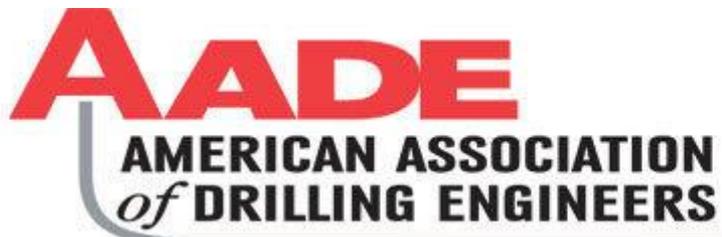




# DFW AADE MEMBER SURVEY

November 1<sup>th</sup> 2015



*"The Industry forum for  
Drilling practices and technology"*

# Demographic Highlights

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- Total of 152 members responded to the survey.
- We had twice as many service/other (98) respondents compared to operators (52).
- Majority of operators live East of 360 for both age groups, along with service over 50 YR but not significantly, however a compelling number of service under 50 (65%) YR live West of 360. A large part of the service over 50 (21) live outside of DFW.
- All demographics show an equal number of responses for both lunch and dinner meetings, with an edge towards dinner meetings, except for the service under 50 (61%) for lunch meetings.
- A convincing response for meetings to be held on Wednesday was prevalent from all demographics.

**\*\*\*RECOMMENDATION – Continue to have dinner meetings on Wednesday but look into the possibility of having the Fort Worth meeting be at lunch.**

# Demographic Highlights - Operators

## Operators Under 50 YR

- Total Responses – 22
- East of 360 – 16
- West of 360 – 4
- Not in DFW – 2
- Lunch – 10
- Dinner – 12
- Wednesday Meeting  
Yes – 16, No – 6

## Operators Over 51 YR

- Total Responses – 30
- East of 360 – 15
- West of 360 – 9
- Not in DFW – 5
- Lunch – 11
- Dinner – 17
- Wednesday Meeting  
Yes – 26, No – 3

# Demographic Highlights – Service/Other

## SRV/Other Under 50 YR

- Total Responses – 49
- East of 360 – 12
- West of 360 – 23
- Not in DFW – 13
- Lunch – 30
- Dinner – 19
- Wednesday Meeting  
Yes – 45, No – 4

## SRV/Other Over 51 YR

- Total Responses – 49
- East of 360 – 15
- West of 360 – 12
- Not in DFW – 21
- Lunch – 20
- Dinner – 26
- Wednesday Meeting  
Yes – 45, No – 4

# Demographic Highlights

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- There was a consistent message across demographics on the events that members would be interested in attending. The top five responses in order are Top Golf, Fishing, 3 Shoots, Casino Night, Tactical Gun Shoots.
- Unfortunately there was an overwhelming response (84%) of NOT wanting to be on a committee for one of these events. Also, with the configuration of the survey we are unable to identify the 16% that would like to committee one of these events.

**\*\*\*RECOMMENDATION – The board initiate a quarterly Top Golf outings and ask if any of the attendees would like to take this over.**

# Demographic Highlights

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- There was also consistent message across demographics on the events that members would be interested in attending. The top 3 responses in order are Happy Hours, Lunch Meeting and different events.

**\*\*\*RECOMMENDATION – The board initiates a Christmas Happy Hour and look into the possibility of having a Fort Worth lunch meeting while also starting the Top Golf quarterly outings.**

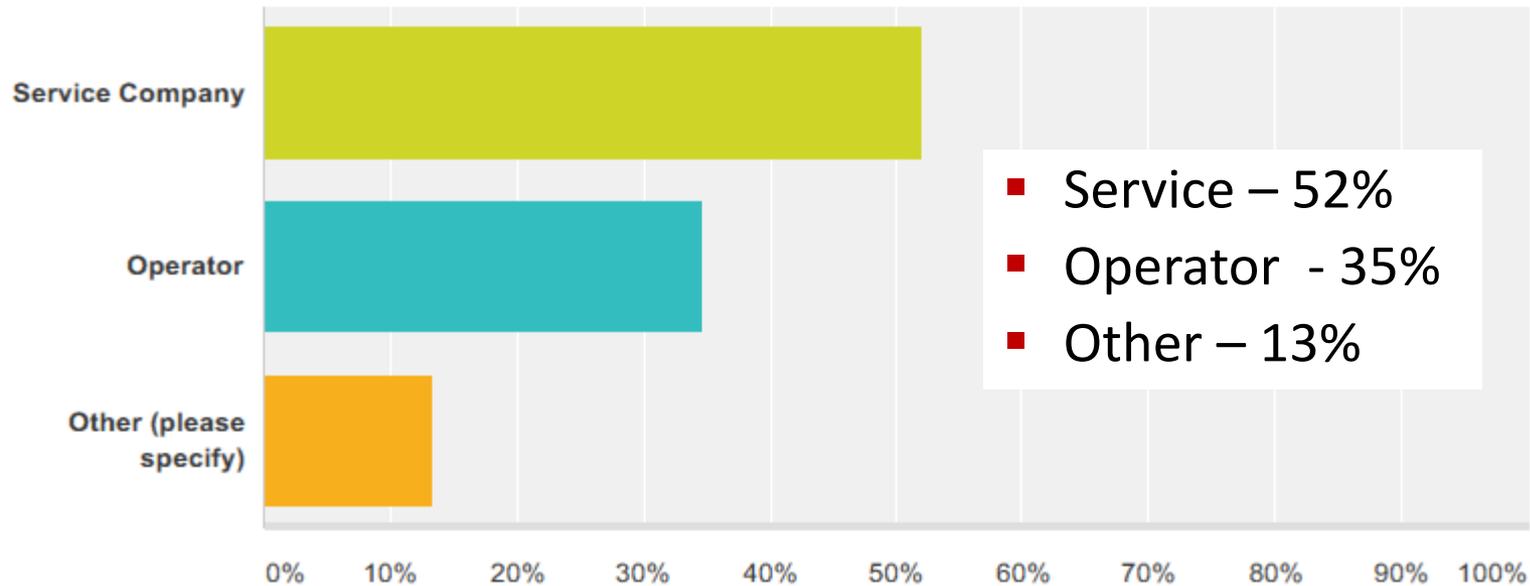
- There was not significant interest (63%) in anyone attending one of our board meetings.

