



# NGEAO Connection Newsletter

Natural Gas & Energy Association of Oklahoma

4th Quarter 2011

[www.ngeao.org](http://www.ngeao.org)

918-995-7133

## Save the Dates

- 11-10-11  
Luncheon  
Meeting Tulsa -  
Congressman  
John Sullivan
- 12-7-11 Holiday  
Reception OKC  
Petroleum Club  
Edmond
- 1-12-12 Luncheon  
Meeting Tulsa
- 2-9-12  
Luncheon  
Meeting OKC  
Governor  
Mary Fallin
- 3-8-12  
Luncheon  
Meeting Tulsa
- 4-12-11 Clay  
Shoot OKC

## Annual Conference Educates

In the recent years, NGEAO has redirected and enhanced its focus on educating its members. This focus on professional development was evident at the September meeting at the Tulsa Hard Rock Hotel where two seminars were presented free of charge to paying members of the annual conference. Both events were a sell out!

A crude oil track called Unconventional: Rethinking Crude Oil Marketing, "Everything you want to know about the new crude oil market, but didn't know who to ask" was attended by both oil and gas traders. With today's focus on oil plays, the gas folks took this opportunity to get up to speed on how things are done in oil patch marketing.

In understanding how crude oil moves from lease point to market, the expert panel assessed the infrastructure and logistical challenges standing between a producer and the crude oil revenue. A member of the panel, Greg Hodgen, President and COO of Groendyke Transport, Inc asserted the lack of qualified truck drivers and expenses related to regulation and transport equipment will cause a 30% increase in hauling crude by 2014. Sam Brown, VP Business Development at Plains All American Pipeline showed how the net surplus of 70,000 bbls/d at Cushing has caused the serious disconnect in the WTI versus Brent crude. A major shift in oil flows is occurring across the US, and a system that was designed to move oil from south to north is now being reconfigured to flow in the opposite direction.

The Natural Gas track featured "NGLs and Olefins: The Final Product where experts from Williams and Oneok presented the uses and distribution channels for these products as well as the major customers, consuming regions and the role of fractionation and storage in the process.

## Sports Events Rejuvenate

Recall the days when the NGEAO annual event was a "Sports Tournament"...Well, despite the group's focus on education, members still found time for camaraderie and rejuvenation whether through a round of golf, bowling or poker. This year's golf tournament was won by an incredibly talented team of golfers who without Mulligans, or slip of the pencil, I'm sure, turned in the best scores of the day. However, all records documenting those winners have been lost or destroyed to protect the innocent!

If you won, you know who you are and have told the rest of us about it! So, congratulations to all the golfers, whether low score or high! No one was found sleeping on the golf course this year, likely because it was too cold and rainy but that aside, the tournament was a great success. Thanks to the generous sponsors, volunteers and coordinators!

### Individual Highlights:

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## Poker Competition - BIG Winners

Although debatable as to whether it should be called a sport; when your conference is in a casino, poker does qualify as a sport! This year's event had Thomas Segner with Oneok finishing first, Margaret Landers of Newfield, second and Charlotte Baker with Cimarex in third place. Congratulations to you all.



## Extreme Bowling Rocks Annual Conference

NGEAO members raved about this year's bowling event which was celebrated in a 1980s Disco theme. Judging by the winners (and losers) of the music trivia and dance contest held during the bowling event, it was clear which NGEAO members had lived the disco era and which were not yet born! The more seasoned NGEAO members complained that the lights were too dim to see the lanes and the younger crowd simply commented that the music, although not their favorite, was not loud enough.



The results of the friendly competition are as follows: 1<sup>st</sup> place - Team "Macho Men+1" including Bryan Sloan, Chesapeake, Chris Forsman, Tenaska, Will Bridendolph, Mustang & Lenice Stanford, Markwest. 2<sup>nd</sup> place – Team "The Trammps" including Marty Young, DCP, Paul Freyre, Shell, Barb Varanauski, Centerpoint & Darrel Hagerman, Enbridge. 3<sup>rd</sup> place – Team "Car Washers" Charlie Mertz, Chevron, Philip Cato, EDF Trading, Lisa Norwood, Enerfin, & Sheri Horniachek, Niska Gas Storage.



## "Gas Hags" Luncheon Precedes Annual Conference

Since when does being called a Hag come as a compliment? Considering several definitions, a hag is a "wizened old woman, or kind of fairy or goddess... (Wikipedia)", "...archaic...(Merriam-Webster)", "...middle-aged woman...in positions of power (Urban dictionary)".



Well if you consider the letters might represent **H**ard-working **A**ble **G**as **S**taff who happen to be women, then Linda Roberts considers it an honor to be known as a Gas Hag! Such an honor, she shows it off on her personalized car license plates, which she first got in the 1980s while in Oklahoma working for Northern Natural Gas.

As she tells the story, the pipelines had so many new rules at the time that everyone thought were onerous and while negotiating a deal with a male counterparty, he got frustrated because he thought she was taking a hard line with him exclusively in laying out the deal terms. When the deal was finally done he said to Linda, "I think you are just being an ole Gas Hag!" Luckily, she knew the man and didn't take offense. In reality, she was unwavering and estute in her negotiations and felt pleased if he thought she was a Gas Hag.

