



KATHY G. SPLETTER, ASA
VICE PRESIDENT

STANCIL & CO.

CAREER HIGHLIGHTS

Kathy has over 30 years of energy industry experience which has ranged from “hands-on” refinery operations to offering strategic and commercial advisory services to major international oil companies. Kathy has extensive experience in due diligence reviews and investment analysis, marketing supply and demand studies, and valuation of assets throughout the energy value chain. Her analysis and recommendations have been integral to numerous joint ventures, acquisitions, and mergers.

Kathy is particularly active in offering appraisal services to the energy industry. Her certification as an Accredited Senior Appraiser of the American Society of Appraisers and her strong industry background provides the foundation for developing appraisals that are well supported by market data and actual experience.

Kathy began her career in ExxonMobil's Beaumont refinery, completing a variety of assignments including experience in on-site operating and technical positions, to headquarters staff positions focused on the economics of operations of the domestic refineries. She has over 30 years of consulting experience which has been filled with a very broad range of assignments.

Kathy joined Stancil & Co. in January 2004.

PREVIOUS POSITIONS

1987 - 2004 Muse, Stancil & Co.
1979 - 1987 Mobil Oil Corporation

EDUCATION

1979 BS Chemical Engineering
Texas A&M University
Summa Cum Laude

PROFESSIONAL DESIGNATIONS

American Society of Appraisers
Accredited Senior Appraiser

REPRESENTATIVE EXPERIENCE

- **Mergers & Acquisitions** – Involved in numerous transactions in a variety of roles from providing screening studies and preliminary valuation analysis to assistance in securing the funding to close transactions. Assisted in drafting and negotiating the letter of intent to acquire assets and completion of the due diligence required prior to closing. Drafted offering memorandums and conducted information sessions for potential buyers of assets.
- **Asset Valuations** – In addition to the valuation work done in connection with mergers and acquisitions, fair market valuations of facilities have been completed for banks and other financial institutions, insurance companies, ad valorem property tax assessments, and leased property valuations. Findings are typically thoroughly documented in the Uniform Standards of Professional Appraisal Practice compliant reports.
- **Market Studies** – Completed numerous market studies for financial institutions, operating companies, and other parties regarding future crude and product supply and demand. Studies have been used to support investments in crude and product pipelines, dock facilities, and other logistics assets, as well as strategic realignment of company assets.
- **Industry Advisor** – Advised financial institutions and operating companies by reviewing company financials and operating performance. Assisted in the optimization of capital investments, development of business plans for future operations, development of internal reports, and other activities.
- **Expert Witness** – Provided testimony in depositions, hearings, and in court supporting appraisals. Assisted in the negotiation of settlements related to value.

2012 NOMINATION

International Association of Assessing Officers
Bernard L. Barnard Award for “Appraising Properties With Declining Utility” published in *Journal of Property Tax Assessment & Administration* (Volume 8, Issue 4)