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## **"Profitable Mineral Management"**

**BREAKFAST SERIES for**  
**Surface and Mineral Owners**  
*Admission by Invitation Only*

**DATE:** **April 7, 2015**

**TOPIC:** **Lessons Learned**

**LOCATION:** **San Antonio Petroleum Club**  
8620 N New Braunfels, Suite 700  
San Antonio, TX 78217-6363  
P 210.824.9014, F 210.829.5443

**TIME:** 7:30 AM Breakfast - 8:00 AM Presenters, 8:50 AM Q & A

**PRESENTERS:** **E.O. (Trey) Scott, III, Trinity Mineral Management, Ltd.**  
**Lessons Learned**

- 35 years of Good, Bad and Ugly
- "God, give me one more oil boom..."
- Be prepared
- Can you put that in writing?
- Back to school
- How deep is the pool?
- Allocation wells
- Can I touch it?
- What's the difference?
- The honeymoon is as good as it gets
- Read log readers
- Texas State Comptroller records
- Severance Tax exemptions
- Section 91 letters
- Ad Valorem Tax
- Pipelines – the three P's; fences
- Critical dates – spud and completion
- Is continuous development production?
- Have you been saved?
- If it quacks like a duck...
- What condition is your condition in?
- Have you been pushed to your "limits"?
- Access to information – Royalty backup
- Conversations documents and ratifications
- Are you feeling the love?
- Heritage
- Hyder
- Pool
- Hooks
- Postpone drilling
- Rule 86
- On the other hand
- Know the answer before you ask the question
- Map
- Prior period adjustments
- Division orders
- Manufacturing
- Don't miss your exit
- What comes up must come down
- Remedies
- Hurt feelings
- Expect the unexpected

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With a career spanning over 3 decades, Mr. Scott has worked in oil and gas for a total of 37 years, including summers on a drilling rig both onshore and in the Gulf of Mexico, between college semesters at Texas Tech University.

Mr. Scott is a Certified Professional Landman. In 1979, he went to work for an oil and gas lease broker in Corpus Christi, Texas as a field Landman. His duties consisted of mineral title research, oil and gas lease negotiations and title curative. In 1981, Mr. Scott opened his own office as an independent Landman, overseeing several lease brokers and successfully acquiring hundreds of oil and gas leases. Mr. Scott's experience in the oil and gas industry includes an in-house position with a San Antonio based Exploration & Production Company where his duties included many aspects of oil and gas exploration, development and gas marketing.

After his time on the industry side of oil and gas, Mr. Scott began an association with a local Oil & Gas Mineral Company where he successfully acquired mineral and royalty interest in several hundred producing oil and gas wells across the United States. Mr. Scott is currently involved in all aspects of managing oil and gas royalty portfolios, including the development of databases and software for oil and gas management.

Subsequently, Mr. Scott started adding to his client list several South Texas ranches, where his responsibilities include overseeing and managing all aspects of mineral and royalty ownership including lease compliance and royalty audits, in addition to surface operations from drilling locations, pipelines, surface facilities, remediation and environmental issues.

In September of 2005, at the request of some key clients, Mr. Scott expanded his services by founding Trinity Mineral Management, LTD., where Mr. Scott is currently the Managing Partner.

Mr. Scott is a member of the Texas Land and Mineral Owner Association where he is currently serving as Vice-President, the San Antonio Association of Professional Landmen where he served as President and as Education Chairman, the American Association of Professional Landmen, and the South Texans' Property Rights Association. He also serves on Texas Railroad Commissioner David Porter's Eagle Ford Task Force.