

# ATX-ALTA

AUSTIN TEXAS ASSOCIATION  
OF LEASE & TITLE ANALYSTS



## QUARTERLY NEWSLETTER

### Q1 WEBINAR IN REVIEW | MODERN LAND MANAGEMENT

**BY RACHEL COLLIER**  
2nd Vice President/Corresponding Secretary

ATX-ALTA kicked off our 2021 Webinar Series with Modern Land Management, featuring guest speaker Donna King, on Thursday, March 25th.

Donna founded Energy Point Consulting, LLC as a way to utilize the skills she honed throughout her career, guiding companies in maximizing efficiency and get projects over the finish line.

In this dynamic industry climate, companies are seeking to "do more with less." This presents challenges, as well as opportunities to today's land professional. As general and administrative (G&A) budgets shrink, the demand on individual workers is increasing. "Information and role separation is becoming extinct" in the wake of dropping oil prices and an unprecedented global pandemic.

**DON'T BE AFRAID TO  
START  
FAIL FAST  
ADJUST QUICKLY**



What opportunities present themselves in such an environment? In the shockwaves of 2020, many have found themselves being asked to take on a "blended role" within their company as budget cutbacks encourage lean operations. While "wearing many hats" can present challenges and initially be intimidating, the experience can be very valuable. Though specific areas of land administration may be preferred, having a well-rounded skill set improves your professional marketability as

## Define Work Differently

Donna King


"Try new things!"

Throughput, throughput, throughput....

**What is KanBan?**  
Kanban is a workflow management method for defining, managing and improving services that deliver knowledge work. It aims to help you visualize your work, maximize efficiency, and improve continuously.

**Why try it?**  
The visualization of work that is pending and understanding WIP limits, planned and unplanned work help build a business case for staffing, help set reasonable deadlines, and improve collaboration.

Book Recommendation: The Goal



## Start Simple

Donna King

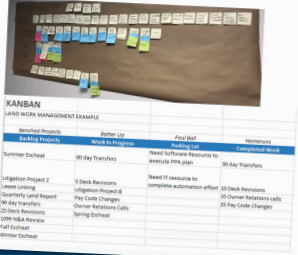
"Start where you are. Use what you have. Do what you can." -Arthur Ashe

Throughput, throughput, throughput....

Start Simple:  
Write down the Work  
Organize it into Categories:  
Backlog  
Work In Progress  
Parking Lot or Road Blocks  
Completed Work

Determine a weekly or bi-weekly meeting cadence, potentially a daily 10 minute stand-up

Meaningful Work



Backlog	Work In Progress	Completed Work
<ul style="list-style-type: none"> <li>Project X</li> <li>Project Y</li> <li>Project Z</li> </ul>	<ul style="list-style-type: none"> <li>Task A</li> <li>Task B</li> <li>Task C</li> </ul>	<ul style="list-style-type: none"> <li>Task D</li> <li>Task E</li> <li>Task F</li> </ul>

well as making you an important asset for your company.

If you find yourself in a blended role, you likely will also find yourself struggling to efficiently and effectively manage the workload. Donna suggests trying techniques that help you visualize and organize your workflow, such as a Kanban board. In the past, Donna has found a combination of Kanban and the Scrum method to be very effective in overall productivity.

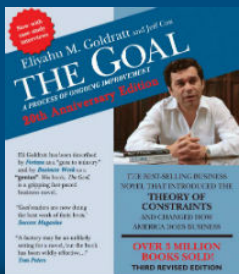
Visualizing your workload can also help you to identify how to leverage technology to save time and help streamline data.

Donna recommends that when you start evaluating automation opportunities, you should quantify the man hours that would be saved, define the impact to the company, and identify the resources that would be needed to implement it. This information can be crucial to tip the scales in your favor when weighed against the cost of implementation.

ThoughtTrace and Grooper are automation tools for provisions that are compatible with most software. When using these tools, always factor in the need for oversight as these applications do not capture 100% of the data with 100% accuracy. However, they are preferable to starting from scratch.

When evaluating the software you want to use, be sure to ask about key features. What workflows do they offer? Clean data imports are essential for saving time and money. Are the data import tools user friendly? Will they help you cut down on manual entry with minimal quality checking? And if you have never been the guinea pig for your software company's latest update, you are very lucky. Try to avoid the headaches and loss of time that comes along with troubleshooting a software

### BOOK RECOMMENDATION



**THE GOAL: A PROCESS OF ONGOING IMPROVEMENT BY ELIYAHU GOLDRATT AND JEFF COX**

Having the distinction of being one of the books Jeff Bezos asks his top executives to read, "The

Goal" uses a narrative to introduce strategies for improving productivity and managing workload. Its lessons are applicable to both employees and managers and its theories have been shaping modern business management and inspiring new methodologies for decades.

update by asking about their update process. Do they test their own updates and how? Ask the software company for references or reach out to industry contacts about the software they use. Their experiences can be useful in determining if a certain software will help your company meet their goals.

