

2023 Spring Swing set for May 8 in Charleston

Come join your industry peers, invite your clients, get outside and enjoy a day “on the links” at the GO-WV Spring Swing! We will be gathering on May 8, 2023, at Berry Hills Country Club in Charleston.

Registration opens at 8:00 a.m., with the shotgun start at 9:00 a.m.

We have registration options that include sponsorships with foursomes, sponsorships without foursomes, single golfers or foursomes. We'll match players for single registrations.

We have several levels of sponsorship to meet your goals. Select your sponsorship level and register your team, or select your registration choice



if you're not able to sponsor. [You can click here to sponsor and/or register.](#)

Diamond, Hole and Bronze sponsorships are available.

Save the date: Aug. 13-15 Summer Meeting

Bring the family and join your friends for the 2023 GO-WV Summer Meeting at The Greenbrier in White Sulphur Springs, West Virginia. You won't want to miss the excellent lineup of speakers during the industry presentations on Monday and Tuesday. The fun of GO-WV's Annual Summer Meeting takes place August 13-15 and you won't want to miss the good times awaiting you!

Golf tee times are available Sunday morning from 11:06 a.m. to 12:06 p.m. on the Greenbrier Course.

Sunday evening is the western-themed welcome reception and banquet atop Kate's Mountain. Come enjoy our traditional buffet of lobster and filet mignon. The Josh Stewart Band will be providing entertainment for this popular comfortable and casual event.

Industry presentations and business session begin on Monday from 9:00 a.m. to 11:00 a.m. in the Eisenhower Room. Guest speakers will include leaders from both industry and government.

Monday is filled with sporting events, as well, with something for everyone.

- The morning begins with the men's and women's doubles tennis tournament from 9:00 a.m. to 11:30 a.m. at the Tennis Club.
- The Trap & Skeet Tournament will take place at The Greenbrier Gun Club on Kate's Mountain Monday, August 14, with shooting times available from 9:30 a.m. to 5:30 p.m. Practice times will be available on Sunday. Please call (800) 624-6070 to make practice and tournament reservations at the Gun Club.
- Golf tee times are available Monday on the Meadows Course from 11:17 a.m. to 12:07 p.m.
- The mixed doubles tennis tournament takes place from 1:30 p.m. to 4:00 p.m. Monday at the Tennis Club.



*Jeff Isner
Vice President &
Program Chair*

Monday evening features dinner on your own.

Summer Meeting

Continued on page 11

INSIDE

- 2 Maribeth Anderson
- 3 Member News
- 4 Charlie Burd
- 5 Craig Colombo
- 6 Kathy Hill
- 7 Thomas Downs
- 8 Industry Events
- 9 Greg Kozera
- 17 License plate application
- 18 Ad contract
- 19 Master sponsor form
- 20 Summer Meeting Sponsor Form
- 21 Summer Meeting Registration Form



Burying the lead?

Everyone knows you're supposed to lead an article or news story with the most important part. But maybe the most important part is sometimes a little beneath the surface.

LAST MONTH many of you made your voices heard at the Capitol. I'm not talking here about Gas and Oil Day, which was phenomenal, I'm talking about the way you answered the call to email your senators and delegates to let them know that Senate Bill 188, which focused on using natural gas for power generation, is important to you.

You looked at Action Alerts, you clicked the links, you used your voice and let lawmakers know the importance of our industry and its workers.

We know you responded because we heard about it at the Capitol! "We're getting the emails," lawmakers would tell us when we began conversations, "We know."

Your efforts proved invaluable in beating back attempts to dilute the bill with amendments, and it was invaluable in securing final passage.

LAST MONTH we saw much of the business community coming out to support our efforts and work together. The West Virginia Manufacturers Association authored Senate Bill 188 and the WV Chamber of Commerce actively supported it. Those two groups, combined with the WV Energy Users Group and GO-WV, made a formidable coalition for advocacy.

It's gratifying to see the larger business community work together to effect positive policy change in our state.

LAST MONTH lawmakers in West Virginia learned, in a way that truly resonates with them, that West Virginia is far behind the pack in this important component of in-basin demand and natural gas utilization. They heard the statistics about how natural gas power plants are being built in Ohio and in Pennsylvania; they understood the lost investment in plant and infrastructure.

THIS MONTH Senate Bill 188...is law. This bill, known as the Grid Stabilization and Security Act of 2023, was crafted to facilitate the opportunity to construct more natural gas-fired power plants in West Virginia. It calls on the Secretary of Economic Development to look for and identify potential sites that can be served by natural gas and would place reasonable and predictable timelines for the permitting process. It passed both chambers without significant amendment and was signed into law on March 29, 2023.

I guess that's probably the lead, buried right there at the end. The bill passed. But today I wanted to lead with (as Paul Harvey would say) "the rest of the story." It just might not have happened, had you not answered the call.



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TC Energy awarding more than 800 scholarships for college in 2023; due May 5

Headed to college, in college currently, or know someone who is? TC Energy will give away more than 800 scholarships in 2023 in the areas of STEM, Trades, and Indigenous Legacy in the U.S., Canada and Mexico.

Pre-qualifying only takes a minute at <https://www.tcenergy.com/scholar-us-east>. Make sure you apply by May 5, 2023!

