Herman Bulls is the founder and CEO of Jones Lang LaSalle’s highly acclaimed Public Institutions specialty, a practice focused on delivering integrated real estate solutions to government entities, nonprofit organizations, transportation facilities, and higher education institutions. During over 20 years at Jones Lang LaSalle he has worked in the areas of development, investment management and business development/retention. He has developed relationships with many of the firms leading clients, including the General Services Administration, Department of Veteran Affairs, Department of the Army, Department of State, University of Pennsylvania, Duke University, Ohio State University, Georgia Tech and the Port of Oakland by providing thought leadership and strategic guidance and direction for real estate issues. Mr. Bulls earned a BS in Engineering from the United States Military Academy at West Point and a MBA from Harvard Business School. He retired as a Colonel in the U.S. Army Reserves.

Reservations are required. You may register on-line at: https://bus.collins.utulsa.edu/fof/reg.asp or contact Judy Adair at 918-631-2588 or judy-adair@utulsa.edu. Friends of Finance members will have preference until March 30, 2011.

We extend our thanks and appreciation to The Trust Company of Oklahoma for serving as our Luncheon Sponsor.
Membership

Current membership is 426. This year’s goal is 500. With your help we will reach the 500 mark for the first time in the history of Friends of Finance. For everyone who has joined – thank you! Now help us reach our goal by getting at least one friend to join.

Friends of Finance is the largest and strongest finance group in Oklahoma and the Southwest. Your membership will help us maintain our leadership position.

If you are a TU graduate within the last twelve months or if you live outside of the Tulsa area (more than 50 miles) your membership fee is only $10. For all other individuals, the membership fee is $10 for the remainder of this year – June 30, 2011. Membership fees support all of the expenses associated with Friends of Finance. Show your support for FOF, Collins College of Business, and TU by joining today.

To renew your membership or join, go to
https://bus.collins.utulsa.edu/fof/memberapp.asp
Members who have renewed or joined since our last newsletter are listed below. To view the entire membership directory, go to:
https://bus.collins.utulsa.edu/fof/members/directory.asp

Aaron Armstrong
Byron Beene
Jenny Belford
John Burke
Dan Cox
David Dunham
Ted Feldmeier
Garrett Green
Moyo Olajiga
Gustavo Pinto
James Redman
Nicole Simmons

Shuttle Service

Bill White Shuttle Service will provide shuttle service from the parking lots along Gary Place as well as the Reynolds Center lots to the Allen Chapman Activity Center between 11:00 a.m. and 2:00 p.m. See University of Tulsa Parking Map for a campus parking map. Please let us know if you have questions.

Social Media

LinkedIn

FOF recently initiated a LinkedIn group – University of Tulsa Friends of Finance. You can join it by going to:
http://www.linkedin.com/groups?mostPopular=&gid=3317778

The response to LinkedIn has been very good – we already have more than 320 members. It will not replace our regular correspondence, but will serve as a site for members to exchange ideas. LinkedIn membership is open to both FOF members and non-members. Please join and encourage your friends to do the same.

Judy Adair Endowment

The campaign to fund the Judy Adair Endowment is entering its third year. Our Adair Endowment goal is to raise $75,000 per year for five years to match the challenge grant of an anonymous donor. All individual gifts above the amount given in 2007-08 will be matched. Corporate matches above their 2007-08 gift level also are matched. All gifts to the Adair Endowment count toward our $250,000 Finance Excellence Fund goal. This is an exceptional opportunity to double your gift and honor Judy – the sparkplug and face of Friends of Finance.
**MSF Graduates**

In a couple of months, a group of talented MSF students will be graduating. If you are seeking full-time finance people, please contact Roger Bey; roger-bey@utulsa.edu or 918-631-2946.

**Alumni / Student Notes**

If you have been promoted, changed companies, earned another degree or have personal information (marriage, birth of child, etc.) please send the information along with a color picture to (judy-adair@utulsa.edu) and we will include it in our newsletter.