**\*\*\*RECOMMENDATION – Make the meeting notes available on the website and continue evolve younger members to get involved in committees.**

# Question #1

## Q1 Company Affiliation

Answered: 150 Skipped: 0

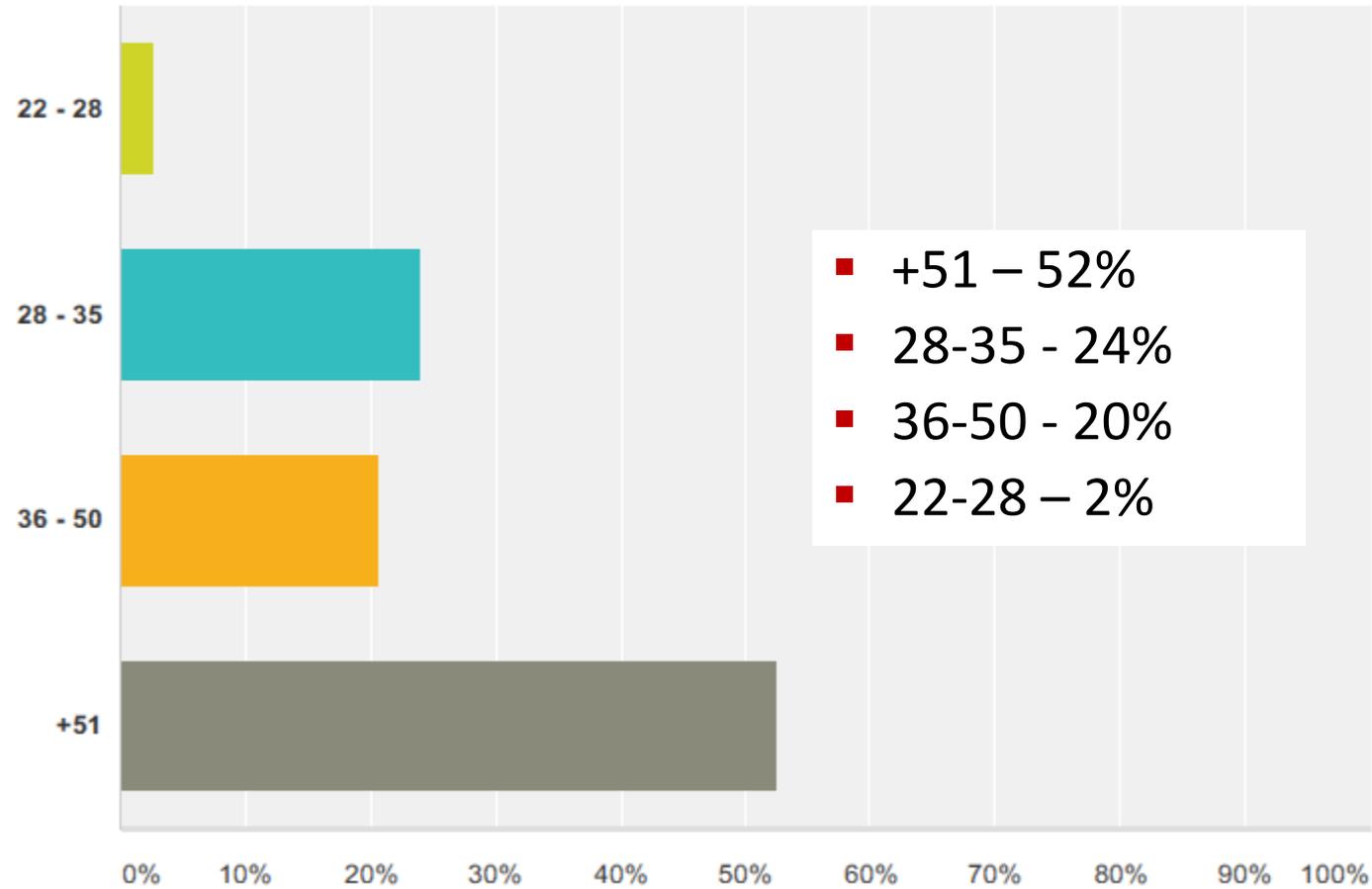


**\*\*\* Others – Retired, Supply Chain, Consultant, Drilling Contractor**

# Question #2

## Q2 Age:

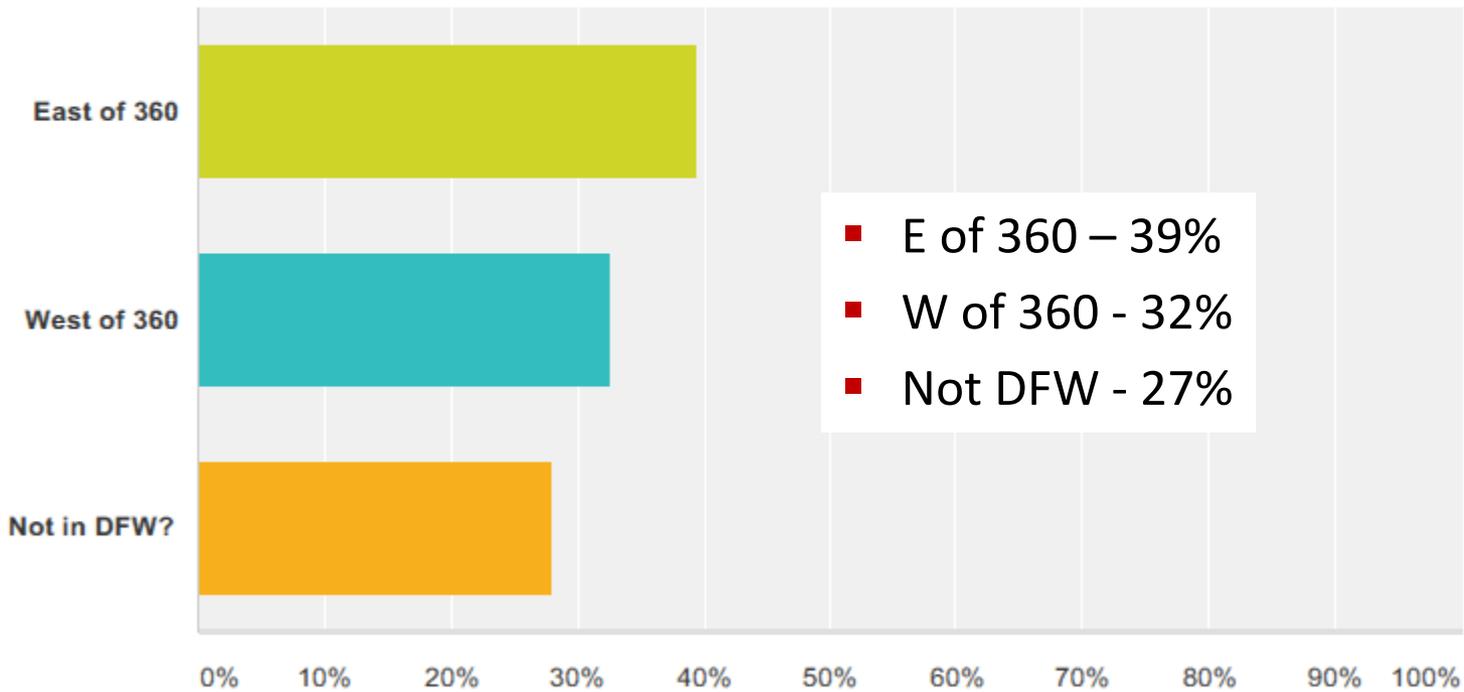
Answered: 150 Skipped: 0



# Question #3

## Q3 Office:

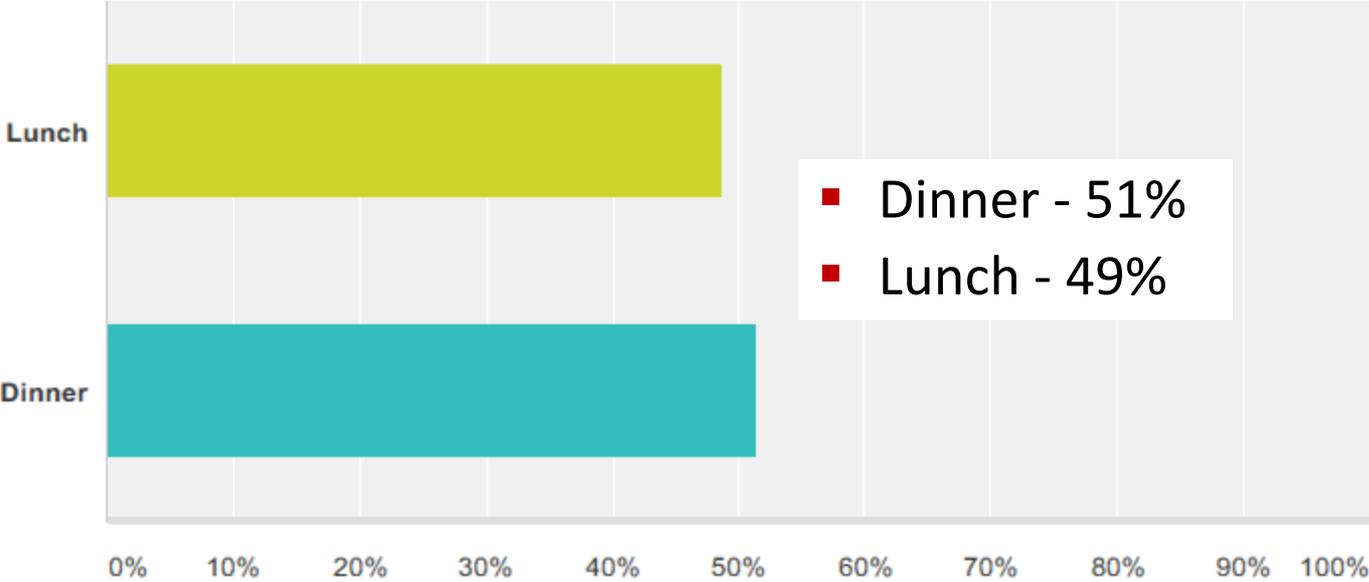
