International Oil & Gas Law, Contracts, and Negotiations

Westin Galleria Hotel, Houston, Texas

PART 1
From Concept to Discovery
September 21-25, 2020

- 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
September 28 – October 2, 2020

- 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

These courses are limited to 100 participants each week.
DAY 1: Monday, September 21, 2020

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 22, 2020

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 23, 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
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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.

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CO-SPONSORS
## Day 1: Monday, September 28, 2020

**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, September 29, 2020

**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, September 30, 2020

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: 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: 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 1, 2020

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 2, 2020

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
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

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General Information

Room Reservations: The Westin Galleria Hotel, 5060 W. Alabama, Houston, TX 77056, USA, has blocked rooms for these courses until August 15, 2020 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/rockym153
- 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#03NJ0015 and Rocky Mountain Mineral Law Foundation. Make reservations at http://tinyurl.com/hertz2019 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.

Registration Cancellations: Full refunds, will be given for cancellations received by 3:00 pm at least seven days prior to the start of the program. No refunds will be given thereafter, although substitution of attendees may be made by contacting the Foundation. Cancellations must be made in writing or email to info@rmmlf.org. Registrants not entitled to a refund will receive a link to the written materials.

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.

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