

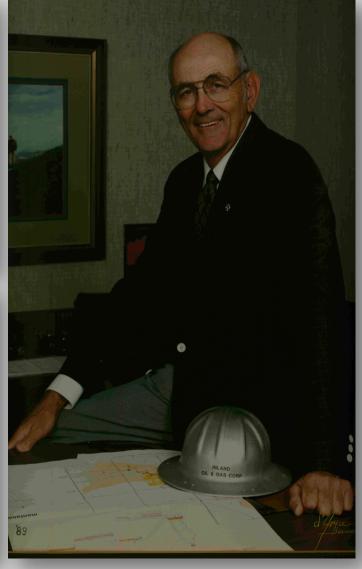


- Lease Broker
- Shallow Gas Operator
- Non-Operator / Working Interest Owner
- Royalty Purchaser
- Mineral Consulting & Appraisals









MINERAL MANAGEMENT



UNDERSTAND AND CALCULATE YOUR OWNERSHIP DECIMALS



AUDIT, MANAGE AND MITIGATE ISSUES



VALUATIONS AND UNDERSTANDING CASH FLOW



UNDERSTAND AND CALCULATE YOUR OWNERSHIP DECIMALS

Working Interest & Net Revenue Interest

Ownership, explained...



Dan

- Researches County Records and finds that Maria owns minerals and is unleased.
- Maria is interested in having her minerals developed and agrees to lease to Dan.
- AKA
 - Lease Owner
 - Lessee
 - Working Interest Owner
- Pays Maria \$7,500 for signing the lease
- Responsible for 100% of the costs to develop Maria's net acres
- Receives 80% of the revenue

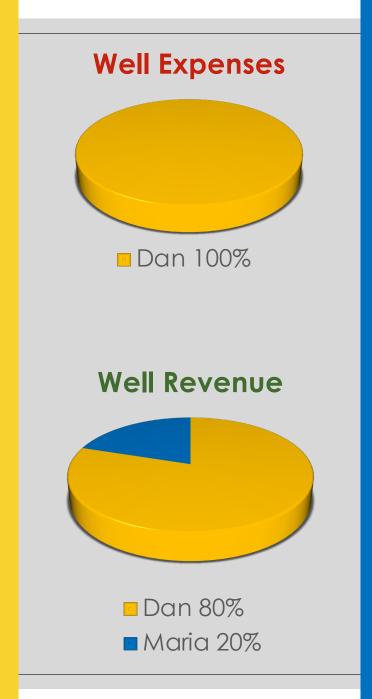


Maria

- Owns 10 net acres
- Signed a lease with Dan
 - Royalty: 20%
 - Term: 3 Years
 - Bonus: \$750/acre
- AKA
 - Mineral Owner
 - Lessor
 - Royalty Interest Owner

- Receives \$7,500 for signing lease
- Responsible for 0% of the costs to develop her mineral acreage
- Receives 20% of the revenue







WORKING INTEREST (WI)

- This is the COST BEARING decimal interest.
- This is the decimal that Joint Interest Billings (JIBs) use to divvy up well expenses.
 - Well expenses are divided into 3 categories for different taxation methods.
 - 1. Tangible
 - 2. Intangible
 - 3. Lease Operating
- This interest usually belongs to
 - an operator who owns a lease and is also drilling the well
 - a non-operator who has taken a lease from a mineral owner
 - an unleased mineral owner



Dan, Lease Owner

NET REVENUE INTEREST (NRI)

- This is the REVENUE decimal interest, used to divide up well income
- This calculation looks a little different depending on who it belongs to:

Maria, Mineral Owner

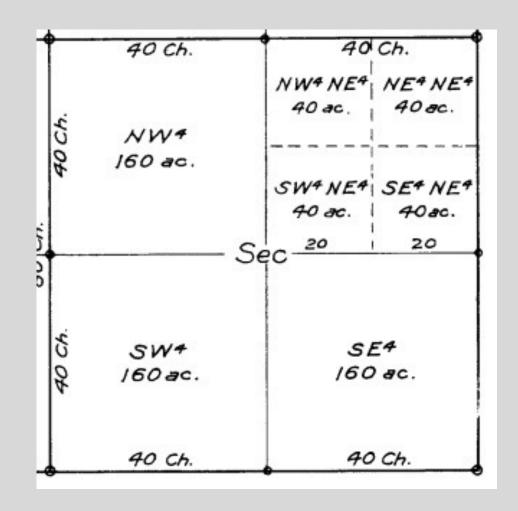
Dan, Lease Owner

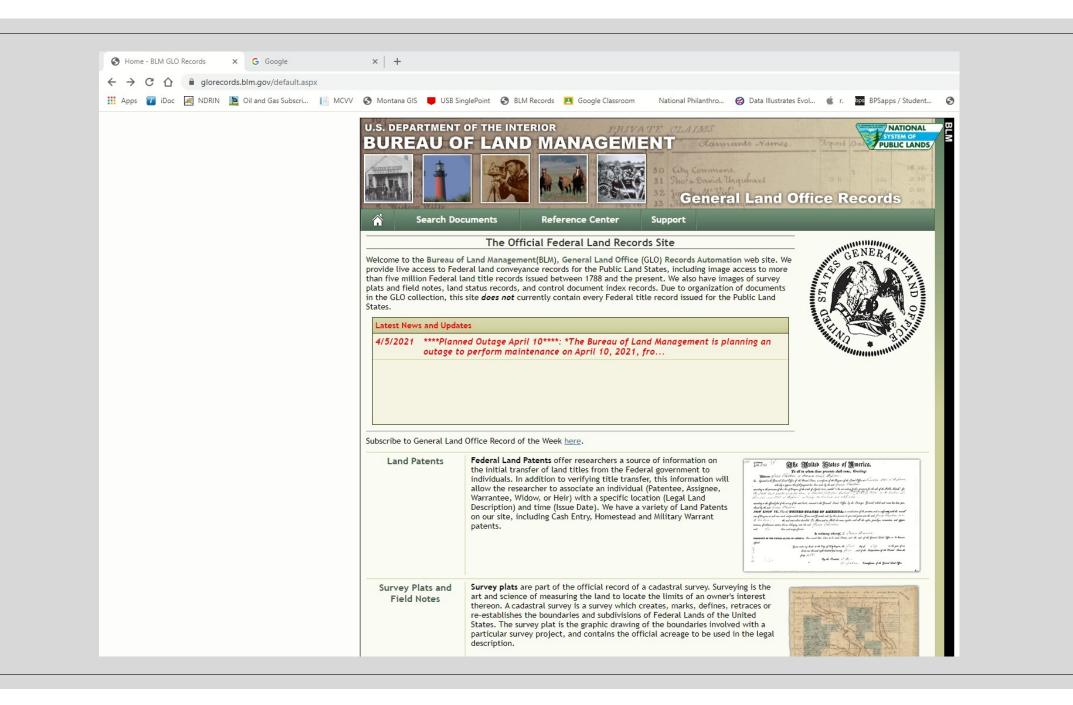
$$NRI = \frac{\text{Net Acres x (1- Royalty \%)}}{\text{Gross Acres in Spacing Unit}}$$