Basic scholarship criteria include:

- Enrolled in a post-secondary institution for the up-coming academic year
- A citizen or permanent resident of the U.S.
- Located in a community near TC Energy's operations or projects

- Would benefit from supplementary education funding

TC Energy Scholarships are only available to people who are not financially dependent on a TC Energy employee, contractor or consultant.

Stories of recent recipients on their web site include Sharmel, of St. Albans, WV. She received a TC Energy Scholarship for her work volunteering with the Girl Scouts, hospital and military family support group in her community. As she looks to the future, Sharmel plans to complete her education to become a physician, so she can help people by "...making a difference in their health."

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From the Burd's Nest: A view from afar

The 2023 West Virginia Legislative Session concluded at midnight, March 11. Unfortunately, I was unable to be there at the very end. Total knee replacement surgery on February 2 had sequestered me to the confines of my home—working with my leg elevated and my laptop securely planted in my lap. Nonetheless, through the process of watching activities online and keeping in constant communication with our lobbying team, I was able to closely follow key legislation. Fortunately, I was able to be at the Capitol on March 11 and spend a few hours visiting with Senators and Delegates while providing lunch for the full House in mid-afternoon. This is an annual tradition that also had been extended to the full Senate earlier in the Session.

Unlike some years where pieces of legislation were flying in and out in a fever pitch to be reviewed or passed as delivered by “runners” between Chambers, this year’s last day of session ended in a controlled fashion with a Senate Calendar that was fairly clear and a House Calendar which only contained but the last of what was left of the more than 2,500 bills and resolutions that had been introduced. Oh, the advantages and use of electronic data transmission to instantly communicate bills, amendments and actions.

Let me start my report by saying that this year, like many in the past, GO-WV headed into the Regular Legislative Session with several important issues to face. GO-WV’s 2023 legislation agenda included efforts to better facilitate the siting and construction of natural gas fired power plants; the successful passage of two legislative rules (1) regarding the fair and uniform valuation of producing properties and (2) regarding fees for Title V air operating permits; addressing aboveground storage tank (AST) regulations; and gaining some concessions on pipeline relocation costs to name a few.

In total, there were 2,317 bills introduced (Senate-759, House-1,558) with a total of 333 that passed both chambers (Senate-103 or 17%, and

House-203 or 13%). GO-WV, working closely in cooperation with several industry allies, thoroughly reviewed each, then narrowed its focus to about three dozen bills we felt potentially impacted our membership in a significant way. A summary of some those considered most important is provided here:

Legislation that passed both Chambers and is signed or awaiting the Governor’s signature:

- **Committee Substitute for Senate Bill 188:** This bill, known as the Grid Stabilization and Security Act of 2023 will be discussed in GO-WV President Maribeth Anderson’s column on page 2. **This bill was completed on March 6 and approved by Governor Justice on March 29, 2023.**
- **Senate Bill 350 (as bundled inside Committee Substitute for SB-345):** This is the Department of Revenue rules bill that coincides with the passage of HB-4336 in the 2022 Legislative session that established that the value of oil and gas producing properties is to be fair and uniform and be derived from actual revenues from oil, natural gas and NGL sales, with the deduction of actual expenses after the payment of royalties. That bill and this new rule also retains the existing “safe harbor” of \$5,000 in annual expenses per marginal well. GO-WV worked very diligently on this legislation through the 2023 Interim Legislative session. **This rules bill was completed on March 10 and approved by Governor Justice on March 23, 2023.**
- **House Bill 2641 (as bundled inside Committee Substitute for HB-2640):** This is the WVDEP Rules bill authorizing the Department of Environmental Protection to promulgate a legislative rule relating to requirements for operating permits. GO-WV worked closely with the Agency and Legislative Rule Making Review Committee to establish that the Title V air permit would have a “Permitted source

Burd's Nest

Continued on page 12



GO-WV Board welcomes two new members in March

Please join the GO-WV Board of Directors in welcoming these members approved in March:

Energy Water Solutions, LLC

ISP

Beau Egert
11233 Crown Park Drive
Suite F
Houston, TX 77067
Cell: (832) 221-1616
beau.egert@energywatersolutions.com
www.energywatersolutions.com

