Chip McElroy has served as President & CEO of McElroy Manufacturing since 1997. McElroy Manufacturing remains a private, 2nd generation, family owned and operated business with a growing professional management team. Today the company has focused its efforts on the design, manufacture, and marketing of specialty equipment. McElroy Manufacturing is the largest and most recognized manufacturer of its kind worldwide. Today roughly 25% of their business is exported, and they have sales offices in the U.K., Chile, and Brazil. McElroy Manufacturing presently employs approximately 280 people in Tulsa.

Reservations are required. You may register on-line at: https://collinssecure.utulsa.edu/fof/Meetings.aspx or contact Judy Adair judy-adair@utulsa.edu or 918-631-2588. Friends of Finance members will have preference until November 17, 2011.

Meeting Sponsor

We extend our thanks and appreciation to SemGroup Corporation for serving as our Luncheon Sponsor.

Sally J. Smith has served as Chief Executive Officer and President since July 1996. She served as Chief Financial Officer from 1994 to 1996. Prior to joining Buffalo Wild Wings, she was the Chief Financial Officer of Dahlberg, Inc., the manufacturer and franchisor of Miracle-Ear hearing aids, from 1983 to 1994. Ms. Smith began her career with KPMG LLP, an international accounting and auditing firm. Ms. Smith is a CPA. Ms. Smith serves on the boards of the National Restaurant Association and Alerus Financial Corporation.

Reservations are required. You may register on-line at: https://collinssecure.utulsa.edu/fof/Meetings.aspx or contact Judy Adair judy-adair@utulsa.edu or 918-631-2588. Friends of Finance members will have preference until December 29, 2011.

Shuttle Service

Bill White Shuttle Service will provide shuttle service from the parking lots along Gary Place 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.
## Upcoming Executive Luncheons:

<table>
<thead>
<tr>
<th>Date</th>
<th>Speaker</th>
<th>Position</th>
<th>Company</th>
<th>Sponsor</th>
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<tr>
<td>01/12/2012</td>
<td>Sally Smith</td>
<td>CEO &amp; President</td>
<td>Buffalo Wild Wings</td>
<td></td>
</tr>
<tr>
<td>02/16/2012</td>
<td>Tom Petrie</td>
<td>Vice Chairman</td>
<td>Bank of America/Merrill Lynch</td>
<td>Laredo Petroleum</td>
</tr>
<tr>
<td>03/16/2012</td>
<td>Todd Dobson</td>
<td>EVP &amp; CFO</td>
<td>MidFirst Bank</td>
<td></td>
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<tr>
<td>04/17/2012</td>
<td>Jerry Stritzke</td>
<td>President &amp; CEO</td>
<td>Coach, Inc.</td>
<td>Trust Company of Oklahoma</td>
</tr>
<tr>
<td>05/16/2012</td>
<td>Peter Kagan</td>
<td>Managing Director, Energy</td>
<td>Warburg Pincus, LLC</td>
<td>Laredo Petroleum</td>
</tr>
</tbody>
</table>

## Membership

Last year we had membership of 480. As of today, 2011-2012 membership is at 331 – towards a goal of 525. We are working very hard to meet this ambitious goal by encouraging everyone who was a member last year to renew and asking all former members who were not members, last year, to once again become members. If you are a TU graduate within the last twelve months, your membership fee is only $10. If you live outside of the Tulsa area (more than 50 miles) your membership fee is only $10. Membership fees support all of the expenses associated with Friends of Finance. Show your support for FOF, The Collins College of Business, and TU by joining today.

To renew your membership or join, go to [https://collinssecure.utulsa.edu/fof/Application.aspx](https://collinssecure.utulsa.edu/fof/Application.aspx). Encourage your friends and colleagues to do the same. Friends of Finance is the largest and strongest finance group in Oklahoma and the Southwest. Your membership will help us maintain our leadership position. Members since our last newsletter are below. For a complete list of members, please go to: [https://collinssecure.utulsa.edu/fof/Members/](https://collinssecure.utulsa.edu/fof/Members/)

Aaron Armstrong
Loren Armstrong
Gene Bishop
Cory Bloodgood
Bob Boyd
Meg Brimmer
Arnold Brown
Nevyle Cable
Alexis Casady-Cohen
Brian Cleavelin
Keith Colgan
Sam Combs
Andrew Comstock
George Dallas
Dan Doyle
Bob Duenner
T.D. Eureste
Ted Feldmeier
Richard Gajan
Steve Ganzkow
Jason Gifford
Marshall Gilbert
Ben Gorrell
Jim Hill

