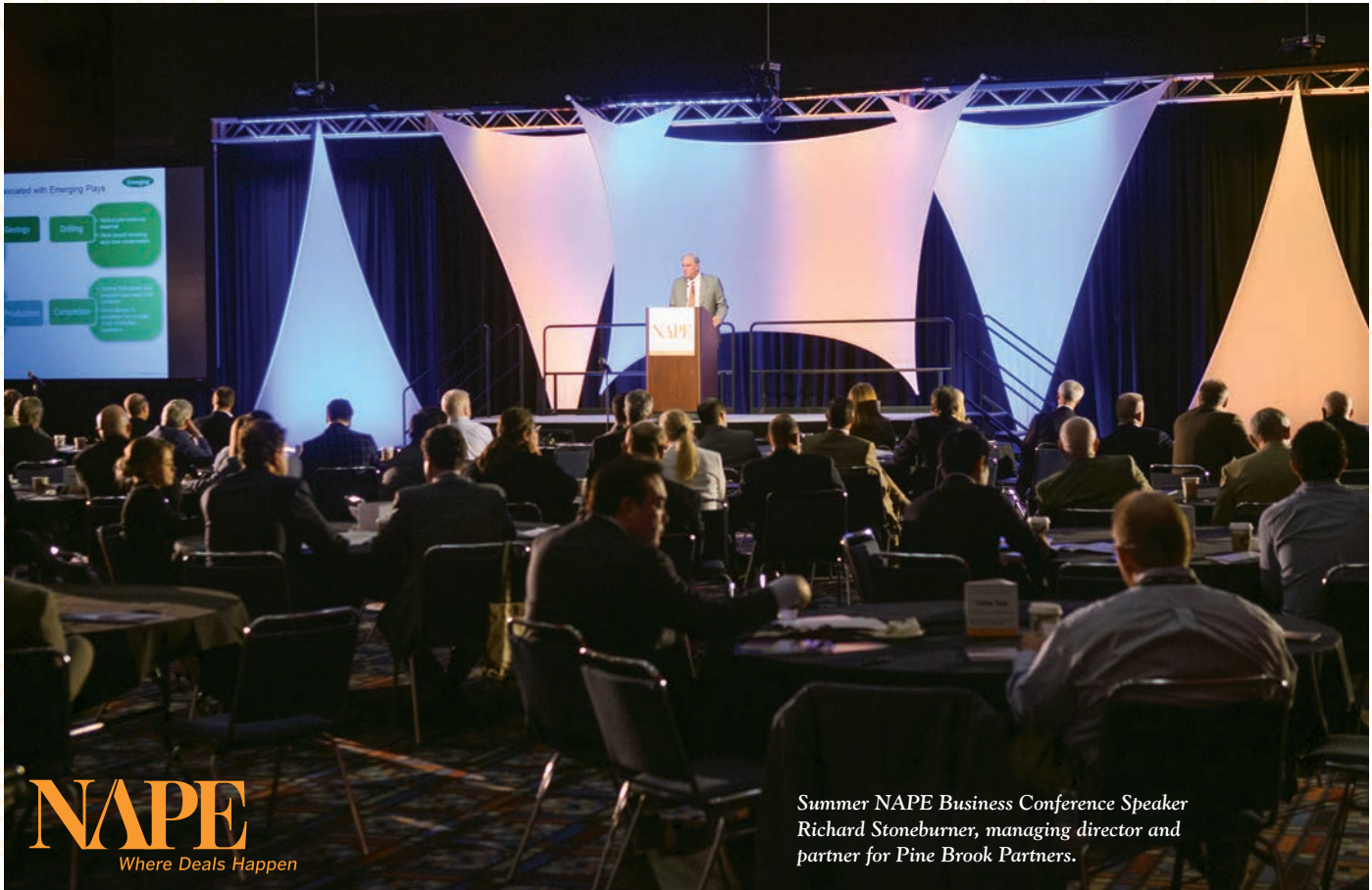


# Despite the Downturn, Opportunities Abound at SUMMER NAPE



*Summer NAPE Business Conference Speaker Richard Stoneburner, managing director and partner for Pine Brook Partners.*

Summer NAPE 2016 drew nearly 3,000 upstream dealmakers, financiers and energy professionals to the George R. Brown Convention Center in Houston. Two full days of insightful Business Conference presentations, packed Prospect Presentations and buzzing activity on the exhibit floor proved that NAPE continues to be the place for oil and gas decision-makers to do business in all market conditions.

