

## PHILIP WINNER, MBA

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### ENERGY INDUSTRY EXECUTIVE

Increase value of E&P and oilfield services assets via identification and development of hidden value, sales growth, strategic acquisitions, and operational excellence. Proven record managing large projects for Mobil, Apache, Layne Christenson, etc. in major Lower 48 basins. Extensive industry network.

### PROFESSIONAL EXPERIENCE

**Principal** **2013 to Present**  
**Domestic Energy Resources** **Denver, CO**

Board member and M&A/operations consultant to E&P and oilfield services clients. Provide strategic, technical, and operational counsel. Representative client relationships and consulting engagements:

- Retained by Europe-based, Global Fortune 500 company to provide counsel on nine-figure acquisitions of North American energy projects/companies and post-acquisition operations.
- Retained by one of the largest privately owned companies in the Rockies to outline a framework for the strategic acquisition and development of certain assets.
- Retained by Canadian investor group to evaluate eight-figure DJ Basin acquisition and perform related due diligence.
- Serve on the Board of the Navajo Nation Oil & Gas Company (\$150+ million owner/operator of oilfields, pipelines, and gas station/convenience stores). Represent stockholders, establish policy, and provide strategic growth/operations counsel to executive team.

**President** **2008 to 2012**  
**Layne Energy** **Denver, CO**

*\$55 million E&P and oilfield services subsidiary of \$1.1 billion Layne Christensen Company, a global water management, construction, and drilling company (NASDAQ:LAYN).*

Recruited to maximize the market value of each business unit (E&P, water management, and stuck pipe recovery companies). Led 70-person team in six locations.

- Recruited and managed high-performing E&P team that operated 650 wells over 250,000 acres, increased conventional and unconventional reserves by 40%, and delivered a perfect safety record.
- Oversaw implementation of ERP and systemization of operations that drove culture change, increased cross-functional collaboration, cut operating costs by 50%, and ensured SOX compliance.
- Completed successful sale of energy MLP (largest asset) in 2012 per corporate strategy.
- Collaborated across LAYN to develop and implement strategy to gain water management market share in the E&P sector in the Permian Basin and Appalachia. Secured master service agreements with Devon, Apache, BHP, and Chesapeake. Grew revenue by 25+% in six months.

**CEO** **2005 to 2007**  
**Heartland Oil & Gas** **Denver, CO**

*Privately held coal-bed methane project.*

Hired by investors to evaluate, optimize, and exit a troubled startup. Identified cost-effective approach

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to managing project, led seven-person team that established economic reserves for 15 wells, and sold company for price that exceeded owners' expectations.

**Executive Vice President, Corporate Development** **2003 to 2004**  
**Infinity Oil & Gas** **Denver, CO**

*Independent energy company engaged in the acquisition, development, and exploration of unconventional gas properties in the US and internationally (NASDAQ:IGAS).*

Raised \$20 million. Optimized 200,000+ acres of unconventional resources, including drilling five successful wells in the Almond and Niobrara. Negotiated CBM technology JV with Schlumberger.

**Consulting Project Manager** **2002 to 2003**  
**CDX Gas, LLC** **Denver, CO**

*Unconventional E&P company.*

Evaluated a large portfolio of undeveloped acreage in oil and gas plays. Booked \$7 million of overlooked Mancos shale reserves on Douglas Creek Arch with a \$25,000 test well.

**Vice President, Rocky Mountain Region/Director of Investor Relations** **1993 to 2001**  
**HS Resources, San Francisco, CA** **Denver, CO**

*Independent energy company that operated in the DJ Basin, the Gulf Coast, the mid-continent, and the northern Rockies (NYSE:HSE). Acquired by Kerr-McGee (NYSE:KMG) for \$1.7 billion in 2001.*

Led multi-disciplinary technical team charged with maximizing value of \$40 million of unconventional assets. Developed related partnerships that provided \$28 million of capital. Promoted to Vice President from Director of Investor Relations with significant responsibility for Wall Street relationships.

**Oil & Gas Equity Research Analyst** **1992 to 1993**  
**Hanifen Imhoff Investment Bank** *(privately held)* **Denver, CO**

**Development Geologist** *(Bighorn Basin water floods)* **1991 to 1992**  
**Apache Corporation** *(NYSE:APA)* **Denver, CO**

**Planning Manager/Asset Team Lead/Geologist** *(Permian, East TX, Rockies, CA on/offshore)* **1981 to 1991**  
**Mobil Oil Corporation** *(NYSE:XOM)* **Denver, CO**

## EDUCATION

MBA (with honors), University of Denver, Denver, CO  
MS, Geology, University of Vermont, Burlington, VT  
BS, Geology, Southern Oregon College, Ashland, OR

## AFFILIATIONS

American Association of Petroleum Geologists  
Society of Petroleum Engineers  
Turnaround Management Association  
Chair, Facilitator & Speaker at Energy Industry Conferences