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**ASSOCIATION OF  
INTERNATIONAL PETROLEUM NEGOTIATORS**



**INSTITUTE FOR ENERGY LAW OF  
THE CENTER FOR AMERICAN AND INTERNATIONAL LAW**



# **International Oil & Gas Law, Contracts, and Negotiations**

**Doubletree by Hilton Houston Downtown  
Houston, Texas**

## **PART 1**

October 5-9, 2015

- International Due Diligence
- Risks of International Investments
- Confidentiality Agreements
- Ethics and Anti-Bribery Compliance
- Bidding Agreements
- AMI Agreements
- Granting Instruments
- Stabilization Issues
- Joint Operating Agreements
- JOA Accounting Procedures
- Unitization
- Participation (Farmout) Agreements
- Crude Oil Lifting Agreements
- Crude Oil Sales Agreements

## **PART 2**

October 12-16, 2015

- International Project Development Risks
- Boundary Disputes
- International Environmental Law
- Seismic Contracts, Data Use, and Exchange Agreements
- International Dispute Resolution
- International Drilling and Service Contracts
- Local Content Issues
- International Unconventional Resource Development
- Stock Purchase Agreements
- Ethics and Corporate Social Responsibility
- Natural Gas Sales Agreements
- Natural Gas Transportation
- Natural Gas Balancing
- LNG Project Development

*These courses are limited to  
100 participants each week.*

## PROGRAM

**MONDAY, OCTOBER 5**

8:15 – 8:30	<b>Introductions and Opening Remarks</b>
8:30 – 9:00	<b>Overview of International Oil &amp; Gas Issues</b> (Moyes)
9:00 – 10:00	<b>International Due Diligence and Risks of International Investments</b> (Darden)
10:00 – 10:30	Break
10:30 – 12:30	<b>Confidentiality Agreements</b> (Alice & Fry)
12:30 – 2:00	Lunch - On Your Own
2:00 – 4:00	<b>Ethics and Anti-Bribery Compliance</b> (Martin & Sardar)
4:00 – 4:30	Break
4:30 – 6:00	<b>Bidding Agreements and AMI Agreements</b> (Fry & Turner)
6:00 – 7:00	Hosted Reception Doubletree Hotel

**TUESDAY, OCTOBER 6**

8:30 – 10:00	<b>Granting Instruments</b> (Josefson, Stolte & Eljuri)
10:00 – 10:30	Break
10:30 – 12:30	<b>Granting Instruments</b> ( <i>continued</i> )
12:30 – 1:00	Hosted Lunch
1:00 – 2:00	<b>Arbitration Tales</b> (Katz)
2:00 – 4:00	<b>Granting Instruments</b> ( <i>continued</i> )
4:00 – 4:30	Break
4:30 – 6:00	<b>Stabilization Issues in Granting Instruments</b> (Bowman)

**WEDNESDAY, OCTOBER 7**

8:30 – 10:00	<b>Joint Operating Agreements</b> (Prillaman, Van Lelyvalde & Kay)
10:00 – 10:30	Break
10:30 – 12:30	<b>Joint Operating Agreements</b> ( <i>continued</i> )
12:30 – 2:00	Lunch - On Your Own
2:00 – 4:00	<b>Joint Operating Agreements</b> ( <i>continued</i> )
4:00 – 4:30	Break
4:30 – 6:00	<b>JOA Accounting Procedures</b> (Prillaman, Van Lelyvalde, Kay & Welmaker)

**THURSDAY, OCTOBER 8**

8:30 – 10:00	<b>Crude Oil Lifting Agreements</b> (Wagner & Cascio)
10:00 – 10:30	Break
10:30 – 12:30	<b>Crude Oil Sales Agreements</b> (Wagner & Cascio)
12:30 – 2:00	Lunch - On Your Own
2:00 – 4:00	<b>Participation (Farmout) Agreements</b> (Eljuri & Josefson)
4:00 – 4:30	Break
4:30 – 6:00	<b>Participation (Farmout) Agreements</b> ( <i>continued</i> )

**FRIDAY, OCTOBER 9**

8:30 – 10:00	<b>Unitization</b> (Asmus & Otillar)
10:00 – 10:30	Break
10:30 – 12:30	<b>Unitization</b> ( <i>continued</i> )
12:30	Course Adjournment

**PROGRAM CHAIRS:**

Harry W. Sullivan, Jr., International Energy Attorney, Dallas, Texas

Elisabeth Eljuri, Head of Latin America and Partner, Norton Rose Fulbright, Caracas, Venezuela

Participants may pick up their program materials on Monday, October 5, starting at 7:30am at the course registration desk at the Doubletree Hotel Downtown, 400 Dallas Street, Houston, Texas 77002, USA. Sessions will meet at this hotel daily.

## Part 2

### PROGRAM

#### MONDAY, OCTOBER 12

8:15 – 8:30	<b>Introductions and Opening Remarks</b>
8:30 – 9:00	<b>Overview of International Oil &amp; Gas Issues</b> (Moyes)
9:00 – 10:00	<b>International Project Development Risks</b> (Silver & Mason)
10:00 – 10:30	Break
10:30 – 12:30	<b>Boundary Disputes</b> (Melsheimer)
12:30 – 2:00	Lunch - On Your Own
2:00 – 3:00	<b>International Environmental Laws and Issues</b> (Lewis & May)
3:00 – 4:00	<b>Seismic Contracts, Data Use, and Exchange Agreements</b> (Todd)
4:00 – 4:30	Break
4:30 – 6:00	<b>International Dispute Resolution</b> (Bowman & Blades)
6:00 – 7:00	Hosted Reception

#### TUESDAY, OCTOBER 13

8:30 – 10:00	<b>International Drilling and Service Contracts</b> (Pugh & Anderson)
10:00 – 10:30	Break
10:30 – 12:30	<b>International Drilling and Service Contracts</b> ( <i>continued</i> )
12:30 – 1:00	Hosted Luncheon
1:00 – 2:00	<b>The Equator Principles</b> (Jaramillo)
2:00 – 4:00	<b>International Drilling and Service Contracts</b> ( <i>continued</i> )
4:00 – 4:30	Break
4:30 – 6:00	<b>Local Content Issues</b> (de Gyarfas & Wagner)

#### WEDNESDAY, OCTOBER 14

8:30 – 10:00	<b>International Unconventional Resources Development</b> (Cascio & Shaw)
10:00 – 10:30	Break
10:30 – 12:30	<b>Stock Purchase Agreements</b> (Derman)
12:30 – 2:00	Lunch - On Your Own
2:00 – 4:00	<b>Stock Purchase Agreements</b> ( <i>continued</i> )
4:00 – 4:30	Break
4:30 – 6:00	<b>Ethics and Corporate Social Responsibility Issues</b> (Nassif & Jaramillo)

#### THURSDAY, OCTOBER 15

8:30 – 10:00	<b>Natural Gas Sales Agreements</b> (Sullivan & Iacovo)
10:00 – 10:30	Break
10:30 – 12:30	<b>Natural Gas Sales Agreements</b> ( <i>continued</i> )
12:30 – 2:00	Lunch - On Your Own
2:00 – 4:00	<b>Natural Gas Transportation Issues and Natural Gas Balancing Issues</b> (McCartney & Pope)
4:00 – 4:30	Break
4:30 – 6:00	<b>LNG Project Development</b> (Weems & Sullivan)