Also consider how your software integrates with other tools, such as invoicing software. For example, if your software integrates with an invoicing system this may be an opportunity to streamline an information update. Find out if your software could regularly sync or do data imports to update information like addresses. You may already have a valuable and time-saving tool at your disposal.

You should also consider in what ways you could leverage an outside resource to complete a project. Start by understanding the project; is it a one-time project, ongoing, or data entry heavy? Just as when evaluating other resources previously discussed, it is valuable to define the man hours that would be needed to complete the project, the impact to the business or either saving or using those man hours for the project, and the resources needed to complete the project in-house, and weigh these factors against the cost of utilizing an outside resource.

There is no question that our industry is facing unprecedented challenges. Do not be afraid to meet those challenges with modern solutions, and have the confidence to voice those solutions and put them into practice. Establishing a knowledge of those solutions and quantifying their value will make you an asset to your company. ■

## MORE ABOUT OUR Q1 SPEAKER

Donna King founded Energy Point Consulting to serve a niche in the market, leveraging industry skills and a deliverable focused business model to offer value through high quality service, data management, and creative services solutions for her clients. Donna identified best practices and processes while rising through the ranks of land administration at E&P companies before pivoting to consulting where she has put this knowledge to use on a wider scale. She has provided support to both public and PE-backed companies, from large and established companies to start-ups.

### CONTACT DONNA KING



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405 818 3033  
Energy Point Consulting LLC

## MORE ABOUT OUR WEBINAR SPONSOR QUORUM

### Land Software Built in this Era, For this Era

- True SaaS
- Amazingly Intuitive
- Fully Integrated
- Easily Customizable



#### Favorite Landdox Features



**Third Party Integrations**  
Easy integrations with systems like Enverus, OGsys, ThoughtTrace, etc.



**Integrated mapping**  
Integrated mapping for visualizing your ownership.



**Editable Fields**  
Create your own data fields and forms that instantly show up in reports.



**Obligation management**  
Get a calendar-view of obligations with automatic email alerts.



Get a free demo today by  
visiting [quorumsoftware.com](http://quorumsoftware.com)

## EMPLOYMENT OPPORTUNITIES

Our website currently lists job openings in:



Active members can sign in to check them out!

## UPCOMING ATX-ALTA EVENTS

SPONSORED BY 

**MAY 20TH | 12PM | ZOOM**  
Q2 Webinar | Renewables Land Management

**AUGUST 19TH | 12PM | ZOOM**  
Q3 Webinar | DOI Calculations  
& Lease Royalty Analysis

**OCTOBER 21ST | 12PM | ZOOM**  
Q4 Webinar | Lease Saving Provisions

Our webinars are now available on demand.  
Check out the Events page for the link!

## CONGRATULATIONS TO OUR Q1 PRIZE WINNERS!

### NALTA MEMBERSHIP

Cora Houston  
Raleigh Fisher

### RESTAURANT GIFT CARDS

Patricia Allen  
Andrea Krulewitz

### QUORUM SWAG

Patia LaCour  
Will Green

*Webinar topics and dates are subject to change. For the most up-to-date information, check the Events page on [atx-alta.org](http://atx-alta.org). Must be present at the time of drawing to win. NALTA Membership prizes are only offered to active ATX-ALTA members.*

# SAVE THE DATE



**SEPTEMBER 8-10, 2021**

HYATT REGENCY BELLEVUE  
900 BELLEVUE WAY NE, BELLEVUE, WA

\*REGISTRATION INFORMATION COMING SOON

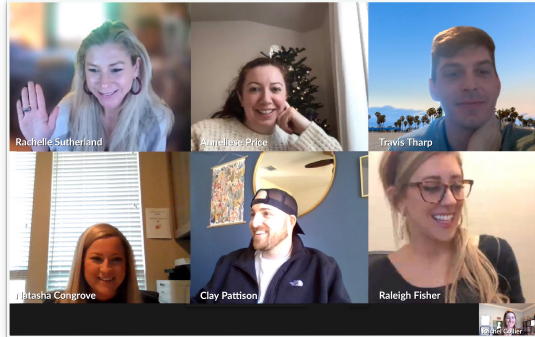
### SPOTLIGHT ON... ATX-ALTA BOARD OF DIRECTORS

The 2021 ATX-ALTA Board of Directors Swearing In Ceremony took place on December 8, 2020 and was witnessed by outgoing board members Anneliese Price, 2020 2nd Vice President, and Travis Tharp, 2020 Corresponding Secretary. In typical 2020 fashion, the ceremony was held via video conference. Our board also shrunk this year with some members taking on multiple roles in the wake of the rapidly changing oil and gas climate in Austin.

