

RICHARD H. MOURGLIA, JD

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VICE PRESIDENT / GENERAL COUNSEL

Sought after Executive and Leader with unique blend of Legal, Business and Operations Know-how

*Corporate Governance
Growth Strategies
Regulatory Compliance
Operations
Business Development
Strategic Planning
Litigation Management
M&A
Asset Acquisitions & Divestitures
Financing
International
Risk Management
Industrial & Commercial Real Estate
Upstream/Midstream Assets
Startups
Contracts
Negotiations*

A trusted voice, confidant, advisor and executive team member with a unique combination of legal expertise, operations savvy, business acumen and consultative experience, Mr. Mourglia is an outstanding leader who has resolved complex legal, business and operational challenges and driven strategic business initiatives for private and publicly traded organizations.

Mr. Mourglia leveraged extensive experience as a Landman during the initial stages of his career to establish a successful private legal practice in business transactions, representing oil and gas industry clients, as well as clients in financial services and other non-energy businesses. He transitioned the skills he developed in private legal practice to the corporate legal environment.

A versatile attorney, Mr. Mourglia has experience in leading in-house and outside counsel, drafting and implementing standards, policies and procedures, structuring and negotiating contracts, licenses and transactions, and navigating changing legal and regulatory environments.

Successful at building strong stakeholder relationships, exercising sound business judgment and meeting financial and operational objectives within dynamic and multi-faceted enterprises, Mr. Mourglia is a high-energy, creative executive with effective communication skills and motivational abilities that generate loyalty and commitment to excellence.

An accomplished change agent who has delivered sustained performance over his career, Mr. Mourglia provides strong strategic and tactical leadership. He has consistently contributed to corporate goals and objectives by developing solutions that mitigate loss and facilitate growth, revenues and profits.

His approach is nothing new, it is the execution that sets it apart. It involves structuring and negotiating a broad range of contracts, licenses and other transactions . . . communicating effectively, both orally and in writing . . . maintaining currency with legal, contractual and regulatory requirements and . . . understanding the legal implications of a course of action and the risk/reward from a business perspective.

Mr. Mourglia has demonstrated the ability to establish and maintain Board and C-Level relationships to support strategic initiatives and produce meaningful and measurable growth and success throughout his professional career. Skilled at managing daily operations while maintaining a “big picture” perspective, Mr. Mourglia has excelled at building strong stakeholder relationships, exercising sound business judgment and meeting financial and operational objectives in public, private and professional environments.

Accomplished at surmounting management, legal, finance, operations and business development challenges, Mr. Mourglia is effective in understanding and responding to key drivers of client/customer motivation with innovative, profit-driven solutions. His effective communication skills and motivational abilities are complemented by well-practiced negotiating skills, a willingness to “roll-up his sleeves” and a simple ability to engender trust and inspire the confidence of stakeholders at every level.

The personal qualities most evident in Mr. Mourglia’s many career achievements are: vision, integrity, perseverance and sound business judgment. He is looking forward to the challenge of adapting quickly to a new environment and continuing his record of leadership, performance and personal accomplishment.

His intuition and passion, which have been the driving forces behind many of his successes, elevate his energy level and heighten his personal satisfaction, causing him to constantly seek new and challenging opportunities.

Selected Accomplishments

Secured \$47M+ in “no-cost” net revenues.

Obtained \$32.5M in outside capital drilling investment.

Doubled production levels and oil and gas reserves with no new capital or land investment.

Partnered with companies/borrowers and lenders in acquisitions and financings.

Structured and negotiated business transactions.

Initiated legal startup operations for companies.

Career History and Accomplishments

Attorney/Legal Consultant, Enterprise Products Partners, 2016-2017.

Publicly traded diversified midstream, storage and processing company of oil and gas, refined petroleum products and petrochemicals, with over 50,000 miles of natural gas, crude oil, refined products and petrochemical pipelines, 225 million barrels of NGL, refined products and crude oil storage capacity, 14 billion cubic feet of natural gas storage capacity, 24 natural gas processing plants, and 22 NGL and propylene fractionators in U.S.; and NGL Import/Export Terminals located on Houston Ship Channel.

Provided legal support to Operations and Maintenance Land Group of Enterprise Products throughout all regions of U.S. Reviewed, negotiated and drafted various agreements. Managed use and activities of outside counsel. Refined certain land processes and systems, including calendaring system for lease and agreement expiration and other obligations.

