, CA 92677 949-495-4372 randall@taylorlandservice.com

LAAPL CALL FOR ANNUAL DUES

Charlotte Hargett, Land Technician **Plains Exploration** & Production Company **LAAPL Treasurer**

Per Chapter by-laws, a Notice for Dues was recently sent out to LAAPL Chapter Members. Renewal is \$40.00; please send your renewal notices along with your payment as follows:

> Charlotte Harqett LAAPL Treasurer PXP – Plains Exploration 5604 S. Fairfax Avenue Los Angeles, CA 90056

LAAPL IN TALKS TO HOST WEST COAST LANDMAN INSTITUTE

Preliminary talks have been discussed surrounding the LAAPL to host the West Coast Landman Institute in Santa Barbara. The Board of Directors will further explore the hosting of the WCLI by the LAAPL at its board meeting in March at the Long Beach Petroleum Club. The Board of Directors will hear comments from the members during the executive board meeting and bring the matter forth during the business session of the March luncheon.

SCHEDULED LAAPL **LUNCHEON TOPICS** AND DATES

March 19th, 2009

Cody Lee, President of Westward Energy President, Albuquerque Petroleum Association Board Member, AAPL.

"How to be Bullish, Sell Deals &While Living in a Recession in LA"

Officer Nominations

May 21st, 2009

Cynthia Cohen, Ph.D., Jury Consultant

"Demeanor, Deception & Credibility" Officer Elections

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Case of the Month

DID THE D.C. CIRCUIT STRIKE A KNOCKOUT PUNCH TO THE HYDROELECTRIC POWER INDUSTRY?

City of Tacoma v. Federal Energy Regulatory Commission (Case No. 05-1054, D.C. Cir., August 22, 2006)

Thierry R. Montoya, Esq.

Ardno, Yoss, Alvarado & Smith

These consolidated cases require the Court to review a conditional license issued by FERC to the City of Tacoma to operate a hydroelectric project ("Project") on the Skokomish River. The City's license was objected to by the Skokomish Indian Tribe ("Tribe") that alleged, in principal part, that The FERC had no authority for relicensing the project in that its original license was invalid, and that the license did not adequately protect the environment or the Tribe's reservation. The City of Tacoma also petitioned for rehearing alleging, in principal part, that FERC license requirements would result in the Project costing more to operate than the value of the power it generated. The Court denied the Tribe's petition on the relicensing challenge, but did remand the case back to FERC so it could ensure the State of Washington's compliance with Section 401 of the Clean Water Act. Regarding the City of Tacoma's petition, the Court held that FERC issued its license to the City on reasonable terms, despite the economic hardship imposed by such.

Background

In 1924, the City of Tacoma ("Tacoma") obtained a "minor part" license from Federal Power Commission ("FPC") (precursor to FERC) to flood a portion of the land covering Tacoma's Project. The 1924 license provided Tacoma with the authority it needed to proceed with its project. Pursuant to this authority, Tacoma built two dams and diverted virtually all water from the North Fork riverbed into a pipeline to maximize the generating power of the river. Water continued to flow into the North Fork riverbed from sources downstream of the Project, and, in addition thereto, Tacoma had released into the riverbed an additional flow of 60 cfs.

The Project was located within the Tribe's reservation. Pursuant to an 1855 Treaty, the Tribe was guaranteed certain rights, including the right to take fish from the Skokomish River. Evidence suggested that the Project sharply reduced water levels, thereby affecting fish populations and increasing silt deposits. The Tribe alleged that historic mean annual water flow in the North Fork was 800 cfs. If so, then accounting for 60 cfs that Tacoma now releases into the North Fork riverbed, Tacoma would still be diverting about 92.5% of the North Fork's water.

1963, FPC determined hydroelectric licensing jurisdiction extended only to whole projects, not merely parts of those projects that are on or use federal lands. Therefore, FPC determined certain "minor part licenses" had been improperly issued. FPC advised "minor part license" holders of its decision and recommended that all such apply for whole project licenses. Tacoma still continued to operate its Project under the terms of its 1924 "minor part licenses".

In 1974, Tacoma's "minor part license" expired. Tacoma applied for a new "major project license" that would cover the entire Project. FPC issued Tacoma an annual license under which Tacoma could operate its project pursuant to annual renewals of its existing license (1924) during the application review period. Due to repeated delays, Tacoma operated its project on this annual basis for the next 24 years.

