



## SLR Members Business Meeting

November 10, 2020

1:00 PM ET

Join Zoom Meeting

<https://zoom.us/j/91749021513?pwd=Rk9sLzNHZnpHc2JiRHA1d1RlRlZyUT09>

Meeting ID: 917 4902 1513

Passcode: 996035

### AGENDA

- I. Call to Order (Charlie Soltan)
- II. SLR Member Introductions
- III. Review of Minutes from September 21, 2019 (Soltan) **Attachment A**
- IV. AEEC Discussion (Soltan) **Attachment B**
- V. SLR Awards (Soltan)
  - a. SLR Referral Award
  - b. SLR Participation Award
  - c. SLR "Peck Fox" President's Award
- VI. Marketing Report (Derrick Smith and Marnie George)
  - a. Referral Report **Attachment C**
  - b. Charlie Cook Presentation
  - c. Regional Meetings
- VII. SLR Membership Report (Smith)
- VIII. SLR Financial Report (Matt O'Connor) **Attachment D**  
- Financials as of September 30, 2020
- IX. SLR 2021 Meeting Locations (Matt O'Connor)

- X. SLR 2020– 2021 Election (Soltan) ***Attachment E***
- XI. New Business from the Floor
- XII. Open Discussion
- XIII. Other Business
- XIV. Adjourn



**SLR Members Business Meeting  
September 21, 2019  
10:45 AM PT**

**Hyatt Regency Lake Tahoe  
Regency A&B**

**MINUTES**

I. Call to Order (David Levy)

The SLR Members Business Meeting was called to order at 10:45 AM PT.

II. Review of Minutes from April 13, 2019 (Levy) **Attachment A**

Marnie George made a motion to approve the minutes. Ronnie Johnson seconded the motion. The minutes were APPROVED.

III. SLR Awards (Levy)

David Levy presented the following awards:

- a. SLR Participation Award – Bricker & Eckler LLP (OH)
- b. SLR “Peck Fox” President’s Award – Jane Murphy (CT)

David also presented Aimee Grmoljez and Greg Lestini with outgoing Board member awards.

Charlie Soltan presented David with the SLR Referral Award for Baird Holm LLP (NE).

IV. Marketing Report (Charlie Soltan and Marnie George)

- a. Website / Social Media Report **Attachment B**
- b. Referral Report **Attachment C**
- c. Client List Update
- d. SGAC

Charlie Soltan presented the Marketing Report. He asked all members to take a look at firm’s website profiles and make sure everything is accurate. Charlie noted that a SLR membership badge has been approved and will be distributed to all SLR members via email. Members can plan the badge on their firm’s site, letterhead, email signature etc. The badge will link to SLR’s website.

Charlie also reminded members to update the SLR Client List. The list is a useful business development resource and helps firms quickly establish common connections.

Charlie reminded members of the upcoming SGAC meeting and noted that SLR plans to sponsor the spring SGAC meeting.

V. SLR Membership Report (Derrick Smith)

Derrick Smith reported that SLR added two new members since the Spring Meeting: O'Hagan Meyer, PLLC (VA) and Butler Snow LLP (TX). The Committee is seeking recommendations for prospective Alaska, Georgia, New Hampshire, Wisconsin, and Canadian members. The Committee is also developing principles that will guide how new members are vetted. These principles will focus on how to handle situations where the prospective member firm has government relations offices in more than one state. Moving forward the Committee will seek feedback from current members about any potential new member.

VI. SLR Financial Report (Derrick Smith) **Attachment D**  
- Financials as of August 31, 2019

Derrick Smith presented the financial report and noted that the organization is in good financial health. Meeting registration income for the Fall Meeting is very close to budget, expenses will be reported after the meeting. Derrick also noted that AMS's accreditor recommended that SLR consider adding Errors and Omissions and cyber insurance. The Board considered this and decided that the organizational risk did not warrant adding either insurance. Kim Hoffman recommended that the Board reconsider cyber insurance. The Board will discuss this matter at its December meeting.

VII. SLR 2021 Meeting Locations (Matt O'Connor)

Matt O'Connor reported that the site selection committee is looking into 2021 meeting locations for site selection. He asked members to let Jen McCadden know if you want to be on committee and to inform SLR if you are interested in hosting a meeting.