THEORETICAL TOWNSHIP DIAGRAM SHOWING METHOD OF NUMBERING SECTIONS WITH ADJOINING SECTIONS

36 80Сh.	31	32 	33 6 Miles —	34 480 Chain	35 5	36	31 80Ch.
1	6	5	IA ₩E	LOTS	2	80 Ch.	6
12	7	8	9	10	11	12	7
E 480 Chains		17	16	15	14	13	18
24 P	HAWE	20	21	22		EGULA PLAT	19
25	30	29	28	27	2,6	25	30
36	31	32	33	34	35	36	31
1	6	5	4	3	2	1	6







Maria, Mineral Owner

Dan, Lease Owner



WELL EXPENSES, WORKING INTEREST

$$WI = \frac{\text{Net Acres}}{\text{Gross Acres in Spacing Unit}}$$

$$WI = \frac{10}{1280} = 0.0078125$$

WELL REVENUE, NET REVENUE INTEREST

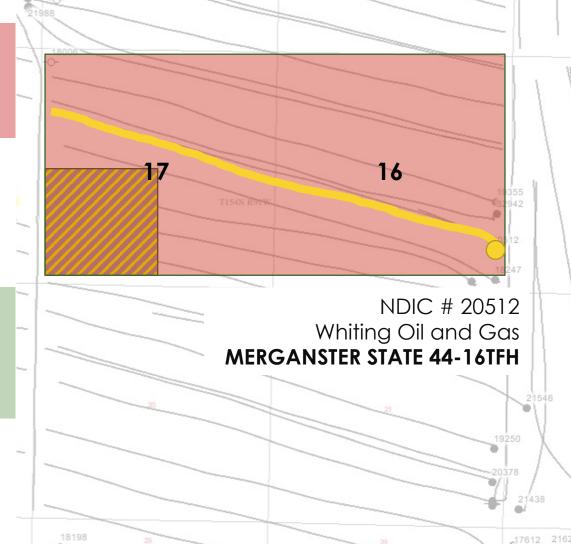
$$NRI = \frac{10 \times 0.2}{1280} = 0.0015625$$

$$NRI = \frac{10 \times 0.8}{1280} = 0.00625$$

$$0.0015625$$

$$+ 0.0062500$$

$$0.0078125$$



Gross Acres in Spacing Unit

Section 10 = 640

Section 11 = 640

Section 14 = 640

<u>+ Section 15 = 640</u>

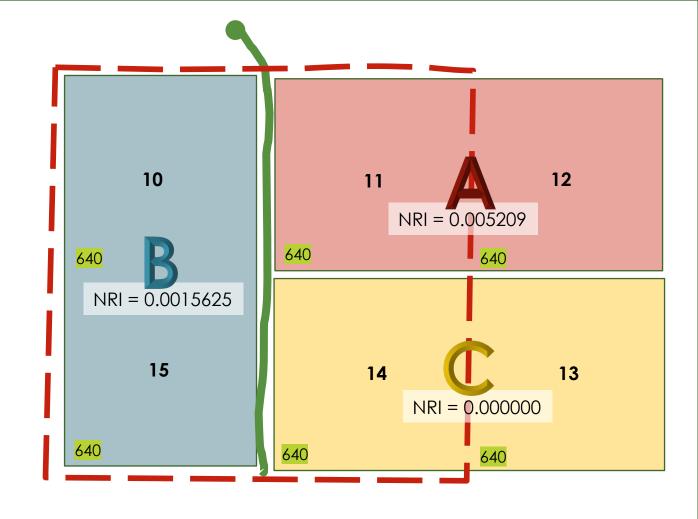
2560

WEIGHTED %

11&12 = 640/2560 = 0.25

 $\frac{10\&15}{10\&15} = 1280/2560 = 0.50$

C 13&14 = 640/2560 = 0.25



Spacing Unit	11/12(A)		10/15(B)		13/14(C		
	0.25		0.50		0.25		
	X		Χ		Χ		
	0.005209		0.0015625		0.0000		
	0.001302	+	0.00078125	+	0.0000	= 0.00208325 NRI in "Green" well.	(0.208%)



AUDIT, MANAGE AND MITIGATE ISSUES

HOW-TOS, TIPS & TRICKS

MANAGE: Important Documents

Vesting Document

• PRMD, MD, QCMD, WD without reservation, etc.

Oil & Gas Lease (If Leased)

- OGL or Memo of OGL
- Offer Letter usually contains \$/ac bonus and net acres for each legal description
- Company/Person you lease to isn't necessarily the one who drills or operates the well

Well Ballot (If Unleased)

• Option to Participate, go non-consent or lease your interest.

Division Order

- Includes well name(s), Spacing Unit or 'Property Description', Interest Type, Decimal Interest, sometimes net acres.
- Not required to sign in ND, will not change your ownership. Interests can change if there is a change in title interpretation.

Revenue Statements

• It never hurts to keep these – especially digitally.