FERC (which became the successor to FPC during the review period) completed its license review process in 1998, and issued a 40 year major license for the Project. The license terms required Tacoma to, in part, remedy

past environmental impacts, restore fish populations, and mitigate the Project's effects on the Tribe's reservation. The license required Tacoma to release a minimum of 240 cfs into the North Fork riverbed.

Several parties petitioned for review of FERC's license. In the interim, the Court's review was delayed to allow for the completion of Endangered Species Act ("ESA") consultations regarding two salmon and one trout species. At the conclusion of such, the biological opinions prepared by the Fish & Wildlife Service were considered by FERC, and mitigation incorporated into the license.

Court's Rationale

The Court first addressed the Tribe's recurring argument (originally unsuccessfully made to FERC) that Tacoma profited from operating an unlicensed Project for 80 years at the environment's expense. The Tribe was arguing that the "minor part" licenses were later determined to be unlawful, and, therefore, FERC should impose pre-1924 environmental conditions as the project baseline. However, the Court noted that the Tribe's argument had to be put into context. First, in 1924, the focus was on developing the nation's natural resources-not on environmental concerns. Therefore, even if FPC issued Tacoma a "major project" license, the environmental conditions the Tribe requested would not have been imposed. Second, in 1924, Tacoma obtained the requisite approval necessary at that time, based on FPC's interpretation of its licensing rights.

In addition, the Pac. Gas & Elec. Co.

<u>Did the D.C. District</u> continued on page 5

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<u>Did the D.C. District</u> continued from page 4

case (citation omitted) stands for the proposition that the effective date of surrender of "minor part" licenses and effective date of new licenses are on the first day of month the order is issued. Therefore, the Court held that consistent with this precedent, all operating under "minor part" licenses were, historically, operating under valid licenses, but are now required to apply for "major licenses." Once again, the Tribe's argument that Tacoma's Project was always unlicensed, and a pre-1924 environmental baseline should be imposed was rejected.

The Court did agree with the Tribe that FERC erred in imposing a stringent condition on when the Department of the Interior should have provided its input to FERC relative to the environmental conditions it wanted imposed. FERC refused to incorporate the Interior's section 4(e) conditions as FERC alleged they were received too late. However, at the Tribe's insistence, the Court held that as FERC shares authority to impose conditions with other agencies, FERC cannot unilaterally reject that input.

Finally, there was some confusion whether the State of Washington complied with Section 401's public notice requirements. The Tribe alleged that FERC was to ensure such compliance and could not issue its license without such. The Court held that FERC must only confirm that the State has obtained Section 401 certification. As such is in doubt, the Court remanded this issue back to FERC for its confirmation.

Turning to Tacoma's principal argument, it argues that the conditions imposed on the license exceed the value of the power generated, hence, amounting to unreasonable terms. Tacoma argued that these conditions represented FERC's unilateral de facto decommissioning of the project, in violation of its own procedures. However, the Court held that FERC is statutorily obligated to review projects

anew, and that FERC can impose reasonable terms that may, in effect, shut a project down or change its ownership. Essentially, FERC is empowered to shut down a project directly, indirectly by imposed reasonable and necessary conditions that cause the licensee to reject the new license.

Finally, Tacoma pointed to FERC's own concession that the new license was uneconomic and would result in negative losses for the Project. The Court applied Mead (citation omitted) which held that FERC's own findings of negative net benefits could not be relied upon as FERC is unqualified to make business judgments regarding the long-term economic viability of hydroelectric projects.

Conclusion

The City of Tacoma's Cushman Project may be reeling from this decision; a decision that will resonate throughout the hydroelectric power industry. The glaring aspect of this decision is the holding that FERC can de facto shut a project down through the imposition of expensive license conditions. would appear as if the viability of the Cushman Project will depend on the City of Tacoma's ability to raise its service rates, a potentially stiff imposition for the City's tax base. This decision will also impact the timing and substance of FERC's relicensing The decision strikes down process. FERC's deadlines imposed on other federal agencies during the relicensing procedure. In effect, the relicensing process can take even longer without FERC's ability to prod other agencies for their input. The decision also stresses the impact of biological opinions in the relicensing process. FERC will have to ensure complete biological review of the environmental factors affecting a project, and ensure the thoroughness of the biological studies. the effects of this decision will be long-lasting and very painful for the hydroelectric power industry.