#### FRIDAY, OCTOBER 16

8:30 – 10:00	<b>LNG Project Development</b> ( <i>continued</i> )
10:00 – 10:30	Break
10:30 – 12:30	<b>LNG Project Development</b> ( <i>continued</i> )
12:30	Course Adjournment

#### **PROGRAM CHAIRS:**

Harry W. Sullivan, Jr., International Energy Attorney, Dallas, Texas

Elisabeth Eljuri, Head of Latin America and Partner, Norton Rose Fulbright, Caracas, Venezuela

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## FACULTY

FELIPE ALICE is an associate in the Houston office of Morgan Lewis & Bockius LLP, and a member of its Corporate and Business Transactions Practice. Mr. Alice focuses his practice on local and international energy transactions and infrastructure projects covering energy, finance and corporate issues involving complex contracts, corporate restructuring, and project finance. Prior to joining Morgan Lewis, Mr. Alice was a foreign legal advisor at an international law firm, where he focused on local and international energy and infrastructure projects. Mr. Alice earned his LL.M. in international law from the University of Texas at Austin in 2004. He earned a specialization in international law 2001 and his LL.B. in 1999, both from the Federal University of Rio Grande do Sul, Brazil. Mr. Alice is admitted to practice in Texas, Brazil, New York, and in England and Wales as a Solicitor. Portuguese is his first language, and he is fluent in English and Spanish.

OWEN L. ANDERSON is the Eugene Kuntz Chair of Law in Oil, Gas and Natural Resources, George Lynn Cross Research Professor, and Director of the John B. Turner LL.M. Program in Energy, Natural Resources & Indigenous Peoples Law at the University of Oklahoma College of Law. He teaches various oil and gas law courses at OU, including international petroleum transactions. He also regularly teaches at the University of Texas and at other universities on six continents. In 2011, he received the Clyde O. Martz Award for Excellence in Teaching from the Rocky Mountain Mineral Law Foundation. He has authored over 100 articles and is a co-author of *International Petroleum Transactions*; *Hemingway Oil and Gas Law and Taxation*; *Cases and Materials on Oil & Gas Law*; and the annual supplements to *Kuntz on Oil and Gas Law*. He is a contributing author to *Waters and Water Rights* and *International Petroleum Exploration and Exploitation Agreements*; an Editor of the *Oil and Gas Reporter*; and Editor-in-Chief of the *Texas Title Standards*. Professor Anderson is a member of the Association of International Petroleum Negotiators; a Trustee of the Rocky Mountain Mineral Law Foundation; a Trustee of the Energy and Mineral Law Foundation; and a member of the Advisory Board for the Institute for Energy Law at the Center for American and International Law. Professor Anderson is a member of the American Law Institute, the American Association of Professional Landmen, the Energy Bar Association, the International Bar Association, the American Bar Association, the Interstate Oil & Gas Compact Commission, the Oklahoma City Mineral Lawyers Society, and the North Dakota, Oklahoma, and Texas bars. He is a Life Member of the Uniform Laws Commission.

DAVID ASMUS is the leader of the Energy Transactions Practice at Morgan, Lewis & Bockius LLP in Houston, Texas. Mr. Asmus focuses his practice on oil and gas development projects (including LNG and unconventional resource projects, FPSO and platform-based offshore developments, and integrated field development, pipeline, and processing projects), acquisitions and divestitures (including auction and negotiated sales and property exchanges), and energy-based financings (including project financings, reserve-based loans, and production payments). Mr. Asmus has experience with the structuring, documentation, and negotiation of oil and gas transactions that range from host government arrangements, farm-ins, and acquisitions to shareholder agreements, operating agreements, and unitizations to EPC,

production handling, transportation, and sales contracts and financing arrangements. Mr. Asmus has served as the president, the secretary, and a member of the board of directors of the Association of International Petroleum Negotiators (AIPN), chaired the AIPN/ACCA committee that revised the Model Form International Operating Agreement in 1995, and co-chaired and served as lead drafter for the AIPN 2006 Model Form International Unitization and Unit Operating Agreement. Mr. Asmus is the immediate past Chair of the Institute for Energy Law.

SUZANA BLADES is Lead Counsel of Arbitrations at ConocoPhillips in Houston where she manages a variety of investment and international commercial arbitrations around the world. Prior to joining ConocoPhillips, Suzana worked as a Senior Negotiator at the Hess Corporation in Houston and as an associate in the international arbitration group of Arnold & Porter in Washington, D.C. Suzana is a graduate of Georgetown University Law Center, New York University School of Law and State University of Rio de Janeiro (Brazil).

JOHN P. BOWMAN is a Partner with King & Spalding LLP in Houston, where he is engaged in an arbitration and litigation practice representing primarily international oil companies and service companies in a wide range of commercial and investment disputes. He is a frequent writer and speaker on international arbitration and international oil and gas topics. He is currently Immediate Past President of the Association of International Petroleum Negotiators and a member of the governing Council of the Texas State Bar Oil, Gas and Energy Resources Law Section. Increasingly, he is called upon to assist IOCs and international NOCs design, draft, negotiate, and assess stabilization mechanisms and dispute resolution provisions in upstream and project agreements with host governments and NOCs. Among his recent professional honors, Chambers Global 2014, Chambers USA 2014, Best Lawyer's in America 2015, and International Who's Who of Commercial Arbitration 2014 rank Mr. Bowman as a leader in International Arbitration. Legal 500 U.S. 2014 identifies him among the elite "leading lawyers" in International Arbitration. Who's Who Legal: Energy 2015, Best Lawyers in America 2015, the Guide to the World's Leading Energy Attorneys (11th ed.), and International Who's Who of Business Lawyers Oil & Gas 2014 recognize Mr. Bowman as one of the world's leading oil and gas lawyers. He was awarded the AIPN Education Award for 2010-11 and 2011-12 and its Legacy Award for 2012-13. Mr. Bowman was Adjunct Professor for International Arbitration at the University of Oklahoma College of Law (2012-14). The Inter-American Commercial Arbitration Commission recognized Mr. Bowman for his contribution to education concerning the Panama Convention at its conference in Panama City celebrating the Convention's 40th Anniversary in May 2015. Mr. Bowman is a member of the Advisory Boards of the Institute for Transnational Arbitration and the Institute for Energy Law. He is a Fellow of the College of Commercial Arbitrators and of The Chartered Institute of Arbitrators. He received his J.D. from the University of Kansas School of Law in 1980, where he was Editor-in-Chief of the *Kansas Law Review*.

FRANK L. CASCIO, JR. is a partner in the firm of Barnes & Cascio LLP in Houston, Texas, where he is engaged in a

## FACULTY

transactional and negotiation practice representing both large and small energy companies. He has more than 41 years of experience negotiating and advising companies on upstream and midstream oil and gas acquisitions, divestiture, operations, financing, and related transactions and activities, focusing on upstream transactional projects in the Far East and western Africa. He is licensed to practice law in Texas and Louisiana; he holds a bachelor's degree in history and a J.D. from Louisiana State University. Mr. Cascio is a frequent lecturer at conferences and meetings worldwide on international energy transactions and negotiation.

