



ENERGYNET

THE CONTINUOUS OIL & GAS MARKETPLACE

Q4 | 2018

MARKETPLACE QUARTERLY



ENERGYNET.COM



- *Continuous Online Auction*
- *Rapid-Cycle Sealed Bid Sales*
- *Negotiated Sales*
- *Government Lease Sales*

FEATURED INSIDE:

**2018 SALES IN REVIEW:
\$2 BILLION MILESTONE REACHED**

**GOVERNMENT LEASE SALES:
BLM RECORDS SHATTERED**

GOVERNMENT LEASE SALES



GUS RIVERO

VICE PRESIDENT - GOVERNMENT LEASE SALES


EnergyNet was honored to host the BLM New Mexico September Lease Sale, where several BLM records were shattered, including the highest \$/acre paid; which previously was \$40,001/acre and after this sale is \$95,001/acre.

The BLM New Mexico State Office is currently working on the December lease sale, which will feature parcels in New Mexico (96), Texas (10) and Oklahoma (8). The New Mexico parcels cover Eddy, Lea, Chaves, San Juan, Rio Arriba and other counties. The Texas parcels are in McMullen and Live Oak counties. The parcels located in Oklahoma cover Dewey, Custer, Woods and other counties. At the time of this publication, the parcel list for the BLM New Mexico December Lease Sale is preliminary, and the BLM may add or remove parcels before the final list is published for the sale scheduled for the week of December 3, 2018.

Eight (8) additional agencies will utilize the EnergyNet Platform for their final 2018 lease sales. In November, the States of Colorado, New Mexico and Wyoming all have scheduled offerings, and the BLM Regional Offices of Colorado, Montana, Nevada, Utah and Eastern States have scheduled offerings in December.

If you haven't yet, be sure to visit our Upcoming Government Lease Sales Calendar, where you may filter by agency, scroll through the weeks and months to view upcoming events, add individual events to your personal calendar, and even subscribe to individual Agency Calendars. With this new subscription option, you will receive push notifications to your calendar when sales are updated or added.

The Upcoming Government Lease Sales calendar can be viewed at www.energynet.com/calendar.pl.

All revenue generated from lease auctions directly supports the states' educational trust fund and other endowments. Past lease auction detailed results may be viewed on the respective agency websites, and bid history and final results are available at www.energynet.com/page/Government_Sales_Results. 



UPCOMING GOVERNMENT LEASE SALES

MARKED DAYS INDICATE THE **BID PERIOD** FOR UPCOMING STATE LEASE SALES ON ENERGYNET.COM

Bureau of Land Management	Colorado SLB	Idaho Department of Land	New Mexico SLO
North Dakota Department of Land	Oklahoma CLO	Texas GLO	Texas University Lands
Utah SITLA	Wyoming OSLI		

DECEMBER 2018

Su Mo Tu We Th Fr Sa

						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

BLM New Mexico Fede (5)
 North Dakota Department of Land (6)
 BLM Mono (10-11)
 BLM Nev (10-11)
 BLM Utah (10-11)
 New Mexico SLO (10-11)
 BLM Colo (12)
 BLM East (12)
 North Dakota Department of Land (12)
 New Mexico SLO (16-17)
 New Mexico SLO (23-24)

JANUARY 2019

Su Mo Tu We Th Fr Sa

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13	14	15	16	17	18	19	
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27	28	29	30	31			

New Mexico SLO (8)
 Utah SITLA Online Oil, Gas and Other Minerals Lease Sale (9-10)
 New Mexico SLO (13-14)
 Utah SITLA Online Oil, Gas and Other Minerals Lease Sale (13-14)
 Utah SITLA Online Oil, Gas and Other Minerals Lease Sale (20-21)
 North Dakota Department of Land (28)

FEBRUARY 2019

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17	18	19	20	21	22	23	
24	25	26	27	28			
							31

North Dakota Department of Land (1)
 North Dakota Department of Land (3-4)
 New Mexico SLO (10-11)
 Colorado SLB (12)
 New Mexico SLO (17-18)
 Colorado SLB (18-19)

MARCH 2019

Su Mo Tu We Th Fr Sa

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17	18	19	20	21	22	23	
24	25	26	27	28	29	30	
							31

BLM Nev (7)
 BLM Nev (12)
 New Mexico SLO (12)
 New Mexico SLO (17-18)
 BLM Nev (21)

TECHNICAL DEPARTMENT PREPARATION PROCESS

1 The Seller's uploaded files are emailed to the Internet Data Room Team where the files are downloaded, processed and added to the Internet Data Room

