

DENNIS L. HOERR

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SUMMARY

A creative, dynamic manager; accustomed to extensive responsibility; experienced in dealing with commercial bankers, investment bankers, foundations, and other financial institutions. Management experience includes complex situations for companies with multifaceted operations. Management experience includes 150+ employees, large plant and equipment and budgets of up to 100 million dollars. I possess extensive computer experience in administration, accounting and analysis.

PROFESSIONAL ACCOMPLISHMENTS

For-Profit

- Negotiated a \$12 million credit line with a large Eastern insurance company and secured a \$15 million revolving bank credit line thus facilitating operations
- Conceived and started up a \$4.5 million subsidiary and accepted the additional responsibility as president of subsidiary thus developing an additional profit center
- Reorganized and resuscitated the start-up of a \$125,000 integrated oil & gas revenue accounting and lease records accounting software system, first by getting the system running and then developing end user tools thus saving the investment in the system
- Organized a \$67 million joint venture with a major insurance company and an AMEX listed oil & gas company to purchase oil and gas properties
- Participated in the merger of a \$42 million independent oil & gas company with a \$340 million public company listed on the British Stock Exchange
- Analyzed dozens of companies and properties for merger or acquisition and participated in or conducted the negotiations for the merger or acquisition

Non-Profit

- Received, processed and shipped over 25,000,000 pounds of relief supplies worldwide (Food, Water, Medical Supplies, Medical Clinics/Equipment and Clothing) touching over 1 million lives
- Funded operations of a startup ministry with grant requests to foundations, corporations, religious organizations and individuals through 4 years of operations
- Managed the recruiting and use of services of over 10,000 volunteers during a 4-year period allowing the ministry to process the 25,000,000 pounds of relief supplies thereby saving \$400,000 in operating expenses
- Managed two crisis pregnancy centers saving hundreds of unborn children from abortion while producing 350+ salvations per year.
- Organized and conducted a community festival for 1,300 low-income adults and children using over 300 volunteers. Served hot lunches, delivered groceries to 800 families, conducted games, provided booths to 25 social service agencies, performed medical and eye screenings by doctors and nurses to all attendees thus providing services that may have been unreachable by the families

PROFESSIONAL EXPERIENCE

2003 to Present - Consulting - Financial & Management

*Oil and Gas royalty management, Litigation support, Oil & Gas investor
Principal*

2003 to 2016 – University of Phoenix

*Management, Finance, Marketing, General Studies
Adjunct Professor*

- Taught on-campus classes with class sizes of 5 – 25 students.
- Taught online classes with class sizes of 15 – 25 students.

1998 to 2002 - Christian Alliance for Humanitarian Aid

*General Management – Non-profit worldwide humanitarian aid
Executive Director*

- Responsible for general management of non-profit organization
- Performed grant writing, solicitation (cash and in-kind), financial control, reporting, purchasing, financial analysis and forecasting
- Performed shipment, inland and overseas, of over 765 40' shipping container loads of relief supplies worldwide
- Managed donor relations and community relations
- Planned and conducted special events

1993 to 1998 - Personal Consulting - Financial & Management

*Citrus, education, housing, manufacturing and mining sectors
Principal*

- Citrus – Performed due diligence for potential purchase and financing of citrus farms and processing plants in Honduras
- Education – Conducted demographic study and feasibility study for establishment and financing of a boarding school for gifted minority students in Georgia
- Housing – Conducted pricing study for modular building company negotiating joint venture in Japan for erecting modular housing in Osaka after the earthquakes
- Manufacturing – Provided general management, procurement and worldwide shipping for industrial equipment manufacturer
- Mining – Conducted market analysis and feasibility study for company with large reserves of industrial minerals
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1991 to 1993 - Sirius Systems Technology

*Personal Computer manufacturing
Chief Financial Officer*

- Responsible for financial accounting, budgets, financial analysis, forecasting and reporting
- Installed inventory control system
- Conducted contract negotiations with Fortune 500 companies and governmental agencies
- Responsible for financing activities

1989 to 1991 - Caravelle Petroleum Company

Oil & Gas Exploration and Production

Vice President

- Responsible for merger & acquisition analysis and negotiations for acquisitions
- Developed budget and forecasting models and financial analysis tools for operations control
- Worked with investment bankers, commercial bankers, mezzanine lenders and asset based lenders to provide acquisition financing
- Acquisition Analysis for over 25 properties
- Secured \$5.0 million loan for acquisition of producing properties.

1987 to 1989 - The Waterford Group

Non-profit Hospital management company and geriatric center developer

Chief Financial Officer

- Responsible for budgets, forecasting, contract negotiation and financing activities
- Provided corporate oversight to hospital management company for 19 rural non-profit hospitals in Texas and Louisiana
- Managed financing campaign for \$25 million geriatric center in the Texas Medical Center with bond underwriters and lending sources

1985 to 1987 - RIMSCO Software

Computer software developer

Vice President Marketing

- Responsible for corporate and governmental sales
- Developed forecasting models for operations and financing activities
- Performed customer service and developed technical and user manuals
- Negotiated and secured worldwide marketing rights then implemented a marketing plan for a new product
- Developed a national marketing plan for proprietary computer software products targeting governmental agencies and Fortune 500 companies

1982 to 1985 – Cooper Hoerr & Khayatt, Inc.