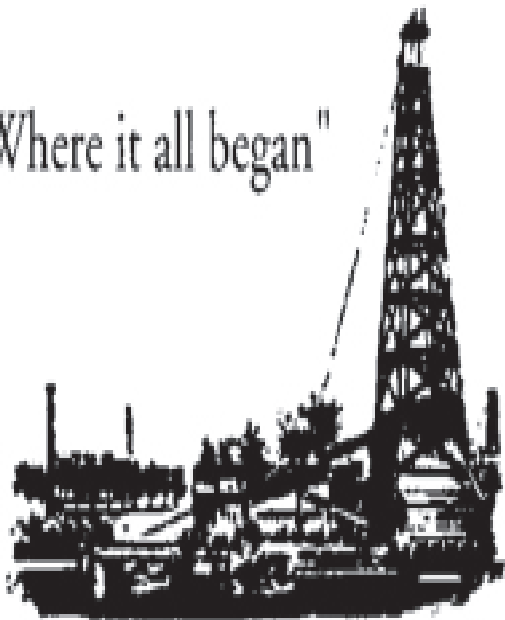
Valence Drilling Fluids, LLC

ISP

Adam Stovall
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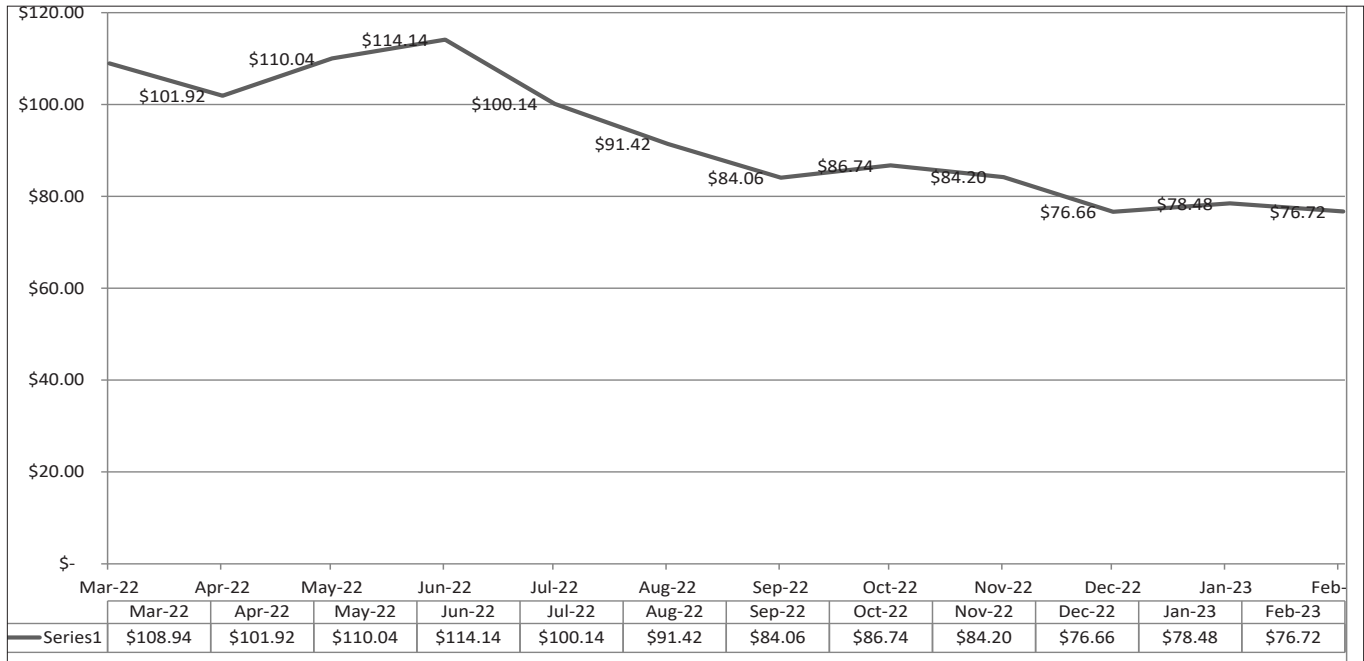
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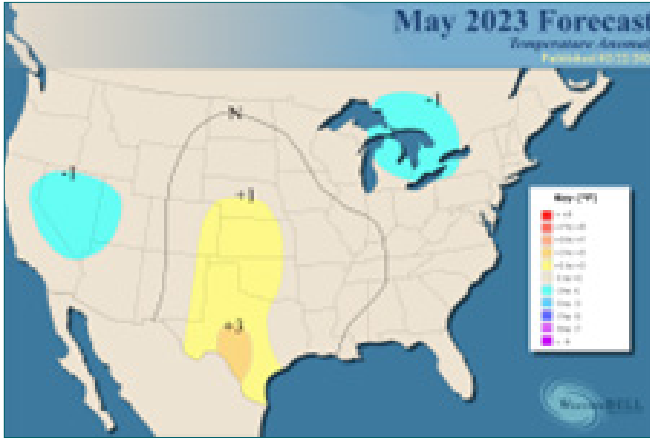
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WeatherBELL: Spring's evolution



For more information about WeatherBELL's services and to get the hot-off-the-press forecast updates, please visit our website www.weatherbell.com or contact us at sales@weatherbell.com.

After a three straight La Niñas, the expectations are that El Niño will evolve during late spring to early summer 2023.

Despite a mild winter in much of the East, cold temperatures have held on across the North through early spring. Warm temperatures are building across the South, however, and we continue to expect a warm pattern emerging out of the southern High Plains. This contrast has produced some severe thunderstorms and tornado outbreaks already this year.

May should still remain chilly around the Great Lakes. Once the weather breaks, it can get hot really fast, as the source region for the heat in Mexico is notorious for producing early season spikes in temperatures.

After a chilly, wet, and snowy start, the West should warm up rapidly as it dries.

