



HBK  
Energy  
Advisors



 **HBK<sup>®</sup>**  
Energy Advisors

WORKING TOGETHER SETS US APART





# Fueling Your Growth

HBK Energy Advisors believes that the modern economy is energy centric. Energy issues and concerns run through virtually every segment of society and across all borders. Appalachian energy has changed the world's energy outlook as well as its landscape. That puts HBK Energy, HBK CPAs, Valuation, Corporate Finance and Wealth Advisors at the epicenter of the shale experience.

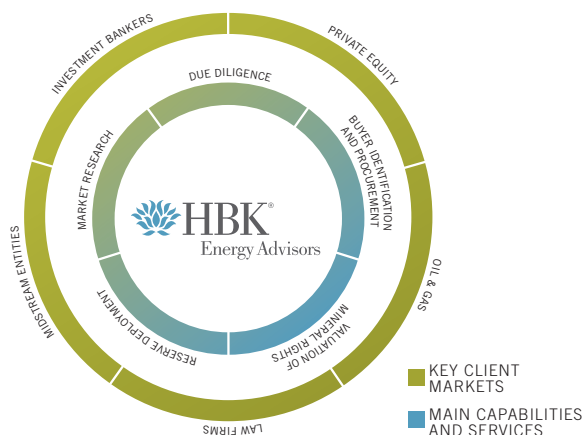
Central to the HBK energy philosophy is that energy in the shale region is an invaluable commodity. It is incumbent upon the regions endowed with these valuable resources to understand their value and to use them wisely. Our job at HBK Energy is twofold. First, we find your value in the energy sector, and then we nurture it. Whether we are helping you value your holdings, assessing your investment options, helping you finance your energy holdings, or finding your port of entry to the evolving energy sector, HBK Energy will always look at your prospects with a fundamental knowledge and appreciation of the fact that today's economy runs on energy.

## SUPPORTING BUSINESSES EMBEDDED IN THE UTICA AND MARCELLUS FOOTPRINT

HBK Energy Advisors is at the vanguard of the evolving North American energy landscape. Energy utilization, infrastructure placement and support, and downstream energy applications dominate the current energy landscape. We engage our entrepreneurial clients by addressing strategic issues with fact-based tactics to meet the demands of the market. To that end, HBK Energy consults on growth strategies, helping secure capital, analyzing profitability, tax planning and other key business issues. We work with the energy companies directly involved, which gives HBK a unique perspective on energy opportunities, including income tax planning, estate planning and investment management. We also work with you to determine the value of your enterprise and oil, gas and mineral rights while assisting in strategies aimed at growing that value. Our depth and experience in working with businesses embedded in the Utica and Marcellus footprint is unparalleled.

### HBK ENERGY ADVISORS

Key Services and Client Markets Served



HBK ENERGY ADVISORS

## AN UNBIASED AND TRUSTED RESOURCE FOR YOU

HBK Energy plays no favorites. Our singular commitment is to our clients. Whether we serve producers or owners of oil and gas assets, estranged business or marriage partners, suppliers and contractors or those seeking entry into energy arenas, to the oil and gas industry, our sole focus is advancing the cause of our clients. In addition to accounting, assurance and tax issues specific to landowners, suppliers and contractors, we provide our clients with the business services and advice that puts them on

*Combining shale and energy industry acumen with our core services of accounting, tax and assurance, valuation and wealth management, HBK Energy Advisors serves as a catalyst for financial growth.*



equal footing with the most sophisticated energy concerns. Combining energy industry acumen with our core services of accounting, taxation, valuation, corporate finance, and wealth planning and management gives HBK Energy Advisors the competitive advantage our clients deserve.

#### **ASSISTING LAND, OIL, GAS AND MINERAL RIGHT OWNERS**

We assist land, oil, gas and mineral right owners by helping them craft master plans for their holdings and guiding their energy property strategies. We help frame energy agreements to maximize revenue and minimize financial risk under the priorities set by our clients to meet their financial objectives. HBK Energy guides clients through the network of industry finances, nuances and regulations by developing business plans for oil, gas and mineral rights. We manage energy revenue and audit royalties by integrating them with wealth advisory techniques to grow your wealth and protect your property.

