



ROCKY MOUNTAIN
MINERAL LAW FOUNDATION



Association of International
Petroleum Negotiators



Institute for
ENERGY LAW



International Oil & Gas Law, Contracts, and Negotiations

PART 1

From Concept to Discovery
September 27 – October 1, 2021

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

PART 2

From Discovery to Decommissioning
October 4-8, 2021

- International Project Development Risks
- Sanctions
- Seismic Contracts, Data Use & Exchange Agreements
- Unconventional Resources Development
- Crude Oil Marketing
- International Drilling and Service Contracts
- Decommissioning Issues
- Corporate Social Responsibility & Business Ethics
- Sale and Purchase Agreements
- International Dispute Resolution
- Natural Gas Sales Agreements
- Natural Gas Pipeline Transportation
- Natural Gas Balancing
- LNG Project Development

Part 1 – From Concept to Discovery

The course registration desk will open at 8:15 am on Monday, September 27 at the Westin Galleria Hotel, 5060 W. Alabama, Houston, Texas 77056, USA. Sessions will meet at this hotel daily.

DAY 1: Monday, September 27, 2021

9:00 am – 9:15 am: Introduction and Opening Remarks

HARRY W. SULLIVAN, JR., Program Chair; International Energy Attorney, Dallas

9:15 am – 10:15 am: International Oil & Gas Issues and Risks of International Investment

- Overview of the international oil and gas industry
- Historical and anticipated risks and rewards inherent in the industry

10:15 am – 10:30 am: Hosted Refreshment Break

10:30 am – 12:30 pm: Confidentiality Agreements

- Purpose and key provisions of a confidentiality agreement
- Review of the AIPN Model Form Confidentiality Agreement, which provides protection for valuable information and data that is shared with another company

12:30 pm – 2:00 pm: Lunch – On Your Own

2:00 pm – 4:00 pm: International Dispute Resolution

- Successful resolution of disputes between parties is essential for business to succeed
- International arbitration – an impartial private method of resolving disputes
- AIPN Model Form Dispute Resolution Provisions

4:00 pm – 4:15 pm: Hosted Refreshment Break

4:15 pm – 6:00 pm: Bidding Agreements and AMI Agreements

- Review of the AIPN Model Form Study and Bid Group Agreement, which provides a basis for companies to establish a consortium to cooperate in bidding for or acquiring oil and gas granting instruments
- Review of area of mutual interest (AMI) agreements, and their purposes and functions

6:00 pm – 7:00 pm: Hosted Reception for Registrants, Speakers & Guests

DAY 2: Tuesday, September 28, 2021

9:00 am – 10:30 am: Granting Instruments

- Concessions
- Production sharing contracts
- Risk service contracts
- Other provisions

10:30 am – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Granting Instruments

- Continued

12:30 pm – 2:00 pm: Hosted Networking Luncheon

2:00 pm – 4:00 pm: Granting Instruments

- Continued

4:00 pm – 4:15 pm: Hosted Refreshment Break

4:15 pm – 5:30 pm: Stabilization Issues in Granting Instruments

- Change of law as one of the main risks in the international oil and gas industry
- Stabilization as one method to address the change of law risk

DAY 3: Wednesday, September 29, 2020

9:00 am – 10:30 am: Joint Operating Agreements

- Rights, duties, and obligations of co-venturers in the same oil and gas contract area
- AIPN 2012 Model Form International Operating Agreement

10:30 am – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Joint Operating Agreements

- Continued

12:30 pm – 2:00 pm: Lunch – On Your Own

2:00 pm – 4:00 pm: Joint Operating Agreements

- Continued

4:00 pm – 4:15 pm: Hosted Refreshment Break

4:15 pm – 5:30 pm: JOA Accounting Procedures

- Funding operations and accounting for costs
- 2012 AIPN Model Form International Accounting Procedure

DAY 4: Thursday, September 30, 2021

9:00 am – 10:30 am: Participation (Farmout) Agreements

- A vehicle to acquire an interest in an oil and gas granting instrument by performing or paying for specified work under the granting instrument
- AIPN Model Form International Farmout Agreements

10:30 am – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Participation Agreements

- Continued

12:30 pm – 2:00 pm: Lunch – On Your Own

2:00 pm – 4:00 pm: Unitization Issues

- Development of a common oil and/or gas reservoir that underlies more than one contract area
- Mechanics of unitization and of operating a unit
- Cross-border unitization
- AIPN Model Form UUOA and current revisions

