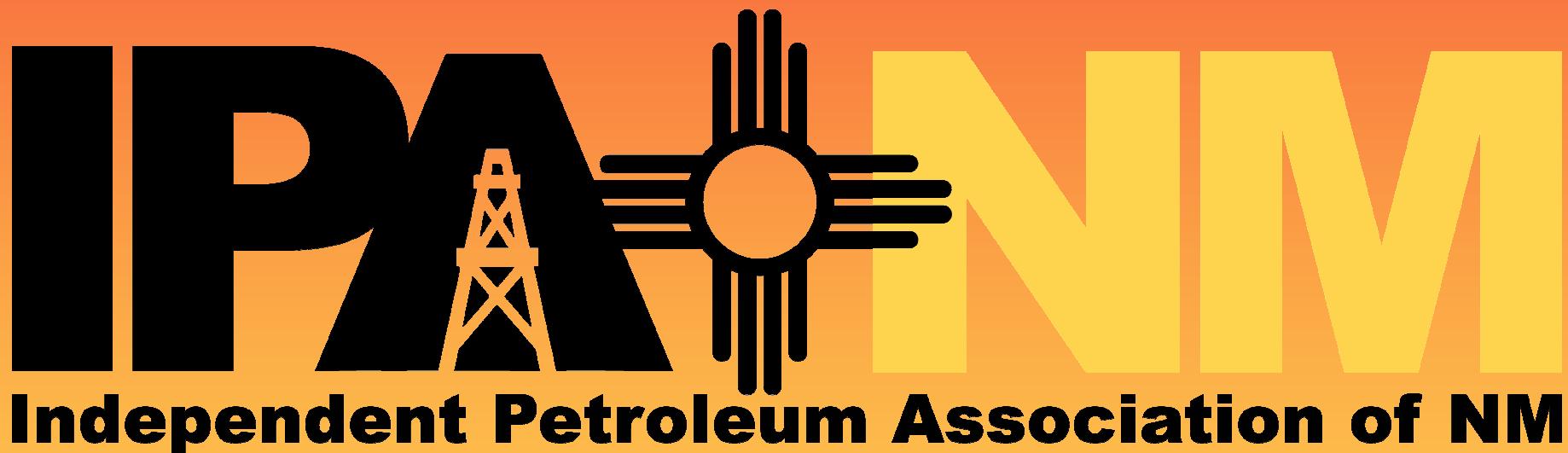


MEMBER BENEFITS: 2018

A New Day at IPANM



IPANM is the voice of the independent oil and gas producers in New Mexico.

A New Day at IPANM: A Message from our President

Dear Current or Perspective New Members of IPANM:

What a whirlwind year this has already been for IPANM! I am honored to continue to work as your IPANM Board President as we turn the page from 2017 to 2018. In the past few months since taking over as your president, IPANM has been advocating and representing your needs on many different issues. Whether its battling new threats to limit access to lease land due to the Lesser Prairie Chicken protection movement or promoting the industry-led advances that have led to a decrease in methane emissions, I can tell you that IPANM has been on the frontlines and in the trenches. To see our voice being heard makes me so proud of the efforts of our members and our industry.

As we begin 2018, I want to continue to bring passion to our collective voices as independent producers. We will begin the 30-day legislative session with new ideas, new events and a new executive director. Please take a few moments to read through this booklet about all of the benefits IPANM will bring to you and your company in the weeks and months ahead. If you like what you read, I urge you to join our association. We need your support now more than ever due to the uncertainty of the upcoming 2018 political election. Help us to become an even stronger voice for the independents and the industry in the year ahead. It's a New Day at IPANM. Please consider joining IPANM by logging onto www.ipanm.org and clicking on "Join Now!"

Highest Regards,

Claire Chase
IPANM President
2017-2018



A New Day at IPANM: Protect, Defend, Promote

At IPANM, we advance and preserve the interests of independent oil and gas producers while educating the public to the importance of oil and gas to the state and all our lives.

The Independent Petroleum Association of New Mexico was formed in 1978 by a concerned group of New Mexico independent oil and natural gas producers. In the spirit of this tradition, IPANM continues to grow and provide the services that protect, defend, and promote the industry that is the very foundation of our way of life.