Enerplus Resources (USA) Corporation

NOV 0 8 2018

DIVISION ORDER - Your Copy

o: Enerplus Resources (USA) Corporation

950 - 17th Street, Suite 2200

US Bank Tower Denver, CO 80202 Date: November 1, 2018

Effective Date: November 1, 2018

Property Number: 1000897

Property Name: NICKEL 147-93-16B-21H-TF

Operator: ENERPLUS RESOURCES (USA) CORPORATION

County and State: **DUNN, ND**

Property Description: T147N R93W SEC 16 & 21: 1280

Product: OIL

Owner Name: INLAND OIL AND GAS CORPORATION

Address: PO BOX 1313

419 RIVERWOOD DRIVE, SUITE 101

BISMARCK, ND 58502

Owner Number: 14024

Interest Type: WI

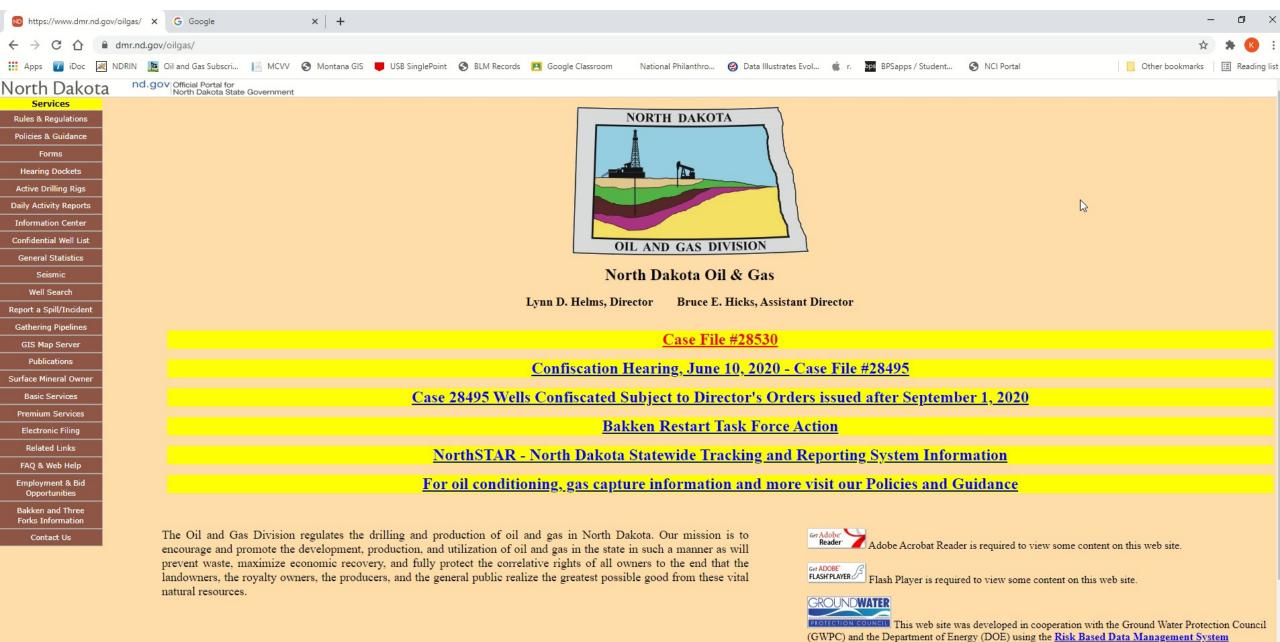
Decimal Interest: 0.00520833 Reverse Calculate to Confirm.

The undersigned certifies the ownership of their decimal interest in production or proceeds as described above payable by Enerplus Resources (USA) Corporation.

Payor shall be notified, in writing, of any changes in ownership, decimal interest, or payment address. All such changes shall be effective the first day of the month following receipt of such notice.

Payor is authorized to withhold payment pending resolution of a title dispute or adverse claim asserted regarding the interest in production claimed by the undersigned. The undersigned agrees to indemnify and reimburse Payor any amount attributable to an interest to which the undersigned is not entitled.

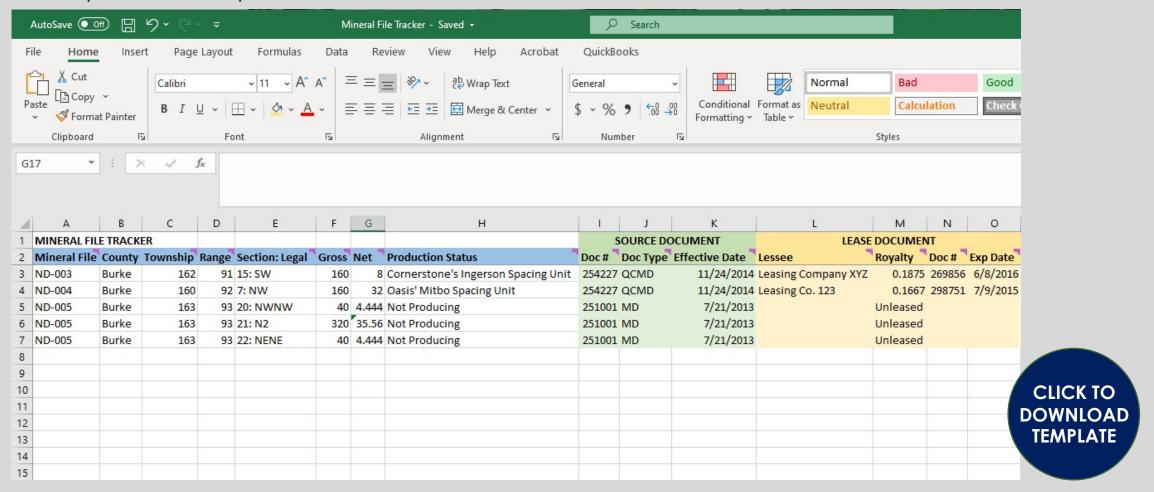
Payor may accrue proceeds until the total amount equals \$100.00, or pay annually, whichever occurs first, or as required by applicable



(RBDMS). RBDMS is a winner of a DOE Energy 100 Award.