VIII. SLR 2019 – 2020 Election (Levy) **Attachment F**

David Levy presented the slate to the membership. A motion was made to approve the slate as presented. The motion was seconded and the slate was APPROVED by the membership. David transitioned the gavel to Charlie Soltan and Charlie made remarks from the podium.

IX. New Business From the Floor

No business was brought forward from the floor.

X. Other Business

No other business was discussed.

XI. Adjourn

The meeting adjourned at 11:55 AM CT.

deec<sup>TM</sup>

Associated European Energy Consultants

**WE ARE**

MORE THAN

[500]

EXPERTS

MORE THAN

[20]

YEARS OF  
EXPERIENCE

MORE THAN

[25]

COUNTRIES

OVER

[300]

PROJECTS

*Delivering European Energy Solutions*

# Europe's leading network of energy law firms



International association of independent law firms established in 2000



Strong legal expertise of AEEC member law firms in energy law



Yearly public conferences on energy topics alternately in different AEEC member states



Influence on policy and law makers in the energy sector



Platform for regular exchange of reliable information on legal and economic developments in the energy sector and beyond

# *With the AEEC, shared expertise turns into joint business*



Crossborder  
cooperations of AEEC  
members and  
mutual referrals of  
clients from the  
private and public  
sector to relevant  
legal advisors



Additional expertise  
in associated areas  
like environmental  
law, infrastructure  
law, competition law  
etc.

## *Past US-EU Cooperative Exchange*

### *Transatlantic Energy Conferences*

- *Washington, 2019* – „Transatlantic Gas and Power Markets: Challenges, Opportunities and New Frontiers”
- *Berlin, 2017* – „Donald Trump, Paris and Beyond – The Future of the transatlantic (Energy and Climate) Partnership”
- *Washington, 2016* – „Gas Production in the US and its impact on the global market and Europe“



Strong “best-friends-relationships” with non EU law firms, including the United States



## *Mutual Benefits through Transatlantic Partnership*

- Facilitating client referrals and developing new business opportunities
- Exchange of expertise in regulatory law & climate and energy policies
- Organising joint events in the US and Europe

## 2021/22 – AEEC Schedule

- *London, April 2021* – AEEC Spring Conference on Brexit & its implication on the energy sector
- *August 2021* – **7th Transatlantic Energy Conference**, AEEC Summer Camp & 20 Years Anniversary Celebration
- *Barcelona, November 2021* – AEEC Autumn Conference
- *United States, 2022* – **8th Transatlantic Energy Conference** – jointly organised by SLR and AEEC?
- *Energy & Climate Award 2021*



*Home is where your Office is!*



London

Barcelona

Brussels

Berlin

Warsaw



Paris



Thank You for your Attention

Professor Christian Held

AEEC Chairman

State Law Resources, Inc.  
 2020 Fall Referral Report  
 August 16, 2019 - November 3, 2020

Outbound	State	Inbound
	Alabama	3
8	Arizona	2
1	Arkansas	1
4	California	4
4	Colorado	2
	Connecticut	
	Delaware	4
	District of Columbia	
	United Kingdom	
3	Florida	3
	Hawaii	5
	Idaho	1
1	Illinois	5
16	Indiana	2
	Iowa	1
1	Kansas	3
4	Kentucky	1
1	Louisiana	2
3	Maine	1
6	Maryland	2
1	Maryland - Percy Public Affairs, LLC	
	Massachusetts	1
	Michigan	2
1	Minnesota	1
	Mississippi	
1	Missouri	4
7	Montana	3

Outbound	State Law Resources	Inbound
22	Nebraska	3
	Nevada	6
	New Jersey	1
	New Mexico	3
	New York	2
2	North Carolina	8
4	North Dakota	
5	Ohio	5
	Oklahoma	2
2	Oregon	1
2	Pennsylvania	2
1	Puerto Rico	
2	Rhode Island	1
	South Carolina	1
	South Dakota	5
	State Law Resources	
1	Tennessee	4
1	Texas-Butler Snow	1
3	Utah	3
1	United Kingdom	1
	Vermont	
2	Virginia	4
1	Washington	4
	West Virginia	1
	Wisconsin	
	Wyoming	
	State Law Resources	

111	Totals	111
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SLR  
Statement of Financial Position  
September 30, 2020