**Brad Foster** (*MSF ‘11*) has accepted a position as Trading Control Analyst within the Risk Control department at ONEOK. His daily responsibilities will include verification of derivatives trading activity and calculation of Value at Risk. He will also be working on a variety of projects related to financial modeling, option valuation, and Dodd-Frank compliance. Brad earned a BS in Finance with a minor in Mathematics from Missouri State University.

**Christopher Lynch** (*MSF ‘09*) has been promoted to senior cost analyst for Unirac. Unirac is a Hilti owned company that manufactures solar mounting systems. In this assignment, Christopher will report to Toni Haenninen, chief financial officer, Unirac, and will be in charge of developing management, sales, key process indicator reporting and enhancing the product cost calculations. He joined Hilti in March 2008 as an intern for Hilti North America’s Finance team. He also completed a prior international intern assignment with the Hilti headquarters office in Schaan, Liechtenstein. Christopher assumed his current senior accountant assignment in August 2009. His experience prepares him well for this role. Christopher and his wife Amanda have relocated to Albuquerque, NM for this assignment.

**MSF Internships**

The interviewing process for MSF interns for May and August is about to begin. If you are in the need for exceptional talent, please contact Roger Bey, roger-bey@utulsa.edu or (918) 631-2946 to get the process started.

**FOF Web Site**

The FOF website [https://bus.collins.utulsa.edu/fof/](https://bus.collins.utulsa.edu/fof/) includes a number of services as listed below.

- **New Membership**
  [https://bus.collins.utulsa.edu/fof/memberapp.asp](https://bus.collins.utulsa.edu/fof/memberapp.asp)

- **Meeting Registration**
  [https://bus.collins.utulsa.edu/fof/reg.asp](https://bus.collins.utulsa.edu/fof/reg.asp)

- **Members Services**
  [https://bus.collins.utulsa.edu/fof/signin.asp](https://bus.collins.utulsa.edu/fof/signin.asp)
  (restricted to FOF members and requires a user name and password which you obtain when you join or renew your membership). After signing in, you may go to:

  - **Membership Renewal**
    All of your profile information will come up so you don’t have to re-enter this information.

  - **Membership Directory**
    A listing of all FOF members is provided. Contact information is available only if members agree to have it posted.

  - **Update Member Information**
    You may update any of your membership information on-line. This will help to make sure that you don’t lose contact with us.

- **Job Postings**
  Corporate job openings will be posted. E-mails will be sent to advise you that a new job opening has been posted. You will then go to the web site to see the job description.

- **Resume Posting**
  FOF members may post their resume on the FOF web site when they are seeking employment.
Friends of Finance
26 Years
“Bringing the Best to the Best”

This Year’s Upcoming Best are:

C. Douglas McMillon
President and CEO
Wal-Mart International
September 7, 2010
Sponsored by:

David Kemper
Chairman, President & CEO
Commerce Bancshares, Inc.
October 6, 2010

Charles Stanley
President & CEO
QEP Resources, Inc.
December 1, 2010
Sponsored by:

William Brodsky
Chairman & CEO
Chicago Board Options Exchange
January 13, 2011
Sponsored by:

J. Clifford Hudson
Chairman & CEO
Sonic Corporation
February 15, 2011
Sponsored by:

David Lamp
President
Holly Corporation
March 8, 2011
Sponsored by:

Herman Bulls
CEO, Public Institutions,
Jones Lang LaSalle
April 13, 2011
Sponsored by:

Sean Connolly
President, USA
Campbell Soup Company
May 17, 2011
Sponsored by:

Sponsored by:

Sam & Rita Combs,
ComStar Advisors, LLC
Paul Samuels, Morgan Stanley Smith Barney

Sponsored by:

JPMorganChase
2010 – 2011
Finance Excellence Fund

The 2010-11 Finance Excellence Fund Campaign is about to be launched. Our goal is $250,000 from 200 donors. Last year, we raised $216,161 from 179 doors. To date, we have raised $105,080 from 102 donors. Hence, we need everyone’s help to continue raising FOF to higher and higher levels. Contribute on-line at: https://bus.collins.utulsa.edu/fof/excellencepledge.asp or send a check payable to University of Tulsa Finance Excellence Fund and send to:

