

## **NANCY L. SAUER**

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### **PROFESSIONAL PROFILE**

Dynamic government relations professional recognized for business development, lobbying success and public policy leadership. Discerning relationship-builder with strong industry contacts and achievements in the oil, gas, refining, petroleum marketing, pipeline, franchise, consumer products, ranching, mining and financial services industries. Diverse nonprofit leadership in areas of: fundraising, strategic planning and cross-cultural social service outreach. Excellent public speaking and communication skills.

### **EXPERIENCE**

**Nancy L. Sauer Government Relations Consulting - Houston, Texas** **2006- present**  
**1999- 2001**

- Provide political due diligence/risk assessment, legislative/regulatory monitoring, lobbying, issues management, crisis communications, product stewardship and social responsibility services to energy companies and financial institutions

**Unocal Corporation – Sugar Land, Texas**  
**(Acquired by Chevron Corporation in August, 2005)**  
**State Government Relations Director**

**2001-2006**

- Created and directed new state government relations department. Established \$1 million budget, hired staff, created multi-state lobbying capability and political risk assessment process to achieve business unit goals. Function supported oil and gas exploration and production, midstream marketing, natural gas storage and real estate remediation and redevelopment business units
- Represented Unocal as registered lobbyist in New Mexico, Louisiana and Texas (named one of top fifteen corporate lobbyists in Texas by *Capitol Inside* publication for 2004 and 2005)
- Established political ethics training program for senior management
- Managed state and local political contributions nationwide
- Served as energy industry appointee to the Texas Industry Cluster Initiative, an economic development program coordinated by the Office of the Governor and the Texas Workforce Commission
- Directed government relations function in first U.S.-Mexican joint oil spill drill in the Gulf of Mexico under terms of the international MEXUS Treaty and in accordance with U.S. Coast Guard joint incident command process

**Pennzoil Company (PennzEnergy/Pennzoil-Quaker State Company) – Houston, Texas**  
**(PennzEnergy acquired by Devon Corporation in 1999)**

**Director of State Government Relations**

**1990-1999**

**Legislative/Regulatory Coordinator – Environmental/Safety Department**

**1982-1986**

- Directed government relations program for oil, gas, refining, marketing, franchising, mining and ranching business units. Areas of responsibility included: all 50 states, the Southern Ute Indian Tribe, Latin America and Canada
- Directed senior legislative analyst and retained lobbyists in: Canada, Mexico, California, Louisiana, Massachusetts, New Mexico, Pennsylvania, Texas, West Virginia and Utah
- Represented Pennzoil Company as a registered lobbyist before the U.S. Congress and in: Louisiana, New Mexico, Texas and Utah
- Provided political risk assessment analyses for Company's entry into Latin American (Argentina, Bolivia, Peru, Venezuela, Costa Rica, Mexico and Panama) and Canadian markets
- Co-wrote the model "State Used Oil Recycling Act" and led the American Petroleum Institute coalition to pass this legislation in 17 states which resulted in the establishment of 12,000 used oil collection centers nationwide. Received commendation for used oil recycling and product stewardship leadership from the American Petroleum Institute in 1998
- Led Company effort to secure State of Louisiana approval for tax-exempt bond financing for two refinery expansions and joint venture with ConocoPhillips. Effort resulted in the issuance of \$265 million in bonds
- Served on Pennzoil Political Action Committee Board
- Developed nationally recognized expertise in the area of workplace hazard communication and served as trainer/speaker for American Petroleum Institute
- Negotiated with federal and state regulatory agencies on environment and safety regulations

**American General Corporation (now known as AIG), VALIC subsidiary – Houston, Texas**  
**Manager of Government Relations 1986-1990**

- Created new state government relations program to support expansion of VALIC's pension products in education, healthcare, nonprofit and government markets. Hired and managed contract lobbyists in 12 states
- Led successful effort to break monopoly in higher education market that resulted in passage of optional retirement program legislation in 12 states
- Directed the research and analysis of state and federal legislation in the areas of: retirement programs, public pension funds, financial services, investments, insurance and banking
- Selected and participated as Rotary International Group Study Exchange team member to Hesse, West Germany (represented insurance industry)

**White House Office of Public Liaison – Washington, D.C.**  
**Intern 1981**

**TRADE/PROFESSIONAL ASSOCIATION EXPERIENCE**

**American Petroleum Institute - Washington, D.C.**, General Committee on State Government Relations (1990-1999, 2001-2006) and Chair, Used Oil Working Group

**Fort Bend Chamber of Commerce - Sugar Land, Texas**, Board Member (2001-2006) and Chair, Government Relations Division (2002)

**Greater Houston Partnership - Houston, Texas**, Government Relations Advisory and Federal, State and Local Government Relations Committees

**Gulf of Mexico Coalition - Stennis, Mississippi**, Business Council Member

**Houston Technology Center - Houston, Texas**, Energy Executive Committee

**Louisiana Mid-Continent Oil and Gas Association - Baton Rouge, Louisiana**, Legislative Committee and External Affairs Committee

**New Mexico Oil and Gas Association - Santa Fe, New Mexico**, Legislative Committee

**Public Affairs Council - Washington, D.C.**, Executive Committee and Board Member

**River Oaks Women's Breakfast Club - Houston, Texas**, Board Member (2002)  
**South Texas Money Management, Ltd. – San Antonio, Texas** Advisory Board Member  
**Texas Association of Business - Austin, Texas**, Board Member, Legislative Committee  
**Texas Oil and Gas Association - Austin, Texas**, Legislative Committee  
**Women's Energy Network - Houston, Texas**, Board Member and Program Chair (2005)

## EDUCATION

<b>Covenant Theological Seminary - St. Louis, Missouri</b>	
Master of Arts – Theological Studies ( <i>magna cum laude</i> )	2007
<b>Duke University - Durham, North Carolina</b>	1982
Bachelor of Arts - Political Science ( <i>cum laude</i> )	
A.B. Duke Scholar (4-year academic scholarship that included study at Oxford University, New College, Oxford, England)	

## CONTINUING EDUCATION

<b>Houston International Protocol Alliance</b> , “Consular Relations and Protocol”	1995
<b>Public Affairs Council Institute</b> (3-year program for senior public affairs executives)	1993
<b>Rice University School of Continuing Education</b> , “Leadership Excellence For Nonprofits”	2003

## VOLUNTEER EXPERIENCE

<b>Bayou Manor Retirement Home - Houston, Texas</b> , Volunteer	
<b>Crime Stoppers</b> – Advisory Board Member	
<b>Harris County Master Gardener Association</b> , Master Gardener and volunteer	
<b>Operation Rainbow - Houston, Texas</b> , Board Member/El Salvador Mission Team	2000-2003
<b>United Way of the Texas Gulf Coast</b> , Public Policy Committee Co-Chair	1993
Loaned Executive (coordinated fundraising in eight major Houston corporations and achieved 102% of goal by raising \$2 million in \$50 million campaign)	1988