- Once completed, the Internet Data Room Team sends an email to the Seller with a list of items still needed to complete the property presentation as well as approximate timeline for completion of property (7-10 business days from the receipt of the remaining documents, including the original, executed outgoing conveyance document)

2 A Land/Technical Analyst is assigned the property to prepare the property presentation

- Pulling production data from sources such as DrillingInfo and IHS
- Completing a cash flow analysis using Seller providing checks, JIBs or LOS
- Creating offset activity maps
- Pulling offset activity data such as permits, production and leases

3 After the property presentation is complete by the Land/Technical Analyst, it goes through a final review process in Land and Technical Services

by Quality Control

- Once reviewed, the Seller will be emailed a Final Approval
- When Final Approval is executed by Seller, property presentation is activated and Live on the Auction Listings page



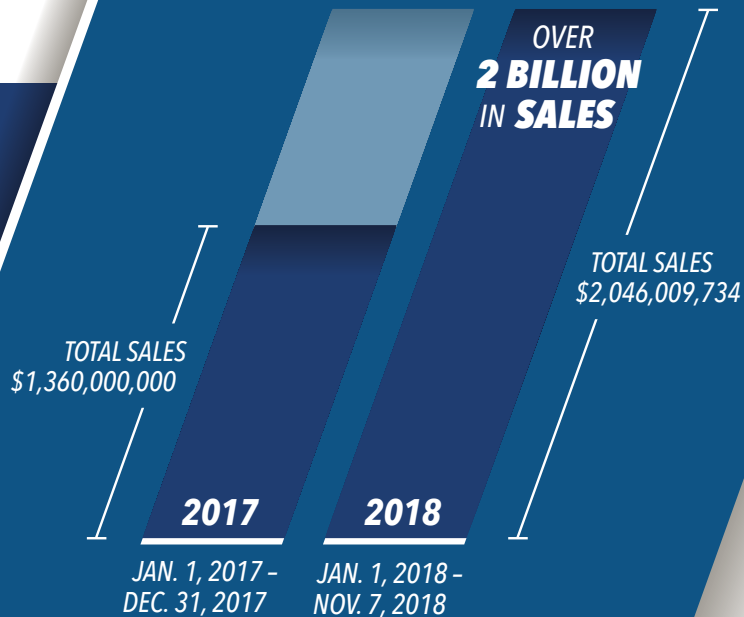
ENERGYNET YEAR IN REVIEW

TOTAL THIRD QUARTER SALES:
\$1,294,747,675

Transactions Sold **1,602**

Total Sale Closing Days **37**

ENERGYNET SALES YEAR-TO-DATE



HOW DOES YOUR PROPERTY RECEIVE SO MUCH ATTENTION AT ENERGYNET?

ENGINEERING



YVONNE TRUJILLO • ANKITA SINHA

TECHNICAL



SEAN THOMAS • MATT WHITE • SKYLER SCHMIDT • RYAN BLAKELY • BRITNEY GREEN • STACEY NANN • JILL LETZTER • CHARISA BRYANT • JACOB GURALNIK • NOSHON • JOHNSON • ANWYL • JORDAN

BUS. DEVELOPMENT



CHRIS AITHERTON • RYAN DOBBS • CODY FELTON • MICHAEL BAKER • ETHAN HOUSE • LINDSAY BALLARD • DENNA ARIAS • EMILY MCGINLEY • HEIDI EPSTEIN

MARKETING



WHITNEY MCEIVERS • RYLEE LUTES • SARENA POOR

YOUR PROPERTY

TECHNOLOGY



JOHN LAUR • MITCH JONES • MATTHEW ABBOTT • JUSTIN FRANK

CONVEYANCING



LISA COX • MICHELLE HANNA

CLOSING



JIM BLACK • WILSON WOOLLEY • RUSSELL ARTHO • LISA WEISS • KESEY WELCH • SARAH BRADLEY

INTRODUCING THE NEWEST MEMBERS OF THE ENERGYNET TEAM



EMILY MCGINLEY
MANAGER OF BUSINESS DEVELOPMENT
MID-CONTINENT / TX PANHANDLE


Emily serves as EnergyNet's Director of Business Development for both the Mid-Continent and Texas Panhandle. Prior to joining the EnergyNet team in August 2018, Emily began her career as a Landman specializing in Mid-Continent asset development for Devon Energy Corporation. After five successful years in Land, Emily transitioned to Devon's Acquisitions and Divestitures group where she spent another five years. During her tenure in A&D, Emily was involved with multiple transactions, covering assets in several basins - the value of which exceeded fourteen billion dollars.