David Holden
Stacey James
Bob Jennings
David Kasnic
James Kelley
Jeff Kendall
Matthew Kinsey
Michael Lissau
Lindsey Madden
Tim Madden
Kylan Martin
Geordie Matson
Marc Maun
Joe McGraw
Rex McPhail
Carol Mersch
Melissa Mize
Jerry Morris
Sue Morris
Frank Murphy
Lukas Nimmo
Tom Owens
Curtis Parker
Blake Partain

Laurie Brown Purser
Joe Ragsdale
Joey Ragsdale
Lisa Rambo
Lou Reynolds
Philippe Rohner
Mark Rooney
Kelly Schneider
Andrew Shank
Chris Shannon
Julie Skye
Brooke Snyder
Cherl Snyder
Brian Sulley
Hugh Thompson
Mike Todd
Dustin Trinkle
Kent Van Valkenburgh
John Villareal
Bill Wilke
Terry Wright
Neal Zahn
Zheng Zhang
Leadership

Our officers and directors for 2011-2012 are:

**Officers**
- President: Jim Holloman, MidFirst Bank
- VP Programs: Jim Arens, Trust Company of Oklahoma
- Treasurer: David Dunham, Unit Corp.
- Secretary: Lindsey Madden, BOK
- Membership: Kieran Major, Williams

**Directors**
- J. Markham Collins, TU
- Sam Combs, ComStar Advisors
- Janet Duffy, Samson Investment Company
- Randy Foutch, Laredo Petroleum
- Phil Reedy, Cherokee Nation Businesses
- Derek Reiners, ONEOK, Inc.
- Rod Sailor, Williams

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 would receive 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.

Fees

**Fees for the 2011-2012 year are unchanged:**
- $210 (Membership plus all luncheon fees)
- $75 (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)
- $450 (Membership plus all luncheon fees for yourself and one guest)
- $250 (One reserved table (8 seats))
- $1,500 (One reserved table at each remaining luncheon)

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

Alumni News

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.

**David Kasnic (BSBA Finance '92)**, a Finance Department work study student in the early 90's has had an interesting and successful career path. Upon graduation he took a position as a Budget Analyst with the Cherokee Nation of Oklahoma. This position was followed by a stint in Washington D.C with the Matching Funds program where he worked for six of the GOP Presidential nominees. He then moved on to be a project manager for a construction company in Muskogee, OK. In 1999, he joined Checkers Industrial Products a company with 8 employees. Since then he has served as a Financial Analyst, Operations Manager, VP of Operations, and COO for Checkers. He currently serves as President of Checkers Industrial Products. David lives with his wife Jennifer and their two children, Piper (7) and Eli (5) in the Denver area.

**Hugh Thompson (BSBA, Finance '10)** was recently married on August 6, 2011 in St. Louis, MO to Jessica (Johnston) Thompson (BA ’10). In addition, Hugh accepted the position of Financial Advisor with Edward Jones after graduation in May 2010, and is currently managing an office in Fort Worth, Texas.

Faculty News

**Tim Urban’s** paper “The Existence of Serial Correlation and Its Effect on the Format of a Championship Playoff Series,” has been accepted for publication in the Journal of the Operational Research Society.

**Brian Walkup** presented a paper entitled “The Effects of Uncertainty and Taxes on Corporate Payout Policy” at the Financial Management Association national meeting.

**Wen Chiang and Robert Russell** presented a paper entitled ‘A Simulation / Metaheuristic Approach to Newspaper Production and Logistics Problems’ at East China University of Science and Technology in Shanghai China, July 2011.
Thank you
Graduate Business Mentors!

The Graduate Business Mentor Program is boasting 40 mentor-protégé pairs this academic year! Through the program, graduate business students are paired with local business leaders for the academic year. A “Kickoff Workshop” celebrated the program’s commencement on Friday, September 23rd. At the workshop, participants enjoyed speed networking, being introduced to their counterpart and discussing objectives for the coming year. Mentors and protégés will continue to meet once per month until April 2012.

Students participating in the Mentor Program look to their mentor for guidance on topics ranging from career aspirations and job strategies to current coursework and thoughts on the economy. Mentors serve as a sounding board for burning ideas and call on personal experiences to provide students with insight on how to become a successful business leader. The experience sets students apart from the competition upon graduation and provides mentors with a fresh perspective on business education.

The following individuals are volunteer mentors for the 2011-12 academic year. Thank you for inspiring the minds of future business leaders!