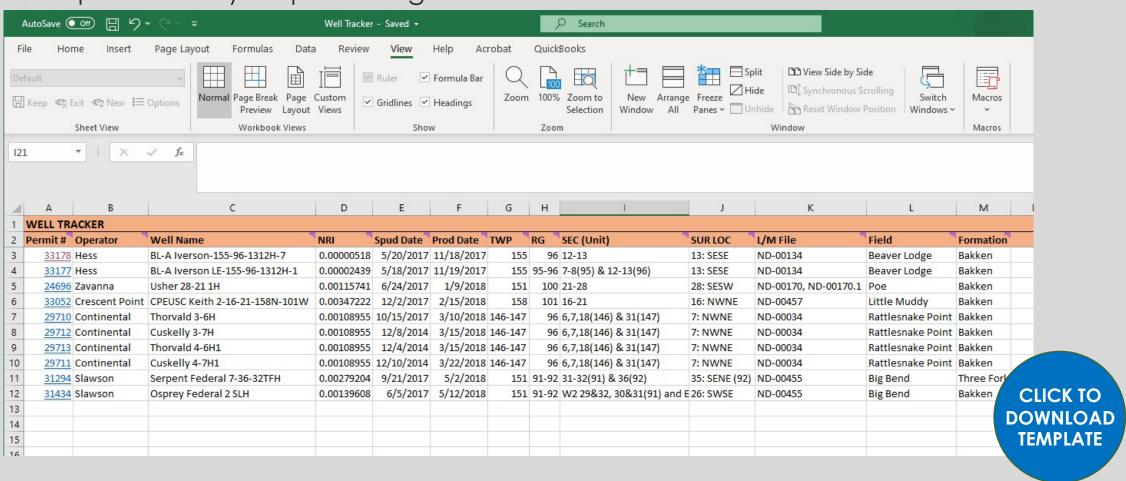
AUDIT & MANAGE

Compile a list of your mineral assets:



AUDIT & MANAGE

Compile a list of your producing wells:



MITIGATE & RESOLVE ISSUES

- Contact Owner Relations
 - Email find on website
 - What information to Include:
 - Owner/Entity's name
 - owner number that is listed on your revenue checks/JIBs.
 - Explanation of issue
 - Can't calculate a decimal?
 - Aren't receiving payment?
 - After transferring/recording a document you also need to submit to Owner Relations for them to transfer payment/interest.

Contact Us Regarding

- · Revenue payments
- · Division orders
- · Existing surface ownership or lease
- 1099s
- Joint interest billings
- · Accounts payable

Continental Resources

Attn: MDG Department

P.O. Box 269000

Oklahoma City, OK 73126

Email: ownerrelations@clr.com

Phone: 1-844-883-5CLR (5257)



About Continent
Operations
Investors
Community
News Center
Careers

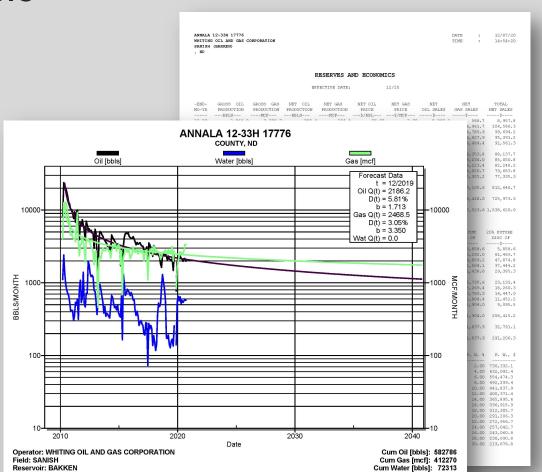


VALUATIONS AND UNDERSTANDING CASH FLOW

Valuations & Appraisals

Reasons to get an appraisal

- Deaths Estate Value
- Divorces
- Sale what to expect
- Gifting / Contribution to Trust or other entity
- Loan Collateral
- Tax Planning
 - Cost Depletion v. Percentage Depletion.



Tax Planning

Percentage Depletion

- Tax deduction of 15% of gross royalties annually.
- Requires no forecasting and can be calculated easily from 1099s for royalty interest owners.

Limitations:

Percentage Depletion cannot exceed 65% of total taxable income.

If average daily production exceeds 1,000 barrels per day – use cost depletion.



Cost Depletion

- Tax deduction of ACTUAL well depletion
- Use a well evaluation to estimate remaining EUR (Estimated Ultimate Recovery)
- Calculate well's actual BOE (Barrel of Oil Equivalent) produced each year.

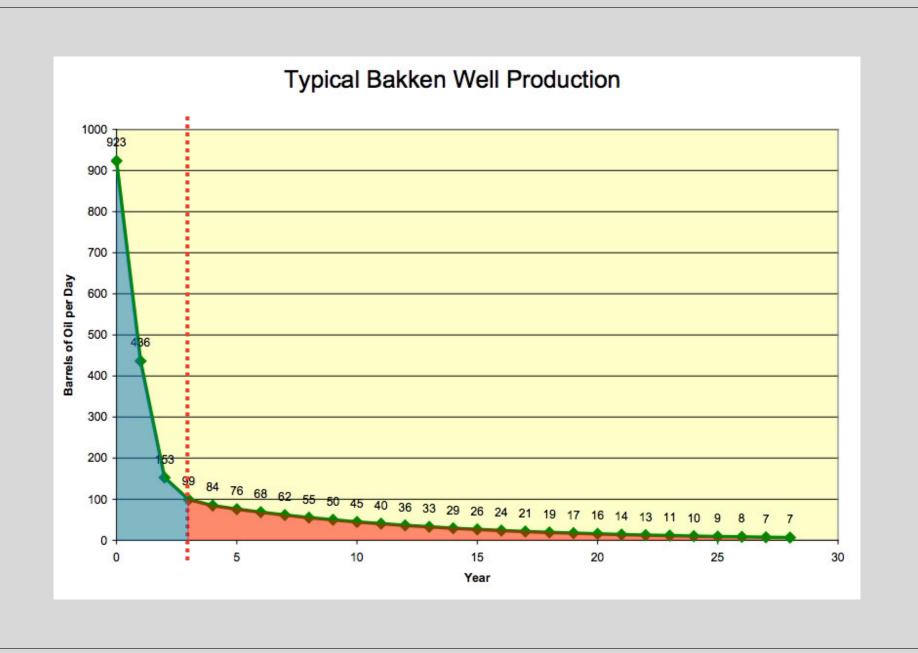
Depletion % x Cost Basis = Cost Depletion