4:00 pm – 4:15 pm: Hosted Refreshment Break

4:15 pm – 5:30 pm: Unitization Issues

- Continued

DAY 5: Friday, October 1, 2021

9:00 am – 10:30 am: Ethics and Anti-Bribery Compliance

- Bribery and corruption combated through a variety of treaties, conventions, and laws
- Business ethics and principles critical to working in the international oil and gas industry
- Traps for the unwarys

10:30 am – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Crude Oil Lifting Agreements

- How each co-venturer takes its share of oil and gas production
- AIPN Model Form Lifting Procedures

12:30 pm: Course Adjournment

Part 2 – From Discovery to Decommissioning

The course registration desk will open at 8:15 am on Monday, October 4th at the Westin Galleria Hotel, 5060 W. Alabama, Houston, Texas 77056, USA. Sessions will meet at this hotel daily.

DAY 1: Monday, October 4, 2021

9:00 am – 9:15 am: Introduction and Opening Remarks

HARRY W. SULLIVAN, JR., Program Chair; International Energy Attorney, Dallas

9:15 am – 10:30 am: Overview of International Oil & Gas Issues and International Project Development Risks

- Overview of the international oil and gas industry
- Historical and anticipated risks and rewards inherent in the industry

10:30 am – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: Sanctions

- Review of governmental sanctions that may impact international oil and gas developments

12:30 pm – 2:00 pm: Lunch – On Your Own

2:00 pm – 3:00 pm: Seismic Contracts, Data Use, and Exchange Agreements

- Overview of the data and operations being covered by these contracts
- General discussion of the key provisions of the contracts
- Detailed discussion of some of the complexities and key negotiation issues for the contracts

3:00 pm – 4:00 pm: International Unconventional Resources Development

- Developments that have brought unconventional oil and gas resources into focus in many parts of the world
- Unique issues involved in the exploration and exploitation of unconventional resources
- How these projects differ from exploration and exploitation of conventional oil and gas resources

4:00 pm – 4:15 pm: Hosted Refreshment Break

4:15 pm – 6:00 pm: Crude Oil Marketing

- Selling and monetization of oil once it is produced
- Crude oil sales transactions – often done over the phone and documented through relatively simple contracts
- Importance of customs and practices

6:00 pm – 7:00 pm: Hosted Reception for Registrants, Speakers & Guests

DAY 2: Tuesday, October 5, 2021

9:00 am – 10:30 am: International Drilling and Service Contracts

- Services provided by service companies in support of petroleum operations under granting instruments
- Primary issues in service contracts, including warranty and cross-indemnity provisions

10:30 am – 10:45 am: Hosted Refreshment Break

10:45 am – 12:30 pm: International Drilling and Service Contracts

- Continued

12:30 pm – 2:00 pm: Hosted Networking Luncheon

2:00 pm – 4:00 pm: Decommissioning Issues

- Decommissioning as an adjunct obligation to the right to develop oil and gas
- Review of contractual provisions related to decommissioning

4:00 pm – 4:15 pm: Hosted Refreshment Break

4:15 pm – 5:30 pm: Corporate Social Responsibility and Business Ethics

- What is involved in corporate social responsibility
- How CSR has evolved into a necessary area in international oil and gas projects

DAY 3: Wednesday, October 6, 2021

9:00 am – 10:15 am: Sale and Purchase Agreements

- Selling oil and gas contracts as a common method of monetization
- Key terms and provisions of a sale

10:15 am – 10:30 am: Hosted Refreshment Break

10:30 am – 12:30 pm: Sale and Purchase Agreements

- Continued

12:30 pm – 2:00 pm: Lunch – On Your Own

2:00 pm – 4:00 pm: Sale and Purchase Agreements

- Continued

4:00 pm – 4:15 pm: Hosted Refreshment Break

4:15 pm – 5:30 pm: International Dispute Resolution

- Successful resolution of disputes between parties essential for business to succeed
- International arbitration – an impartial private method of resolving disputes
- Benefits and pitfalls of arbitration

DAY 4: Thursday, October 7, 2021

9:00 am – 10:15 am: Natural Gas Sales Agreements

- Complexities of pipeline sales of natural gas outside of established markets such as North America and Europe
- Primary terms and provisions of gas sales agreements