Primary Goals of IPANM

- Educate the public about the benefits provided by our industry.
- Monitor industry issues on the state and national levels and get involved when necessary.
- Provide industry updates, technical education and networking opportunities.
- Challenge anti-industry groups who seek to intentionally deceive the public.



A New Day at IPANM: Independent

We stand committed to the independent oil and gas producers of New Mexico.

The Voice of the Independents: IPANM recognizes that from time to time, the needs of the independent producers differ from the majors. That is why we were formed in the first place. We approach everything we do in consideration of the independent oil and natural gas producers.

Strategically Independent: IPANM is not afraid to stand up for smaller operators, even when other industry-friendly associations take different strategic positions on issues.

Sandoval County: Standing Independent for Independents



In late 2017, IPANM took no official position on the Sandoval County oil and gas ordinance. Groups like NMOGA supported a less restrictive ordinance, but IPANM took no official position. Our members believe that any new oil and gas ordinance is excessive, redundant and unnecessary.

Membership: IPANM consists of members from various sectors of the oil and gas industry. Our members range from small, independent oil and gas producers (upstream) to small, independent pipeline workers and production site transportation employees (midstream), to independent marketers, consultants and bankers (downstream).

A New Day at IPANM: Collaborative

We will always be independent, but we recognize our friends are not our enemies.

New Collaborative Approach: While our association prides itself on its much-needed independent voice, it shouldn't come at a cost of alienating our friends. Several recent developments with IPANM's leadership illustrate a new, collaborative approach for the future:

- In August 2017, Claire Chase was named the new president of IPANM for this current year. Following the completion of her tenure as IPANM's leader, she will take on the role of president of NMOGA which will provide symmetry for both associations.
- In the past two years, both IPANM and NMOGA have hired new executive directors. IPANM's new Executive Director Jim Winchester and NMOGA's Executive Director Ryan Flynn previously worked side-by-side in the Martinez Administration.

New Collaborative Results: IPANM and NMOGA are aligned on several current issues:

- **Venting and Flaring**— Promoting new findings that indicate significant methane emission reductions in New Mexico due to industry technology.
- **The LPC and DSL**— IPANM and NMOGA are working together to push back against recent renewed calls for endangered species listings of the Lesser Prairie Chicken (LPC) and Desert Sand Lizard (DSL).
- **Inequity in Government Tax Assessment Practices**— collectively fighting back against an overly aggressive, contracted oil and gas tax assessor.



A New Day at IPANM: Member Services

IPANM Annual Meeting— The IPANM Annual Meeting is a perfect opportunity to network with other top decision-makers in the industry in New Mexico. Timely and informative sessions!

Media Outreach— IPANM promotes the many positive aspects of industry, including state revenues, job creation and environmental stewardship. Likewise, when the anti-industry folks make false allegations, IPANM steps up and sets the record straight.

Digital Engagement— Social media (Facebook) and a strong web presence is a centerpiece of IPANM's communication strategy. Our website (www.ipanm.org) is the up-to-date New Mexico resource for independents, with articles for anyone who needs information on the industry.

Email Alerts— When information is important, IPANM issues email alerts exclusively to our members. More information on the subject is linked to our website.

Legislative Monitoring— IPANM monitors all proposed legislation in the State of New Mexico and actively lobbies on behalf of the interest of independent producers on all bills impacting industry.

Regulatory Engagement— IPANM works with government agencies and maintains productive relationships with leaders to achieve policies that are both business-friendly and environmentally responsible.

Legal Representation— When necessary, IPANM will pursue legal action in extreme cases where satisfactory compromises cannot be reached. While other associations shy away from litigation, IPANM holds firm and follows through to the end.

A New Day at IPANM: Four Key Priorities for IPANM in 2018



MEMBERS

Our Members Are Our Strongest Asset: With hundreds of years worth of oil and gas experience, IPANM continues to engage our members to fight the challenges facing independents. IPANM is also in the midst of a targeted recruiting campaign to bring more members into our association.