**Attachment D**

ASSETS

Current Assets		
Checking - Chain Bridge	\$	256,724.79
Money Market - Chain Bridge		74,454.41
Prepaid expenses-general		24,011.16
		355,190.36
Total Current Assets		
Property and Equipment		
Fixed Assets - Website		41,100.00
Accumulated Deprec.-Website		(21,235.00)
		19,865.00
Total Property and Equipment		
Other Assets		
		0.00
Total Other Assets		
		0.00
Total Assets		
	\$	375,055.36

LIABILITIES AND NET ASSETS

Current Liabilities		
Accounts payable	\$	248.22
		248.22
Total Current Liabilities		
Long-Term Liabilities		
		0.00
Total Long-Term Liabilities		
		0.00
Total Liabilities		
		248.22
Net Assets		
W/O Donor Restriction-B. Desig		73,328.00
Without Donor Restriction		161,836.29
Incr(Decr) in Net Assets		139,642.85
		374,807.14
Total Net Assets		
		374,807.14
Total Liabilities & Net Assets		
	\$	375,055.36

**Attachment D**

		SLR Statement of Activities Compared with Budget For the Nine Months Ending September 30, 2020						
		2020	Year to Date	2019	Year to Date	2019 - 2020		
		Budget	Actual	Year to date	Variance	Variance		
<b>Revenues</b>								
Dues - membership	4260-000	\$ 233,000.00	\$ 233,000.00	\$ 233,000.00	0.00	0.00		
Fall Mtg-First Attendee	4310-000	23,800.00	200.00	22,015.00	(23,600.00)	(21,815.00)		
Fall Mtg-Additional Attendee	4320-000	6,715.00	0.00	5,285.00	(6,715.00)	(5,285.00)		
Fall Mtg-Guest	4330-000	2,250.00	150.00	2,275.00	(2,100.00)	(2,125.00)		
Spring Mtg-First Attendee	4350-000	20,825.00	5,950.00	21,420.00	(14,875.00)	(15,470.00)		
Spring Mtg-Additional Attendee	4360-000	4,345.00	1,975.00	4,345.00	(2,370.00)	(2,370.00)		
Spring Mtg-Guest	4370-000	1,200.00	0.00	1,600.00	(1,200.00)	(1,600.00)		
Spring Mtg-Optional Activity	4385-000	0.00	0.00	3,472.08	0.00	(3,472.08)		
Interest	4400-000	500.00	81.08	383.63	(418.92)	(302.55)		
Other Income	4560-000	0.00	1,483.90	1,118.00	1,483.90	365.90		
<b>Total Revenues</b>		<b>292,635.00</b>	<b>242,839.98</b>	<b>294,913.71</b>	<b>(49,795.02)</b>	<b>(52,073.73)</b>		
<b>Expenses</b>								
Management Fee	6080-000	106,000.00	79,500.06	72,000.00	(26,499.94)	7,500.06		
Accounting	6100-000	8,500.00	1,260.80	1,850.00	(7,239.20)	(589.20)		
Bank charges	6160-000	1,000.00	699.02	191.68	(300.98)	507.34		
Storage	6170-000	75.00	37.17	38.47	(37.83)	(1.30)		
Dues and Subscriptions	6300-000	1,000.00	950.98	673.38	(49.02)	277.60		
Insurance	6500-000	1,500.00	945.84	1,129.16	(554.16)	(183.32)		
Legal	6630-000	0.00	392.80	0.00	392.80	392.80		
License and Permits	6650-000	850.00	842.00	900.00	(8.00)	(58.00)		
Miscellaneous	6850-000	500.00	0.00	263.79	(500.00)	(263.79)		
Office supplies	7020-000	500.00	0.00	0.00	(500.00)	0.00		
Postage	7130-000	500.00	26.50	330.64	(473.50)	(304.14)		
Printing	7150-000	1,000.00	10.72	965.95	(989.28)	(955.23)		
Telephone	7450-000	1,200.00	900.00	1,038.31	(300.00)	(138.31)		
Staff Travel	7490-000	2,000.00	385.80	1,952.20	(1,614.20)	(1,566.40)		
Local Travel	7500-000	100.00	0.00	0.00	(100.00)	0.00		
Board/Chairman-Chairman	7550-000	6,000.00	0.00	1,400.06	(6,000.00)	(1,400.06)		
Board/Chairman-Telephone	7560-000	0.00	0.00	195.56	0.00	(195.56)		
Board/Chairman-Other	7570-000	3,000.00	0.00	1,727.02	(3,000.00)	(1,727.02)		
Web-Site	7600-000	2,000.00	1,565.99	1,873.99	(434.01)	(308.00)		
Marketing Materials	7610-000	500.00	0.00	2,013.14	(500.00)	(2,013.14)		
Marketing -Other	7630-000	5,000.00	0.00	165.00	(5,000.00)	(165.00)		
Marketing -SGAC	7640-000	6,500.00	6,500.00	8,000.00	0.00	(1,500.00)		
Marketing -Regional Meetings	7650-000	12,000.00	1,714.53	967.24	(10,285.47)	747.29		
Fall Meeting-Audio Visual	7710-000	5,000.00	0.00	0.00	(5,000.00)	0.00		
Fall Meeting-Food & Beverage	7720-000	40,000.00	0.00	40,988.73	(40,000.00)	(40,988.73)		
Fall Meeting-Miscellaneous	7730-000	1,500.00	0.00	1,340.75	(1,500.00)	(1,340.75)		
Fall Meeting-Meeting Materials	7740-000	1,000.00	215.30	1,948.44	(784.70)	(1,733.14)		
Fall Meeting-Staff Travel	7750-000	2,500.00	0.00	546.65	(2,500.00)	(546.65)		
Fall Meeting-Panelists	7760-000	9,000.00	0.00	1,397.56	(9,000.00)	(1,397.56)		
Fall Meeting-Optional Activity	7765-000	0.00	0.00	1,183.73	0.00	(1,183.73)		
Spring Meeting-Audio Visual	7810-000	3,500.00	0.00	2,609.09	(3,500.00)	(2,609.09)		
Spring Meeting-Food & Beverage	7820-000	45,000.00	0.00	35,954.77	(45,000.00)	(35,954.77)		
Spring Meeting-Miscellaneous	7830-000	1,000.00	0.00	765.80	(1,000.00)	(765.80)		
Spring Meeting-Meeting Mat'l	7840-000	1,000.00	0.00	2,457.81	(1,000.00)	(2,457.81)		
Spring Meeting-Staff Travel	7850-000	2,500.00	0.00	1,775.50	(2,500.00)	(1,775.50)		
Spring Meeting-Panelists	7860-000	9,000.00	0.00	6,883.64	(9,000.00)	(6,883.64)		
Spring Meeting Optional Act.	7865-000	0.00	0.00	2,807.50	0.00	(2,807.50)		
Depreciation	7910-000	8,220.00	6,165.00	6,165.00	(2,055.00)	0.00		
Ad Hoc Expense	7930-000	0.00	1,084.62	0.00	1,084.62	1,084.62		
Monetary Donations	7940-000	0.00	0.00	5,000.00	0.00	(5,000.00)		
<b>Total Expenses</b>		<b>288,945.00</b>	<b>103,197.13</b>	<b>209,500.56</b>	<b>(185,747.87)</b>	<b>(106,303.4)</b>		
<b>Incr(Decr) in Net Assets</b>		<b>\$ 3,690.00</b>	<b>\$ 139,642.85</b>	<b>\$ 85,413.15</b>	<b>135,952.85</b>	<b>54,229.70</b>		