Tory Baker – NORDAM Corporate
Bob Boyd – Boston Street Advisors, Inc.
Chet Cadieux – QuikTrip Corp.
David Cleveland – Communications Graphics, Inc.
Amy Cole – Hilti North America
Paul Coury – Coury Properties, Inc.
Dax Craig – Valen Technologies, Inc.
S. Lee Crawley – Corporate Finance Associates
Bruce Currie – J.P. Morgan
Jeff Davis – US Corp/ dba Arby's and Taco Bueno
Jim Dilley – American Heritage Bank
Clint Dishman – Bank of Oklahoma
Kelly Diven – 66 Federal Credit Union
Richard Dixon – OPECo, Inc.
Jake Dollarhide – Longbow Asset Management
Frank Eby – Staghorn Energy, LLC
Tally Ferguson – Bank of Oklahoma
Allison Flusche – Stinnett & Associates
Greg Hopeman – UBS Financial Services
Jack Koehle – New York Life Insurance
Caron Lawhorn – ONEOK, Inc.
Kieran Major – Williams
Tammie Maloney – Burton Oil & Gas Properties
Geordie Matson – BancFirst
Chip McElroy – McElroy Manufacturing, Inc
Mike Payne – Eide Bailly LLP
Ira Phillips – Twin Gates Trading
John Pixley – The F&M Bank & Trust Company
Roberta Preston – Girl Scouts of Eastern Oklahoma

Robert Reins – BancFirst
Harvie Roe – AmeriTrust Tulsa
Chris Shannon – Merrill Lynch
Julie Smith – J.P. Morgan
David Smylie – ConocoPhillips
Brad Stoots – Grant Thornton
Jim Williams – Oklahoma U.S. Export Assistance
Sonja Wilson – i2E, Inc.
Chris Wright – Reliant Live
Nick Wright – US Cellular
Steve Wyett – Bank of Oklahoma

For more information or to volunteer for the Mentor Program, contact Kaci Kegler at kaci@utulsa.edu or 918-631-3211.
Thanks to the amazing support of FOF members and friends, our 2010-2011 fundraising exceeded our expectations! A record number of donors, 224, contributed $252,803. On behalf of all future students who will benefit from scholarships as a result of your giving, thank you!

The Finance Excellence Fund Committee, led by Bob Boyd and Jake Dollarhide, has set the goal of $275,000 for this year. More importantly, they have challenged the membership to do two things: Members who have donated in the past are asked to increase their gifts and members who have not donated in the past are asked to participate at some level. The goal is 100% participation. In the near future, you will be receiving an official request to give. If you want to avoid getting one more piece of mail, you may contribute on-line at: https://collinssecure.utulsa.edu/fof/Pledge.aspx or mail a check payable to University of Tulsa Finance Excellence Fund:

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

FOF Web Site

The Friends of Finance website has been under construction this summer and has a new look. Check it out! http://www.utulsa.edu/fof

New Membership
https://collinssecure.utulsa.edu/fof/Application.aspx

Meeting Registration
https://collinssecure.utulsa.edu/FOF/meetings.aspx

Members Services
https://collinssecure.utulsa.edu/fof/Members/
(restricted to FOF members and requires a user name and password which you obtain when you join or renew your membership).

Take-A-Student to Lunch

One goal of Friends of Finance is to assist 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. Contact Judy Adair at 918-631-2588 or judy-adair@utulsa.edu. Please ask for the student(s) when you check in.

Corporate Internships in the MS in Finance Program

A major factor in the outstanding success of our MS in Finance program has been our Corporate Internship Program. The students work 20 hours a week and attend classes year round. Compensation and tuition support is similar to a traditional co-op program. We have students looking for internship opportunities in the Spring.

Firms that have participated in the internship program have been very pleased and have hired many of their interns. BOK, Williams, NORDAM, Samson, SemGroup, Seminole, Laredo, ONEOK, and Clear Ridge Capital have all participated in the program.

The average GMAT entrance score for our MSF program is 670, which is exceeded by only 25 MBA programs in the U.S. If you would like to tap into this exceptional talent pool, contact David Enke, david-enke@utulsa.edu or 918-631-2218. As one participant says, “The internship program allows me to hire Ivy League talent at Tulsa prices.” You can do the same!
**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
- Commerce Bank
- Eide Bailly
- MidFirst Bank
- Adams Hall
- Laredo Petroleum, Inc.
- Oneok
- Magellan Midstream Partners, L.P.
- Alliance Resource Partners, L.P.
- 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.

NAIC

Greater Tulsa Area Chapter, BetterInvesting

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. A voice in the business 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 (CEPD) in the Collins College of Business can help you brush up your business acumen or prepare for new professional credential.


Keynote Speaker: David Rutkauskas
CEO of Beautiful Brands

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