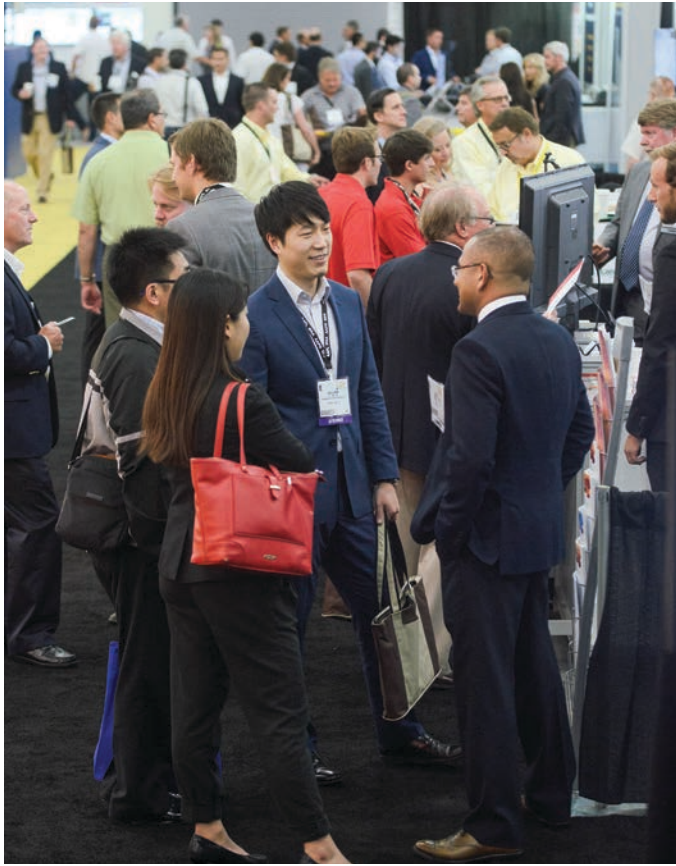
The event began with the NAPE Business Conference, a half-day event featuring national energy leaders and management experts. The conference explored changes and innovations in America's oil and gas industry amid today's price environment, as well as how that new environment is impacting America's road to energy independence.

The morning session opened with an in-depth look at the evolution of the American shale plays from Richard Stoneburner, managing director and partner at Pine Brook Partners. The conference continued with Texas Railroad Commissioner Ryan Sitton, who explored the race for energy independence and how it is impacting the oil and gas industry locally, nationally and globally.



*SM Energy CEO Jay Ottoson speaks to attendees during the Summer NAPE Business Conference.*





According to Sitton, Texas is being called upon to lead in ways that the oil and gas industry has not seen in a generation. The state continues to solidify its role as a global energy player, with more than 400,000 miles of pipeline and the ability to transport product faster than any other area in the world.

The NAPE Business Conference Luncheon featured Jay Ottoson, president and CEO of SM Energy Co., and Kathy Cleveland Bull, president of N-Compass Consulting. Both talked about the importance of oil and gas professionals serving as ambassadors for the industry and educating the public on the incredible impact the oil and gas industry has on our everyday lives.

Speaking to a full auditorium of industry leaders, Bull encouraged: “Your roles as an ambassador and as the face of this industry are crucial. Don’t bail on the industry — be part of transforming it.”

The Summer NAPE exhibit floor opened at 1 p.m. on the first day with industry professionals from across the country taking the floor to view the 200-plus exhibitors and 100-plus prospects. Summer NAPE’s more intimate setting provided opportunities for attendees to reconnect and forge valuable new contacts and partnerships.

“Our presence at Summer NAPE 2016 and as a prospect presenter has opened the door for several new business opportunities for us,” said Chad Barbe, landman with Manzano Energy Partners II LLC.



*Exhibitors present active prospects to a crowded room of Summer NAPE attendees in the Prospect Preview Theater.*



“We’re busier than we’ve ever been,” added Bill Britain, president/chairman of EnergyNet. “It’s so great, NAPE. We’ve had an opportunity to really talk to people and have quality conversations about their properties and their business. We love it here and would not miss it.”

“Western Land Services is a life-timer; we’ll always come to NAPE,” said a company representative. “Even when the market is slow, the value of seeing new clients and having a presence here is invaluable.”

“Summer NAPE gave us the opportunity to connect with our key industry contacts and colleagues,” said Arthur Medina, vice president at Purple Land Management.

Across the show floor, exhibitors and attendees talked about ways the upstream oil and gas industry can think differently and optimize operations to succeed in a low-price market.

“You have to provide product that fits the changing industry. Reserve Energy Exploration has done that, and we’ve had a good show,” said Joe Haas, company president.

“We’re focused on providing integrated solutions that help E&Ps streamline operations and do business more efficiently — a necessity in today’s new price environment,” said Nicole Durham, marketing director at Enertia Software.

This year, Summer NAPE featured several new attractions to help attendees bolster their careers and their businesses, including Capital and Service Provider Presentations showcasing new technologies, tools and data analytics software available for landmen and operators.

*Texas Railroad  
Commissioner Ryan  
Sitton addresses  
attendees during  
the Summer NAPE  
Business Conference  
luncheon.*







Attendees learn about products and services offered by exhibitors.



Among the most popular of Summer NAPE's new attractions was its free professional headshots booth, which had a line wrapping around the booth for most of the morning.

"I didn't know Summer NAPE would be offering free headshots. It was a nice surprise this year," said George Oggero, RPL, with PO&G Resources LP.

Summer NAPE thanks premier sponsors Drillinginfo, EnergyNet, Enertia Software and Multiview as well as sponsors Bounty Minerals, Holland Services, Kastner Land, KEW Drilling, Meagher Energy Advisors, NavPort, Mutual of Omaha Bank, Parsley Energy, PLS, Purple Land Management and Western Land Services for making this year's expo possible.

NAPE returned to Denver Oct. 12-13 with the same two-day, power-packed format as Summer NAPE. The expo included the NAPE Business Conference, Prospect Presentations, new Capital and Service Provider Previews, Industry Focus Presentations and more great deals to be made on the show floor. 🚧



Summer NAPE Business Conference Keynote Luncheon Speaker Kathy Cleveland Bull, president of N-Compass Consulting.

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Where Deals Happen