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Upcoming events planned for 2023

April 4, 2023

Pipeline Safety Seminar

Charleston, WV

Info: gowv.com

April 5, 2023

Damage Prevention Seminar

Stonewall Resort, Roanoke, WV

Info: gowv.com

April 6, 2023

Pipeline Safety Seminar

Bridgeport, WV

Info: gowv.com

April 20, 2023

SOOGA 45th Spring Membership Meeting

Broughton's Community Building, Marietta, OH

Info: sooga.org

May 4, 2023

PIOGA Clay Shoot Networking Event

Promise Land Sporting Clays Club, Freeport,

PA

Info: www.PIOGA.org > Events

May 8, 2023

Spring Swing

Berry Hills Country Club, Charleston, WV

Info: gowv.com

May 12, 2023

SOOGA Spring Golf Outing

Lakeside Golf Course, Beverly, OH

Info: sooga.org

May 22-24, 2023

IOGCC Annual Business Meeting

Oklahoma City, OH

Info: iogcc.ok.gov

June 5-6, 2023

Science Teacher Workshop

Embassy Suites, Charleston, WV

Info: gowv.com

June 6, 2023

Oil Patch Classic Golf Outing and Steak Fry

Wanango Country Club, Reno, PA

Info: www.PIOGA.org > Events

August 3-4, 2023

OOGA Summer Meeting

Belmont Hills, St. Clairsville, OH

Info: www.ooga.org

August 13-15, 2023

GO-WV Summer Meeting

The Greenbrier, White Sulphur Springs, WV

August 17, 2023

26th Annual Divot Diggers Golf Outing

Tam O'Shanter Golf Club, Hermitage, PA

Info: www.PIOGA.org > Events

August 25, 2023

SOOGA Fall Golf Outing

Oxbow Golf Course, Belpre, OH

Info: sooga.org

September 14, 2023

PIOGA's Birds & BBQ Clay Shoot

West Penn Sportsmen's Club, Murrysville, PA

Info: www.PIOGA.org > Events

September 15-16, 2023

GO-WV Sports Weekend

Bridgeport Country Club, Bridgeport, WV

September 18, 2023

2023 BHE GT&S Charity Golf Invitational

Pete Dye Golf Club, Bridgeport, WV

September 21, 2023

SOOGA Annual Trade Show

ESB Community Building, Marietta, OH

Info: sooga.org

October 16-18, 2023

IOGCC Annual Conference

Park City, UT





People make the difference

Recently we were in Florida for the Plastic News Executive Forum. The Plastics News Executive Forum is attended by the Executives, owners and high-level staff of Plastics Processors, their suppliers and support organizations. The companies were primarily medium sized with 100-400 employees. Processors are the companies who provide us essential products. They save countless lives with the medical equipment they make. We had lunch with a company who makes critical parts for equipment used in heart surgeries. Another company develops medical items used for vaccines and other medications during the pandemic.

Companies make thousands of products like household products from kitchen items to TVs and computers, packaging to protect food and shipping other products without damage. They also make automobile and appliance parts. Electric vehicles can't exist without plastics which make up 70% or more of the vehicle making it lightweight maximizing distance per charge. All of their products are made possible by the gas and oil industry.

Shale Crescent USA attended to bring the industry information about the new Shale Crescent USA- Jobs Ohio Study that shows plastic products can be made in the Shale Crescent USA more economically than China. Labor is no longer the major cost it has been because of automation. The major costs today are energy, raw materials and ocean transportation. Reducing the now \$59 billion of imported plastics products annually not only creates high wage jobs, it shortens supply chains reducing cost and emissions. It also can make us less dependent on places like China. The companies attending aren't well known outside the industry but are essential to our country and U.S. consumers.

At the conference awards were given for *Best Places to Work 2023*. Employee surveys and feedback played a large part in this award. These companies don't have problems finding and keeping employees. Some have a waiting list of workers

ready to come to work for them. We heard details from each of the top companies. Every owner talked about how important their employees are to their success. These companies don't just give lip service about the importance of their employees. They show it by their actions.

Very competitive pay and benefits like paid health care were common place. They also do unique things like paid lunches. Ice cream trucks just showing up. Picnics, parties, golf outings and other team building events. Employees and management work together on community service projects. These companies are small compared to large national companies, community is important to them. The company President and employees all live in the same place. Taking care of the environment is essential because everyone drinks the water and breathes the air. Their families live in the community with the plant.

Companies all found ways to give employees flexibility in work hours, time off, vacations and family emergencies. One company shutdown for an entire week in the summer and paid everyone. This was in addition to normal vacation time. Another gave everyone Friday afternoon off. Some people still work from home when possible. A hybrid model with people in the office on Tuesday, Wednesday and Thursday was most popular. Employee training was part of all the *Best Places to Work Companies*.

One of the other criteria of the award is companies have to show consistent profitability. Employee benefits don't matter if the company is out of business. It was clear these companies didn't look at money spent on employees for pay, benefits, training and other activities as costs, they were investments that created profits and growth as well as being the right thing to do.

The companies winning this award are also growth and profitability industry leaders. The CEOs, company Presidents and owners all attributed their success to their people. Treating

Make a difference

Continued on page 10

everyone as important team members makes a difference. The CEO isn't someone in a big office in a far away city. They are seen all the time. They are accessible.