MICHAEL P. DARDEN, a partner in the Houston office of Latham & Watkins, serves as the Global Chair of the Oil & Gas Transactions Practice and Co-Chair of the Global Oil & Gas Industry team. Mr. Darden's practice focuses on: International and U.S. oil and gas ventures (including LNG, deep-water, and unconventional resource development projects), international and U.S. infrastructure projects, asset acquisitions and divestitures, and energy-based financings (including project financings, reserve-based loans, and production payments). Mr. Darden previously served as Vice President, Business Development, for Nuevo Energy Company, with responsibility for U.S. and international business development, international new ventures, international legal and negotiations matters, international mergers and acquisitions, as well as real estate portfolio management and land matters in the U.S. He has also served as the firm-wide chair of the global oil and gas practice at a major international firm and worked in the international legal and/or negotiations areas for Tenneco Oil Company, BHP Petroleum, and Hunt Oil Company. Mr. Darden has been recognized in the following publications: Chambers USA – America's Leading Lawyers for Business in energy: oil & gas (transactional), 2015; The Best Lawyers in America, 2007–15; The International Who's Who of Oil & Gas Lawyers, 2010–14; Chambers USA Guide America's Leading Business Lawyers, 2005–14; Chambers Global Guide, 2011–14; Law & Politics as a "Texas Super Lawyer," 2003–04, 2006–14; The International Who's Who of Business Lawyers, 2008–14; The International Who's Who Legal of Project Finance Lawyers, 2012–14; The Who's Who Legal of Texas Lawyers, 2008–14; The Houston Business Journal Who's Who in Energy, 2012, 2014; and Legal 500, 2012–13. Mr. Darden is a member of the Association of International Petroleum Negotiators, in which he has served as an officer, director and committee chairman and was co-chair of the committee that developed the model form international farmout agreement. Mr. Darden is Board Certified in Oil and Gas Law by the Texas Board of Legal Specialization and a member of the Houston Bar Association.

VERA DE GYARFAS is a Partner in the Global Transactions Practice Group at King & Spalding. Ms. De Gyarfas' practice is focused on energy projects in Africa and Latin America representing companies in upstream exploration and production projects, LNG and other gas projects, under joint ventures, profit sharing agreements, operating services agreements, EPC contracts, oilfield service contracts, and LNG contracts, as well as in mergers and acquisitions. Ms. De Gyarfas' expertise in LNG involves the negotiation and drafting of host government and other investment

agreements, analysis of existing regulation and government negotiations, LNG sales and purchase agreements, gas supply agreements, and terminal usage agreements, among others. Ms. De Gyarfas is a Member of the Association of International Petroleum Negotiators (AIPN) and part of its Latin America Regional Executive Committee. Ms. De Gyarfas is ranked by Chambers Global as a Leading Individual in the (i) Energy and Natural Resource Foreign Expert category, and (ii) Venezuela.

ANDREW B. DERMAN is a partner and head of the International Energy Practice Group for Thompson & Knight LLP and Chairman of Thompson & Knight Global Energy Services in its Dallas, Texas office. He represents public and private companies and host governments in strategic design, commercial execution, negotiations, contract preparation, and legal interpretation. Recent experience includes: acquisition and divestment efforts in North America, South America, Europe, Africa, Asia, and Australia; international financing matters; commercialization of natural gas, including LNG and GTL; the full range of host government contracts and industry contracts, including production sharing contracts, service contracts, and operating agreements; offshore platform and construction and installation tenders; lifting agreements; the start-up and winding-up of overseas operations; deep water operations; Foreign Corrupt Practice Act and similar OECD advice; sanction advice; in-house and industry oil and gas seminars; unitizations; transnational pipelines; litigation and arbitration; and acting as an advocate, expert witness, and arbitrator. Mr. Derman was with Oryx Energy Company and Sun Company, Inc. (predecessor of Oryx Energy Co.) for 20 years. He designed and implemented worldwide business/commercial strategies, including acquisitions, divestments, trades, alliances, and host government negotiation. In addition, he managed the international exploration program, the technology group, the reservoir administration function, procurement and material management, corporate environmental oversight, and the exploration and production planning function. His education includes Insead Advanced Management Program, Fontainebleau, France (1991); Temple University Law School, J.D. (1978) - Law Review (1976-78) and National Moot Court Advocate (1977); New York University, B.A. (1974) - Justinian Honor Society. Mr. Derman is admitted to and a member of the State Bars of Texas, Pennsylvania, and New York. He is Board certified by the Texas Board of Legal Specialization in the field of Oil, Gas and Mineral Law, and he has an AV Rating by Martindale-Hubbell. He is a frequent speaker at conferences and universities worldwide and has published five books and more than 50 articles.

ELISABETH ELJURI is Head of Latin America of the global firm Norton Rose Fulbright. She is a senior energy practitioner of the Firm. In Latin America, Elisabeth focuses on corporate and transactional work involving high-end sophisticated transactions for major energy companies as well as international dispute work related to energy, projects, and infrastructure. Over the past two decades she has been regularly advising oil and gas producers and service companies engaged in transactions across the region. She has worked in the energy business in Venezuela, Mexico, Colombia, Peru, Guatemala, Bolivia, Argentina, Guyana, and other Latin American countries.



## FACULTY

She has been particularly active in the Mexican energy sector over the past 15 years. Major deals she has handled include acquisitions of hydrocarbon companies and producing areas, upstream contract negotiations, a crude oil storage and ship loading project, and several of the world's largest gas injection projects. She has extensive experience in profit/production sharing agreements, JOAs, JSBAs, farmouts, gas licenses, and upstream joint venture companies, as well as midstream and downstream related and major projects. On the dispute side, she frequently acts as counsel in international arbitrations, including ICC and ICSID procedures. She has also been retained as an independent expert in international arbitrations and court proceedings and has spoken and published extensively in the area of energy and resources investment disputes and investment treaty law as well as political risk management in such industries. Elisabeth is a Past President of the AIPN. She is actively committed to legal education, is a co-chair and instructor of the International Oil and Gas Short Courses held in Houston every year, and also presents courses on subjects of interest for the energy community upon her client's request. Elisabeth is considered a leading natural resources practitioner in Latin America. Chambers ranks Elisabeth in Band 1 for the entire Latin America region, and Star Individual for Venezuela. For a number of years now, Who's Who in Oil and Gas has selected Elisabeth as one of the top 10 energy practitioners worldwide. Elisabeth received her law degree from Universidad Católica and an LLM from Harvard Law School. She is both a civil law and a common law lawyer (admitted in New York and Venezuela).

ERIC FRY is Director – International Negotiations for Anadarko Petroleum Corporation in The Woodland, Texas. He is responsible for all non-U.S. negotiation activities within Anadarko's international portfolio. Previous to his current position, he was Director of Worldwide Negotiations for Pioneer Natural Resources, responsible for negotiating business development and commercial transactions relating to Pioneer's international and domestic portfolio, including a three-year stint with Occidental Oil and Gas Corporation as Manager of Business Development performing the same activities for its international portfolio. He has over 30 years of experience in the domestic and international upstream oil and gas business. He started with a 12-year career with Phillips Petroleum, working first as a Landman, and later as Senior International Negotiator, and Team Leader for the Unitization of Bayu-Undan Project in the Zone of Cooperation. He has conducted negotiations and performed business development activities in North America, South America, Europe, Africa, Asia, and Australia. Mr. Fry graduated from the University of Texas in 1984, graduating with degrees in Finance and Petroleum Land Management. He is also conversant in French. Since joining the AIPN in 1989, he has held many Committee and Officer Positions and was AIPN President 2000-2001. He has been instrumental in initiating and participating in the AIPN Student Outreach Program for the last eighteen years.