10:15 am – 10:30 am: Hosted Refreshment Break

10:30 am – 12:30 pm: Natural Gas Sales Agreements

- Continued

12:30 pm – 2:00 pm: Lunch – On Your Own

2:00 pm – 4:00 pm: Natural Gas Pipeline Transportation (Construction & Operation GTA) and Natural Gas Balancing Issues

- Supply imbalances when co-venturers sell natural gas to different buyers
- AIPN Model Form Gas Balancing Agreement
- AIPN Model Form Gas Transportation Agreement

4:00 pm – 4:15 pm: Hosted Refreshment Break

4:15 pm – 5:30 pm: LNG Project Development

- Conversion of natural gas to a liquid form (LNG) when being transported long distances to market
- Complexity and uniqueness of international LNG projects
- Structure and primary contracts of an international LNG project

DAY 5: Friday, October 8, 2021

9:00 am – 10:15 am: LNG Project Development

- Continued

10:15 am – 10:30 am: Hosted Refreshment Break

10:30 am – 12:30 pm: LNG Project Development

- Continued

12:30 pm: Course Adjournment

Refund Policy

Fully recognizing that every individual's situation is in flux, our goal is to make it easier for you to attend. As a result, you may substitute another attendee for your registration or cancel your registration through September 6, 2021 for a full refund. From September 6 through September 16, you may substitute another attendee for your registration or carry forward your registration to the 2022 course without penalty. After September 16 and before the first day of the event you may substitute another attendee for your registration or carry forward your registration to the 2022 course for a 10% administrative fee. No substitutions, carryforwards, or cancellations will be allowed after the course has begun. Advance room deposits are not required by the Westin Galleria Houston, so you can make an advance room reservation and cancel it without penalty up to a week before the start of the course.

Co-Sponsors

THE ROCKY MOUNTAIN MINERAL LAW FOUNDATION (RMMLF), established in 1955 as a nonprofit corporation, is an international educational organization dedicated to the study of the legal systems and issues affecting mineral, public lands, and water resources. The Foundation is a cooperative project of law schools, bar associations, and industry associations, and sponsors numerous programs on mining, oil and gas, and natural resource law issues. RMMLF, 9191 Sheridan Blvd. Ste. 203, Westminster, CO 80031, tel +1 303-321-8100, fax +1 303-321-7657, info@rmmlf.org, www.rmmlf.org.

THE ASSOCIATION OF INTERNATIONAL 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 around 3,500 members from some 110 countries. AIPN, 11111 Katy Freeway, Suite #615, 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

REGISTRATION

REGISTER ONLINE
at www.rmmlf.org

Mail, fax, or email registration
form and payment to:

**Rocky Mountain
Mineral Law Foundation**
9191 Sheridan Blvd., Ste. 203
Westminster, CO 80031 USA
Tel: (303) 321-8100
Fax: (303) 321-7657
info@rmmlf.org

Questions: info@rmmlf.org

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By entering your information and registering for this course, you consent and agree to receive communications from the co-sponsors as to our programs, products, and services and certain programs of our nonprofit partners, provided that you may opt out of receiving email notices at any time. You also consent to our providing your contact information to other course registrants on the course registration list, which may be used by course registrants to invite you to events held in connection with the course. If you are a member, you consent to our providing your contact information to other members. For a copy of our privacy policy, go to <https://tinyurl.com/rmmlf-privacy>.

1. Registrant Information – Please type or print legibly

Name _____ Badge Name _____
Employer _____
Employer Address _____
City/State/Zip _____
Phone (____) _____ Email _____
Primary Occupation: Attorney Landman Management
 Consultant Student Other (please specify): _____
**Please note your first year in practice
in the legal or natural resources field:** _____
For Attorneys - CLE credit requested from these states: _____
Other credit requested from (AAPL, CPE, etc.): _____

2. Which Course Will You Attend?

- PART 1 From Concept to Discovery PART 2 From Discovery to Decommissioning

3. Registration Category Please select the applicable registration fee

Please add \$200 to any registration fees received after August 18, 2021	Thru August 18, 2021	10% Discount Both Courses
Member (Check all that apply): <input type="checkbox"/> RMMLF <input type="checkbox"/> AIPN <input type="checkbox"/> IEL	<input type="checkbox"/> \$2,700	<input type="checkbox"/> \$4,860
Non-Member	<input type="checkbox"/> \$3,100	<input type="checkbox"/> \$5,580

4. Materials

You can only purchase materials to the course(s) for which you are registered.