With the HBK's dedicated financial services of business consultation, tax and financial oversight, valuation and wealth management at our fingertips, HBK Energy Advisors and the HBK family of companies deliver the comprehensive service and support essential to maximize your holdings and financial objectives.

#### **VALUING YOUR HOLDINGS**

Our certified business appraisers are fully accredited in business valuation. Our HBK Valuation Group works seamlessly with petroleum engineers and geologists to secure fair market value analyses that allow you to maximize the value of your holdings, plan your estate and secure your legacy.

The HBK Valuation Group is a specialized, full-service entity providing valuation analyses and reporting. Members of the Valuation Group are specially trained, and their valuation work is peer-reviewed to meet the exacting requirements of professional valuation standards.

As part of your estate planning initiative, we prepare fair market value analyses as required by the IRS for transfers by gift of ownership interests in a privately held business. We make valuation adjustments in cases of "lack of control" or "lack of marketability." We can determine the value of a target business for acquisition or in a sale-of-business scenario. And in addition to providing access to the wide range of accounting, tax and investment expertise and resources of the HBK family of financial services companies, we work with other professionals, including your investment advisors, CPAs and attorneys, to deliver high-end valuation analyses and reports.

#### **COMPLIANCE & COMMUNICATIONS**

Industry applicable regulation is driven by a myriad of laws and guidance, and tax and accounting policies issued by various federal agencies and departments. HBK offers focused expertise on energy-related tax and accounting issues. We offer counsel in many concentrated areas related exclusively to energy, including lease negotiations, landowner group or business formation, estate and futures planning, title matters, dispute resolution and litigation, and much more. We produce articles, blogs and timely periodicals, including a bimonthly newsletter, *Speaking Shale*, to keep our clients and colleagues current on the ever-changing energy landscape.

**WORKING TOGETHER SETS US APART**



**Steven Franckhauser, JD**

Director, HBK Energy Advisors, LLC

As Director of HBK Energy Advisors, Steven Franckhauser manages the division of HBK CPAs and Consultants that consults landowners, midstream suppliers and contractors engaged in the field of energy; in particular, helping businesses and their leaders understand the financial risks and capitalize on the rewards that have accompanied the opportunities in shale energy. His focus is on educating landowners and suppliers on their investment rights and providing key related services, including income tax planning, estate planning, business valuations and investment management.

Under Mr. Franckhauser’s direction, HBK Energy Advisors has advised clients on a wide range of shale-related issues and strategies, from consulting on mineral rights opportunities to counseling landowners on oil, gas and mineral rights assets and tax planning; from advising industry insiders on strategic plans to create an energy data and financial research branch to helping an oil and gas operator identify exit strategies. HBK Energy Advisors’ services extend from appraising land to locating funding to negotiating the financial terms of leases, easements and energy agreements. As advisors, Mr. Franckhauser and HBK Energy bring their clients the full range of financial advisory services and broad expertise of HBK CPAs and Consultants in areas such as tax planning and preparation, royalty income issues, wealth management and estate planning.

A 2013 recipient of the “Who’s Who in Energy” by the *Pittsburgh Business Times*, Mr. Franckhauser has pioneered comprehensive financial analyses of energy holdings for individuals and businesses in the Appalachian Basin. In addition to consulting with businesses and resources owners across Ohio, Pennsylvania and West Virginia, Mr. Franckhauser is an Adjunct Professor of Law at Duquesne University School of Law, a contributor to the Penn State Extension programs on shale development, an Adjunct Professor at Penn State University’s Beaver campus in Monaca, PA, and has been a guest lecturer on shale energy and renewable energy at The Ohio State University Fisher College of Business and the College of Arts and Sciences. He serves on various industry-related boards, frequently lectures and speaks on the economic development and opportunities provided by shale energy, and acts as a liaison between those inside the industry and those seeking entry.