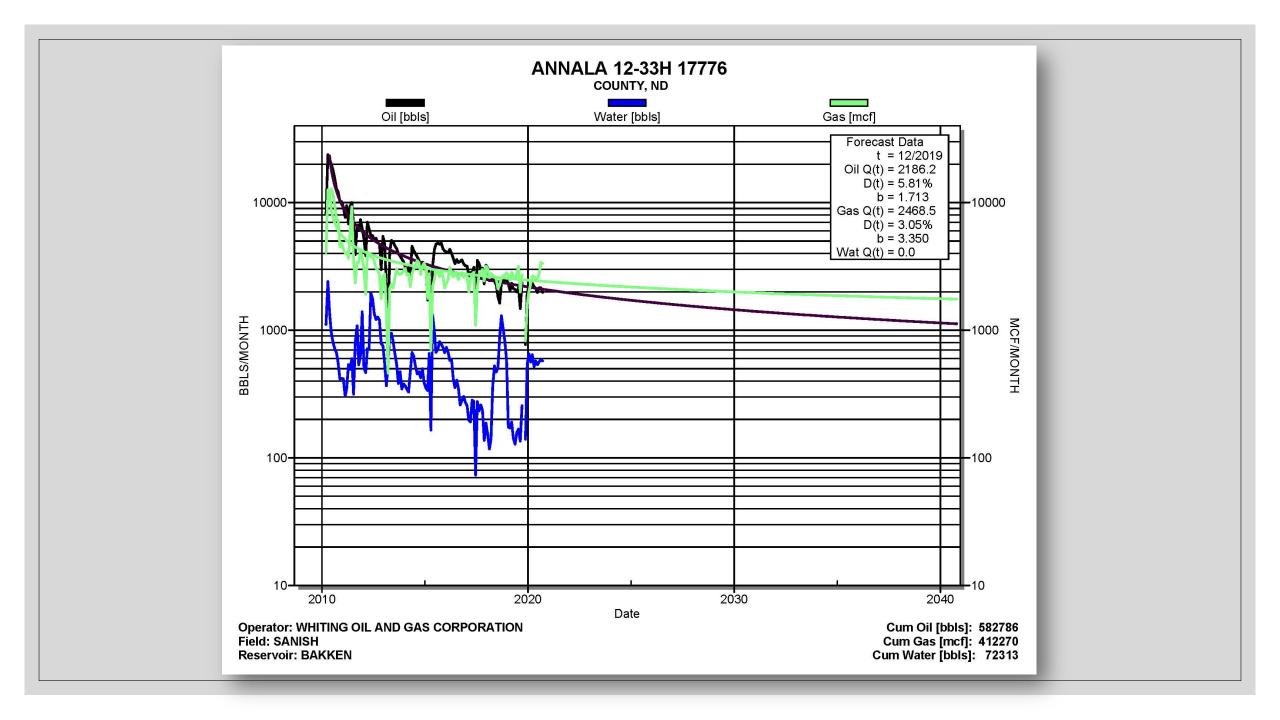
 May continue until cost basis is fully depleted and then switch to Percentage Depletion.

Works best for:

- new wells with steep declines
- High or new cost-basis to deduct from

We are not tax professionals, consult with your CPA.





ANNALA 12-33H 17776
WHITING OIL AND GAS CORPORATION
SANISH (BAKKEN)
, ND

DATE : 12/07/20 TIME : 14:54:20

RESERVES AND ECONOMICS

EFFECTIVE DATE:

12/20

-END-		GROSS GAS	NET OIL	NET GAS	NET OIL	NET GAS	NET	NET	TOTAL
MO-YR		PRODUCTION					OIL SALES		
	BBLS								
12-20	2,064.9								
12-21		28,341.2							104,586.3
12-22		27,625.5					92,908.3		99,694.2
12-23	21,900.5						88,763.3		
12-24	20,990.9	26,398.4	2,578.1	3,242.2	33.00	2.00	85,076.8	6,484.4	91,561.3
12-25	20,178.5		2,478.3	3,176.9		2.00			
12-26		25,378.7					78,816.8		
12-27		24,928.6					76,124.8		
12-28		24,510.3							
12-29	17,619.0	24,121.6	2,163.9	2,962.6	33.00	2.00	71,410.2	5,925.2	77,335.3
S TOT	186,167.3	236,549.7	22,864.9	29,052.8	33.00	2.00	754,541.1	58,105.6	812,646.7
AFTER	164,458.6	241,892.6	20,198.6	29,709.0	33.00	2.00	666,555.3	59,418.0	725,973.3
TOTAL	350,625.9	478,442.3	43,063.5	58,761.8	33.00	2.00	1,421,096.4	117,523.6	1,538,620.0
-END- MO-YR	NET ADVAL & PROD. TAXES	EXPENSE				CASHFLOW	DISC CF	10% CUM DISC CF	20% FUTURE DISC CF
	\$				\$				\$
12-20	853.4	2,245.8 26,949.7	0.0	0.0	5,858.6 67,679.2	5,858.6	5,858.6	5,858.6	5,858.6
12-21									
12-22		26,949.7					54,667.2		
12-23	9,061.9	26,949.7	0.0	0.0	59,379.5	196,180.9	46,644.9	171,504.1	37,444.2
12-24	8,689.2	26,949.7	0.0	0.0	55,922.3	252,103.2	39,934.6	211,438.6	29,385.3
12-25	8,356.3	26,949.7	0.0	0.0	52,831.7	304,934.9	34,297.0	245,735.6	23,133.4
12-26	8,056.2	26,949.7	0.0	0.0	50,044.8	354,979.7	29,533.8	275,269.4	18,260.3
12-27	7,783.9	26,949.7	0.0	0.0	47,514.5	402,494.2	25,491.0	300,760.3	14,447.0
12-28	7,534.9	26,949.7	0.0	0.0	45,199.2	447,693.4	22,044.1	322,804.4	11,452.2
12-29	7,306.9	26,949.7	0.0	0.0	43,078.7	490,772.0	19,099.6	341,904.0	9,095.5
S TOT	77,081.1	244,793.6	0.0	0.0	490,772.0	490,772.0	341,904.0	341,904.0	258,415.2
AFTER	68,319.2	291,955.6	0.0	0.0	365,698.5	856,470.5	99,933.9	441,837.9	32,791.1
TOTAL	145,400.3	536,749.2	0.0	0.0	856,470.5	856,470.5	441,837.9	441,837.9	291,206.3
		OIL	GAS						P. W., \$
GROSS W	WELLS	0.1			LIFE, YRS.		19.92	2.00	730,332.1
	WELLS ULT., MB & MMF	933.4	890.7		DISCOUNT		10.00		632,092.4
	CUM., MB & MMF	582.8	412.3		UNDISCOUNTED	PAYOUT VDC			554,474.3
	RES., MB & MMF	350.6			DISCOUNTED PA				492,299.4
	S., MB & MMF	43.1			UNDISCOUNTED				441,837.9
	VENUE, M\$	1,421.1	117.5		DISCOUNTED NE		0.00	12 00	400,371.4
	L PRICE, \$	33.000	2.000						365,895.6
TNITTIA	L N.I., PCT.	12 281901	12.281901		RATE-OF-RETUR INITIAL W.I.,	PCT.	14 036328	16.00	336,915.9
1.V1 1 1PM	101.	12.201501	12.201901				14.050520		312,305.7
									291,206.3
									272,956.7
									257,042.7
									243,060.8
									230,690.8
V1.02									219,676.8
VI.U2								50.00	213,070.0