PART 1 From Concept to Discovery	<input type="checkbox"/> DOWNLOAD ONLY (\$0) (Electronic materials only)	<input type="checkbox"/> HARD COPY (\$90) (Receive manual at conference)
PART 2 From Discovery to Decommissioning	<input type="checkbox"/> DOWNLOAD ONLY (\$0) (Electronic materials only)	<input type="checkbox"/> HARD COPY (\$90) (Receive manual at conference)

TOTAL: \$ _____

5. Payment Information Prepayment Required – Please pay in U.S. Dollars

- Check drawn on a U.S. bank in U.S. Dollars (Payable to RMMLF)
 VISA MasterCard American Express

Credit Card # _____

Name on Card _____ Exp. Date _____

Signature _____

- Electronic Funds Transfer: Contact the Foundation at info@rmmlf.org

International Oil & Gas Law, Contracts, and Negotiations

Westin Galleria Hotel, Houston, Texas

COVID-19 Risk Acknowledgment, Waiver, and Release

When you register you must agree to the following:

COVID-19 and its variants have created a heightened degree of personal risk and responsibility in participating in this event. You are strongly urged to be fully vaccinated against COVID-19 before attending this event. The course sponsors (AIPN, RMMLF, IEL) will follow those health and safety practices mandated by the host hotel and by applicable federal, state, and local authorities. Those practices will be determined close to the date of the event and may become more or less strict between registration and the event. By registering for and attending this event, you: (1) acknowledge the risks associated with COVID-19 and its variants; (2) agree to comply with any applicable health and safety practices that may be mandated for the event (regardless of whether federal, state, or local laws mandate the use of such practices), including, without limitation, health screenings, masking, distancing, or other precautions; (3) agree to monitor your own health status and not attend the event if you are symptomatic in any way or believe you have been exposed to someone with COVID-19 or its variants; and (4) waive and forever release and discharge the course sponsors and their present and former directors, officers, employees, agents, volunteers, and insurers from and against, any and all claims, demands, causes of action, liabilities, obligations, costs, expenses, and indemnities of every kind and nature, in law or in equity, known or unknown, fixed or contingent, arising out of or related to exposure to, contracting, or spreading COVID-19 or its variants at or in connection with this event.

General Information

Room Reservations: The Westin Galleria Hotel, 5060 W. Alabama, Houston, TX 77056, USA, has blocked rooms for these courses until September 3, 2021 at the discounted rate of \$209 per night. Ask for the special rates for International Oil & Gas Law registrants.

For reservations, contact the Westin at:

- Online <http://tinyurl.com/acmt2021>
- Toll Free + 1 888-627-8514

Trouble making room reservations? Contact us at info@rmmlf.org

Car Rental: Hertz is offering special discounts by referencing Meeting CV#022Q9493. Make reservations at www.hertz.com or call 800-654-2240 (U.S.); 800-263-0600 (Canada); or 405-749-4434 (Int'l).

Registration Fees: Include electronic 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.

Recording: Audio and video recording, streaming, or other types of live or stored dissemination are not permitted without express authorization from the Foundation.

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

Refund Policy: Fully recognizing that every individual's situation is in flux, our goal is to make it easier for you to attend. As a result, you may substitute another attendee for your registration or cancel your registration through September 6, 2021 for a full refund. From September 6 through September 16, you may substitute another attendee for your registration or carry forward your registration to the 2022 course without penalty. After September 16 and before the first day of the event you may substitute another attendee for your registration or carry forward your registration to the 2022 course for a 10% administrative fee. No substitutions, carryforwards, or cancellations will be allowed after the course has begun. Advance room deposits are not required by the Westin Galleria Houston, so you can make an advance room reservation and cancel it without penalty up to a week before the start of the course.

CLE Credit: Each course consists of approximately 29.5 hours of continuing education, including up to 90 minutes of ethics in Part 1 and up to 75 minutes of ethics in Part 2, depending upon your jurisdiction. You must let us know, at least 45 days in advance of the conference, the states or organizations for which you will need credit (see registration form). Credit hours for states will vary and are subject to each state's approval and credit rounding rules. Foundation conferences are typically accredited by all mandatory CLE states and Canadian provinces, and various professional organizations. Attorneys from certain states may be required to pay an additional fee. The Foundation is a State Bar of California MCLE-approved provider.