Friends of Finance
Collins College of Business
The University of Tulsa
800 South Tucker Drive, Helm 118-G
Tulsa, Oklahoma 74104-9700

2010-2011 Honor Roll

Finance Excellence Fund Honor Members for 2010-2011 are:

Finance Partner
Michael & Kathi Colby

Finance Benefactors
Keith Bailey Helmerich & Payne
Roger Bey Jim Holloman
Arnold Brown Greg Hopeman
Tom Campbell Laredo Petroleum
Susan Cravens Marc Maun

Finance Patrons
Joe Adwon Peter Meinig
Commerce Bank Samson Investments
David Enke Derek Reiners
Randy Foutch Frank Rhoades
Steve Hildebrand Tom Warburton
JP Morgan Chase Williams Company

Finance Associates
Nick & Barbara Allen Mike Payne
Sharon Bell Pam Peck
Alan Ford Don Quint
Bob Fredrickson Terry Wright
Walt Helmerich Zarrow Foundation
Craig Loseke

Finance Friends
Kent Allingham Pete Leininger
Mike Bartlett Bill Lissau
Gary Belitz Robert Lorton
Chad Brumley Max Mason
BUDCO
Mike Burton Dee McDugle
Jim Cameron Jim McGill
Chris Cardoni Johnson Moore
Kui Cheng-Gugliotta
Jim Colgan
Mark & Becky Collins Don Oden
Andrew Comstock
Megan Cordle
George Dallas
Clint Dishman Steve Poleman
Bob Dupree Peggy Rice
Bill Fader Jeff Rudd
Tally Ferguson
Bob Fitzgerald
Robert Gaddis
Richard Gajan
Steve Ganzkow
Bob Geweniger
Keith Goddard
Eugene Hodel
Robert Jennings
Robert Jennings
John Kauth
Jack Koehler
Mary Korthase
Sandy Leedes

Finance Donors
Andrew Aguirre Marilyn Rains
Meg Brimmer Barry Woods
Jane Faulkenberry

Weidong Zhou
**Fees**

Fees for the remainder of this year through June 30, 2011 (reduced as of 03/15/2011) are:

- $50  (Membership plus all luncheon fees)
- $10       (Tulsa area members - membership fee only)
- $10  (out-of-area members - outside 50 mile radius of Tulsa)
- $10  (current TU full-time student or TU graduate within the last year)
- $110  (Membership plus all luncheon fees for yourself and one guest)
- $250  One reserved table (8 seats)

Members may bring a first time attendee as a guest at the member rate.

**Resume Posting**

FOF members who are seeking employment may now post their resume on the FOF web site. An e-mail will be sent as new resumes are posted. The e-mail will only list the type of position sought and a link. Your user name and password will be required to access the actual posting.

E-mail your resume as a Word or PDF file to Judy Adair (judy-adair@utulsa.edu) who will post it. In your e-mail, please include a job title (financial analyst, CFO, etc.) of not more than four words. We will not edit your resume. There is no cost to members for this service.

**Executive Luncheon Sponsors**

If your firm would like to gain some additional recognition and support FOF, it is now possible to be designated as a Friends of Finance Executive Luncheon Sponsor. A Luncheon Sponsor receives recognition in our newsletter, recognition at the meeting on PowerPoint slides prior to the meeting, recognition from the podium, and a table for eight at one luncheon with preferential seating. One member of the sponsoring firm will be seated at the Head Table with the speaker. The Luncheon Sponsorship is for one meeting. The cost to sponsor the luncheon is $2,500. Contact Judy Adair, (judy-adair@utulsa.edu or 631-2588) if you are interested in being a Luncheon Sponsor.

**Leadership**

Our officers and directors for 2010-2011 are:

**Officers**
- President    Jeff Holman, Magellan Midstream
- VP Programs  Jim Holloman, MidFirst Bank
- Treasurer    Eugene Hodel, Hilti, Inc.
- Secretary    Lindsey Madden, BOK
- Membership   Chris Guglielmo
- FEF Chair    Tom Warburton, Warburton Capital

**Directors**
- Roger Bey, TU
- Sam Combs, ComStar Advisors
- Janet Duffy, Samson Investment Company
- Randy Foutch, Laredo Petroleum
- Shane Goodwin, Wells Fargo
- Derek Reiners, ONEOK, Inc.
- Rod Sailor, Williams

**Job Posting**

This year we will continue our web site for job postings service on a no cost basis for all members. Membership is required both to post jobs and to view job postings. Once we post a job, we will distribute an e-mail announcing the new job posting.

