

# Flavious Smith

Fort Worth, TX [REDACTED]  
[REDACTED]

I am an entrepreneurial senior energy executive with an accomplished career building and leading high achieving teams. I am an exceptional leader, mentor, and fact based decision maker. I have a strategic focus and possess unique creative negotiating ability with strong communication skills. I am an exceptional problem solver and critical thinker with the ability to excel in a very fast paced competitive environment. I possess the ability to quickly assess highly technical business situations and take necessary actions to accomplish goals, aggressively identify opportunities, develop focus, and achieve year over year growth and create long term value.

## Specific Strengths:

- Expert in Land, Land Administration, and Business Development
- Subject Matter Expert in the Energy Sector
- Juris Doctorate with an Emphasis in Energy Law and Commercial Transactions
- Experience across most United States producing Basins including the Appalachian Basin
- Excellent P & L, Financial Management and Investment Analysis Skills
- Driver of Operational Excellence, Process Improvement & Quality Control
- Strong Senior Leadership, Management, and Team Development Skills
- Solid Understanding of the Audit Process and SOX compliance
- Polished in Stakeholder, Shareholder/Investor, Board and Banking Relations
- Expert in Strategic Planning & Execution
- Unique Broad Understanding of All Functional Disciplines
- Persuasive Skilled Negotiator

Willing to relocate: Anywhere

Authorized to work in the US for any employer

## Work Experience

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### **Director Specialty Asset Management- Oil & Gas.**

Bank of America-Dallas-Fort Worth, TX

April 2024 to Present

I serve as an asset manager managing a portfolio of accounts and as team lead in the oil and gas management team.

Bank of America manages trust and agency accounts for thousands of entities with interests in 10s of thousands of wells across the lower 48.

### **Partner**

Tenn-Tex Partners, LLC-Fort Worth, TX

January 2015 to Present

I currently serve as a partner in Tenn-Tex Partners, LLC, an oil and gas investing company. The firm's focus is to create lasting value for our partners, and the assets and companies in which we invest. With an entrepreneurial ethos, we strive to create value by investing in assets and businesses where our strategic insights, industry expertise, and operational knowledge will naturally compel value creation. Our investment approach is centered on a disciplined due diligence process and strict return criteria that is focused on the people sustaining our investments, while measuring enterprise risk and identifying channels for value creation. Given our long term, multi-generational time horizon, we are patient investors, and committed to achieving the best long-term outcomes for our investments, operating partners, and our stakeholders. A proven record of accomplishment and diverse background buttresses the firm's senior leadership. We participate in oil and gas drilling through direct investments, working interests and royalties in non-operated positions and in equity and debt in onshore North American public and private companies.

### **Executive Vice President**

Forestar Group, Inc-Fort Worth, TX

July 2008 to December 2014

- Beginning in 2008, as the key hire in the Oil & Gas Business Segment, I built a high achieving team, and led a stand-alone E&P business segment with 50 employees. I served as a Section 16 officer for Forester Group Inc., a NYSE listed public corporation.
- I created catalyst for rapid growth through M&A with the acquisition of Credo Petroleum, in 2012. The \$146MM merger of Credo Petroleum Corporation, a NASDAQ traded company, doubled production and reserves in Forester's oil and gas segment and provided a platform to accelerate growth of our core business.
- Formulated aggressive strategic initiatives that drove growth in segment reserves from \$56 million at YE 2009 to \$317 million at YE 2013 (CAGR 54%). On a discounted basis, 2014 YE reserves (PV10 \$229 million) were up 20% from YE 2013 (PV10 \$183 million).
- Developed and executed aggressive multi-year strategic business plans designed to generate immediate EBIT while driving long-term shareholder value. Following our strategic plan and initiatives, and through disciplined investment, we grew revenues +/- \$25 million (YE 2010) to +/- \$65 million (YE 2014).
- Formulated and drove the implementation of systems and processes for best practices in the segment to insure regulatory, audit and SOX compliance. I was responsible for the evaluation, selection implementation, and integration of the Land Administration, Accounting and Engineering (Aries) database and systems. Developed key reporting metrics and insured effective, efficient process flow throughout the organization.
- I formulated capital investment budgets that met strict minimum rate of return criteria and were measurable through key performance metrics. I directed allocation of resources within a \$100 million Capex investment budget, in 2013 and \$120 million, in 2014.
- Provided Board of Director guidance and briefings, communicated segment operational activities and represented the business segment to the shareholders, stakeholders, industry groups, operating partners, and the banking and investment community.

## **Division Land Manager- Business Development**

EOG Resources, Inc-Pittsburgh, PA

2006 to 2008

Fort Worth, TX

- I was a key leader in Barnett and Marcellus exploration and production efforts with a capital budget of \$260 million.
- Identified drafted and closed multiple complex investment transactions across our area of operations ensuring a continual supply of quality drillable locations. I served as the face of the division interacting with operating partners.
- Was part of a multi-company initiative to develop and implement a new land administration software system to address the complex land administration functions involving joint venture accounting designed to be auditable and SOX compliant,
- I led a team of 12 In-house and 150+ field land professionals. Lead and coordinate both exploration and production efforts, including mid-stream activities.
- I was a leader and active participant in EH&S training and Emergency Response planning.
- Help formulate and was key driver of division investment strategy based upon measurable deliverables.

## Education

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### **Juris Doctor**

OKLAHOMA CITY UNIVERSITY SCHOOL OF LAW - Oklahoma City, OK

### **Master of Science**

VANDERBILT UNIVERSITY - Nashville, TN

### **Bachelor of Science**

VANDERBILT UNIVERSITY - Nashville, TN

## Skills

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- ISO 9001
- SOX
- Lean Manufacturing
- Profit & Loss
- OEM
- Senior Leadership
- Strategic Planning
- Financial Management
- Financial management
- Oil & gas
- Business development
- Analysis skills

- ERP systems
- Senior leadership
- Leadership
- Mentoring
- Accounting
- SOX
- Negotiation
- Profit & loss
- Quality control
- ISO 9001
- Marketing
- Project management
- Salesforce
- Organizational skills
- Time management

**To:** [REDACTED]

[Valencia, Sarah E, PRC](#)

**Subject:**

[EXTERNAL] Public Regulation Commissioner- cover letter

**Date:**

Tuesday, July 30, 2024 9:34:11 AM

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CAUTION: This email originated outside of our organization. Exercise caution prior to clicking on links or opening attachments.

Sarah,

I forwarded my resume for the captioned position through Indeed this morning.

I am interested in the role and am providing additional information with this cover letter. During my career I have been involved with primarily pipeline utilities. That involvement was a part of my duties as a landman in transportation, gathering and end user contracting. I have experience testifying and participating in regulatory hearings before the Oklahoma Corporation Commission and the Texas Railroad Commission.

I have a Juris Doctorate from Oklahoma City University which I believe to be valuable in the commissioner role as described in the job posting.

A am a registered Republican. I plan on relocating to Santa Fe if my candidacy for this role is successful.

I appreciate your consideration.

Flavious Smith

Sent from my iPhone