Linda is one of several women who shortly after created an informal gathering of about eight women who got together for lunch each year at the NGEAO annual conference for the purpose of networking. (continued)



### 2011 NGEAO Board

*President*

*Bill Shanahan*

*1<sup>st</sup> Vice President*

*Mark Cahill*

*2<sup>nd</sup> Vice President*

*Rusty Rains*

*Treasurer*

*Kim King*

*Secretary*

*Debbie Lessert*

*2<sup>nd</sup> Year Board*

*Bill Ward*

*Paul Bellflower*

*1<sup>st</sup> Year Board*

*Ed Troutman*

*Megan Barber-*

*Woodworth*

*Ty Peck*

*William Sattre*

*Delegate Board*

*Tracy Holmes*

*Lisa Norwood*

*Jim Stengle*

*Colby Tiffie*

*Past President*

*Josh Baskett*

## Gas Hags (continued)

The luncheon, held at 11am the Wednesday prior to the conference, drew 40+ attendees this year! Linda says, "The gathering just became a way to help women grow within the energy business and develop as leaders within their companies and within NGEAO."

The group is informal and doesn't have a set of rules or bylaws. Request an invitation to the luncheon by email to [linda.roberts@centerpointenergy.com](mailto:linda.roberts@centerpointenergy.com). Hags are not exclusively women, but the one man who attended a luncheon a couple of years ago, didn't bother to stay. The reality is this group is about mentoring each other and getting to know where people work so when issues come up you have a go to person to help you solve it. When Linda Roberts is asked if she knows someone in a particular role at a company, she promptly responds, "No, but give me a minute, and I'll find out." Then she calls her Gas Hag contact to assist!

Many participants in the Gas Hags luncheon are mature women with years of experience in the energy business. Those women want the younger crowd to appreciate what a rewarding career the oil and gas business can be for them! When I asked Linda, the unofficial founder of the group, what is the most beneficial thing about the Gas Hags, she said, "I have been very fortunate in my energy career and have some wonderful business associates and life-long friends from having participated. I want to share that experience and help others find success."



*Thanks to event sponsors: Reese Energy Consulting, 2011 and Centerpoint Energy, 2010.*

## Spotlight NGEAO Board Member

Colby D. Tiffie, Senior Marketing Representative for Linn Energy, has served on the NGEAO board for two years as a delegate. In November, 2007 he joined Linn as a part of the acquisition of the Mid-Continent assets from Dominion Exploration & Production.

Prior to joining Linn, Colby served as Marketing Representative of gas, NGLs and crude oil for Dominion's Mid-Continent, Permian Basin and south Texas assets from 2004 until 2007.

From 2002 to 2003, Mr. Tiffie served as Commercial Contract

Coordinator for Duke Energy Field Services ("DCP Midstream") where he was responsible for administering certain contractual activities with regard to commercial business development. From 2000 to 2002, he served in a similar role as Contract Coordinator for Enogex.

Colby is a graduate of the University of Oklahoma where he earned a Bachelor's of Business Administration degree in Energy Management and Finance, and holds an Associate of Science degree in Pre-Law from Carl Albert State College in Poteau, OK. He was

born and raised in rural southeastern Oklahoma, and now resides in Oklahoma City with his Fiancé, Trisha, and their son, Jaxon. He enjoys hunting, fishing, camping, lake activities and spending time with his family.



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Please submit story ideas, suggested guest columnists and newsworthy items to the email above for this quarterly publication.

**HO HO Holiday Reception at OKC Petroleum Club North**

Save the date of Wednesday, December 7 from 5-8pm to attend the NGEAO Holiday reception in Edmond at the Petroleum Club. This year the event will include wonderful food and a door prize drawing. Business casual or festive casual attire.

***NGEAO – “Clearing a path for others to follow”***

*The Natural Gas and Energy Association of Oklahoma is a 501 (c) (6) non-profit membership association. NGEAO is comprised of upstream, midstream and*

*downstream natural gas and energy companies, as well as corollary service companies who rely on Oklahoma’s natural gas and energy industry for existence. We are*

*managed as a 100% volunteer organization, with each officer and board member donating their time, energy and talent to the organization’s cause.*



**Job Opportunities...**

**Gas Sales Representative – Devon Energy**

Apply at [www.devonenergy.com](http://www.devonenergy.com)

Responsible for coordinating the sale and transport of natural gas, negotiating gas sales/purchase/transportation/storage agreements, developing relationships with external customers, optimizing the company's assets/contract, developing marketing presentations and written strategies, reviewing, analyzing and understanding Interstate Pipeline Tariffs and Intrastate Statement of Operating Conditions. Bachelor Degree and 5 years oil & gas experience required.

**Contract Administrator – Enerfin Resources (Houston)**

Apply at [www.enerfin.com](http://www.enerfin.com)

Assist in the preparation, execution, analysis and ongoing administration of company contracts. Prepare, organize, and maintain gas purchase, gathering, processing, sales, amendments, exhibits, and other related contracts necessary to support commercial functions. Five years experience in contract administration in oil & gas industry.

**Coordinator Gas Acquisitions – Enerfin Resources (Houston)**

Apply at [www.enerfin.com](http://www.enerfin.com)

Handle gas acquisitions activities for the company's midstream business in South Texas and Louisiana, including the implementation of gas acquisition plans and strategies to meet company growth and profitability objectives. Responsible for identifying natural gas supplies and negotiating contracts for supply and midstream services. Five years experience in gas acquisitions or supply activities and a Bachelor Degree are required.