Oil and Gas Partnership with Travelers Insurance and Statex Petroleum

President

- Responsible for general management, finance, banking relations, ADP administration and accounting functions
- Conducted contract negotiation, investment banking contacts
- Handled investor relations
- Responsible for, computer modeling, oil and gas property evaluation, acquisition analysis
- Negotiated \$67 million dollar facility for acquisition of producing properties

1981 to 1982 – McFarlane Oil Company and Petrotrace Exploration, Inc.

Oil and Gas Exploration Company

Vice President, MOC: President, PEI

- Responsible for general management, finance, budgets

- Responsible for loan negotiations and banking relations
- Performed exploration economics and acquisition analysis
- Oversaw seismic operations planning, supervision of seismic contractors, supervision of seismic sales through brokers
- Responsible for investment banker contact, investor relations, accounting supervision, administration
- Negotiated a \$12 million credit line with a large Eastern insurance company and secured a \$15 million revolving bank credit line thus facilitating operations

PRESIDENT, BIG BEND MILLING COMPANY, INC., PRESIDENT, BIG BEND TRANSPORT COMPANY, INC., LIMITED PARTNER AND GENERAL MANAGER, VALLEY LAND AND CATTLE, LTD., VICE PRESIDENT, BREWSTER COUNTY RANCH CORPORATION, PARTNER, H & C PROPERTIES - 1977 to 1981 - A group of related companies engaged in mining, milling, warehousing, transporting a drilling fluid additive. Also involved in ranching.

RESPONSIBILITIES: General management, finance, budgets, banking relations, contract negotiation, accounting, administration, feasibility studies, market evaluation, plant design, equipment selection, construction supervision, electrical work, equipment rebuilding, marketing, property evaluation.

ACCOMPLISHMENTS:

Developed the concept and implemented the marketing plan to mine and sell the Leonardite reserves on the El Rancho Triste tract. Conducted testing and evaluation of the ore body on the El Rancho Triste tract and participated in the negotiations for a multiyear contract with a large conglomerate operating in the oil and gas service industry.

Selected the milling equipment, negotiated the purchase of the equipment, designed, and supervised the construction of the 36,000 ton per year milling facility.

Conceived, planned, formed, and financed Big Bend Transport Co, Inc. to act as a contract carrier for the mining operation using over the road trucks with flatbed trailers, box vans and pneumatic trailers.

Conceived, planned, formed, and secured financing for Big Bend Milling in order to increase the throughput as well as to provide high speed bagging and warehousing facilities for the mining operation.

Developed the concept, financed and administered, a cow/calf operation on a working ranch with 13,000 fee acres and 25,000 controlled acres.

Secured regulatory approval from the Texas Railroad Commission to operate a trucking company as a contract carrier, secured Texas Railroad

Commission approval and General Land Office approval for the mining plan and the reclamation plan, and secured regulatory approval from the Texas Air Quality Board for the bagging facility.

INDEPENDENT AGENT/REGISTERED REPRESENTATIVE - (NASD & SEC)- 1972 to 1977 - Represented numerous companies as an independent agent in the property/casualty and life insurance areas.

RESPONSIBILITIES: Marketing of qualified plans, design of tax sheltered plans, estate planning, IRS qualification of plans, establishment of association group plans, mass marketing, underwriting.

ACCOMPLISHMENTS: Installed numerous tax sheltered plans, association group health plans, estate plans, and achieved million dollar production.

U.S. ARMY - MAJOR - 1958 to 1971 - An Air Defense Officer with assignments as a commander, staff officer and instructional department director of the Air Defense School.

RESPONSIBILITIES: General management (commanded numerous tactical units), psychological warfare operations, electronic school administration, tactical employment of nuclear weapons, security, instructing and lecturing, staff operations, live fire demonstrations with gun and missile systems, public relations, infantry combat operations, administration of US AID programs. Commanded numerous units world-wide which were nuclear capable. Served in Vietnam.

EDUCATION

M.B.A. - Sul Ross State University – Management and Finance

B.B.A. - Sul Ross State University - Marketing and Management

A.B. - Northwest Missouri State University - Insurance and Equity Marketing

MILITARY EDUCATION

Command and General Staff College - Phase I, Senior Officers Preventive Maintenance Course, Logistics Management School, Defense Language Institute - Vietnamese, Military Advisory School, Air Defense Artillery Advance Course, Airborne School, HAWK Officer Qualification School
Artillery and Missile Officer Candidate School, Instructor Training

PERSONAL DATA

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| Born: | October 5, 1940 |
| Marital Status: | Married - three grown children |
| Appearance: | Height 6'1", Weight 190 |
| Hobbies: | Golf, Tennis, Sailing |

COMMUNITY SERVICE

Intercessory Prayer Captain

Preschool Ministry Teacher

Chairman of Capital Campaign Prayer Team

Program Chairman Optimist Club

President-Elect Optimist Club

Program Chairman Masonic Lodge

Fund Raiser, American Heart Association

Chairman, Extravaganza of Ideas for Children and Their Grown-up Friends

(An annual 2 day children's fair.)

Team Leader, PBS TV station solicitation campaign

Director Optimist Club

President, Business Information Club

Department Director, Church

Finance Committee, Church