One lady sat with us at dinner. Her company is international with locations in North America and Asia. She told us most of her job was spending time with her customers and her employees. She was leaving for Asia on Saturday to do just that.

There was also an award for *Processor of the Year*. This was a big deal with the award given at a black-tie dinner on the closing night. We met the top companies who were finalists for the award. It was apparent these companies as well as the *Best Placers to Work* Companies were led as opposed to managed by top management. These leaders allow their employees to make key decisions and then they support them even if they fail. One managing partner added, "If we aren't failing we aren't taking big enough risks."

People are essential for the success of any business. People that are hardworking, dependable and creative make companies successful. Treating people like team members and taking care of their needs can create loyalty. People like to know the big picture. If they know the vision and goals of the organization they will help to achieve them. West Virginia and Ohio were well represented. One West Virginia company was adding 3 lines in 2023 requiring more people. Several Ohio companies were planning expansions in 2023. Helping existing companies to expand can create jobs much quicker than starting from scratch with a new company in the region. We need both.

Expanding manufacturing in our region is good for the gas and oil industry because it increases natural gas demand for electricity. Increasing U.S. plastics manufacturing also increases demand for polyethylene. A second ethane cracker is needed in the region. It would help manufacturing, natural gas and NGL demand. It would create jobs and reduce global emissions by reducing transportation, especially ocean shipping and related emissions.

I share this information because people are essential to any organization's success. We can learn from successful organizations in other industries. During my many years in the oil and gas industry I worked for and with some organizations who publicly stated, "People are our most important

asset." How they treated people didn't back up the public message. I also worked for some great organizations who really cared about people. They never had problems finding people. They got all the people they needed from the poorly led organizations. It doesn't always require money just leadership and creativity.

GO-WV
Scholarship
deadline
EXTENDED
to
April 7, 2023!

The deadline for all
scholarship applications
has been extended to
April 7, 2023.

For complete
information,
please visit gowv.com.



Following dinner, wear your GO-WV badge and head to the casino for our After Dinner Reception at 8:30 p.m. The Casino Night fun will feature a private GO-WV bar and the opportunity to enjoy an evening of your favorite casino games. Music and dancing are also available.

Tuesday begins with our second set of industry presentations from 9:00 a.m. to 11:00 a.m. in the Eisenhower Room. Guest speakers will again include industry and government leaders.

The festivities then move back outdoors for more sporting fun. The Trap & Skeet Tournament enjoys its second day of competition from 9:30 a.m. to 3:30 p.m.

The shotgun-start golf tournament will take place on the Old White course Tuesday, August 15, beginning at 12:30 p.m. To sign up for the tournament, please contact Joanna Honaker at (304) 536-4919 or joanna_honaker@greenbrier.com.

For those who aren't golfing Tuesday, join us at noon for a special treat. Immerse yourself in a creative workshop that will combine the practices of watercolor painting with ink pens. Artists will experience how to develop their own floral design then add the fluidity of watercolor paints and the precision of pens for a unique, expressive result. Inspired by the details of sketching, you will have all materials needed during the workshop to get into a mindfulness place. The cost of this workshop is \$200 per person and includes lunch and all professional grade materials (which you will take home), including:

- 3 watercolor brushes
- Arches watercolor paper
- Pencil and kneaded eraser
- Watercolor palette with paints
- Matte frame
- 2 waterproof ink pens
- Backboard

Your Summer Meeting adventure concludes Tuesday evening with an awards reception at the Outdoor Pool from 7:00 p.m. to 8:00 p.m.

A luau dinner will follow the awards reception, also at the Outdoor Pool, from 8:00 p.m. to 10:00 p.m. This special evening will conclude with music, dancing and fireworks!

To make golf reservations or to make reservations for Trap and Skeet, call 1-800-624-6070.

You do not need to make reservations for the Tennis Tournament (just show up).

Please call Jessica Dowdy at (304) 536-1110 ext. 4943 or jessica.dowdy@greenbrier.com to make your room reservation by June 23.

Summer Meeting registration is open online at www.gowv.com. You can also use the sponsor form on page 20 and the registration form on page 21. See you there!

Get your GO-WV license plate now!



[Click here](#) for the application, or use the form on page 17.

base fee” of \$5,000 (instead of the proposed \$15,000). **This rules bill was completed on March 6 and approved by Governor Justice on March 29, 2023.**

Other completed legislation of importance

- **Senate Bill 446:** This bill removes methanol and methanol fuel from the definition of special fuel, thus eliminating the fuels excise tax on the production of these products and creates an exemption that helps methanol manufacturers be more profitable. GO-WV saw this as a way to support the increased sale of natural gas that is a raw material to the production of methanol. **This legislation was completed on March 11 and approved by Governor Justice on March 29, 2023.**
- **Senate Bill 465:** Increases the limit on monies placed in county's rainy-day fund from 30% to 50%. GO-WV did not oppose giving the counties the ability to increase its rainy-day funds—much of which can occur from taxes paid from the sale of natural gas, oil and NGL's. **This legislation was completed on March 9 and approved by Governor Justice on March 23, 2023.**



