

SIPES FOUNDATION TRAVELING SEMINAR

So You Want Me to Buy Your Deal?

It's not enough that you have 3-D seismic, brilliant geology, offset analogies, turnkey drilling contracts, firm transportation, and an end-user contract. When dealing with the "money guys" they keep asking about ROR, ROI, EBITDA, and all that other "stuff." This workshop will discuss how to turn your brilliant ideas into financial numbers. Not only that, we will even talk about what those numbers mean and why the investors are interested in them.



John D. Wright, #2497, is a petroleum consultant with thirty-four years of diverse experience in the production of oil and gas. He holds doctorate and undergraduate degrees in petroleum engineering from Colorado School of Mines, and is currently president of Questa Engineering Corporation in Golden, Colorado, which he purchased in 1988.

At Questa he has performed evaluations and done reservoir studies on six continents. Projects include the evaluation of tight gas sands in Wyoming; operating an oil field in Russia for five years; simulating high pressure air injection in light oil reservoirs; evaluating thousands of gas wells in Colorado, New Mexico and Oklahoma; providing all the geophysical, geological and engineering support for rehabilitating the largest oil field in Myanmar; working with attorneys to draft a new petroleum law and model form contract for Suriname; and providing extensive reservoir engineering support for coalbed methane projects throughout the United States, Canada and several other countries. He has also participated as a working interest owner in drilling oil and gas wells.

From 1980 to 1988 he taught petroleum engineering at Colorado School of Mines. He co-authored the text *Oil Property Evaluation* in 1985, which has been used by most of the petroleum engineering schools in the United States. In addition to his geotechnical skills, his specialities are reservoir engineering and economic analysis. He is active in several professional societies, including SIPES, and is currently on the Society of Petroleum Evaluation Engineers Board of Directors. He is a registered professional engineer in Colorado, New Mexico and Louisiana.