- ***Updated more than 50 form agreements to consolidate into 12 forms to reduce legal review and negotiation time by more than 65%, and achieve final agreements significantly more consistent and favorable to company.***

General Counsel & Sr. Vice President, Dune Energy, Inc., 2008-2015.

Publicly traded independent exploration and development company incorporated in Delaware, conducted operations in 15 fields across the Louisiana and Texas Gulf Coasts and the Barnett-Shale.

Oversaw business and legal matters and land operations as member of executive management team. Directed corporate governance, risks mitigation, regulatory compliance and structured transactions. Coordinated and managed activities of outside counsel, including various litigation and corporate security matters. Structured, negotiated, and prepared legal documents, agreements, and contracts for acquisition, divestiture and exploration, development and operation of oil and gas properties.

- ***Secured \$47M+ in net revenues*** by negotiating and preparing Participation Agreement with industry participant for the drilling of two exploratory wells on Company property at zero cost to Company.
- ***Obtained \$32.5M in outside capital drilling investment*** through successful negotiation and preparation of an Exploration Agreement with industry participants, dramatically reducing Company's risk exposure.
- ***Doubled production levels and oil and gas reserves*** by negotiating with 50% joint partner to terminate production sharing agreement and reacquire operational control and 100% ownership in particular field.
- ***Hired, managed, and empowered land department team to exceed individual and team goals.*** Facilitated training, developed procedures, evaluated Key Performance Indicators (KPIs), and promoted positive/cohesive work environment.
- ***Reduced Legal Fees and Improved Third Party/Outside Legal Service Performance Levels*** by condensing the number of approved legal firms/individuals and selecting appropriate counsel for subject issues.

Partner, Burleson LLP, Of-Counsel, Andrews Kurth LLP, Partner, Winstead PC, and Associate Vinson & Elkins LLP, 1990-2008.

Represented private and publicly traded organizations and financial institutions in domestic and international commercial transactions, including asset acquisitions and divestitures, oil and gas assets and industrial and commercial real estate, mergers and stock acquisitions, and structuring, negotiating and documenting financing transactions. Negotiated and prepared agreements for upstream and midstream assets and operations.

- ***Spearheaded more than 200 acquisitions of and financings for petrochemical plants, power plants, refineries, midstream/upstream assets, onshore/offshore oil and gas properties in all producing states, Gulf of Mexico, Pacific Ocean, Canada, South America and offshore of the UK., and food and beverage franchisees (aggregate value \$8 Billion+).***
- ***Structured and negotiated financing transactions, including oil and gas reserve-based financings, project financings and financings of franchisees/distributors of various brands, including restaurants and beverages.***
- ***Initiated legal startup operations for companies:*** created company structures and subsidiaries, and provided counsel on general company matters.
- ***Represented project developers in the development of, and the structuring and negotiating of financing for, gas fired electric power plants in South America and Europe.***

- ***Delivered legal expertise to successfully represent major international industrial company in acquisition, sale, and lease of real estate assets/improvements on former steel mill and processing sites.***

Landman: *R.H. Mourglia Company; Magee Operating Company; and Frazier Oil Properties.*

Skilled in all duties of field land work, managing staff, office operations, and billing and collections, while fostering solid relationships with clients and land/mineral owners. Determined title ownership and defects. Negotiated, prepared, and acquired agreements for oil and gas exploration and development. Negotiated and acquired mineral and royalty interests. Coordinated multiple business functions: managed multidisciplinary teams, business development, staff evaluations and professional education and development.

Education, Professional and Personal

Education:

- **JD**, South Texas College of Law (Member of **Law Review**).
- **BBA**, Finance, University of Texas at Austin.

Professional Associations Include:

- State Bar of Texas: Oil, Gas, and Mineral Law, Corporate Counsel and Business Law Sections.
- Texas General Counsel Forum (President Houston Chapter 2015; Chapter and State Board 2012-2017).
- NACD Texas TriCities Chapter.
- Houston Producers Forum.
- Texas Association of Bank Counsel (Director 2001-2004).

Community/Civic: Caribbean Condominium Homeowners Association: Director/President of condominium HOA for 34-unit complex in Lago Vista, TX.

Hobbies: Boating, traveling, health/fitness, music, hunting and fishing.