It is surreal to think back on our Q1 2020 Luncheon, the last in-person luncheon we held, on February 20th. We drew

winners for spots at a golf tournament that never happened. We shook hands, stood closer than 6 feet apart, and no one was wearing a mask. No one knew the extent of the challenges we were all about to face. The 2020 ATX-ALTA Board started the chapter's second year with optimism and excitement. By mid-March, everything was chaos. But we rallied, downloaded this thing called Zoom, and brainstormed ways to

benefit our members and community. Without the hard work and dedication of the 2020 Board Members, it might have been the last for our chapter. Thank you!



## 2020 ATX-ALTA Board



**NATASHA CONGROVE**  
President



**RACHELLE SUTHERLAND**  
1st Vice President



**ANNELIESE PRICE**  
2nd Vice President



**CLAY PATTISON**  
Treasurer



**TRAVIS THARP**  
Corresponding Secretary



**RACHEL COLLIER**  
Recording Secretary



**ALLISON KIDWELL**  
Past President  
NALTA Liaison

# 2021 Board of Directors



## **RACHELLE SUTHERLAND** President & 1st Vice President

Rachelle is a Product Owner - Landdox at Quorum Software and one of the founding members of ATX-ALTA. She served as the 1st Vice President on the ATX-ALTA Board from 2019-2020. Rachelle earned a Bachelor of Arts in Mathematics from the University of Texas at Austin and Master of Business Administration from the University of Houston. Over the last 10 years, Rachelle has led the land administration efforts at various E&P companies and has embraced modern land strategies and frameworks that support the digital transformation of the land department and fast pace of the industry. Among her duties on the board, Rachelle plans and coordinates the webinars.



## **RACHEL COLLIER** 2nd VP & Corresponding Secretary

Rachel is a Senior Lease Analyst at ATX Energy Partners and has been working as an analyst for over 10 years. Last year she served on the ATX-ALTA Board as Recording Secretary. She holds a BFA from Sam Houston State University and earned a Certificate of Professional Land Management from the University of Houston-Downtown College of Business. Rachel has been taking online courses in Data Science and Web Development, and applying those new skills to her role on the board. Rachel maintains and updates the website and social media accounts, as well as handling ATX-ALTA correspondence.



## **RALEIGH FISHER** Treasurer & Recording Secretary

Raleigh began her career in oil and gas in 2016 after graduating from Baylor University. She has worked for numerous companies in the Anadarko, Permian, and Appalachian basins. Raleigh most recently worked at Venado Oil & Gas as a Land Analyst, handling the Non-Op for their Comanche asset. Raleigh prefers the variety of working at smaller oil and gas companies where she is able to learn and take on many roles and responsibilities. Raleigh keeps a record of ATX-ALTA board meetings as well as maintaining the association's finances.



## **NATASHA CONGROVE, CPLTA** NALTA Liaison

Natasha has been employed in the energy industry for over 15 years and is a founding member of ATX-ALTA. She received CPLTA Certification in 2015. Natasha served as President on the 2020 ATX-ALTA Board and as 2nd Vice President on the 2019 ATX-ALTA Board. She has been an active member of NALTA for 10 years and was a member of the Midland chapter, PALTA, before the formation of ATX-ALTA. Natasha is our association's representative on the national level, keeping us connected with NALTA and giving us the latest information on continuing education, certification, and committee opportunities.



## **CLAY PATTISON, CPLTA** CPLTA Liaison

Clay is a founding member of ATX-ALTA and served on the board as Treasurer from 2019-2020. He attended the University of Oklahoma, majoring in Energy Management. Clay began his land career while still in college, running title for a land broker and working for E&P companies during the summer. Prior to the formation of ATX-ALTA, Clay was a member of TALTA, the Tulsa chapter. The CPLTA program was implemented by NALTA in 1989 to enhance the professional status and provide a reliable standard of excellence and achievement in the field. Clay earned his CPLTA in 2019 and will serve our membership preparing to sit for the exam in 2021.