NORMA ROSNER IACOVO currently serves as Associate General Counsel for Tenaska, Inc., a diversified energy company which is one of the nation's largest developers of independent electric power projects. She serves as chief counsel to its E & P subsidiary, Tenaska Resources,

and for its power marketing subsidiary Tenaska Power Services Co. She has served with Tenaska since November of 2000 in its Arlington, Texas offices. Prior to Tenaska, Ms. Iacovo had been from 1995 to 2000 an Associate General Counsel for Vastar Resources, Inc., ARCO's Houston based domestic E & P subsidiary, and General Counsel of Vastar Gas Marketing, Inc., and Vastar Power Marketing Inc., the commodity trading affiliates of Vastar Resources. She is a past Chair of the Oil, Gas and Energy Resources Law Section of the Texas State Bar; past Chair of the Energy Section of the Dallas Bar Association; former Chairman of the Legal Affairs Committee of the Natural Gas Supply Association; former representative for the natural gas industry on the Federal Royalty Policy Advisory Committee, a consultative body advising the U.S. Department of Interior; and the 2011 winner of the Dallas Business Journal's "Best Corporate Counsel Award" for solo general counsels in the Dallas area. She is a graduate of Boston College Law School, and licensed to practice law in Texas and Massachusetts. She has been on the planning committee of, and speaker for, numerous industry institutes and seminars for the Oil, Gas and Energy Resources Law Section of the State Bar of Texas, including the Gas and Power Institute, the Ernest E. Smith Institute, and the Advanced Oil and Gas Law Course. Her publications include "Marketing Affiliates: Differences in Royalty Valuation Analysis Under MMS Regulations and State Case law," *Petroleum Accounting and Financial Management Journal*, Vol. 20, No. 1, Spring 2001; "A Historical Look at the FERC," *Oil Gas and Energy Resource Law Section Report*, Vol. 26, No. 4, June 2002; and "FERC Launches Standard Market Design Rulemaking," *Oil Gas and Energy Resources Law Section Report*, Vol. 27, No. 2, December 2002.

GWENDOLYN JARAMILLO is a partner with Foley Hoag LLP, based in San Antonio, and deputy chair of the firm's International Business practice group. Her diversified international practice encompasses transactional, trade, general corporate, and public advocacy concerns. She advises clients on mergers and acquisitions, with a focus on cross-border acquisitions and establishment of international operations. Gwendolyn is also a member of Foley Hoag's Corporate Social Responsibility practice group. In this role, she advises multinational companies regarding the development and implementation of CSR strategies, policies, and procedures, as well as compliance with emerging legal and regulatory requirements. In the area of foreign trade, Gwendolyn advises clients regarding compliance with U.S. export regulations and sanctions programs, including product classifications, development of compliance programs, compliance audits, and compliance with OFAC regulations. Her work often involves counseling private sector and country government clients on governmental advocacy strategies aimed at trade and other issues involving the executive and legislative branches of the U.S. government. Beyond her international work, Gwendolyn provides assistance to private, public, and non-profit companies on general corporate matters.

JENNIFER JOSEFSON is a partner at King & Spalding, based in its Moscow office. She specializes in transactions in the oil and gas, energy and natural resources sectors, supporting clients on their international projects including M&A and joint venture arrangements, joint operating

## FACULTY

agreements (JOAs), PSA matters, concessions, supply contracts, oilfield service agreements, power purchase agreements, and international arbitration in the subsoil and energy sectors. Ms. Josefson has advised a broad range of companies on their investments in the energy sector in Russia and the CIS, Europe, Africa, Asia and the Middle East. She is ranked as one of the top energy and natural resource lawyers by Chambers Global, PLC Which Lawyer, and the Who's Who of International Oil and Gas Lawyers. She has held both officer and director positions with the Association of International Petroleum Negotiators (AIPN) and was its first regional director of the CIS Chapter from 2004 to 2008. She graduated from Baylor University (B.A.), University of Texas School of Law (J.D.) and the Institute of State and Law of the Russian Academy of Science (Masters of Law). She is admitted to the State Bar of Texas and to the roll of solicitors of England and Wales.

BILL KATZ is a Partner at Thompson & Knight LLP in Dallas, Texas, where he specializes in complex arbitration and litigation matters, with a focus on the oil and gas industry. He has represented clients in ICC, ICDR, and AAA arbitrations involving a variety of contracts, including joint operating agreements, purchase and sale agreements, farmout agreements, development agreements, and partnership agreements. Bill has also represented national oil companies and other energy-industry clients in matters involving oil and gas investment projects and cross-border transactions; large infrastructure projects; anti-corruption and FCPA advice; foreign-sovereign-immunity issues; and the enforcement of arbitral awards. He has been recognized in several legal directories, including The Best Lawyers in America® and Chambers USA. He is a frequent speaker and author on a variety of litigation and arbitration topics, including Thompson & Knight's article addressing the importance of choosing the correct law in international dispute resolution clauses: Choice-of-Law Considerations when Drafting Arbitration Provisions for International Oil and Gas Agreements. Bill is admitted to practice law in Texas, New York, California, and the District of Columbia. He graduated from Georgetown University in 1991 and from the Georgetown University Law Center in 1994.

JOANNA KAY is a Senior Associate in the London office of Andrews Kurth. Joanna is an English law qualified oil and gas lawyer who has acted on a wide range of international oil and gas transactions for NOCs, IOCs, contractors, project companies, and financial institutions. She advises on mergers and acquisitions, disposals, joint ventures, gas and LNG sales arrangements, gas storage and major project development. Prior to joining Andrews Kurth, Joanna was an in-house lawyer at Tullow Oil plc, an African focused E&P company based in London, where she focused on upstream asset work, gas commercialisation projects and frontier exploration opportunities across a wide range of international jurisdictions. Prior to that, she spent five years at a leading law firm in London. Joanna is a committee member of the International Bar Association's UK Energy Lawyers Group.

EDWARD LEWIS is Head of Environmental, United States, for Norton Rose Fulbright. He joined the firm in 1993, and is a partner in the Houston office. He focuses his practice in the environmental law area, including environmental

litigation, enforcement, compliance counseling, remediation, permitting, auditing, and transactional matters. Previously, Eddie worked as a chemical engineer. His practice frequently involves legal issues in which complex technical issues are at the forefront. He graduated from the University of Texas School of Law in 1992 with honors, and has a B.S. in Chemical Engineering from Texas A&M University, 1988. While in law school, Eddie was a member of the Texas International Law Journal and Order of the Coif. He was admitted to practice law in Texas in 1993.