Answered: 147 Skipped: 3



# Question #4

## Q4 Meeting Preference?

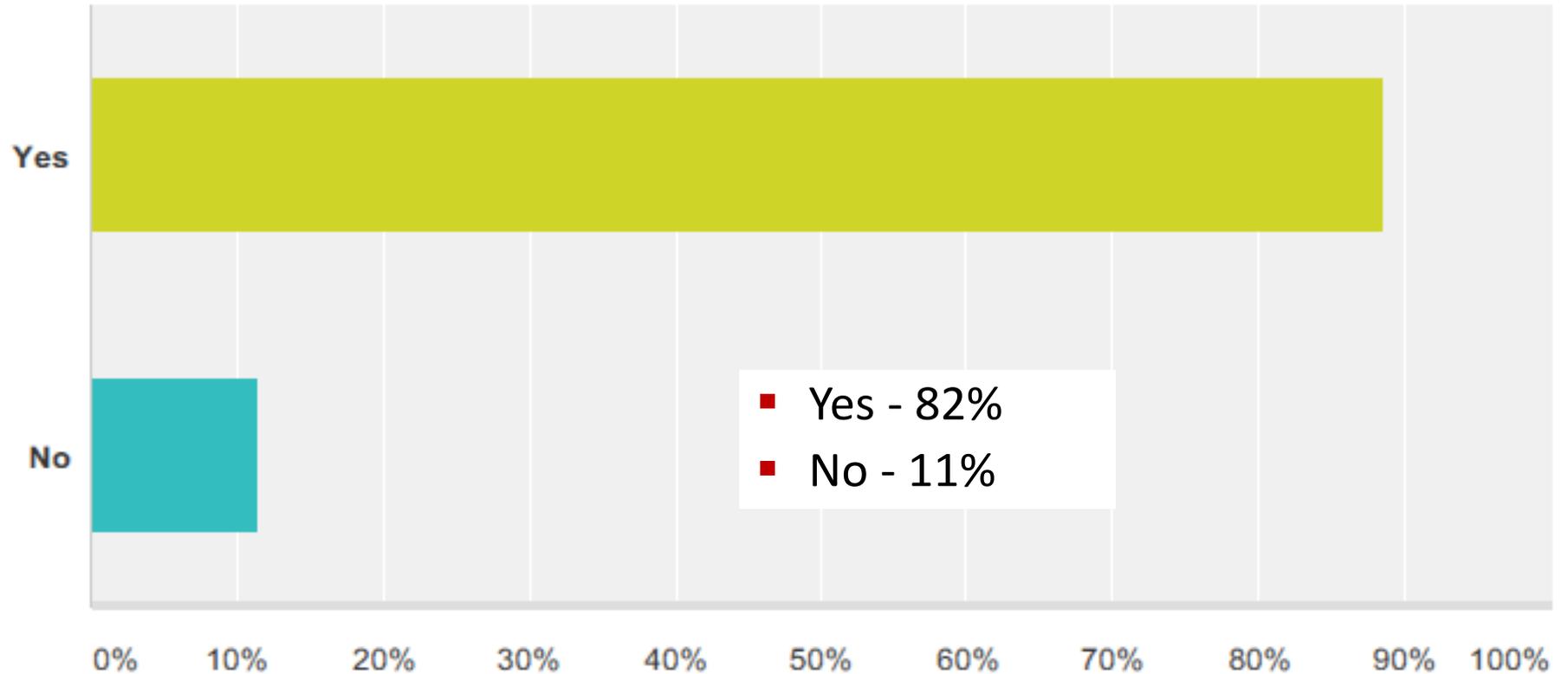
Answered: 146 Skipped: 4



# Question #5

## Q5 Is Wednesday the best day to meet?

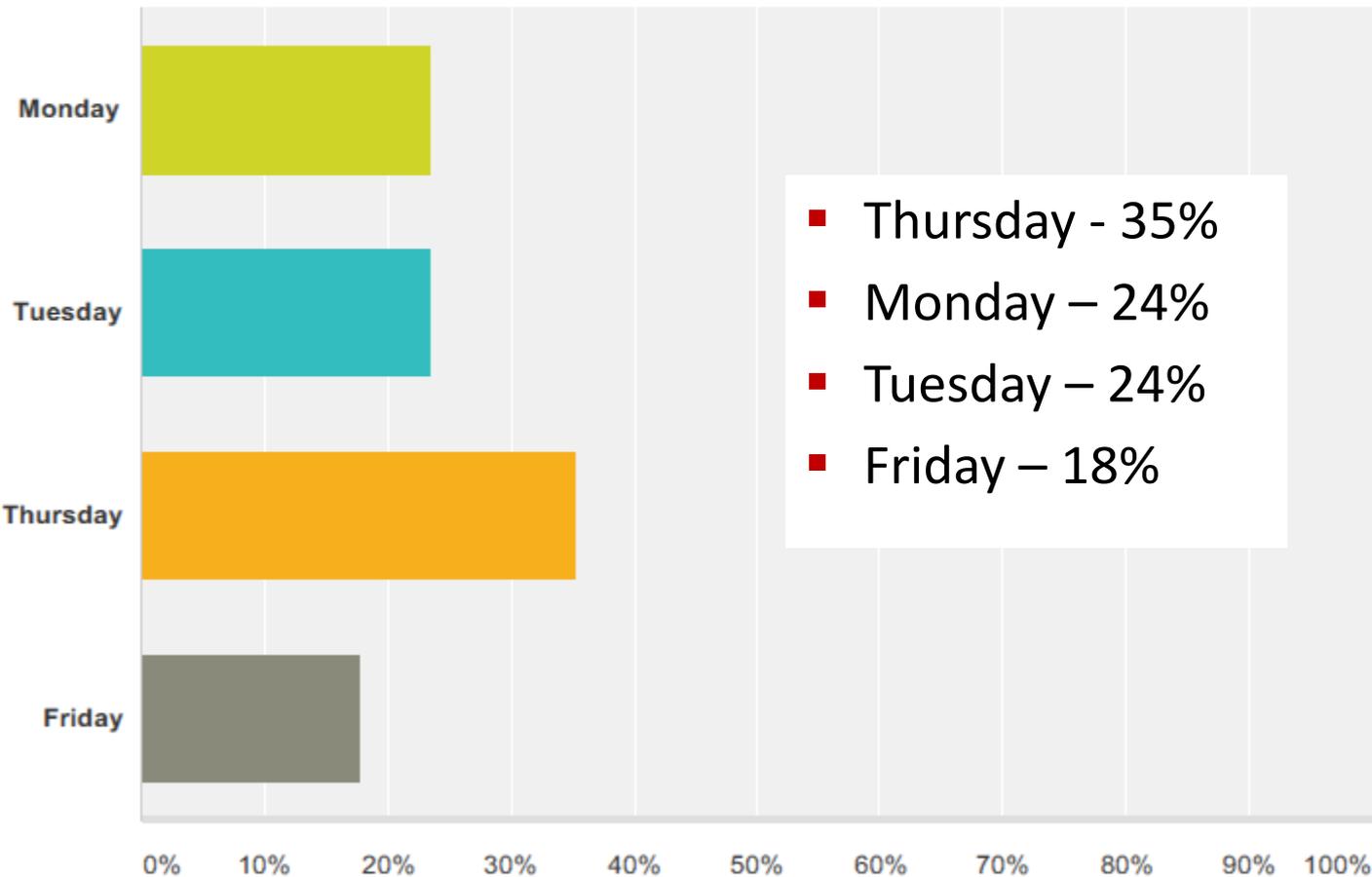
Answered: 149 Skipped: 1



# Question #6

**Q6 If you answered "no" to the question above, what day would be better for you?**

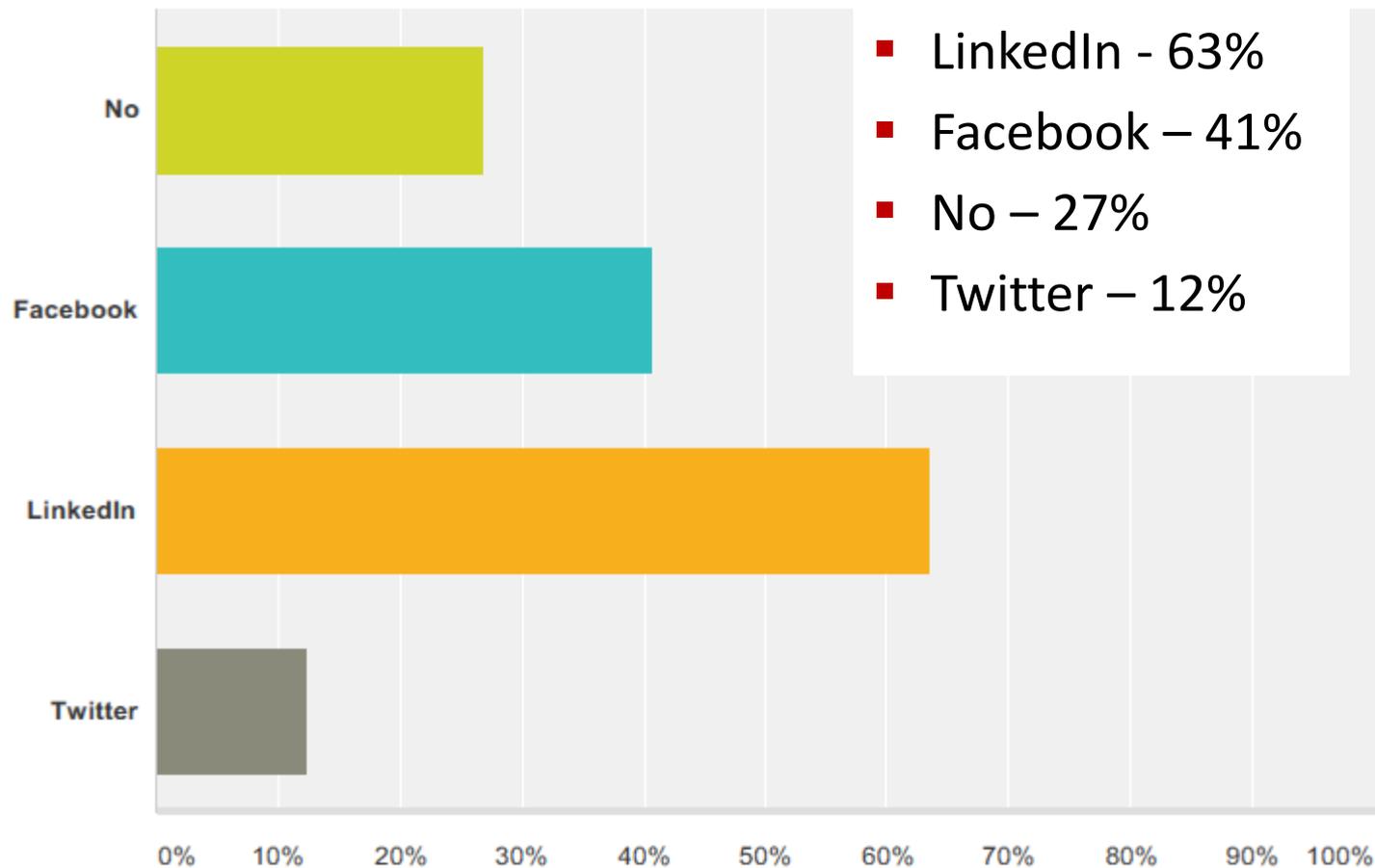
Answered: 17 Skipped: 133



# Question #7

## Q7 Do you use Social Media? (check all that apply)

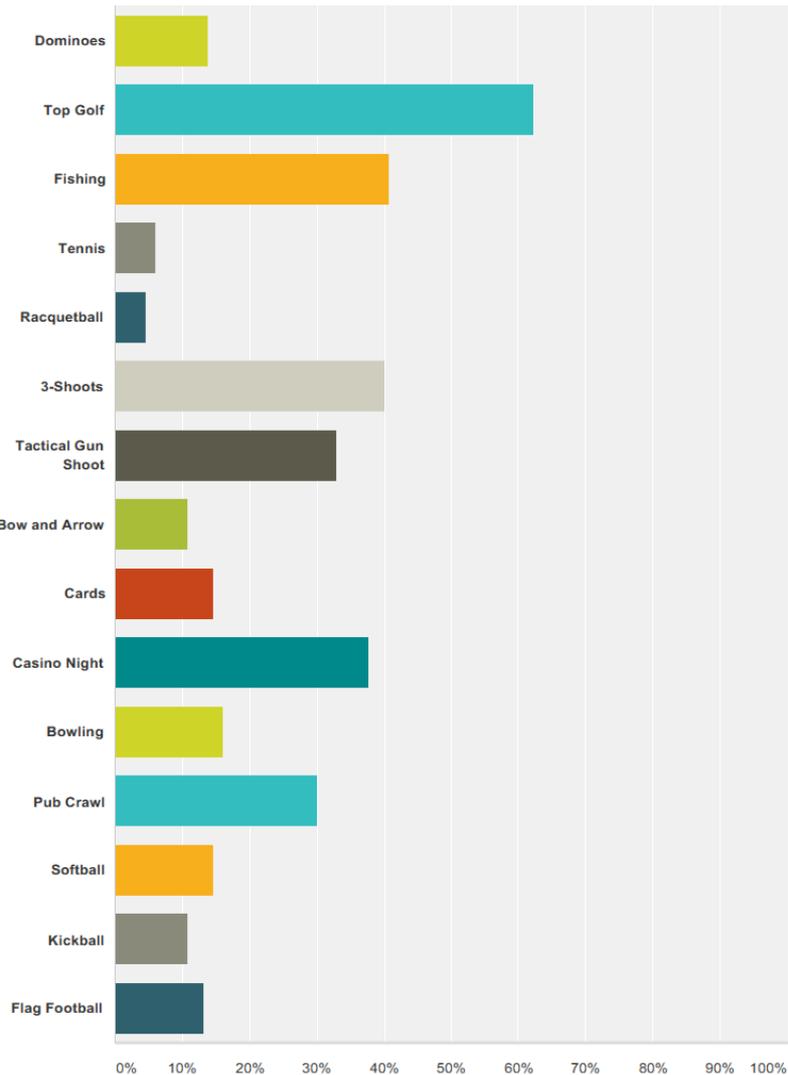