CHAPTER BOARD MEETINGS

The LAAPL Board of Directors will hold it Board Meeting at the Long Beach Petroleum Club at 11:00 AM. The "Override" editor will be in attendance to report matters discussed:

On the agenda:

- Officer Nominations
- LAAPL Annual Mickelson Golf Classic – confirming date and location
- LAAPL to sponsor WCLI
- Call for membership dues
- LAAPL website update
- Other matters

The Board of Directors meets on the third Thursday of the month at 11:00 AM at the Long Beach Petroleum Club. Board meeting dates coincide with the LAAPL's luncheons.

We encourage members to attend and see your Board of Directors in action.



OUR HONORABLE GUESTS

January's luncheon was a successful joint meeting with the LABSG and LAAPL Chapters held at the Grand at Willow Street Conference Center.

LAAPL's "known" guests of honor who attended:

Jim Mansdorfer, Southern California Gas Company

Cody Lee, President, Westward Energy, President, Albuquerque Petroleum Association, Board Member, AAPL

Steve Harris, Independent for Oxy Petroleum

Rachel Feiertag, Esq., Meyers Nave Riback Silver & Wilson

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LAAPL CANDIDATES FOR 2009 - 2010 OFFICERS

The LAAPL's duly appointed Nomination Committee, Thomas G. Dahlgren, Industrial Relations & Land Coordinator, Warren E & P, and Joe Munsey, Senior Land Agent, Southern California Gas Company, have received, or discussed with members, those qualified candidates set forth below. Any qualified members interested in submitting their names as candidates are encouraged to contact Tom Dahlgren @ 562-590-0909 Ext 204 or Joe Munsey @ 714-634-3143.

President1

Thomas G. Dahlgren, Industrial Relations & Land Coordinator, Warren E & P

Outgoing President2

Joel W. Miller,
Senior Energy Asset Analyst,
Transamerica Minerals Company

Region VIII AAPL Director3 **Joel W. Miller**,

Senior Energy Asset Analyst, Transamerica Minerals Company.

Vice President Open

Secretary Open

Treasurer

Charlotte Hargett,

Land Technician, PXP – Plains Exploration

Director

Joseph D. Munsey, Senior Land Agent, Southern California Gas Company

Director

L. Rae Connet, Esq., Managing Partner, PetroLand Services

¹Per Section 7(3) the Vice President shall succeed to the office of the President after serving his or her term as Vice President and shall hold the office of President for the next twelve (12) months.

²Per Article 8 (2) the outgoing President shall serve as director.

³Not an elected position and not a member of the LAAPL Board – by Board appointment for a two year period. Joel W. Miller was appointed in 2008.

NOMINATION NOTES

LAAPL APPOINTS NOMINATION COMMITTEE

LAAPL's Executive **Board** The appointed Thomas G. Dahlgren, Industrial Relations & Land Coordinator, Warren E & P, and Joe Munsey, Senior Land Agent, Southern California Gas Company, on February 9, 2009, as the Nomination Committee to seek out qualified candidates for The candidates will serve officers. from July 1st, 2009 - June 30th, 2010. For all qualified members interested in submitting their names as candidates are encouraged to contact Tom Dahlgren @ 562-590-0909 Ext 204 or Joe Munsey @ 714-634-3143.

Per Section 7 (7a) of the by-laws, at or prior to the regular meeting scheduled nearest [emphasis added] to April 15th of each membership year, the membership will be provided with a list of nominees for officers of Vice President, Secretary, Treasurer and two (2) Directors. For further reading of this section of the by-laws, refer to the Chapter by-laws.

Due to the scheduling of the Chapter's meetings, a list of nominees will be presented to the members at our March luncheon, including a list published in the March issue of the "Override." A motion will be brought to the floor and voted by the members at the March meeting approving the departure from said Section 7 (7a).