JAY G. MARTIN is the Vice President, Chief Compliance Officer, and the Senior Deputy General Counsel for Baker Hughes Incorporated (BHI). Prior to joining BHI, Mr. Martin was a Shareholder at Winstead Sechrest & Minick P.C., a Partner at Phelps Dunbar and Andrews & Kurth, and the Assistant General Counsel of Mobil Oil Corporation's Worldwide Exploration and Production Division in Fairfax, Virginia. Mr. Martin has also served as General Counsel of Mobil Natural Gas, Inc. in Houston, Texas. Mr. Martin holds JD, MPA and BBA degrees from Southern Methodist University in Dallas, Texas. While in private practice, Mr. Martin was engaged in a wide variety of domestic and international energy transactions, and regulatory matters for natural gas exploration and producing companies, oil field service companies, marketers, pipelines, and refiners. Mr. Martin's practice involved such diverse matters as participating in generic federal and state restructuring proceedings in the natural gas and electric industries, drafting virtually every type of domestic and international oil and gas agreement, working on mergers and acquisitions, asset acquisitions and divestitures, handling a significant number of energy lending transactions including but not limited to mezzanine and conventional production based financings and work-out situations, and advising clients on a wide variety of natural gas marketing and processing matters. Mr. Martin also regularly handled problems for clients arising under the Foreign Corrupt Practices Act, the U.S. Economic Sanctions Laws, and Arab Boycott Regulation. In addition, Mr. Martin developed broad experience in crisis management, designed corporate compliance programs for clients, and conducted many types of internal investigations for clients.

JASPER MASON is an associate with Looper Goodwine in Houston, Texas, where his practice focuses on international and U.S. oil and gas ventures. He advises clients on asset and corporate acquisitions and divestitures as well as energy-based financings and development projects, including unconventional resource plays, LNG, and deepwater targets. Jasper has represented clients in tendering bids for contracts to supply oilfield service equipment in the CIS, acquiring OCS leases in the Deepwater GOM, and attracting investors and industry partners to co-develop acreage on state-owned lands in Alaska. He has assisted clients ranging from individual investors to national oil companies in all hydrocarbon-producing regions of the world. Jasper earned his J.D. from the University of Houston Law Center. Following law school, he worked for Hess Corporation as a Senior Negotiator for the International Unconventional Capture and Appraise team in Houston. In this role, he identified, developed, and acquired opportunities in international unconventional resource plays in North and South America, Asia, northwest

## FACULTY

Africa, and Australia. Prior to his time at Hess, Jasper was a Senior Consultant for IHS CERA, working in government relations, structuring bid rounds for host countries in southwest Africa and the Caribbean, and political risk analysis. Jasper is a member of the Houston Bar Association Oil, Gas, and Mineral Law planning committee, a past co-chair of the AIPN Spring Conference, and has spoken on and moderated numerous panels at various seminars and conferences.

CAROLINE MAY is a specialist environment and health and safety lawyer with Norton Rose Fulbright. She is head of the firm's environment, planning and health and safety practice in London. Caroline joined the London practice as a partner in 2006. She was previously head of safety, health and environment at another leading law firm and has been a specialist environmental and health and safety lawyer for nearly 20 years. Caroline has worked on a number of precedent making cases and is recognized as a leading expert by Legal 500, the Chambers Directory, and the Guide to the World's Leading Environmental Lawyers. The team was awarded UK Environmental Law Firm of the Year by Acquisition International for 2011 and UK Safety Law Firm of the Year 2012. Caroline has extensive experience of both contentious and non-contentious environmental law. In particular, she has great experience in urban regeneration and brownfield site projects. She has been involved in two of the largest pieces of toxic tort litigation in the UK involving dioxin emissions from chemical waste incineration and methane emissions from landfill waste sites. Her work has involved liaison with government, relevant regulatory authorities, NGOs, and lobby groups. She has a specialisation in environmental indemnity insurance and all aspects of health and safety law. She has represented large corporate organisations in the defence of prosecutions pursuant to the Health and Safety at Work Act/Corporate Manslaughter Act for fatal accidents and serious injuries, including the potential defence of personal liabilities for officers/senior managers of the companies concerned. Caroline sat on National Council for the United Kingdom Environmental Law Association (UKELA) and Noise Consultative Committee for 6 years. She is a Freeman of the City of London and holds National Institute for Trial Advocacy Diploma (NITA). In 1996 Caroline was awarded the Roscoe Prize by the Institute of Energy for paper entitled Compliance of the Courts.

DAVID McCARTNEY is a Commercial Manager with BG Group in Houston, Texas. He is engaged in supporting and assuring the commercial activities of BG Group's Brazilian Asset, having recently moved to Houston from the UK. Over the last 20 years he has worked in various oil industry roles from Projects to Operations and Commercial for BG Group Assets located on most of the continents.

ANDREW MELSHEIMER is a partner in Thompson & Knight's International Energy Practice Group in its Dallas, Texas office. Mr. Melsheimer's practice focuses on the international aspects of the oil and gas industry, in both transactional and litigation work. He has worked on oil and gas concessions around the globe, one of which led to his direct negotiation with the head of state of the host government. In addition to host government granting

instruments, he has worked on and negotiated dozens of oil and gas industry contracts, including operating agreements, unitization agreements, confidentiality agreements, lifting agreements, farmout agreements, and rig sharing agreements, among others. On the litigation side of his practice, Mr. Melsheimer represents clients in major oil and gas arbitrations and litigation. He also provides pre-litigation strategic advice to clients, which includes analysis of claims under Bilateral Investment Treaties and other contracts. Additionally, Mr. Melsheimer has provided advice and counsel to numerous companies related to the Foreign Corrupt Practices Act, similar OECD anti-bribery legislation, and the full range of U.S. economic trade sanctions and anti-boycott regulations. He earned his J.D. and Bachelor of Civil Law degree from Louisiana State University, Paul M. Hebert Law Center, in 2002; a Master of International Business Studies from the University of South Carolina in 1999; and a B.S. in International Trade and Finance from Louisiana State University in 1996. Mr. Melsheimer is a member of the State Bars of Texas and Louisiana. He is past Chair of the International Law Section of the Texas State Bar, an Advisory Board Member for the Institute of Transnational Arbitration and the Institute for International and Comparative Law at the Center for American and International Law, a member of the Association of International Petroleum Negotiators' Farmout Agreement Revision Drafting Committee, and is active in numerous other legal and energy industry associations.

VINCENT S. MORELAND is an attorney with Devon Energy Corporation assigned to its International Division. Over the years his practice areas have included international project finance, syndicated finance, international oil & gas law, and international transactions and contracts. He currently has responsibilities for the legal support of Devon's activities in Egypt, the Ivory Coast, Angola and Gabon.

CHRIS MOYES has over forty years of experience in the energy sector and has developed specific expertise in the evaluation, negotiation, trading, and financing of international oil and gas ventures. In addition, Mr. Moyes is considered an expert in the interpretation and assessment of petroleum contracts, and in the resolution of contract issues. Since founding Moyes & Co in 1983, Chris has managed both domestic and international E&P venture investments. He has evaluated production properties for acquisition and investment opportunities. He has managed new company issues, identified and acquired assets for clients, and concluded investment contractual documentation. He has been active in the provision of advice to governments, contractors, and the service sector in the structure and financing of joint ventures for upstream, downstream, power, and infrastructure sectors. He is familiar with the world's petroleum fiscal systems for oil and gas, export routes and their capacities and costs, transactions involving assets and valuations thereof, and the availability and cost of capital for international projects. He has provided Competent Person's or Independent Expert's Reports for companies seeking listings on the Canadian, United Kingdom, and Australia Stock Markets. He has acted as Expert Witness in litigation or arbitration proceedings by expert report, deposition, or affidavit. Chris graduated from the University of Western Australia in 1968 with a



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degree in Geology. He earned an MSc degree in Petroleum Engineering from the Royal School of Mines, Imperial College, London University, in 1974.