Answered: 145 Skipped: 5



# Question #8

Q8 What events would you be interested attending? (Check all that apply)

Answered: 130 Skipped: 20



- Top Golf
- Fishing
- 3 Shoots
- Casino Night
- Tactical Gun Shoot
- Pub Crawl
- Softball/Cards

# Question #8 Comments

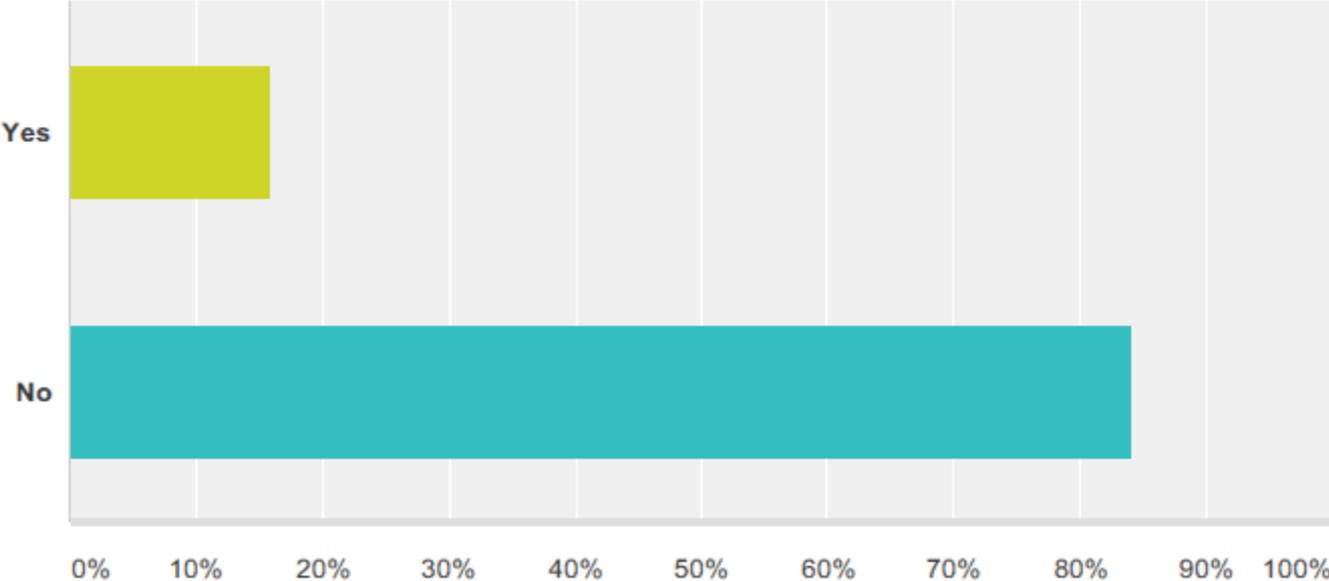
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- Soccer- informal, non-league. More of a pickup atmosphere two to three times a month.
- Washers
- Its hard to get members involved when there are limited slots at the activities for participation.
- With spouses
- Sporting Clays
- At the sporting clay event you must either open up more spots or have a way to get those that can't get spots involved. To many spots remain with the same groups and while that should give you preference on a spot for the next year those groups must be held accountable and a down deposit should be demanded and non refundable. Example this year many backed out and that made the offering of spots at the last second happen with the industry downturn. However the event is about customers and it's all about the value and being added at the last second loses that value. The non major service companies are being pushed out and with this mentality and it will show at other events. For example I know of one stable operator who dropped several memberships this past year unrelated to the industry environment but because of the above.