State Law Resources, Inc.  
2020 – 2021 Officer and Board of Directors Slate  
November 10, 2020

<b>Chair and President:</b>	Derrick Smith, Mitchell Williams (AR)
<b>Vice Chair and Vice President:</b>	Matt O'Connor, Hinman Straub P.C. (NY)
<b>Secretary:</b>	Kurt Oneto, Nielsen, Merksamer, Parinnello, Gross & Leoni LLP (CA)
<b>Treasurer:</b>	Mike Biberstine, Frost Brown Todd LLC (IN)
<b>Immediate Past Chair:</b>	Charlie Soltan, Soltan Bass LLC (ME)
<b>Audit Chair:</b>	Mike Biberstine, Frost Brown Todd LLC (IN)
<b>Audit Committee:</b>	Mihoko Ito, Sanhi Government Strategies (HI) Brian Jordan, Panone Lopes Devereaux & O'Gara (RI)
<b>Board of Directors Class of 2023:</b>	Levi Andrist, GA Group PC (ND) Susan Fisher, McDonald Carano, LLP (NV) Daniel Furman, Hall & Evans LLC (CO)
<b>Past Presidents Directors:</b>	Sherry Doctorian, Armstrong Teasdale LLP (MO) Matty Lopes, Panone Lopes Devereaux & O'Gara (RI)