TOUFIC P. NASSIF is the President of T P Nassif and Associates LLC, a Houston based Energy Consultancy Company that specializes in the provision of expert advice, counseling, coaching, and training on critical business development and negotiations areas including commercial petroleum operations. Prior to his current position he was the President and CEO of Sonde Resources Corp. responsible for the company oil and gas business in Canada and North Africa. Prior to Joining Sonde, he held the position of VP and Commercial Director for BP Libya where he lead the negotiation for the landmark exploration deal that was signed with the Libyan NOC in 2007, the largest exploration deal in BP's history and the largest ever awarded by Libya. Prior to his role in Libya Toufic was the Director of Negotiations for BP North Africa where he worked on the business development and the growth agenda (new ventures) for BP in Libya and Algeria. Toufic served as a director for BP Exploration North Africa and BP Exploration Libya Ltd from 1999-2010 and also held the position of Senior Advisor for E&P Business Development for BP Plc from 2007-10. Prior to his move to London in 1999, Toufic was the Director of Commercial Development for the Exploration and Production Sector of Amoco Corporation, responsible for identifying, developing, and establishing new business ventures in North Africa and the Middle East. Toufic In 2004-2005, Toufic held the office of the president of the Association of International Petroleum Negotiators (AIPN). He has more than 36 years in the energy business with comprehensive experience in business development, negotiations, and commercial activities in North Africa and Middle East as well as extensive experience in commercial petroleum operations and oil and gas project management.

STEVEN P. OTILLAR is a partner with Akin Gump Strauss Hauer & Feld LLP in Houston. He has been representing clients in the development, finance, acquisition, and divestiture of domestic and international energy projects for over 19 years, with a particular emphasis on upstream projects in emerging markets. He counsels clients on obtaining rights to develop oil and gas projects around the world, as well as gas and liquid pipelines, wind, solar, and natural gas power projects. He regularly negotiates and structures a variety of investment vehicles – including joint ventures, joint operating agreements, participation agreements, farm-in/farm-out agreements, shareholder agreements, alliance agreements, teaming agreements, and joint bidding agreements – relating to the development of major energy and infrastructure projects. Mr. Otillar also represents clients with the underlying tender, construction, engineering, and procurement documentation for onshore and offshore energy projects. He is a former chair of the HBA International Section and member of the executive committee of the Texas Bar International Section. He is the former Director of the US Region of the Association of International Petroleum Negotiators, and currently serves on the Executive Committee, as Vice President of Education. Mr. Otillar serves on the Executive Committee of the Institute of Energy Law, serving on the Strategic Planning Committee and as Co-Chair of the Membership Committee. He is also an editor of the Oil, Gas & Energy Law Journal.

Mr. Otillar received his B.A. cum laude, with honors, from Southwestern University in 1992 and his J.D. cum laude and Order of the Coif from University of Houston Law Center in 1995. Prior to joining Akin Gump, he was a partner at a leading international law firm.

PATRICK POPE is Of Counsel to the law firm of Greenberg Traurig in Washington, D.C. Patrick works within the global energy and infrastructure group and focuses his practice on advising clients regarding development of energy infrastructure projects, negotiation of associated commercial contracts, procuring of necessary regulatory approvals, and litigation of related contract disputes. He has been involved in the natural gas pipeline and liquefied natural gas (LNG) business for portions of four decades. Prior to joining the firm, Patrick served as Vice President and General Counsel of Southern Natural Gas Company, with primary responsibility for infrastructure development and regulatory matters for over thirty years. Having served during this period as commercial and regulatory counsel for two of the eight operational LNG terminals in the U.S., the Elba Island terminal in Savannah, Georgia, and the Gulf LNG terminal in Pascagoula, Mississippi, he is a frequent speaker at worldwide LNG conferences, with more than 30 appearances in the last decade on topics ranging from terminal development to gas interchangeability and contract risk management.

MILES PRILLAMAN is an attorney with Exxon Mobil Corporation, currently serving the ExxonMobil Development Company in Houston, Texas. He works primarily with upstream oil and gas matters. Mr. Prillaman started with Exxon Corporation in Houston in 1986, and subsequently worked in Midland, Texas; Florham Park, New Jersey; and Kuala Lumpur, Malaysia; returning to Houston in 2000. Mr. Prillaman is a member of the American Petroleum Institute's Subcommittee for Exploration and Production Law and is a former officer and director of the Association of International Petroleum Negotiators.

WILLIAM W. PUGH previously served as head of the Houston office of Liskow & Lewis and is currently the team leader for the Oil & Gas team in Houston. He has practiced Maritime, Oilfield and Insurance Law with the firm since 1980. His practice involves a wide variety of matters, including drafting and negotiating numerous energy and offshore related contracts (such as master service agreements, drilling contracts, charters and construction contracts) and helping companies, both domestically and internationally, develop comprehensive contracts that maximize the company's risk allocation. He participated in drafting the 2002 AIPN International Model Well Services Agreements and is currently co-chair of the AIPN Model Contract Committee that is drafting an international drilling contract and reviewing the Model Well Services Agreements.

JOHN J. SARDAR has been the Chief Compliance Officer for Noble Energy Inc. since September 2011. Noble is a leading independent energy company engaged in worldwide oil and gas exploration and production. In this role, he coordinates and oversees all aspects of Noble's ethics and compliance program globally, and is responsible for implementation and management of the company's ethics and compliance policies, procedures and guidelines to ensure the company's

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employees understand and adhere to Noble's Code of Conduct, and legal and regulatory requirements. Mr. Sardar has legal experience in both private and in-house practice, and working for the U.S. government. Prior to joining Noble, he was Director, Ethics & Legal Compliance with Baker Hughes Inc. He previously also worked as Deputy Compliance Officer & Counsel-Litigation with St. Louis-based Charter Communications, Inc., and also worked with Bryan Cave LLP, an international law firm with over 1,100 lawyers. Mr. Sardar's governmental experience includes service as a Special Assistant United States Attorney with the office of the Special Counsel John C. Danforth-Waco Investigation. He earned a bachelor's degree in Economics from California State University at Long Beach, and a law degree from St. Louis University, and is member of the Missouri Bar. He is a frequent speaker at domestic and international conferences addressing anti-corruption compliance and other international trade law issues.

KEVIN SHAW is a partner in the firm of Mayer Brown LLP. His practice emphasizes transactions involving energy projects and companies, as well as the mining industry. He practices in the Houston, Texas and Los Angeles, California offices of the firm. He began his legal career with Shell Oil Company in its Western Exploration and Production division, in Houston, Texas. In the 1980's, he practiced in Denver, Colorado. In addition to other articles, Mr. Shaw has presented papers at special and annual institutes of the Rocky Mountain Mineral Law Foundation, and is currently the California Oil & Gas reporter for its quarterly Mineral Law Newsletter. He received his B.A. in 1976 from the University of Texas and his J.D. in 1980 from the University of Houston. He is admitted to practice in the States of California, Colorado and Texas. He is a member of the American Bar Association, State Bar of California, Colorado Bar Association and State Bar of Texas. He has served as the President of the Denver Association of Oil and Gas Title Lawyers (1986-87), and the Southern California Chairman of the Natural Resources Subsection of the State Bar of California (1994-1997).

