

Donald G. Skipper



Professional Summary

Seasoned business and capital markets professional with vast financial, operations and analytical experience in many industries through multiple economic, capital markets, political and industry cycles. Vast creative and analytical experience with the motion picture industry.

Long term student of history, politics, geopolitics, business, economics, markets, financial and risk analysis, psychology, human nature, sociology, motion pictures, the capital markets and the ways all of these elements correlate with one another.

Work History

40 years - Business and capital markets professional

- **8 years** – (1975 – 1983) - Multiple corporations in project/operations management in the energy industry.
- **21 years** – (1985 – 2006) - First City National Bank (6 years) and BMO Capital Markets (16 years) in executive level corporate sales, relationship development, energy commodities, credit and business risk analysis and extensive corporate financial transaction originations.
- **9 years** – (2006 – Present) - CEO of Renaissance Partners, LLC – Professional consulting, analytical, capital raising, financial structuring and business plan assignments in multiple industries.
- **3 years** – (2012 – Present) - CEO of Renaissance Studios, Ltd. – Platform for launching a fully integrated motion picture development and global distribution studio grounded in a new and compelling story development, production, distribution and investment business model.

Key expertise includes:

- Author of 21 major motion picture screenplays over 25 years.
- Long term financial, creative, market and business model analysis of the motion picture industry.

- Research and development of advanced content evaluation metrics, business practices and screenwriting methodologies for the motion picture industry.
- C-Level capital markets relationship management and development
- Origination, structuring and negotiation of billions of dollars of large corporate financial transactions
- Oversight of deal and legal teams on large corporate contracts and transactions
- Financial, risk and credit analysis and structuring in many industries
- Seasoned analytical grasp of the capital markets across many industries
- Developer of advanced capital markets evaluation metrics
- Understanding of disruptive technologies and methodologies in many industries
- Business plan writing and evaluation in multiple industries
- Extensive operations and project management in the energy industry
- Marketing and structuring of large energy commodity transactions
- In depth analytical understanding of the motion picture, energy, real estate and technology industries
- Poised professional communicator at an executive level
- Long term experience with business proposal preparation and presentation
- Decades of marketing experience and market analysis
- Highly developed ability to see the big picture of any situation and act accordingly to achieve success
- Successful innovator in all the activities listed above

Key experience can be summarized as follows:

- 30 years - Sales, marketing and relationship development
- 21 years - Energy, energy banking and energy commodities experience
- 30 years - Sales, marketing and relationship development
- 25 years - Marketing and strategic interaction with executive level decision makers
- 25 years - Originating and structuring billions of dollars of corporate finance transactions
- 25 years - Movie screenwriting - As a sideline career activity
- 22 years - Analyzing corporate business plans, capital structures and financial models
- 22 years - Risk and credit analysis, deal structuring and financial transaction execution
- 21 years - Leading the negotiation and execution of financial documents and contracts
- 18 years - Leading financial transaction deal teams
- 8 years - International project and operations management in the energy industry
- 5 years - Energy commodities marketing
- 9 years - Consulting assignments in multiple industries
- 9 years - Analysis, research and development in the motion picture industry

- 3 years - Corporate insolvency work outs
- 3 years - CEO Renaissance Studio, Ltd.
- 1 year - Chief Financial Officer & Co-Founder of a high technology firm

An accumulation of vast experience in project/operations management and corporate finance through the origination and structuring of billions of dollars of corporate finance transactions with no monetary losses.

In depth knowledge of upstream, midstream and downstream segments of the energy industry. Long term financial and strategic analysis of these segments from a credit, capital markets and operation point of view. Intimate knowledge commodity price risk and reserve asset portfolio management techniques from a shareholder value optimization point of view.

Managed a sophisticated quantitative model that tracked and evaluated over 50 independent and public oil and gas companies from a share price performance perspective. I created this system as a basis for evaluating the effects of strategic decision making on asset acquisitions, divestitures, share repurchases and hedging on share price performance. This system is a very effective analytical and strategic decision making tool for share price optimization.

A long-term successful track record in risk analysis, deal structuring, financial transaction execution, leading negotiations and execution of financial documents and contracts, originating financial transactions and international project leadership and operations management.

Exposure to multiple economic, financial, capital market, political, energy, and energy commodity cycles that provide a sound analytical foundation for evaluating business models and transactions in many industries.

Key Skill Sets

- Seasoned strategic vision and judgment.
- Proven ability to see the big picture of complex situations and develop innovative solutions.
- Strong imagination with a focus on finding out of the box solutions to difficult problems.
- Extensive financial modeling preparation and analysis.
- Insightful ability to evaluate credit worthiness and to devise innovative credit structures that resolve issues and create competitive advantages for my employers.
- Highly developed understanding of economics and geopolitics as they relate to business and the capital markets.
- Well developed knowledge of the capital markets.
- Persuasive, professional communicator.
- Valuable insights derived from long term exposure to economic, business and capital markets cycles, and to successful and unsuccessful business models across multiple industries.
- A sound grasp of the political dynamics at both the governmental and business level.
- Strong leadership and interpersonal skills.
- Ability to analyze and convert innovative concepts into compelling business plans.

- Access to a large network of capital sources and human resources.
- Understanding of accounting and treasury management dynamics.
- Lengthy operating and project management experience in energy manufacturing & services.
- Proven team builder with strong project management skills across the financing and marketing disciplines.
- The skill to see the big picture of client and business objectives and to devise transaction structures and business plans that achieve strategic goals and maximize shareholder value.
- A highly developed ability to see the core essence of complex situations and to evaluate business opportunities based on their intrinsic merit and commercial potential.
- Extensive interaction with executive level decision makers and investors as well as analyzing corporate business plans, capital structures and financial models.
- Analyst and author of numerous business plans in multiple industries.
- Analyzing business and scientific concepts for intrinsic economic merit and converting them to commercially viable business plans.

Movie Industry

- Author of 21 major motion picture screenplays and one published novel over 25 years.
- Over two decades of intermittent interface with the movie industry.
- Exhaustive financial, creative, risk, markets and capital markets analysis of the motion picture industry over the last 9 years.
- Development of advanced content evaluation metrics that support the creation of compelling movie concepts and screenwriting methodologies to create cost effective movies that 1) skillfully match a diversity of compelling resonance elements with the viewing preferences of broad spectrum international demographic audiences and 2) deliver exceptional ROIs to investors.
- Development of an innovative business model and plan for the motion picture industry that 1) avoids the many flaws of the obsolete industry culture, 2) exploits the huge latent movie market demand. 3) exploits irrational public equity market valuation metrics and 4) delivers risk adjusted ROIs that dwarf other investment alternatives.
- CEO of Renaissance Studio, Ltd. A firm created to revolutionize the movie industry by developing high quality, modest budget films that inspire large global audiences and deliver superior ROIs to sophisticated investors.