



By Robert Osborne

October 2016

Associations, such as the Texas Alliance of Energy Producers, bring together people who make their living in the oil and gas industry to provide services that would not be available otherwise. For example, not many of the members of the Alliance could afford to have a quality and professional government relations team as has been assembled at the Alliance.

The Alliance, through the unified effort of some 3,000 individuals and companies that pay a small portion of their revenues in dues, is able to hire people like President Alex Mills, who has managed two associations in Texas and one in Washington; Executive Vice President John Tintera, who served 22 years at the Railroad Commission; chief lobbyist Bill Stevens, who has been working in the oil and gas industry for more than 30 years; and General Counsel Gloria Leal, who is a lawyer and has been with the Alliance team eight years.

The Alliance also offers many other benefits to members, including:

- **Communication:** The Alliance publishes a monthly newsletter, NewsLine; a weekly e-mailed newsletter, Eyes on Texas and Washington; a monthly oil and gas magazine, The American Oil & Gas Reporter, our webpage, texasalliance.org; and Facebook, LinkedIn, and Twitter.
- **Meetings:** Expo and Annual Meeting in April in Wichita Falls; membership meeting in East Texas, Abilene, Dallas, and Fort Worth; four Houston Wildcatter events each year.
- **Insurance:** Great rates on general liability, umbrella, commercial auto, control of well, workers comp, and health realization plans. Alliance members have received more than \$22 million returned to them in the form of a safety dividend.

So, you can see there is plenty of value in trade associations. Even the federal government has recognized the importance of associations to your business by allowing your dues to be deductible from federal income taxes as an ordinary a necessary business expense.

It is no secret that the oil and gas industry is under attack on many fronts. It also is no secret that the oil and gas industry is in a severe depression. Budgets have been cut. As we enter 2017 soon, there will be a new President, a new Congress, and the Texas Legislative session begins in January. I encourage every member to renew your membership, and dig a little deeper so that we can continue to provide you with the quality programs currently offered.