ANNALA 12-33H 17776 WHITING OIL AND GAS CORPORATION SANISH (BAKKEN) , ND

RESERVES AND ECONOMICS

EFFECTIVE DATE: 12/20

DATE : 12/07/20 TIME : 14:54:20

-END-	GROSS OIL	GROSS GAS	NET OIL	NET GAS	NET OIL	NET GAS	NET	NET	TOTAL
MO-YR	PRODUCTION	PRODUCTION	PRODUCTION	PRODUCTION	PRICE	PRICE	OIL SALES	GAS SALES	NET SALES
	BBLS	MCF	BBLS	MCF	\$/BBL	\$/MCF	\$	\$	\$
12-20	2,064.9	2,396.7	253.6	294.4	33.00	2.00	8,369.1	588.7	8,957.8
12-21	24,086.8	28,341.2	2,958.3	3,480.8	33.00	2.00	97,624.6	6,961.7	104,586.3
12-22	22,923.2	27,625.5	2,815.4	3,392.9	33.00	2.00	92,908.3	6,785.9	99,694.2
12-23	21,900.5	26,982.3	2,689.8	3,313.9	33.00	2.00	88,763.3	6,627.9	95,391.2
12-24	20,990.9	26,398.4	2,578.1	3,242.2	33.00	2.00	85,076.8	6,484.4	91,561.3
12-25	20,178.5	25,866.6	2,478.3	3,176.9	33.00	2.00	81,783.9	6,353.8	88,137.7
12-26	19,446.4	25,378.7	2,388.4	3,117.0	33.00	2.00	78,816.8	6,234.0	85,050.8
12-27	18,782.2	24,928.6	2,306.8	3,061.7	33.00	2.00	76,124.8	6,123.4	82,248.2
12-28	18,174.9	24,510.3	2,232.2	3,010.3	33.00	2.00	73,663.2	6,020.7	79,683.8
12-29	17,619.0	24,121.6	2,163.9	2,962.6	33.00	2.00	71,410.2	5,925.2	77,335.3
S TOT	186,167.3	236,549.7	22,864.9	29,052.8	33.00	2.00	754,541.1	58,105.6	812,646.7
AFTER	164,458.6	241,892.6	20,198.6	29,709.0	33.00	2.00	666,555.3	59,418.0	725,973.3
TOTAL	350,625.9	478,442.3	43,063.5	58,761.8	33.00	2.00	1,421,096.4	117,523.6	1,538,620.0
	The second secon	Probability of the second second second						•	

-END-	NET ADVAL &	DIRECT OPER	EQUITY		FUTURE NET	CUMULATIVE	10% FUTURE	10% CUM	20% FUTURE
MO-YR	PROD. TAXES	EXPENSE	INVESTMENT	SALVAGE	CASHFLOW	CASHFLOW	DISC CF	DISC CF	DISC CF
	\$	\$	\$	\$	\$	\$	\$	\$	\$
12-20	853.4	2,245.8	0.0	0.0	5,858.6	5,858.6	5,858.6	5,858.6	5,858.6
12-21	9,957.4	26,949.7	0.0	0.0	67,679.2	73,537.8	64,333.3	70,192.0	61,463.7
12-22	9,480.8	26,949.7	0.0	0.0	63,263.6	136,801.4	54,667.2	124,859.2	47,874.8
12-23	9,061.9	26,949.7	0.0	0.0	59,379.5	196,180.9	46,644.9	171,504.1	37,444.2
12-24	8,689.2	26,949.7	0.0	0.0	55,922.3	252,103.2	39,934.6	211,438.6	29,385.3
12-25	8,356.3	26,949.7	0.0	0.0	52,831.7	304,934.9	34,297.0	245,735.6	23,133.4
12-25	8,056.2	the state of the s	0.0	0.0		**************************************	500 DOC 10-000 DOC 10-	275,269.4	
12-27	7,783.9	0.50	0.0	0.0	\$6	36	105	300,760.3	
12-28	7,703.9		0.0	0.0	or rough street engineering transfer.	District Section (2011 - 1905) - Electrication		322,804.4	SHEROLET CONTRACTOR STORY
12-29	7,306.9		0.0	0.0	•			341,904.0	
12-23	7,300.3	20, 343.7	.0.0	0.00	45,070.7	430,772.0	13,033.0	341, 304.0	3,033.3
S TOT	77,081.1	244,793.6	0.0	0.0	490,772.0	490,772.0	341,904.0	341,904.0	258,415.2
AFTER	68,319.2	291,955.6	0.0	0.0	365,698.5	856,470.5	99,933.9	441,837.9	32,791.1
TOTAL	145,400.3	536,749.2	0.0	0.0	856,470.5	856,470.5	441,837.9	441,837.9	291,206.3
		OIL	GAS					P. W. %	P. W., \$
									ACCOUNT COMMENT OF COMME
GROSS 1	WELLS	0.1			LIFE, YRS.		19.92		730,332.1
11 12 12 12 12 12 12 12 12 12 12 12 12 1	JLT., MB & MMF	933.4	890.7		DISCOUNT		10.00		632,092.4
	CUM., MB & MMF	582.8	412.3		UNDISCOUNTED	PAYOUT, YRS.		6.00	
	RES., MB & MMF	350.6	478.4		DISCOUNTED PA		#N/A	8.00	
NET RES	S., MB & MMF	43.1	58.8		UNDISCOUNTED		0.00	10.00	441,837.9
NET RE	VENUE, M\$	1,421.1	117.5		DISCOUNTED N	ET/INVEST	0.00	12.00	400,371.4
INITIA	L PRICE, \$	33.000	2.000		RATE-OF-RETU	RN, PCT.	400.00	14.00	365,895.6
INITIA	L N.I., PCT.	12.281901	12.281901		INITIAL W.I.,	, PCT.	14.036328	16.00	336,915.9
					,			18.00	312,305.7
								20.00	291,206.3
								22.00	272,956.7
								24.00	257,042.7
								26.00	243,060.8

My Ask:

- Don't split mineral ownership up into <5 net acre parcels.
 - Have one sibling purchase from other siblings
 - Sell and split money
 - Contribute to an entity/trust.