# Question #9

**Q9 Would you like to be on a committee for any of these events?**

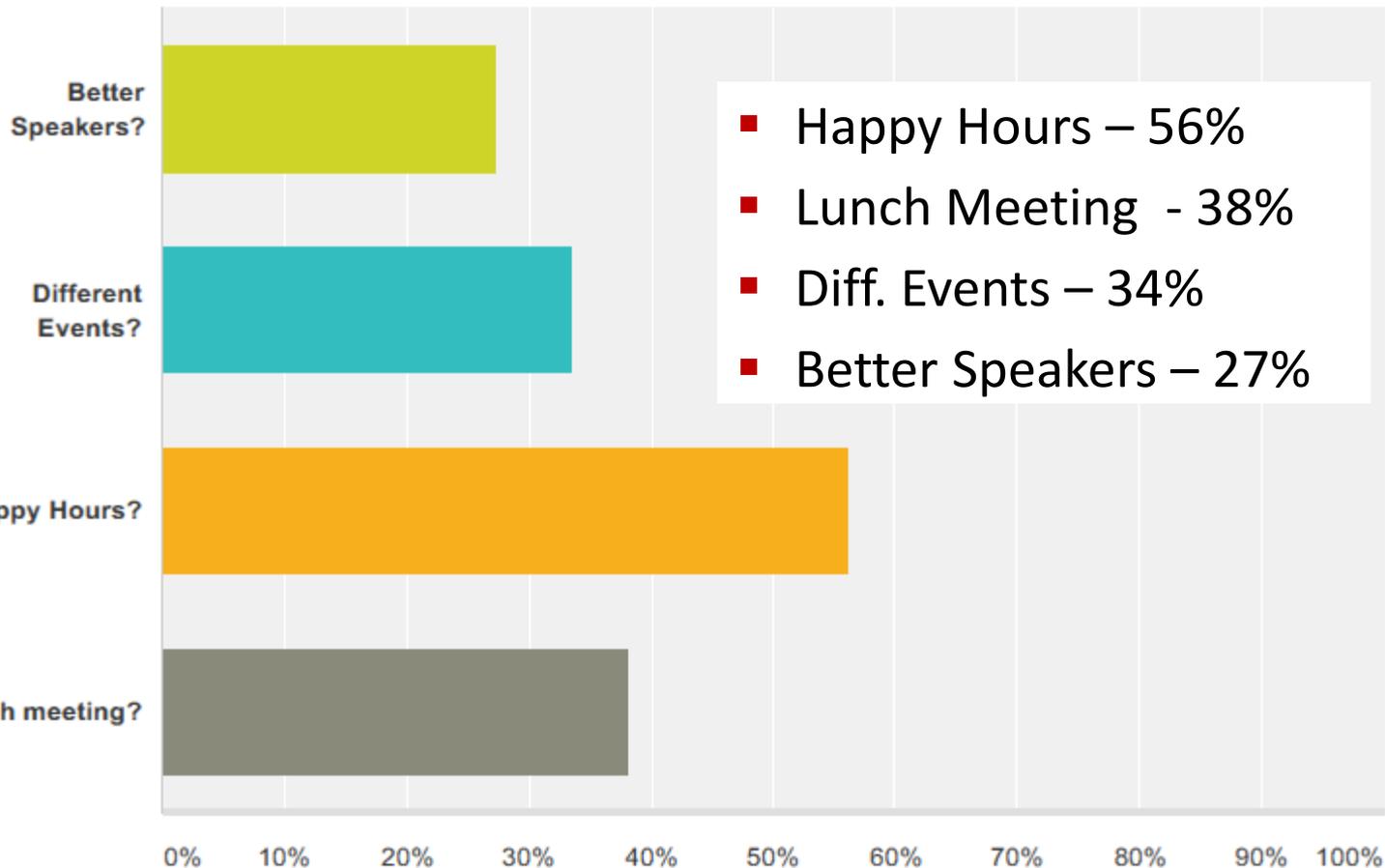
Answered: 138 Skipped: 12



# Question #10

## Q10 10. How can we get younger members more involved in the chapter?

Answered: 128 Skipped: 22



# Question #10 Comments

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- Good question....
- Competitive events, Teams, awards / trophies , Team Building
- open more slots for your shooting events.
- Create a Younger Engr focused event, have us older guys / gals invite / bring the younger people.
- Open up positions on the board and committees such as golf and skeet shoot
- Better Publicity
- The old guys won't get out of the way.
- We should ask them.
- Don't know if lunch would bring in more younger members, but it's sometimes easier to schedule when younger folks typically have family events to follow (drive).
- Start electing younger leaders to transition
- Tailgate at sporting event

# Question #10 Comments Continued

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- Allow more openings at the signature events like golf and the sporting clays to get more people involved. If you keep it with the same availability on the events you will lose members. Drop prices as well with the industry environment
- Are recruiting press needs to be made at the operator level. A stronger operator presents is needed.
- Recruit more women into the organization.
- Get their bosses to promote the meetings or attend themselves.
- Probably lunch meetings, if you have kids you have after work activities- soccer, karate, homework etc.
- I believe you have the best time for this event. No set time limit to get back to the office afterwards.

# Question #11 What type of speaker interest you?

- Drilling/Production
- Problem solving technical
- TRRC, TCEQ, both at local / district and State levels. Industry Forums with focus topics
- New technology and what works and doesn't work. Real application technology, not science or beta testing.
- Non oilfield: sports, city planning
- Topics relating to new technology, outlook and plans of operators, success stories.
- Economic and technical
- operators & stock analysts
- Services/new technology
- Drilling, Directional Technology. Operator presentations
- Operators
- Joint presentation by operator and service provider of results from actual equipment or technical application.
- Service Company rep who explains new tools or technology.
- Operator rep willing to share best practices in any given area backed up by good data.
- Financial specialist who can give a big picture view of the industry.
- Engineer who can explain or cover interesting or new aspects of current technical challenges for the purpose of spurring service company development.
- One with technical expertise
- Less sales and more mentoring topics

# Question #11 Continued

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- Technical; new processes
- Lots of new technology in pipe bits rigs etc. How about some of those, and make it clear its more technical and not geared to selling their product.
- Completions & Production discussion
- Like to hear more on what operators are doing to better themselves at becoming more efficient. Have a few Private Equity firms speak on what it takes to be successful in the "PE game" would be interesting. Bring in some outside DFW area VPs/Upper level management to speak on leadership and why they are successful in their role.
- Case studies
- practical applications
- industry experts
- Operators that drill wells
- Subject Matter Experts, Dynamic, engaging, a little comedy might help
- Technical Drilling Presentation; case studies
- Leadership speakers
- Having someone speak on either, drilling, completion or fracing! We don't need geologist, reservoir specialist. We need practical information to help the young salesmen in the field.
- API/IADC representatives speaking on US energy policy
- good ones.....

# Question #11 Continued

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- New technology and good case histories
- Operators discussing well problems/solutions in specific fields.
- Speakers with insightful, relevant topics that can be put to use.
- Operators – Political
- Drilling Engineers discussing their operations or use of new technology in their operations
- drilling engineers, managers
- Technical
- Global drilling aspects, especially as the leading techniques all develop in our region.....
- Technical but practical
- Technical applications with case histories would be good and if we can get operators and service reps to show joint evaluations it would be good. Presentations need to show a recommendation or clear results. Some of the last presentations I have seen the audience is left to come up with their own conclusions.
- talks about specific events - the why and how of what happens
- Technical
- Operator spotlights, asset overview, basin specific overview from various research entities (e.g., DrillingInfo, RigData, etc.)
- Data Analytics and innovative products and services.
- Local operators/engineers....