MICHAEL SILVER is a Managing Counsel with BHP Billiton Petroleum in Houston, Texas. He works primarily on international upstream oil and gas matters with current focus on Latin America and the Caribbean. Mr. Silver has worked on a wide variety of transactional matters including production sharing contracts, concession contracts, licenses, farm-out agreements, operating agreements, and major services agreements. He supports ongoing operations on a variety of regulatory, contractual, and community matters. Mr. Silver also has experience developing and implementing compliance programs as well as managing complex litigation and international arbitration matters. Mr. Silver previously worked at ExxonMobil Corporation for 17 years in assignments with the Exploration and Pipeline businesses, providing general corporate support and working on litigation arising from the Exxon Valdez oil spill. Mr. Silver currently serves on the Houston Chapter of the Association of Corporate Counsel. He received J.D. and MBA degrees from Duke University in 1990 and a BA degree from Lafayette College in 1986.

JUSTIN T. STOLTE currently serves as Manager, Business Development for Apache Corporation, where he has

participated in over US\$8 billion dollars of transactions over the previous 18 months, including Apache's exit in 2015 from its global LNG projects (Wheatstone and Kitimat) and Australian non-LNG operations. Prior to joining Apache, Mr. Stolte worked as a mergers and acquisitions attorney for Latham & Watkins LLP and Baker Botts LLP, and prior to that, as a petroleum engineer for ChevronTexaco in the Permian Basin. He has been recognized by Texas Monthly and Law and Politics as a "Texas Rising Star"; Chambers USA as a "Leader in the Field-Oil and Gas (Nationwide)"; and Law 360 as a "Rising Star (Top 5 Energy Attorney under 40)". Mr. Stolte was also recently recognized as one of Oil & Gas Investor's "Top 30 under 40" industry members in connection with his business development activities at Apache. He holds a bachelor's degree in petroleum engineering from the Colorado School of Mines and a law degree from the University of Notre Dame, and is currently enrolled in the executive MBA program at the Massachusetts Institute of Technology.

HARRY SULLIVAN is an International Energy Attorney based in Dallas, Texas, where he is an Adjunct Professor at SMU's Dedman School of Law and at Texas A&M School of Law. He also works for Kosmos Energy in their West Africa exploration activities. His previous experience includes fourteen years as Senior Counsel-International in the International E&P Legal Group of ConocoPhillips, Of Counsel with Thompson & Knight LLP, fifteen years as Chief Counsel-International and Senior Counsel for Atlantic Richfield Company and five years as Senior Counsel for Sun Oil Company. Mr. Sullivan has a J.D. degree from Louisiana State University School of Law and an LL.M. degree from Southern Methodist University's Dedman School of Law. He is licensed to practice law in the states of Louisiana and Texas and before the Supreme Court of the United States, and he is Board Certified in Oil, Gas and Mineral Law in Texas. He is also admitted as a Solicitor in England and Wales. His practice and experience focuses on the upstream and midstream oil and gas industry, both in the U.S.A. and internationally, in more than 25 different countries.

TERRY TODD started as a Research Geophysicist with Shell and Gulf (1973-1980), went on to work as an Exploration Geophysicist/Manager with Gulf and Elf Aquitaine USA (1980-1991), and then worked on overseas New Business Development for Elf Aquitaine and Total (Paris, 1991-2006; 2014-2015) and Newfield (2006-2009). He joined the Society of Exploration Geophysicists in 2009 as Director, Global Relations. He recently retired from SEG, but continues to have an active interest in global business development in the petroleum industry. Terry, a member since 1992, has work on AIPN Model Contract drafting teams; co-chaired the Lifting Agreement drafting committee and Model Form Workshops in Italy; and developed and presented both the Lifting Agreement and the Seismic Contracts Sections at the International Oil & Gas Law, Contracts and Negotiation Course. Terry has also been very active in the globalization of the AIPN. He helped create a regional AIPN chapter covering Europe, Africa, the Middle East and the Former Soviet Union, and promoted the growth of regional chapters in Asia, Australia, and Latin America. Terry served several years on the Board of AIPN, and was AIPN President in 2002-2003. Terry is also an active member of the SEG

## FACULTY

and the American Association of Petroleum Geologists. As Director, Global Relations with the SEG, he used his background in geophysics, petroleum exploration, business, and volunteer work to help SEG serve a global membership, create and manage offices in China and the Middle East, develop collaboration opportunities with other societies and oil and gas companies, and reach out to practitioners in exploration, mining, near surface, and other areas of geophysics. Terry holds a BS degree in Mathematics & Physics from the University of Toronto (1969), and a Ph.D. in Geophysics from the Massachusetts Institute of Technology (1973).

ED TURNER is Counsel at Exxon Mobil Corporation where he advises on upstream transactional, operational and compliance matters. He began his career at Exxon Mobil in 1981. He has been actively involved in the negotiation of government agreements in West Africa, the Middle East and the Far East and merger and acquisition transactions in these regions and the United States. His responsibilities include advising on maritime boundary risk where a property is located in an area without internationally defined boundaries. He holds a BA from the University of Texas and a JD from the University of Houston.

PIETER PAUL VAN LELYVELD is Head of Business Integrity with Shell International B.V. at Shell's head office in The Hague, The Netherlands. He has extensive experience negotiating and drafting oil and gas agreements, including Joint Operating Agreements, Concessions, Production Sharing Contracts, Risk Service Contracts, Farmin Agreements, Share Purchase Agreements, Joint Study and Bidding Agreements, Technical Service Agreements, Confidentiality Agreements, etc. He has worked in more than 25 different countries around the world. Mr. Van Lelyveld received his law degree (Master of Laws) from Leiden University in The Netherlands, is member of the board of the Association of International Petroleum Negotiators, was a member of its Model International Joint Operating Agreement Revision Committee, and was co-chair of the Revision Committee for the Joint Study and Bidding Agreement.

D. MARIE WAGNER is Senior Counsel-International with Anadarko Petroleum Corporation, where she is responsible for counseling her clients on a wide variety of upstream international transactional, operational and compliance matters, and for drafting and negotiating acquisition, divestiture, farmin, farmout, joint bidding, joint operating, lifting, production sharing/concession and unitization agreements in connection with Anadarko's exploration, development and operations projects in Africa, Europe, Latin America and Asia. Her recent focus has been on West Africa. Prior experience includes serving as Senior Counsel International with El Paso Energy Corporation and as General Counsel of a Vivendi subsidiary in Paris. Ms. Wagner began her legal career as an associate with Bracewell & Giuliani in Houston. She earned her B.A. in Foreign Affairs (Middle East Studies) from the University of Virginia where she graduated with High Distinction, and her J.D. from the University of Maryland, where she served as Editor in Chief of the Maryland Journal of International Law and Trade and as President of the International Law Society. She also holds a Master of Architecture from the University

of Illinois. She designed the curriculum for and taught a multi-disciplinary course on Global Energy Transactions as an Adjunct/Extended Faculty (with MBA and Geoscience faculty) at the University of Texas School of Law. Ms. Wagner also has taught as an adjunct at the University of Houston School of Law. She is admitted to the bar in Texas and Washington, D.C. and as a Solicitor in England and Wales.