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Treasurers Report

As of 1/9/2009, the		
LAAPL account showed a balance of	\$11,960.98	
Deposits for	4.00.00	
Membership Renewals	\$200.00	
Balance as of 2/10/2009	\$ 12,160.98	
Merrill Lynch Money Account shows a total	\$11,096.90	

New Members and Transfers

Our Chapter Board of Directors welcomes the following new member to the Los Angeles Chapter:

Stephen T. Harris
Oxy Petroleum/THUMS
111 W. Ocean Blvd.
Suite 800
Long Beach, CA 90802
213-999-7344
562-624-3241
Oil.gas@ste.net
stephen_harries@oxy.com

David Thames Terry Thames River, LLC 3402 Evergreen Place Salt Lake City, UT 84106 801-906-0616 utahlandman@gmail.com

James B. Lynn
Towne Exploration Company
1725 Park Place Drive
Carmichael, CA 95608
916-485-1114
jim@towneexploration.com

Monica Jean Lynn
Towne Exploration Company
1725 Park Place Drive
Carmichael, CA 95608
916-485-1114
monica@towneexploration.com

Kathleen A. Robinson
Veneco, Inc.
6267 Carpinteria Ave.
Suite 200
Carpinteria, CA 93013
805-*745-2182
ka.robinson@venecoinc.com

Transfers

None to Report



Photo courtesy of Andreas Mulch

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Jerry M. Harris, Director, Center for Computational Earth and Environmental Science, Professor and Former Chair, Department of Geophysics, Stanford University; Director, Stanford Wave Physics Laboratory; Past Distinguished Lecturer, Society of Exploration Geophysicists, American Association of Petroleum Geologists, and Society of Petroleum Engineers.

The alumni-managed Stanford Petroleum Investments Funds own, manage, and acquire producing oil and gas royalties and other energy investments. Income from these investments provides essential discretionary funding in support of energy and environmental education and research and other programs of the Stanford School of Earth Sciences. The Petroleum Investments Funds provided seed funding to help launch the Stanford Center for Computational Earth and Environmental Science.

If you would like to sell or donate producing oil and gas royalties or learn more, visit http://earthsci.stanford.edu/support/pif or call or email David Gordon, Associate Dean, Stanford School of Earth Sciences, at (650) 723-9777 or dsgordon@stanford.edu to see how you can help.



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Pat Moran, Land Manager, So. California
Thomas Clark, Land Manager, Sacramento Basin
Craig Blancett, Senior Landman
Sam Steele, Senior Landman
Mark Wilson, Senior Landman
Vanita Menapace, Right of Way Specialist
Mark Hooper, Mapping Technician
Patricia Pinkerton, (Contract Senior Landman)
Harry Harper, (Senior Land Mngr., Special Projects)

Venoco is an independent energy company primarily engaged in the acquisition, exploration and development of oil and natural gas properties. It has headquarters in Denver, Colorado and regional offices in Carpinteria, California and Houston, Texas. Venoco operates three offshore platforms in the Santa Barbara Channel, has non-operated interests in three other platforms, operates three onshore properties in Southern California, has extensive operations in the Northern California's Sacramento Basin and operates 18+ fields in the Texas Gulf Coast and South Texas. Venoco is publicly traded on the New York Stock Exchange under the symbol "VQ".

Corporate HQ, 370 17th Street, Suite 3900, Denver, CO 80202, Tel: 303 626-8300

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Transamerica Minerals Company (an affiliate of AEGON) owns nearly 400,000 acres of mineral rights in California and several other western and mid-continent states. TMC assets generate royalties from 500 producing oil and gas wells located primarily in California and Oklahoma. In addition, TMC provides AEGON with an experienced oil and gas asset management team providing a solid foundation for AEGON's direct energy investment initiatives.

> Neil B. Madsen, Senior VP AEGON USA Realty Advisors 4333 Edgewood Road NE Cedar Rapids, IA 52499 319.355.2561 nmadsen@aegonusa.com

Terry L. Allred, VP Transamerica Minerals Co 1899 Western Way, Suite 330 Torrance, CA 90501 310.533.0508 terry.allred@transamerica.com











"Beyond Service ... Solutions"

Los Angeles Office

2501 Cherry Avenue

Corporate Headquarters

725 Town & Country Rd. Suite 410 Orange, CA 92868 Tel: (714) 568-1800

Fax: (714) 568-1805

Suite 270 Signal Hill, CA 90755 Tel: (562) 426-6713 Fax: (562) 426-6893

San Diego Office

100 E. San Marco Blvd. Suite 428 San Marcos, CA 92069 Tel: (760) 510-5944 Fax: (760) 510-5945

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Clancy Cottman President

T: 805 566 2900 x102 F: 805 566 2917 clancycottman@cs.com

Legacy Energy, Inc. 1135 Eugenia Place, Suite C Carpinteria, CA 93013