Emily graduated from the University of Oklahoma in 2008 with a Bachelor's Degree in Business Administration in Energy Management. Emily is an active member of Oklahoma Energy Explorers, OIPA, Oklahoma City Association of Petroleum Landmen, American Association of Professional Landmen, and ADAM-OKC.

Emily enjoys spending time with her husband JP, daughter Mayson, and three dogs. Emily also loves supporting her Oklahoma Sooners and the Oklahoma City Thunder. 



HEIDI EPSTEIN
MANAGER OF BUSINESS DEVELOPMENT
GULF COAST REGION & EASTERN STATES

Heidi Epstein is the Manager of Business Development for the Gulf Coast Region and Eastern States. She is also the President of the Society of Petroleum Engineers, Gulf Coast Section, Business Development Group. Prior to joining EnergyNet, Heidi was recognized as a top performing energy sales representative at both IHS Markit and DrillingInfo. Heidi graduated from the University of Texas at Austin with a focus on GIS and business. She also holds FINRA Series 63 and 22 securities licenses. 



2018/19 EVENTS CALENDAR

DECEMBER 2018

December 6: ADAM Energy Forum Luncheon
Dallas, TX

December 12: IPAA/TIPRO Leaders in
Industry Luncheon - Houston, TX

2019

JANUARY

January 3: ADAM Energy Forum Luncheon
Dallas, TX

January 8: Permian Basin Landman
Association - Midland, TX

January 9: OIPA Wildcatters - Oklahoma City, OK

January 9: IPAA/TIPRO Leaders in Industry
Luncheon - Houston, TX

January 17: SIPES Luncheon - Houston, TX

January 18: ADAM Houston - Houston, TX

FEBRUARY

February 7: ADAM Energy Forum Luncheon
Dallas, TX

February 11-15: NAPE Summit - Houston, TX

February 12: Permian Basin Landman
Association - Midland, TX

February 13: IPAA/TIPRO Leaders in Industry
Luncheon - Houston, TX

February 15: ADAM Houston - Houston, TX

February 21: SIPES Luncheon - Houston, TX

February 25: DUG Executive - Houston, TX

February 27: March 1st Enercom Dallas
Dallas, TX

February 28: SPE Meeting Overview of Oil &
Gas Operations in Wyoming - Dallas, TX

MARCH

March 7: ADAM Energy Forum Luncheon
Dallas, TX

March 6: OIPA Wildcatter Luncheon
Oklahoma City, OK

March 12: Permian Basin Landman
Association - Midland, TX

March 13: IPAA/TIPRO Leaders in Industry
Luncheon - Houston, TX

March 21: SIPES Luncheon - Houston, TX

March 15: ADAM Houston - Houston, TX

March 20-22: Louisiana Oil & Gas Association
Annual Meeting - Lake Charles, LA

March 23: National Stripper Well Association
Oklahoma City, OK

March 28: SPE Business Development
Meeting - Houston, TX

APRIL

April 4: ADAM Energy Forum Luncheon
Dallas, TX

April 10: IPAA/TIPRO Leaders in Industry
Luncheon - Houston, TX

April 15-17: DUG Permian Basin
Fort Worth, TX

April 18: SIPES Luncheon - Houston, TX

April 19: ADAM Houston - Houston, TX

MAY

May 1: OIPA Wildcatters - Oklahoma City, OK

May 2: ADAM Energy Forum Luncheon
Dallas, TX

May 8: IPAA/TIPRO Leaders in Industry
Luncheon - Houston, TX

May 14: Permian Basin Landman Association
Midland, TX

May 14-15: DUG Rockies - Denver, CO

May 16: SIPES Luncheon - Houston, TX

May 17: ADAM Houston - Houston, TX

May 21: Houston Wildcatters - Houston, TX

May 28: ADAM Tulsa - Tulsa, OK

JUNE

June 7: CIPA Annual Meeting - San Diego, CA

June 6: ADAM Energy Forum Luncheon
Dallas, TX

June 7: OIPA Annual Convention
Las Colinas, TX

June 12: IPAA/TIPRO Leaders in Industry
Luncheon - Houston, TX



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**CONTACT US TODAY TO DISCUSS
YOUR A&D OBJECTIVES**

- Continuous Online Auction
- Rapid-Cycle Sealed Bid Sales
- Negotiated Sales
- Government Lease Sales

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