January 12, 2012
Sally Smith
President & CEO
Buffalo Wild Wings

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.

Meeting Sponsor

Cherokee Nation Businesses

We extend our thanks and appreciation to Cherokee Nation Businesses for serving as our Luncheon Sponsor.

February 16, 2012
Thomas Petrie
Vice Chairman
Bank of America Merrill Lynch

Thomas Petrie was a co-founder of Petrie Parkman & Co., a Denver and Houston based energy investment banking firm that merged with Merrill Lynch in December 2006. With this transaction, he became a vice chairman of Merrill Lynch, which was subsequently acquired by Bank of America. Previously, he was a managing director and senior oil analyst at The First Boston Corporation.

During his career, Petrie has been an active advisor on more than $200 billion of energy related mergers and acquisitions, including many of the largest. Among other assignments, Petrie Parkman advised the Kingdom of Saudi Arabia on its natural gas initiative, the State of Alaska on gas pipeline options, and the U.S. Department of Energy on the sale of the Elk Hills oilfield.

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 February 2, 2012.

Meeting Sponsor

Laredo Petroleum, Inc.

We extend our thanks and appreciation to Laredo Petroleum, Inc. for serving as our Luncheon Sponsor.
**Upcoming Executive Luncheons:**

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<th>Date</th>
<th>Speaker</th>
<th>Position</th>
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<td>CEO &amp; President</td>
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<td>02/16/2012</td>
<td>Tom Petrie</td>
<td>Vice Chairman</td>
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<td>03/16/2012</td>
<td>Todd Dobson</td>
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<td>04/17/2012</td>
<td>Jerry Stritzke</td>
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<td>05/16/2012</td>
<td>Peter Kagan</td>
<td>Managing Director, Energy</td>
<td>Warburg Pincus, LLC</td>
<td>Laredo Petroleum</td>
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**Membership**

Last year we had membership of 480. As of today, 2011-2012 membership is at 360 – 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/)

Theron Bowling     Brian Frere         Melissa Paulsen
Nick Cordle         Rick Huck          Gavin Pearson
Haley Dahl          Tom Hughes        Jim Posey
Pat Donica          James Kimbrough   Bob Prince
Ken Dornblaser      Yang Li           Sharon Prince
Mark Dunlop         Nathan Lovelle    Alex Stallings
Michael Dupree      Haley Lucero      Steve Turnbo
Chris DuVall        Melody McCloud   Yaoyi Xi
Samuel Feldhake     Rodney Myers      Jia Xu
Joe Fink            Cynthia Onyechere


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 have been reduced as of December 15, 2011:

- $135  (Membership plus all luncheon fees)
- $50   (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)
- $285  (Membership plus all luncheon fees for yourself and one guest)
- $250  (One reserved table (8 seats))
- $1,250 (One reserved table at each remaining luncheon)

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

FOF Web Site

The FOF website www.utulsa.edu/fof/ includes a number of services as listed below.

**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). 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.

**Job Postings**
Corporate job openings are posted on the web site by members. View job description of openings after logging in to Member Services.

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.

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.
2011 – 2012
Finance Excellence Fund

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

Updates on the Department of Finance and Operations Management

The Department of Finance and Operations Management is becoming the School of Finance, Operations Management, and International Business at the end of the calendar year. In academic hierarchy, schools are more comprehensive than departments. Usually a school directs more than one degree. After the change, we will have major responsibility for three: the BSBA in Finance, the MS in Finance, and the BS in International Business and Language.

David Enke, Associate Professor and Department Chairman, resigned effective the end of the year. He will return to the Missouri University of Science and Technology in Rolla as Professor and Chair of the Department of Engineering Management and Systems Engineering. This move is a loss for us; Dave is a good colleague and has directed the Student Investment Fund course for the past few years. The move is both a career move and one to get closer to family.

Professor Richard Burgess will assume the position of Director of the School of Finance, Operations Management, and International Business on January 1, 2012. Dr. Burgess has served in other administrative capacities in the College, and is a respected teacher and scholar. He is a great choice to continue to direct our initiatives in the coming years.

Expanding to a school means that we have gained two solid faculty colleagues, Mike Troilo, Wellspring Assistant Professor of International Business, and Tim Coburn, Professor of Energy Business and the Director of our new Master of Energy Business program.

Tally Ferguson, Senior VP and Director of Risk Management at BOK Financial, has agreed to lead the Student Investment Fund this spring as an adjunct. We are lucky to get someone this well qualified.

The University has authorized us to hire two new finance professors. We are currently interviewing a number of candidates from very good finance doctoral programs. Those positions should be filled for fall, 2012.

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 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
- Trust Company of Oklahoma
- Adams Hall Asset Management, LLC
- Laredo Petroleum, Inc.
- Oneok
- Magellan Midstream Partners, L.P.
- Alliance Resource Partners, L.P.
- JPMorgan Chase
- Samson
- Northwestern Mutual Financial Network
- Williams
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.

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