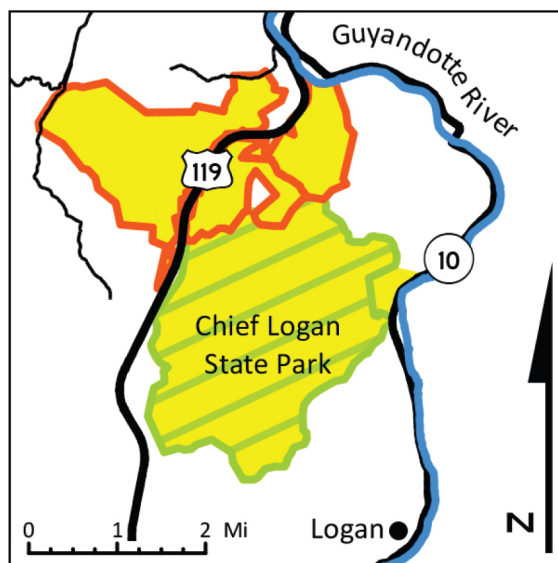
- **Committee Substitute for House Bill 2218:** This legislation expands and better defines the prohibitions on distracted driving of motorists utilizing a wireless communication device or stand-alone electronic device. GO-WV did not oppose this legislation as it falls in line with driver safety initiatives promoted by member companies. **This legislation was completed on March 11 and approved by Governor Justice on March 28, 2023.**
- **House Bill 2310:** This bill started out as a way to develop an “Antique Fleet” program so that

Burd's Nest

Continued on page 13

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multiple antique motor vehicles may utilize a single registration plate. However, late into the session, Senate Bill 254 was amended into HB-2310. That added in the provisions regarding vehicle registrations. Specifically, ARTICLE 16. INSPECTION OF VEHICLES. §17C-16-4. The newly amended language states the Superintendent of the West Virginia State Police shall require that every motor vehicle, trailer, semitrailer and pole trailer registered in this state be **inspected once every two years** and that an official certificate of inspection and approval be obtained for each vehicle: *Provided*, That the amendments made to this subsection during the 2023 regular session of the Legislature shall become effective on January 1, 2024. Although it also passed with a slight inspection fee increase, GO-WV did not oppose this legislation given the sheer number of vehicles member companies own and potential long-term savings. **This legislation was completed on March 3 and approved by Governor Justice on March 29, 2023.**

Committee Substitute for House Bill 3110:

This legislation establishes a three-tier funding structure to provide funds to the WVDEP's Office of Oil and Gas to reestablish its pre-COVID well inspector structure. In coordination with a working group that included the West Virginia natural gas producers with the highest production or well count, the three-tier funding structure was constructed using a production model based on individual well production with certain limitations based on well count. The total funds derived from the producers will be added to an annual \$1.2 million General Revenue Fund appropriation to get the total annual funding to the \$2.5 Million mark. GO-WV closely monitored this legislation to protect smaller, conventional natural gas operators. **This legislation was completed on March 11 and approved by Governor Justice on March 29, 2023.**

- **Committee Substitute for House Bill 3479:** This legislation relates to the appropriate use of unmanned aerial vehicles. This is a follow-up to legislation passed just a couple years ago and adds definitions; makes clear

Burd's Nest

Continued on page 14

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that usage must comply with all federal laws and regulations relating to such vehicles; and creating criminal offenses and penalties for certain conduct using an unmanned “aerial vehicle.” While the term “Targeted facility” is introduced, it still refers to critical infrastructure facilities that includes all oil, natural gas and NGL production, processing and compression—literally, ALL facilities. GO-WV supported this legislation. **This legislation was completed on March 9 and as of this writing, rests with Governor Justice for his review and action.**

As always there was a plethora of other legislation—both good and bad that did not make it through the full legislative process. Some of this legislation included:

- Legislation to address and reform AST revisions was not introduced. GO-WV worked extremely hard to get this legislation introduced. We will continue our efforts during the 2023 Legislative Interim sessions.
- Several attempts to raise well fees to cover the cost of additional inspections—all of which

were not addressed.

- Legislation died in committee that proposed to create a credit against the severance tax to encourage private companies to make infrastructure improvements to highways, roads and bridges in this state. (HB-3133)
- Legislation died in committee that would have greatly stiffened the penalty for not making timely and accurate royalty payments. (HB-3335)
- Legislation died that would have restricted or prohibited forest carbon capture and sequestration. (SB-739)
- Legislation died in committee relating to reimbursement of costs of relocating public utility facilities, lines, or systems for certain highway construction projects. (HB-3440)

In closing, after reviewing hundreds of bills, having hundreds of conversations with trade allies and others over the 60 days of the legislature, it boils down to this final report—and one I admit is written from the perspective of being on the sidelines most of the game. But behind the scenes, it

Burd's Nest

Continued on page 15



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was the combined efforts of Governmental Affairs Chairman Jason Harshbarger, President Maribeth Anderson, the full Executive Committee, and our lobby team headed up by Phil Reale and joined by Jim Fealy and Daniel Hall that made it all happen. I publicly acknowledge their outstanding efforts.

As for me...well, as I walked out of the Capitol at about 5:00 p.m. on that last Saturday of Session on March 11, I reflected back to the year my son Nathan, then a teenager, had paged in the Senate during the afternoon and then served as a “runner” carrying legislation between the two chambers in the closing hours of the last day of Session. As I recall, as we were walking to the car after mid-

night after the Session had ended, him looking at me and saying, “Dad, my legs hurt, that marble is a killer.”