# Question #11 Continued

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- Ladies.
- Someone that can give examples
- Commodity price forecast. New technology.
- Motivational
- technical or new technology and case studies.
- Speakers that are non-product oriented.
- those that give you the big picture and come prepared with good slides. Slides full of text & numbers are not necessary for the most part.
- Operators / New Technology / New Plays
- Operator Case Histories Lessons Learned about Drilling Occasional Regulatory or Marketing Strategies
- More Operators. Less Service Companies
- Operators talking about new plays, service companies discussing new technologies, Industry analysts
- Speakers have been good.
- Technical speakers on good topics
- Technical drilling or completions
- Bankers
- Drilling BHA's, drilling issues, drilling tools, and operator's upcoming drilling plans.

## Question #12 Any specific topics you would like to see more of?

- Frac and Re-frac
- Completions
- More Tudor Pickering type presentations. Could have a tech presentation also, Two presentations in one meeting.
- market outlook
- Drilling topics
- Operator presentations
- Horizontal Drilling
- Updates on all aspects of directional drilling tools and methods.
- None that I can think of at the moment
- How the drilling, oil and gas, industries are being impacted in Austin or Washington with upcoming or proposed legislation
- Golf
- Horizontal well designs and rig requirements for south Texas vs. west texas
- Current Technologies / trends / tools / practices
- More on outlook of our market
- Drilling Blowouts
- Future of industry
- Innovative Technology
- More offshore/deepwater and international interests

# Question #12 Continued

- Complications with different areas across the US
- Data Collection and Evaluation
- Operators discussing well issues
- The business end of the business Drilling optimization
- Practical Politics - Energy policy or Regulatory issues
- Downhole specific issues (hole problems, loss circulation issues)
- Survey measurement, frac procedures
- drilling automation formation evaluation paradigm shift from the oilfield of old....
- Efficiencies- cutting edge game changing
- Economics of unconventional wells. Advances in completions because the choke point for unconventional drilling is "cost effective" completions. The drilling costs are to the point that not much more can significantly be reduced.
- How to combat the recent EPA guidelines which are oppressive to oil and gas industry.
- Oil related
- practical case studies.
- More bottom line industry discussions.
- Drilling, Economics, Completions, Any Case history of use of new technology
- Pressures and well design
- Workovers
- Trends

# Question #12 Continued

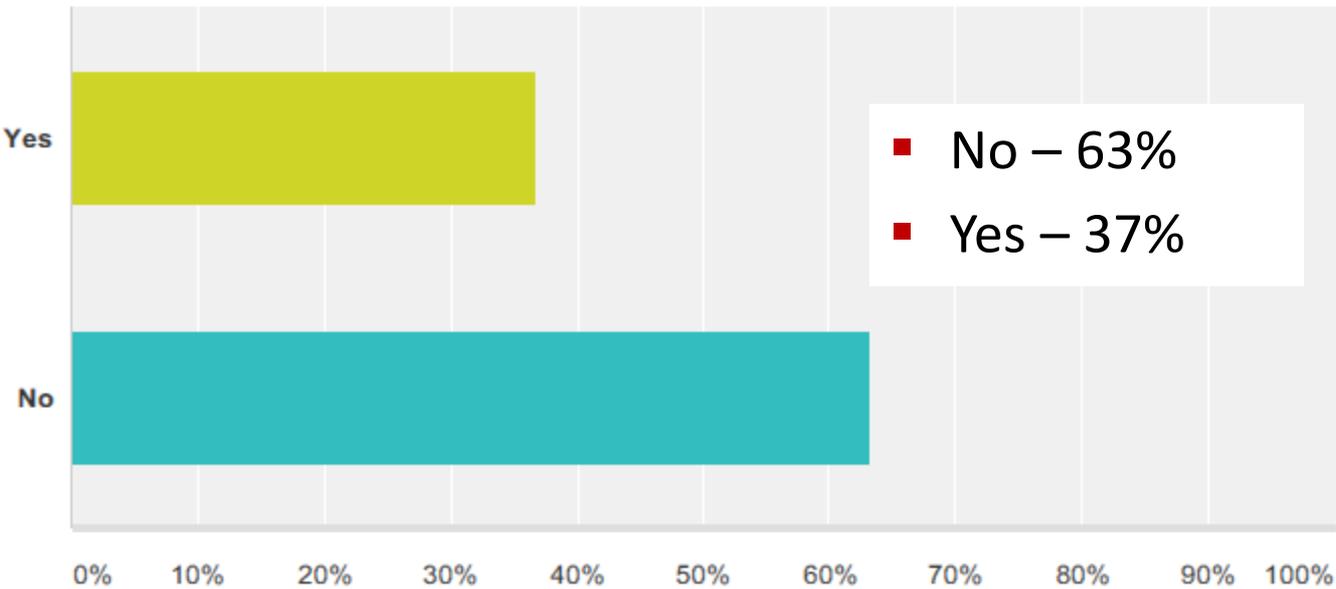
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- Talks about their wells, programs, lessons learned, etc. But no Aggies with <15 yrs experience. Actually no Aggie engineers at all! How about some directional people talking about the evolution of dir drlg....evolution....going back say +/-30 years. Evolution of fracturing & hydro nitro frac, going back 70 yrs.

# Question #13

**Q13 Would you be interested in viewing one of our board meetings?**

Answered: 128 Skipped: 22



# Question #14 Additional Comments

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- Great organization.
- Provide Board Meeting via Webinar for those not able to attend due to other commitments. Take for instance, service companies who have out of town sales meetings on the day of event.
- Thanks for asking!
- Chris Stacy sucks.
- I would be interested in being on the board.
- All of the volunteer's work is appreciated. Thanks for everything you guys do!
- I feel the current board is doing a great job for the DFW chapter
- Larry does an excellent job.
- I would like to see if my company could present at one of the chapter meetings. Who would I need to contact? Ray Keith