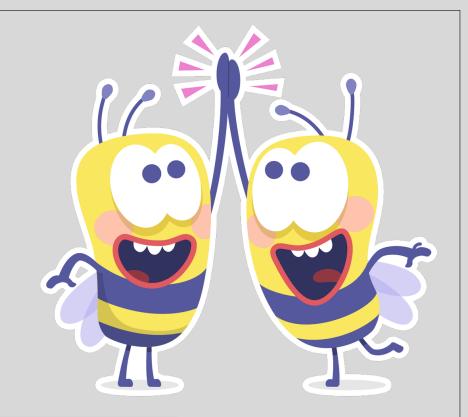
Mhh5

 Splitting equally, to be 'fair' can diminish the value of the minerals. Consider the future costs of appraisals, recorded documents, probating an estate, diminished negotiating ability to sell/lease, etc.



My Ask:

- Encourage your clients to ACTIVELY MANAGE their minerals.
 - They should have a full listing of exactly what they own.
- Reach out to someone if you need help researching or managing mineral assets.
 - Landman's Association of North Dakota (LAND)
 has plenty of members skilled in this sort of
 research.
 - Come to our quarterly meetings, engage with us!







RESOURCES



NDIC
Oil & Gas Division



BLM Records



Montana Board of
Oil & Gas Conservation

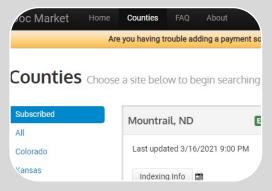


NDRIN
(All Counties Except Mountrail,
Williams and McKenzie)



MCVV

McKenzie County Records



iDoc
Williams and Mountrail Counties



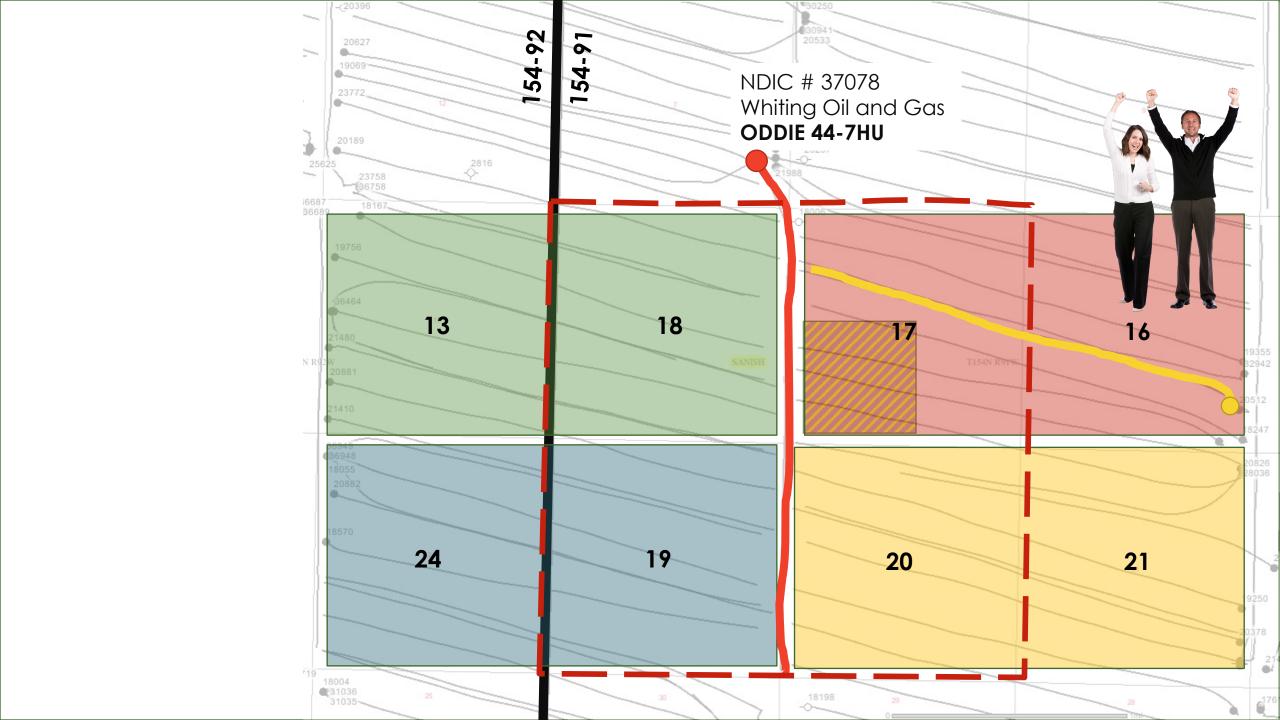
Questions?