SESSION

Legislative Session: The 2018 New Mexico Legislative Session will run for 30 days from Jan. 16 to Feb. 15, 2018. IPANM will be actively lobbying legislators and make strategic public comments on behalf of our members. New in 2018: IPANM activities on Oil and Gas Day at the State Capitol on Jan. 31!



ALLIANCES

Strategic Alliances: The entire oil and gas Industry is under attack in New Mexico from activists who want to put operators out of business. IPANM is already brokering strategic alliances with industry-friendly groups to add the voice of the independents into a much louder, industry-wide chorus.



CONFERENCE

Annual Conference: Our conference is our big annual event! Plans are moving forward for a reenergized IPANM Annual Conference from July 25 to 27, 2018. The conference will be held at Hotel Chaco in Albuquerque. Plans call for big name speakers and a golf tournament at Albuquerque Country Club.

A New Day at IPANM: Who We Are

Board of Directors— IPANM is a member-driven association. Members elect a Board of Directors from their own ranks. The Board and its Officers call the shots.

2017-2018 Officers

President—Claire Chase
Mack Energy



NW Vice-president—John Thomas
R.L. Bayless, Producer



SE Vice-president—Gordon Goodman
EOG Resources



Treasurer—Francisco Olvera
Ritter & Company CPAs



A New Day at IPANM: Who We Are

Elected Members

John Alexander, Dugan Production Corp.
Tom Blair, TSB Operating, LLC
John Bruner, Logos Resources, LLC
Ryan Davis, Merrion Oil & Gas
Walter Glasgow, Burnett Oil Co., Inc.
Tim Green, Nearburg Producing Company
Jared Hembree, Hinkle Shanor LLP
Ron Hillman, Armstrong Energy Corporation
Randall Hudson, Hudson Oil Company of Texas
Ed Lauer, Lucky Services, Inc.
Knute H. Lee Jr., K.H.L., Inc.
Rory McMinn, Consultant

Past President Advisory Board

Robert G. Armstrong	Kevin McCord	Tommy Roberts
Tucker Bayless	T. Greg Merrion	Larry Scott
Richard Gilliland	Chuck Moran	John Thompson
Dan Girand	Mark Murphy	Paul Thompson
Frank Gorham	Tom Mullins	Frank Yates
Jeff Harvard	Greg Nibert	George Yates
Mitch Krakauskas	Glen Papp	

Elected board members serve a three-year term. Former presidents make up our permanent advisory board.

A New Day at IPANM: Send Us Your Photos!

Wildlife in the Oilfield Photo Contest— Oilfield workers often encounter wildlife as they go about their daily drilling activities. So common are these interactions that IPANM created a contest with cash prizes for the photos. We have gathered hundreds of photos with a wide variety of wildlife coexisting in the oilfield. Please join us in submitting your new Wildlife in the Oilfield photos to pam@ipanm.org. Winners are announced each year at the IPANM Annual Conference.



A New Day at IPANM: A Message From Our Executive Director

Dear IPANM Members and Prospective Members:

Thank you for the new opportunity to serve as IPANM's executive director! Since I came on-board on October 1st, I've had the opportunity to meet many insightful and passionate IPANM members at various events, legislative hearings, conferences and working groups. I look forward to crossing paths with many more members in 2018.



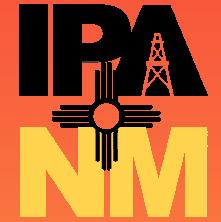
*Jim Winchester
Executive
Director*

In addition to providing the services and benefits summarized in the pages of this booklet, the Executive Board of Directors and I are currently working hard to ensure IPANM is in a strong financial position heading into the new year. This booklet is one of many new tools we are now using to retain and recruit members into IPANM, so please share it with your colleagues in the oil and gas industry. Prospective members can be referred to our website (www.ipanm.org) for more information and to sign up to become a member. We need your help to truly make this a new day at IPANM!

My thanks for your support of IPANM! Please do not hesitate to reach me at jimwinchester@ipanm.org or 505-933-2070 if I can be of any service.

Highest regards,

Jim Winchester
Executive Director, IPANM



Independent Petroleum Association of New Mexico.
P.O. Box 6101
Roswell, N 88202-6101

Phone: 575/622-2566
Web: ipanm.org