I’m pretty sure the expression on my face would have spoken a thousand words. I said, “Son, I’ve been walking these floors nearly every day for the past two months. Now you know why I’m a bit grumpy when I get home at night!”

And that is certainly a correct statement, that floor is a killer and there is no place to hide from the marble floors at the Capitol—unless, like me this Session, you were sequestered at home with your knee elevated and iced!!



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2023 GO-WV Newsletter Advertising Contract

Advertising is available to member companies and nonmembers of the Gas and Oil Association of WV, Inc. (GO-WV) in monthly issues of the association newsletter. Please see below for details regarding ad sizes and rates.

Membership Pricing:

		Frequency of Ad (Months)		
		1 - 4	5 - 8	9 - 12
Ad Sizes	Full page 2 columns (7" wide x 9.5" deep)	\$800.00/mo	\$750.00/mo	\$700.00/mo
	Half page (vertical) 1 column (4 5/8" wide x 9.5" deep)	\$525.00/mo	\$475.00/mo	\$425.00/mo
	Half page (horizontal) 2 columns (7" wide x 4.5" deep)	\$500.00/mo	\$450.00/mo	\$400.00/mo
	Quarter page 1 column (4 5/8" wide x 3" deep)	\$300.00/mo	\$250.00/mo	\$200.00/mo
	Business card 1 column (4 5/8" wide x 2" deep)	\$150.00/mo	\$125.00/mo	\$100.00/mo

Non-Membership Pricing:

		Frequency of Ad (Months)		
		1 - 4	5 - 8	9 - 12
Ad Sizes	Full page 2 columns (7" wide x 9.5" deep)	\$1,600.00/mo	\$1,500.00/mo	\$1,400.00/mo
	Half page (vertical) 1 column (4 5/8" wide x 9.5" deep)	\$1,050.00/mo	\$950.00/mo	\$850.00/mo
	Half page (horizontal) 2 columns (7" wide x 4.5" deep)	\$1,000.00/mo	\$900.00/mo	\$800.00/mo
	Quarter page 1 column (4 5/8" wide x 3" deep)	\$600.00/mo	\$500.00/mo	\$400.00/mo
	Business card 1 column (4 5/8" wide x 2" deep)	\$300.00/mo	\$250.00/mo	\$250.00/mo

GO-WV wants to assure that you get the best quality advertisement in the newsletter for your advertising dollar. To that end, we ask that you **submit your color ad electronically in a 300 dpi (dots per inch) resolution JPG or PDF format**. Ads saved as Word or Word Perfect documents or Excel spreadsheets will not give you a quality ad in the publication. If there are conversion issues with your file, our designer will contact you directly. Ads must be emailed directly to Diane Slaughter: dslaughter@gowv.com.

Ads can be run each month throughout the year or in any combination of months you choose. Please note there is a price break when you commit to a longer contract. Changes to your ad copy or cancellations can be made during the duration of the contract, but must be submitted 30 days prior to the next publication. (i.e, February 1st for the March issue). Please complete the information requested below and return this page, with payment, to **GO-WV Newsletter, GO-WV, 300 Summers Street Suite 820, Charleston, WV 25301**; email dslaughter@gowv.com. Ads must be paid in full by check or credit card prior to publication. Please call Diane Slaughter at (304) 984-0308 to discuss these options.





2023 GO-WV Sponsorship Form

Please select the events and levels you wish to sponsor.

Newsletter and directory advertising can be reserved separately

Sponsorship opportunities:

- | | |
|---|---|
| <p>Premier Event Sponsor \$25,000</p> <ul style="list-style-type: none"> - Banner hung at every event - Specific signage at sponsored event - Listing on Premier Sponsor board - Logo and name listed in event PowerPoint presentation - Logo on attendee name badges - Logo listed in event program, web site page and newsletter <p>Elite Event Sponsor \$20,000</p> <ul style="list-style-type: none"> - Banner hung at every event - Specific signage at sponsored event - Listing on Elite Sponsor board - Logo and name listed in event PowerPoint presentation - Logo listed in event program, web site page and newsletter <p>Diamond Event Sponsor \$10,000</p> <ul style="list-style-type: none"> - Banner hung at sponsored event - Specific signage at sponsored event - Listing on Diamond Sponsor board - Logo and name listed in event PowerPoint presentation - Logo listed in event program, web site page and newsletter <p>Platinum Sponsor \$5,500</p> <ul style="list-style-type: none"> - Listing on Platinum Sponsor board - Logo and name listed in event PowerPoint presentation - Logo listed in event program, web site page and newsletter | <p>Gold Sponsor \$4,000</p> <ul style="list-style-type: none"> - Listing on Gold Sponsor board - Logo and name listed in event PowerPoint presentation - Logo listed in event program, web site page and newsletter <p>Silver Sponsor \$2,000</p> <ul style="list-style-type: none"> - Listing on Silver Sponsor board - Logo and name listed in event PowerPoint presentation - Logo listed in event program, web site page and newsletter <p>Bronze Sponsor \$1,000</p> <ul style="list-style-type: none"> - Listing on Bronze Sponsor board - Logo and name listed in event PowerPoint presentation - Logo listed in event program, web site page and newsletter <p>Golf Outing(s) Hole Sponsor \$1,000 each</p> <ul style="list-style-type: none"> - Foursome fee - Signage at hole - Logo listed in web site page and newsletter <p>GO-WV Friends Sponsor \$500</p> <ul style="list-style-type: none"> - Listing on Friends Sponsor board - Logo and name listed in event PowerPoint presentation - Logo listed in event program, web site page and newsletter |
|---|---|