Firms who have used FOF to distribute job openings have found it to be a very effective recruiting tool. FOF members have been very appreciative and have told us how they passed along the job information to friends seeking employment. Hence, the distribution is far larger than our membership. We encourage you to have your firm participate in our job posting service.

To post a job opening, e-mail the job description in Word or PDF file, along with contact information to Judy Adair (judy-adair@utulsa.edu) who will post it. We will not edit the files.

**Take-A-Student to Lunch**

One goal of Friends of Finance is to provide assistance to our students. Assistance may be in the form of employment advice, employment opportunities, and mentoring. One way to do this is to participate in our Take-A-Student to lunch program. Just contact Judy Adair at 631-2588 or judy-adair@utulsa.edu and tell her how many students you would like to host. She will arrange for the student(s) to meet you at the registration desk for the luncheon. Please ask for the student(s) when you check in.
Corporate Sponsors

A Corporate Sponsorship provides a table for eight at each luncheon with preferential seating; recognition in each newsletter; recognition at each meeting on PowerPoint slides prior to the start of each luncheon, a listing on a display board at each luncheon, and recognition from the podium at a number of the luncheons.

To ensure that individual members have adequate seating the Board has limited the number of Corporate Sponsors.

The annual cost of a Corporate Sponsorship is $3,500. If you are interested in having your corporation join, contact Judy Adair at 631-2588 or judy-adair@utulsa.edu for details. Corporate Sponsors for this year are:

- Hilti
- Eide Bailly
- TRUST Company of Oklahoma
- Laredo Petroleum, Inc.
- MidFirst Bank
- Oneok
- Magellan Midstream Partners, L.P.
- JPMorgan Chase
- Alliance Resource Partners, L.P.
- Samson
- Williams
- Northwestern Mutual Financial Network
Affiliate’s Programs

Last year our partnerships with other professional groups worked very well. They helped to promote our programs and we did the same. This year, we will continue our partnerships.

Energy Advocates
For more information: 599-7767
info@energyadvocates.org

The upcoming International Energy Policy Conference IEPC event will be held in Oklahoma City, OK. This years’ theme is "American Leadership and Global Energy Transitions" that reflects the current market conditions. Join key energy executives, political representatives, and peers in the energy policy conference. For more information:
http://www.energypolicyconference.com/

NAIC
4th Thursday Free Education Classes
6:45 p.m. – 7:30 p.m.
Hardesty Library, 8316 E. 93rd

NAIC Contact:
Tami deangelistami@hotmail.com or 747-9303
or
Barbara wollmersh@aol.com

Tulsa’s Young Professionals
Giving Tulsa's Young Professionals a voice. A voice in our community. And ultimately, a voice in our future.

Tulsa's Young Professionals is a quality group of diverse young professionals working together to showcase Tulsa as a cool place to live, work and play. TYPros provides its members with opportunities to get in front of and build relationships with local community and business leaders.

Not only does TYPros give young professionals a voice - it gives them an outlet for affecting change in the Tulsa community. TYPros seeks to work hand-in-hand with current community and business leaders to learn from their experiences and to create a young professional-friendly atmosphere.

For more information, go to: http://www.typros.org/

TU Executive & Professional Development

The Center for Executive & Professional Development in the Collins College of Business can help you brush up your business acumen or prepare for new professional credential.

For more information and to register online:
http://bus.collins.utulsa.edu/cepd/programs.asp or call 918.631.2215
Links

On-line registration

https://bus.collins.utulsa.edu/fof/reg.asp

April: https://bus.collins.utulsa.edu/fof/docs/20110413RegistrationForm.doc

May: https://bus.collins.utulsa.edu/fof/docs/20110517RegistrationForm.doc

https://bus.collins.utulsa.edu/FOF

Membership Form

Pledge Card