

## Jim Shanor Curriculum Vitae

### Contact Information

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### Executive Summary:

I have substantial project successes in East Africa in the petroleum, energy, economic, and business development sectors. I have trained personnel, enhanced community capacity building and community development projects in Somalia, Kenya, Uganda, and South Sudan. I am from a petroleum family from Texas and Oklahoma, but came to East Africa immediately after university.

I've worked and lived in East Africa off and on since 1967. I managed and administered the largest energy exploration project in Somali history for a multi-national energy company (ConocoPhillips), a \$120 million seismic and drilling project in Somalia's Nugal Region. I worked for a decade in domestic and international negotiation and contract administration for Phillips Petroleum Company. I oversaw the rehabilitation of the Mogadishu Water and Sanitation System for UNDP, from well fields at the Afgoi aquifer to the pumping stations, booster systems, and the city reservoir system. We reached 1.2 million people within six months. I have managed projects in renewable energy (solar and wind), business development, and administered disaster and relief projects in hostile conditions in many parts of Somalia and South Sudan. I oversaw the security and training components in most of the South Sudan and Somali projects. My corporate experience includes positions with ConocoPhillips, Boeing, UN Development Program, and USAID. I speak fluent English, fluent Spanish, Somali, and Swahili.

### Professional Experience

**August 2007 – Present: Self Employed Consultant / Business Processes and Startups**

East Africa Advisor to RippleNami, Inc, Gold Medal Winner of IT Startup of the Year, 2016, specializing in interactive multiple database mapping technology.

Energy and Construction Consultant: Private Investment groups, independent international energy companies, liaison to the governments of Puntland State and Somaliland. Advisor to Somalia State Governments who now are expanding their interest in both onshore and offshore projects. Support of military construction projects in Al Qaeda infested zones of Somalia.

Kenya Logistics and Courier Service: Startup Business Processes, Personnel development, Sales and Marketing. Administration and Finance management in Kenya.

**March 2006 – March 2007: Finance and Administration Manager,** MEDIC Lulu Women's Livelihood Program, South Sudan and Kenya. Managed Nairobi head office logistics, business processes, finance, personnel, assets, for international NGO. Principle funding from USAID. Project generated income at the village level and spread to international marketing successes for rural women in South Sudan. Focused on protecting community rights in the agricultural

development program adding value to the Shea tree nut to the final products in the market in East African cities.

**July 2003 – June 2005: General Project Manager USAID/ADRA Somalia,** Renewable Energy, Powering Economic Diversification Program, Somali Territories of Somaliland and Puntland. Public Awareness Program, technical training, business training, import and export seminars and hands on business training. Countrywide manager for a USAID \$2.5M funded business development project designed to stimulate trade and commerce in the “renewable energy” sector (wind and solar energy) in northern Somalia territories.

We introduced solar PV, solar cookers, and wind energy to the business community and to the public through radio, TV, and outreach demonstrations, fairs, and think tank conferences, developed the renewable energy market country wide. Public and Governmental Relations, training, security and safety components

**April 2001 – April 2002: Senior Business Analyst.** The Boeing Company, St. Louis, MO

Specialized in Shared Services systems development, re-engineering the corporate contact center. Team Lead on Boeing Business Integration team, Quality team. Wrote business case analyses and development proposals, developed executive “road show” graphics presentations at Vice Presidential level.

**February 2000 – February 2001: Senior Vice President of Land and Chief Negotiator,** OK Hunton Oil Company, Tulsa, Oklahoma, USA, our family petroleum company. Established contacts and business relationships with mineral owners (private individuals, banks, landowner groups, government entities) in each phase of a major Eastern Oklahoma petroleum land play. As an expert in Oil and Gas Lease Law, I oversaw the development of this major oil play in Oklahoma. All lease and contract negotiations, closings, budget and payment control, legal and public relations correspondence, mapping control, legal document development.

**January 1998 – February 2000: Database Quality Control Manager, Customer Service Director,** Williams Telemetry Services (R&D Project), The Williams Companies, a major US oil and gas pipeline company, Tulsa, Oklahoma. Database design and development, customer relations, R&D project to develop remote real time meter reading systems, analysis of energy and other utility usages in residential and commercial settings. Clients included Warner Brothers, Wendy’s, and the large Oklahoma utility companies. RF communications, national pager system, integrated global Williams satellite systems, and local servers.

**March 1994 – December 1997: Livestock Operations Manager,** Afrostock Ltd, Kenya. Managed a \$1M livestock supply contract with government of Uganda for dairy cattle to restock the Ugandan national herd. Completed all government documentation, international banking and letters of credit. Moved stock by road and rail from Kenya to government ranches in Uganda. Conducted Ministerial level negotiations.

**October 1992 – March 1994: UNDP Country Project Manager, Somalia,** UN Development Program, Mogadishu, Somalia. Managed all humanitarian projects for UNDP in Somalia during the intervention period, 1992-94. Focus on water and sanitation sectors throughout Southern Somalia. Negotiated water sharing and development agreements with warring Somali faction leaders before US military landing in Mogadishu, December 1992. Implemented Mogadishu water and sanitation system project (1500 employees). Served as UN liaison to NGO community, US Task Force, US Special Forces, and the Somali warlords. Monitored all security

issues, development priorities, and intelligence issues regarding the international community and its relationship to the warring Somali factions.

**March 1981 – June 1992: Contract Administration Manager**, Phillips Petroleum Company, Houston, Texas, and Mogadishu, Somalia. Vice President of Phillips Petroleum Company – Somalia. Started up and administered Phillips’ Somalia office, all in-country logistics and security arrangements, business intelligence gathering, for major drilling and seismic operations. General Manager, government relations, staffing, permitting, payroll, and HR functions in this \$120 million project. Specialist for eight years in domestic Lease and Contract Administration and spearheaded the conversion in Phillips’ Artificial Intelligence division from mainframe to decentralized and automated data systems for Phillips’ domestic exploration and production system.

**April 1967 – December 1980: Mathematics Teacher, Department Head and Varsity Basketball Coach:** US Peace Corps, Sheikh and Hargeisa, Somalia; Wakefield HS, Arlington, VA; International Center for Language Studies, Washington, DC and Bogotá, Colombia; British Embassy School, Bogotá, Colombia; American Embassy School, Bogotá, Colombia; McClymonds HS, Oakland, California; De Soto HS, De Soto, Missouri.

### **Formal Education and Languages**

Stanford University, Palo Alto, California, BA in Quantitative Economics  
Columbia University, NY, NY, African Area Studies and Somali Language  
The Law School, University of Virginia  
Native **English**, fluent **Spanish**, oral **Somali** and basic **Swahili**