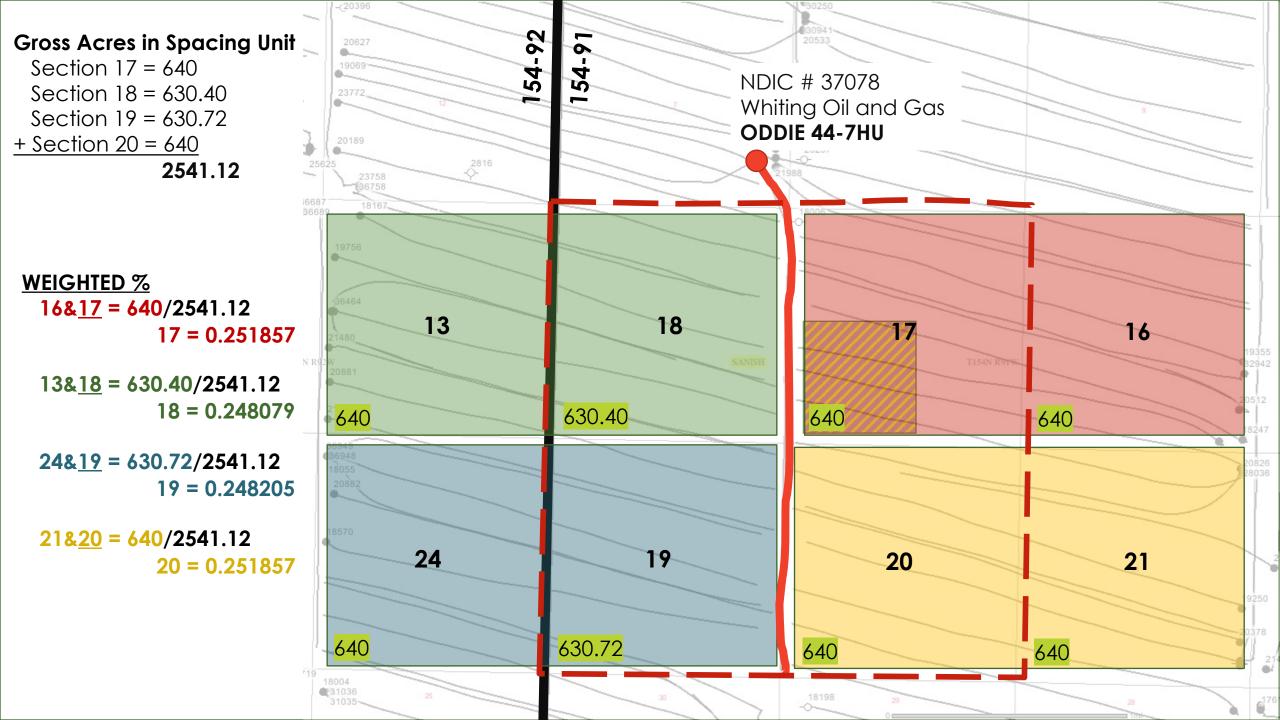
Kate Black

Vice President, Inland Oil & Gas

kate@inlandoil.net

701-255-1416





WEIGHTED %

17 = 0.251857

18 = 0.248079

19 = 0.248205

20 = 0.251857

Spacing Unit 16/17

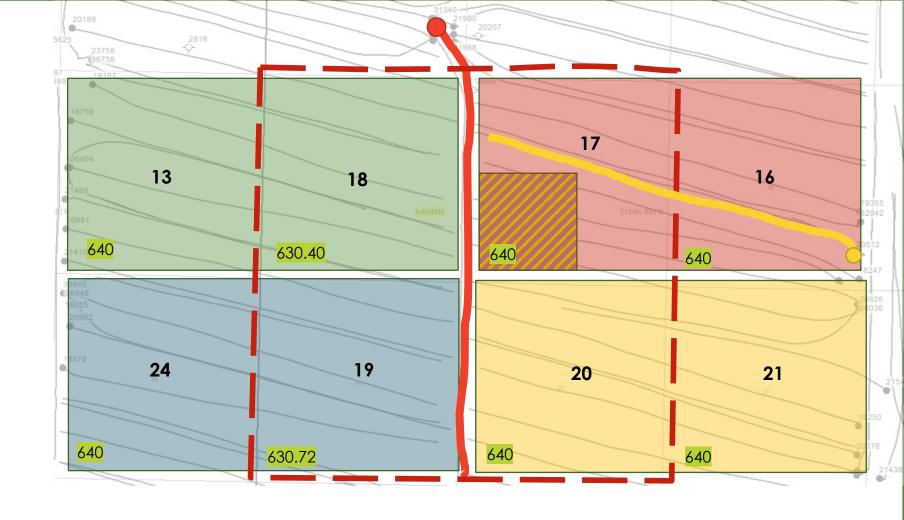
Dan

WI = 0.0078125

NRI = 0.00625

Maria

NRI = 0.0015625



<u>Spacing l</u>	<u> 16/17</u>		13/18		19/24		<u> 20/21</u>
	0.251857		0.248079		0.248205		0.251857
	Χ		Χ		Χ		X
<u>Maria's NRI =</u>	0.0015625		0.0000		0.0000		0.0000
	0.0003935	+	0.0000	+	0.0000	+	0.0000

Spacing Unit 16/17

Dan

WI = 0.0078125

NRI = 0.00625

Maria

NRI = 0.0015625

Spacing Unit 20/21

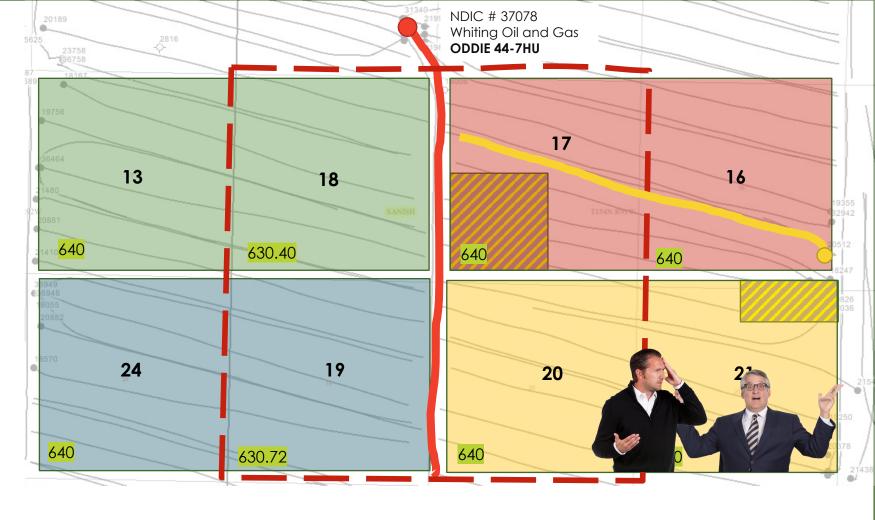
Dan

WI = 0.015625

NRI = 0.012695

Mike (20 net acres, 3/16th Royalty)

NRI = 0.002929



Spacing l	Unit 16/17	13/18		19/24		20/21
	0.251857	0.248079		0.248205		0.251857
	Χ	Χ		Χ		Χ
<u>Dan's WI = </u>	0.0078125	0.0000		0.0000		0.015625
	0.0019676	+ 0.0000	+	0.0000	+	0.0039352