PHILIP WEEMS is based in Houston, Texas, where he is co-head of the King & Spalding Global Energy Practice. He formerly served as Managing Partner of the firm's three offices in the Middle East (based in Dubai from 2007-2010) and of the firm's office in Singapore (based from 2010-2012). Since 1990, Mr. Weems has specialized in LNG / gas matters, upstream transactions, and energy maritime issues. He served as President of the AIPN from 2003-04 and as Chairman of the 2002 International Joint Operating Agreement Revision Committee. He is formerly Senior Counsel - ARCO Indonesia (Tangguh LNG Project); and former Associate General Counsel - VICO (major supplier of natural gas to the Bontang LNG Plant). Mr. Weems has a J.D., cum laude / Texas Tech University School of Law; Master of Laws / University of Sydney; Certificate of Advanced Study / Thunderbird School of International Management.

BEN H. WELMAKER, JR., is an attorney-at-law who represents oil and gas companies in international and U.S. oil and gas transactions. He has drafted and negotiated numerous oil and gas exploration and production agreements including purchase and sale agreements, farmout agreements, confidentiality agreements, operating agreements (including accounting procedures), joint bidding agreements, production sharing contracts, concession contracts, master service agreements, drilling contracts and drilling rig purchase and sale agreements. He has also represented oil and gas companies entering into natural gas purchase and sale and transportation agreements. Among other publications, he is co-author, *Contract Structures for Petroleum Transactions in Latin America: Investment in the Petroleum Industry Through Joint Ownership*, in *International Oil and Gas Transactions in Latin America 33* (Ricardo Colmenero & David Enriquez eds., Instituto Tecnológico Autónomo de México 2011); and co-author, *Common Legal Issues in U.S. Shale Plays*, in *State Bar of Texas Oil, Gas and Energy Resources Law Section Report*, December 2009. Mr. Welmaker was co-chair of the AIPN committees that prepared the revised 2004 AIPN Model Form International Accounting Procedure, the revised 2007 AIPN Model Form Confidentiality Agreement, the revised 2012 AIPN Model Form International Accounting Procedure and the new 2013 AIPN Model Form International Unit Accounting Procedure. He was also co-chair of the AIPN 2013 Model Contracts Workshop in Amsterdam, June 17-19, 2013. He holds a law degree from the University of Texas School of Law, is admitted to the State Bar of Texas, the Florida Bar, and the United States District Court for the Southern District of Texas. He is fluent in Spanish.

**THE ROCKY MOUNTAIN MINERAL LAW FOUNDATION (RMMLF)**, established in 1955 as a non-profit corporation, is an international educational organization dedicated to the study of the legal system and issues affecting mineral, energy, and water resources. The Foundation is a cooperative project of law schools, bar associations, and industry associations, and sponsors biennial programs with the IBA-Section on Energy & Natural Resources Law. The Foundation has hosted Institutes in Chile, Venezuela, and Peru on mining and oil and gas issues. RMMLF, 9191 Sheridan Blvd. #203, Westminster, CO 80031, tel. +1 303-321-8100, fax +1 303-321-7657, info@rmmlf.org, www.rmmlf.org

**THE ASSOCIATION OF INT'L PETROLEUM NEGOTIATORS (AIPN)** is a not-for-profit professional organization founded in 1981 to enhance the professionalism of its members through continuing education, promoting understanding of

negotiation work in the international community, and providing networking opportunities. AIPN now serves over 4,500 members from some 110 countries. AIPN, 11767 Katy Freeway, Suite #412, Houston, TX 77079, tel. +1 281-558-7715, fax +1 281-558-7073, aipn@aipn.org, www.aipn.org.

**THE INSTITUTE FOR ENERGY LAW (IEL)** provides advanced education for lawyers and other professionals in the energy industry, through educational programs, scholarly publications and membership activities. It counts among its membership many of the world's leading energy companies and attorneys. The IEL is a division of The Center for American and International Law (CAIL), a nonprofit organization which since 1947 has served lawyers and law enforcement officials from over 131 countries. IEL, 5201 Democracy Drive, Plano, TX 75024, tel +1 972-244-3400, fax +1 972-244-3401, iel@cailaw.org, www.cailaw.org/iel.

## International Oil & Gas Law, Contracts, and Negotiations



**MAIL or FAX to:**  
**Rocky Mountain  
Mineral Law Foundation**  
9191 Sheridan Blvd., Ste. 203  
Westminster, CO 80031 USA  
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# INTERNATIONAL OIL & GAS LAW, CONTRACTS, AND NEGOTIATIONS

**Rocky Mountain Mineral Law Foundation**

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## GENERAL INFORMATION

**Room Reservations:** The Doubletree by Hilton Houston Downtown, 400 Dallas Street, Houston, Texas 77002 has blocked rooms for these courses until September 21 at the rate of \$191 single/double per night. Ask for the special rates for International Oil & Gas Law registrants. For reservations, contact the Doubletree at:

- Online - <http://tinyurl.com/rockym98>
- Direct +1 713-759-0202
- Toll Free +1 800-222-8733

Questions or Problems: email [info@rmmlf.org](mailto:info@rmmlf.org)

**Car Rental:** Hertz is offering special discounts by referencing Meeting CV#03NJ0010 and Rocky Mountain Mineral Law Foundation. Make reservations at [www.hertz.com](http://www.hertz.com) or call 800-654-2240 (U.S.); 800-263-0600 (Canada); or +1 405-749-4434 (International).

**Registration Fees:** Include substantial course materials, refreshments, and hosted functions as listed in this brochure. These fees do not include hotel costs or transportation. Registrations will be accepted only when accompanied by a check, money order, government purchase order or training form, credit card information, or wiring information. No registrations can be processed without payment.

**Registration Cancellations:** Refunds, less a \$50 administrative fee, will be given for cancellations received by 3:00pm on Monday, August 17, 2015. No refunds will be given thereafter, although substitution of attendees may be made by contacting RMMLF. Cancellations must be made by email to [info@rmmlf.org](mailto:info@rmmlf.org). Registrants not entitled to a refund will receive a copy of the written materials. For questions on refunds, complaints, and/or program cancellations, please contact our office at 303-321-8100.

**Course Materials:** The classroom presentations will be supplemented by extensive written materials that will be distributed at the start of each program.

**CLE Credit:** These courses are typically accredited by all mandatory CLE states, Canadian provinces, the AAPL, NADOA and NALTA, and other professional organizations. Attorneys from certain states may be required to pay an additional fee. Each course consists of approximately 31.5 hours of continuing education, including up to 1.5–2 hours of ethics for each course. You must let us know at least 30 days in advance of the conference the states or organizations for which you will need credit (see registration form). RMMLF is a State Bar of California MCLE-approved provider.

**CPE Credit:** Rocky Mountain Mineral Law Foundation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org). There are no prerequisites and no advance preparation is required to attend this course. The delivery method is Group–Live, and up to 37 CPE credits are available, including 1–2 ethics credits. The program level is “overview.”

**Recording:** Audio or video recordings of this course are not permitted, except with the express permission of the sponsors.

**Special Needs:** If you have special needs addressed by the ADA, please notify us at least two weeks before the program.