



**Revenue Standing Committee  
Fall 2025 National Meeting  
Meeting Agenda  
October 22, 2025  
Kansas City, Missouri**

TIME	AGENDA ITEM	DISCUSSION LEADERS
1:00 PM	Welcome COPAS Antitrust Statement Introductions	Robert Toudouze  All
1:10 PM	Acres of “Black Liquid” Diamonds: The Naked Truth About Stripper Wells	Warren Martin

In this presentation, we will start with a story told by Russell H. Conwell entitled, “Acres of Diamonds”. We will explore how this story mimics the mistake in many industries to overlook aspects of their business that might seem less important, but really are essential to the industry. We will explore the history of the Strategic Petroleum Reserve (SPR); contents, purpose, usage and importance. We will delineate the difference between stripper wells and marginal wells. We will explore how stripper wells impact jobs and revenue in predominantly rural counties. We will then compare the SPR to stripper well production (similarities and differences). Then, in the presentation, we will explore a hypothetical scenario where stripper wells are forced to shut down and explore the ramifications of the loss of production from those wells. We will explore how this would impact local economies, and national leverage in energy markets. The purpose of the hypothetical is to identify the crucial role stripper wells play in the oil and natural gas industry. Participants will discover, no matter what level of production their company is involved in, they should have a understanding and appreciate for the impact stripper wells have on the entire industry and U.S. influence in the world energy market.

Learning Objectives: By the end of this presentation, you will be able to:

1. Develop an understanding of the Strategic Petroleum Reserve; purpose, usage and importance.
2. Define a stripper well.

3. Recall the difference between a stripper well and a marginal well; and when they are the same.
4. Describe the production capacity of stripper wells in the United States.
5. Explain the impact stripper wells have on predominately rural counties.
6. Develop an understanding of the comparative impact stripper wells have in relation to the Strategic Petroleum Reserve.
7. Determine how the vital role stripper wells have in the U.S. energy market impacts all companies and the country itself.

Program Level: Basic to Intermediate

Pre-requisite: None

Advance Preparation: None

Delivery Method: Group Live

Field of Study: Specialized Knowledge

CPE Credits: 1

**2:10 PM**

### **Federal Gas Valuation**

**Chris Carey**

Description: Chris Carey with the Office of Natural Resources Revenue will provide an overview of how to correctly value royalties for gas produced from federal lands.

Learning Objectives: By the end of this presentation, you will be able to:

1. Discuss the basics of federal gas valuation.
2. Explain an example of processed gas reporting.
3. Apply gas reporting principles to royalties paid and reported for gas produced from federal lands.

Program Level: Basic

Pre-requisite: None

Advance Preparation: None

Delivery Method: Group Live

Field of Study: Specialized Knowledge

CPE Credits: 1

**03:15 PM**

**Break**

**03:30 PM**

### **The State of the Craft Beer Industry**

**KC BIER**

Description: The presentation will provide an overview of the state of the beer and especially craft beer industry. Beer sales are down due to alternative beverages like hard seltzer, cider, ready to drink canned cocktails, hemp drinks.

Learning Objectives: By the end of this presentation, you will be able to:

1. Describe the 3-Tier beer distribution system (Brewer-Wholesaler-Retailer) that was put in place after the end of Prohibition, and how it compares to other franchise relationships in non-regulated food and beverage industries.
2. Explain how they raised money to open their current brewery and how they are raising capital for a licensed 2<sup>nd</sup> location
3. Explain why they make German-style bier and how their focus is different than other breweries.

Program Level: Basic

Pre-requisite: None

Advance Preparation: None

Delivery Method: Group Live

Field of Study: Specialized Knowledge

CPE Credits: 1

**04:45 PM**

**Adjourn for the day**



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