Company Name _____ Contact Person _____

Address _____ City _____ State _____ Zip _____

Telephone _____ Email _____

<u>Event</u>	<u>Level</u>	<u>Cost</u>
Winter Meeting	_____	\$ _____
Spring Swing Golf Outing	_____	\$ _____
Science Teacher Workshop	_____	\$ _____
Summer Meeting	_____	\$ _____
Sports Weekend Golf Outing	_____	\$ _____
Total		\$ _____

Please return this form to GO-WV by January 31, 2023. Thank you for your continued support!





2023 GO-WV Summer Meeting Sponsorship Form

August 13-15, 2023 | The Greenbrier, White Sulphur Springs, WV

Sponsorship opportunities:

Company Name		Contact Person		
Address		City	State	Zip
Telephone		Email		

_____ **Premier Event Sponsor** **\$25,000**

- Banner hung at *every* event
- Specific signage at sponsored event
- Listing on Premier Sponsor board
- Logo and name listed in event PowerPoint presentation
- Logo listed in event program, web site page and newsletter

_____ **Elite Event Sponsor** **\$20,000**

- Banner hung at *every* event
- Specific signage at sponsored event
- Listing on Elite Sponsor board
- Logo and name listed in event PowerPoint presentation
- Logo listed in event program, web site page and newsletter

_____ **Diamond Event Sponsor** **\$10,000**

- Banner hung at sponsored event
- Specific signage at sponsored event
- Listing on Diamond Sponsor board
- Logo and name listed in event PowerPoint presentation
- Logo listed in event program, web site page and newsletter

_____ **Platinum Sponsor** **\$5,500**

- Listing on Platinum Sponsor board
- Logo and name listed in event PowerPoint presentation
- Logo listed in event program, web site page and newsletter

_____ **Gold Sponsor** **\$4,000**

- Listing on Gold Sponsor board
- Logo and name listed in event PowerPoint presentation
- Logo listed in event program, web site page and newsletter

_____ **Silver Sponsor** **\$2,000**

- Listing on Silver Sponsor board
- Logo and name listed in event PowerPoint presentation
- Logo listed in event program, web site page and newsletter

_____ **Bronze Sponsor** **\$1,000**

- Listing on Bronze Sponsor board
- Logo and name listed in event PowerPoint presentation
- Logo listed in event program, web site page and newsletter

_____ **GO-WV Friends Sponsor** **\$500**

- Listing on Friends Sponsor board
- Logo and name listed in event PowerPoint presentation
- Logo listed in event program, web site page and newsletter

Please return this form to GO-WV, address below, by July 31, 2023. Be sure to email a high resolution (300-dpi minimum) version of your company's color logo and a link to your web site to lmillersmith@gowv.com.

Thank you for your continued support!

www.gowv.com | 300 Summers Street | Suite 820 | Charleston, WV | 25301 P: (304) 344-9867 F: (304) 344-5836





2023 GO-WV Summer Meeting Registration Form

August 13-15, 2023 | The Greenbrier, White Sulphur Springs, WV

Please complete and return this form, along with your check, by July 11, 2022. Please type or print the information as you would like your badge to read.

Name on Room Registration

Company Name

Address

City, State, Zip, Telephone

Early-bird Registration Fees (before July 23, 2023)

A) Member (per person)	\$ 425.00	E) Kate's Mountain Only	\$ 250.00
B) Member's Spouse	\$ 275.00	F) Kate's Mtn. Only, < 21	\$ 150.00
C) Children Under 21 (if attending GO-WV events)	\$ 150.00	G) Non-Member (per person)	\$ 650.00
D) Children Over 21	\$ 275.00	H) Non-Member's Spouse	\$ 400.00

Individuals with special needs (mobility, access, medical diet, etc.) should indicate specific needs in a letter attached to your registration form.

<u>Name as it should appear on badge</u>	<u>Circle one</u>	<u>Fee</u>
_____	A B C D E F G H	\$ _____
_____	A B C D E F G H	\$ _____
_____	A B C D E F G H	\$ _____
_____	A B C D E F G H	\$ _____
_____	A B C D E F G H	\$ _____
Wildflower Painting Workshop and lunch (for non-golfers)	\$200	\$ _____
	TOTAL	\$ _____

GO-WV • 300 Summer Street, Suite 820 • Charleston, WV 25301
 Phone: 304-344-9867 • Fax: 304-344-5836
 NO REFUNDS AFTER JULY 23, 2023

Golf Tee Times should be made directly with Joanna Honaker:
 email joanna_honaker@greenbrier.com or call 304-536-4919.





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