



COPAS OF DALLAS - LUNCHEON SERIES

**Brookhaven Community College
Ellison Miles Geotechnology Institute, Building H
3939 Valley View Lane
Farmers Branch, TX 75244**

May 9, 2024

Topic:

“Oil, Gas & Liquids Marketing”

Speaker:

John Snyder
CapturePoint LLC
Marketing Manager

Biography:

John started his career in the Oil and Gas Business as a field Landman during the summer months while in college at UT Austin in the late 70s and early 80s before working as an in-house Landman in Houston for a small exploration company. He transferred to Tulsa, OK in 1987 to work for Geodyne Resources, Inc. where he worked on raising capital for its Income Funds for a year before joining the Land Department working on property acquisition due diligence and inhouse landman duties on producing oil and gas properties in Oklahoma and the Gulf Coast States.

Geodyne was sold in the spring of 1993 and John formed a Land Company with his partner, Lynda Perrard, and specialized in oil and gas property acquisition due diligence. Their biggest client was Denbury Resources Inc. and after three due diligence projects covering multiple fields in South Louisiana and Mississippi, John was hired by Denbury in early 1994 to perform the crude oil and natural gas marketing duties while also assisting in the Land Department. Denbury grew substantially and he focused solely on marketing its oil, natural gas and liquids from 1997 forward through the fall of 2017.

John consulted with a small E&P entity in 2018 out of NOLA and owned and operated a small natural gas pipeline that fell under state jurisdiction with PHMSA reporting requirements which he sold in 2020 and started consulting for Valverde Power Solutions and started consulting for Perdure Petroleum LLC (now CapturePoint LLC) in early 2021. John took a full-time position as the Marketing Manager for CapturePoint in September of 2022 focusing on marketing its oil, natural gas and Liquids production from its operated properties in the Permian Basin, the Panhandle and in Osage and Kay Counties in Oklahoma. He also assists with the landman duties in CapturePoint's Burbank oil field located approximately 30 miles east of Ponca City, Oklahoma.

Program Level: Basic Delivery: Group Live CPE Credits: 1 hour
Prerequisites: None Advance Prep: None Cost: Free
Field of Study: Non-Technical

Thursday, May 9, 2024

Sign in will begin at 11:30 AM and lunch will be provided.

DESCRIPTION:

Understanding the price provisions in the contracts for Oil, Nat Gas and Liquids.

LEARNING OBJECTIVES:

By the end of the class you should be able to:

Better Understand crude oil/condensate pricing formulas and their various components, along with terms such as Contango, Backwardation and Curve.

Better appreciate the importance of Relationships, Maps and getting paid the right amount (reconciling) and how the quality of the Crude Oil produced from certain fields matters to refineries.

Learn from my blunders and a few achievements as a Marketing Director and Manager over the last three decades and hopefully find a way to increase your company's revenues.

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