



Association of International  
Energy Negotiators

July 11 - 13, 2023

# AIEN Gas Course

## From PSC to LNG

Port of Spain  
Trinidad and Tobago



[www.aien.org](http://www.aien.org)



## COURSE PROGRAM

### Tuesday, July 11, 2023

Role of Natural Gas to Supply Global Energy Demand with Reduced Environmental Impact

- 08:30 - 08:45 **Registration and Coffee**
- 08:45 - 09:15 **Welcome**  
Safety briefing, overview of AIEN and course content, and review of instructors backgrounds and course expectations.
- 09:15 - 10:30 **Global Primary Energy Supply/Demand**  
This session will review primary global energy and recent changes in supply and demand resulting from pandemics and civil conflicts.
- 10:30 - 11:00 **Coffee Break**
- 11:00 - 12:00 **Energy Outlooks: Current Policies vs Net Zero Carbon Scenario**  
This session will examine the role of natural gas in meeting increased demand for primary energy resulting from global economic growth (Energy Cost of Economic Prosperity) while supporting efforts to reduce GHG emissions.
- 12:00 - 13:00 **Networking Luncheon**  
Herbs & Spices Restaurant
- 13:00 - 14:00 **Natural Gas & Renewable Energy**  
This session will explore the limitations of current clean technologies, the environmental aspects of natural gas development and use, and gas's ability to facilitate the transition to green technologies.
- 14:00 - 15:00 **Natural Gas Value Chain (Part 1)**  
The session will examine operational and commercial requirements necessary for the development and use of natural gas.
- 15:00 - 15:30 **Coffee Break**
- 15:30 - 16:30 **Natural Gas Value Chain (Part 2)**  
This session will examine the typical provisions found in a pipeline gas sales agreement from the different perspectives of a buyer and a seller.
- 17:00 - 19:00 **Welcome Reception**  
Savannah Terrace

Sponsored by:



### Wednesday, July 12, 2023

Legal and Commercial Elements of Natural Gas Development and Use

- 08:30 - 08:45 **Registration and Coffee**
- 08:45 - 09:00 **Day 1 Recap and Questions**
- 09:00 - 10:15 **Natural Gas Issues in Granting Instruments**  
This session will review special considerations and best practices for incentivizing the upstream development of natural gas.
- 10:15 - 10:45 **Coffee Break**
- 10:45 - 12:00 **Legal & Commercial Natural Gas Aspects of Joint Operating Agreements**  
This session will review and explain the AIEN Model Form Joint Operating Agreement.
- 12:00 - 13:00 **Networking Luncheon**  
Herbs & Spices Restaurant
- 13:00 - 13:45 **Natural Gas Pricing Theory**  
This session will review the variations of pricing models and discuss unintended consequences of non-market related price policies.
- 13:45 - 15:00 **Legal & Commercial Aspects of Natural Gas Marketing (Part 1)**  
The session will examine a variety of options to buy and sell natural gas by pipeline or as LNG, including a review of AIEN Model Form Natural Gas Agreements.
- 15:00 - 15:30 **Coffee Break**
- 15:30 - 16:30 **Legal & Commercial Aspects of Natural Gas Marketing (Part 2)**





## COURSE PROGRAM

**Thursday, July 13, 2023**

LNG Manufacture, Purchase and Sale

- 08:30 - 08:45 **Registration and Coffee**
- 08:45 - 09:00 **Day 2 Recap and Questions**
- 09:00 - 10:15 **Liquefied Natural Gas (LNG) Industry Overview**  
This session will include a summary of the LNG industry including: growth of trade, status of new import/export facilities and a forecast for LNG trade growth.
- 10:15 - 10:45 **Coffee Break**
- 10:45 - 11:30 **Current Issues in the LNG Industry**  
This session will summarize LNG project development components, and review the challenges facing current and potential future projects.
- 11:30 - 13:00 **LNG Gas Sales Agreements**  
This session will provide an examination of typical provisions found in the AIEN Model Form and how these are understood from the perspectives of Buyer and Seller.
- 13:00 - 13:30 **Workshop Summary and Participant Survey**
- 13:30 - 14:30 **Networking Luncheon**  
Herbs & Spices Restaurant

### About AIEN | [www.aien.org](http://www.aien.org)

The Association of International Energy Negotiators (AIEN), formerly AIPN, is the leading professional membership organization of commercial negotiators and energy lawyers in the international energy industry, serving around 2,800 professionals in some 110 countries. AIEN develops model contracts that are widely used throughout the industry, provides educational seminars and conferences around the world, publishes leading research on emerging energy issues and is the premier forum for dialogue on energy transactions amongst companies, government and their advisors.

### Course Faculty

Harry W. Sullivan, Jr., Assistant General Counsel, Kosmos Energy; Executive Professor, Texas A&M School of Law

Harry Sullivan is an International Energy Attorney based in Dallas, Texas, where he is an Executive Professor at Texas A&M School of Law and an Adjunct Professor at SMU's Dedman School of Law. He also is an Assistant General Counsel for Kosmos Energy in their West Africa exploration activities. His previous experience includes fourteen years as Senior Counsel-International in the International E&P Legal Group of ConocoPhillips, Of Counsel with Thompson & Knight LLP, fifteen years as Chief Counsel-International and Senior Counsel for Atlantic Richfield Company and five years as Senior Counsel for Sun Oil Company. Mr. Sullivan has a J.D. degree from Louisiana State University School of Law and an LL.M. degree from Southern Methodist University's Dedman School of Law. He is licensed to practice law in the states of Louisiana and Texas and before the Supreme Court of the United States, and he is Board Certified in Oil, Gas and Mineral Law in Texas. He is also admitted as a Solicitor in England and Wales. His practice and experience focus on the upstream and midstream oil and gas industry, both in the U.S.A. and internationally.

Robert M. Lesnick, Senior Petroleum Advisor, The World Bank (retired)

Robert M. Lesnick is an Executive Advisor to the highest levels of governments and businesses seeking to develop policy and projects in the energy sector. Mr. Lesnick fashioned a successful 30-year career in the private sector before leading the World Bank's Petroleum Advisory Services Practice until 2013. He has extensive experience in energy-related businesses, including petroleum commodity trading, natural gas pipeline and Liquefied Natural Gas (LNG) project development, and gas processing operations management. Robert has over 25 years of international experience as a country manager and lead negotiator for the development of energy infrastructure projects and has conducted business in more than 100 international locations in 87 countries on 6 continents.

### CLE Credit

AIEN, formerly known as AIPN, is an accredited sponsor approved by the State Bar of Texas Committee on MCLE. A maximum of 8.00 CLE credit hours, of which 0.00 credit hours will apply to legal ethics/professional responsibility credit will be awarded based on individual attendance.