

MAY 2009

Last week, at the AIPN Annual Meeting in New Orleans, I was honored to be elected AIPN President for 2009-2010. I'm looking forward to the upcoming year. Given the challenges we face with the economy, as well as the oil price, this next year will prove to be a character building experience for everyone.

First and foremost, I thank Pat Allison, the outgoing President. Pat contributed an enormous amount of time and energy to AIPN for many years, but she surpassed all previous thresholds this last year. She accomplished so much in her Presidential year I cannot begin to list everything so you will need to read about it in the April Advisor: <https://www.aipn.org//documents/advisor/April2009.pdf>. To quote Norm Nadorff "the organization flourished under her tenure". Of particular interest is the creation of the new Young Negotiators group, creation of the VP of External Affairs, with a record corporate sponsorship year. Pat's leadership solidified a solid foundation for our success in the future. I am sure Pat will stay involved and continue to contribute over the years ahead.

We installed an excellent slate of officers and directors at the Annual Meeting, thanks to you. Many of you submitted names for consideration and it resulted in a very diverse Board. In particular, more Board members than ever before are from outside the U.S. Our Board make-up reflects where our members are located. We are also more in balance between our commercial and legal split, and notably our President-Elect is a commercial person. This diverse Board includes several NOC representatives as well as the World Bank. I think you will find the bios of the board members interesting: <http://www.aipn.org/aboutus/officersanddirectors.asp>.

The members of the Executive Committee joining me are:

President-Elect	Chris Moyes, Moyes & Co., Dallas/Houston
VP Conferences	Pablo Alliani, Alliani & Bruzzon, Buenos Aires
VP Model Contracts	Michael Josephson, Nexen Inc., Calgary
VP Education	Mike Arruda, Jones Day, Hong Kong
VP Membership	Elizabeth Eljuri, Macleod Dixon, Caracas
VP Communications	Robert Lesnick, The World Bank, Washington D.C.
VP External Affairs	Irina Agalliu, CERA, Houston
VP Planning	Richard Aguirre, ExxonMobil, Houston
Treasurer	David Davies, Marathon Oil, Houston
Past President	Pat Allison, Allison & Shoemaker, Houston

This group of people will make the coming year a success. I will update about their plans and accomplishments as we go through the AIPN year.

A highlight of the goals for this next year include:

- Fortify and build our regions
- Understand our membership needs and make sure we are delivering what they want
- Focus on the development of our new website, responding to the needs of our membership
- Expand our outreach to Young Negotiators, National Oil Companies, students and educators (education advisory committee made up of professors around the world)
- Focus on the quality and delivery of our model contracts and education courses and workshops

This coming year you can expect to see more activity in the regions. These regions are our life blood. As part of our Annual Board Meeting we held breakout sessions focused on each region and what is needed for its success. Every region is unique and this is reflected in their interest and demand for certain model contracts as well as the choice of education events. AIPN will look to implement the ideas and suggestions that came from these group discussions in the coming year. Some of the common themes AIPN will focus on are looking for ways to bring more education to the regions, including a “speaker circuit”, webcasts as well as holding education workshops and programs in strategic venues. We will also consider expanding our new website to be delivered in multiple languages (or at least portions of it).

We are all sensitive to the impact of the economy and oil price on our membership. Some members will be experiencing layoffs and, in order to assist them, we adopted a policy for the membership committee to consider a member’s situation and provide a one year waiver of dues when appropriate. We also wanted to encourage retired members to continue to stay involved with AIPN. They are valuable to us. A policy was therefore adopted to offer a reduction of dues to 50% of the regular member fee for retired members.

Our Spring Conference, held in conjunction with the Annual Meeting, was a success even in these tough budget-cutting times. Many thanks to our co-chairs, William Pugh, Lewis & Liskow and Debrah Resley, Decision Strategies, who delivered an outstanding program and to Pablo Alliani, VP of Conferences, for overseeing the planning of the conference and golf tournament. This was the first time AIPN offered concurrent sessions for both legal and commercial interests. I’m sure this will be a permanent approach to conference programs in the future. Notably, President-Elect Chris promises a tennis tournament in addition to the golf tournament next year.

We need your support. All the Officers and Directors, faculty for our courses and workshops, model contract co-chairs, committee members and speakers at our conferences and regional events are volunteers. This organization is successful because it’s members are active and engaged. Please consider becoming more involved with AIPN. You are welcome to contact me, any of the Board members, or staff about serving on any of our numerous committees. Of particular interest may be the drafting committees for the model contracts (e.g., JOA revisions, or the new drilling contract), or being a

judge of student competition papers. The committees will be the highlight of my next message to you in the Advisor.

Regards,

Karen Krug

President