

**October 24, 2008**

**Randy Foutch**  
*Chairman & CEO*  
*Laredo Petroleum*



Randy A. Foutch is Chairman & CEO of Laredo Petroleum, Inc., an independent oil and gas company with headquarters in Tulsa, Oklahoma. Laredo's business strategy is focused on the acquisition, exploration and development of oil and gas properties in the Mid-Continent region of the United States. Laredo was formed with an initial commitment of up to \$500 million of equity from Warburg Pincus.

Prior to the formation of Laredo, Mr. Foutch founded Latigo Petroleum, Inc. and served as its President & CEO until Latigo was sold to Pogo Producing Co. in May 2006 for \$750 million dollars in a corporate transaction. Latigo was honored as co-winner of the Oklahoma Venture of the Year Award.

Previous to Latigo, Mr. Foutch founded Lariat Petroleum, Inc. in 1996 and served as President until January 2001 when it was sold to Newfield Exploration, Inc.

Reservations are required. You may register on-line at: <https://bus.collins.utulsa.edu/fof/reg.asp> or contact Judy Adair at 631-2588 or [judy-adair@utulsa.edu](mailto:judy-adair@utulsa.edu). Friends of Finance members will have preference until October 10, 2008.

### *October Luncheon Sponsor*



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

**December 3, 2008**

**Cary Evert**  
*President & CEO*  
*Hilti Western Hemisphere*



Cary Evert leads Hilti's Western Hemisphere operations as president and chief executive officer. He assumed the role that covers Hilti's businesses in the United States, Canada, Latin America and the Caribbean in 2005.

Before his current role, he served as president of Hilti Latin America with responsibility for growing the company's operations in eight countries in addition to working with distributors in another 20-plus countries in Latin America and the Caribbean.

The international Hilti Group supplies the worldwide construction industry with technologically leading products, systems and services that provide construction professionals with innovative solutions and superior added values. Hilti employs more than 18,000 people in over 120 countries who passionately create enthusiastic customers and build a better future. Hilti's Western Hemisphere operations cover more than 3,400 employees in eight countries.

Reservations are required. You may register on-line at: <https://bus.collins.utulsa.edu/fof/reg.asp> or contact Judy Adair at 631-2588 or [judy-adair@utulsa.edu](mailto:judy-adair@utulsa.edu). Friends of Finance members will have preference until November 19, 2008.

### *December Luncheon Sponsor*



We extend our thanks and appreciation to Regent Financial for serving as our Luncheon Sponsor.

## Upcoming Executive Luncheons:

Date	Speaker	Position and Company	Sponsor
<a href="#">10/24/08</a>	<a href="#">Randy Foutch</a>	Chairman, President & CEO, Laredo Petroleum	Trust Company of OK
<a href="#">12/03/08</a>	<a href="#">Cary Evert</a>	President, North American Operations, Hilti, Inc.	Regent Financial
<a href="#">01/15/09</a>	<a href="#">Donald Humphreys</a>	Senior Vice President, Exxon Mobil Corporation	
<a href="#">02/10/09</a>	<a href="#">Clayton Bennett</a>	Chairman, Dorchester Capital, LLC	
<a href="#">03/13/09</a>	<a href="#">Nancy Buese</a>	SVP & CFO, Mark West Energy	
<a href="#">04/13/09</a>	<a href="#">Michael Cawley</a>	CEO & President, The Noble Foundation	Keith & Pat Bailey
<a href="#">05/12/09</a>	<a href="#">Stanley Lybarger</a>	President & CEO, BOK Financial Corporation	Williams

## *Membership*

Last year we had membership of 471. This year's membership committee under the leadership of Mike Payne has established the challenging goal of 500 members for 2008-09. To renew your membership or join, go to <https://bus.collins.utulsa.edu/fof/memberapp.asp>. 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. We currently have 277 members.

Members since our last newsletter are listed below. For a complete membership listing go to [Member Services](#); [Directory](#).

Ben Abney	Skilly Forsman	Bob McCormick	Patsy Savage
Ryan Andrews	Kerry Freeman	Braden McElroy	Keith Schroeder
Jim Arens	Greg Gaither	Mary Melon	Stacy Schusterman
Keith Bailey	Bob Geweniger	Jennifer Mitcho	Andrew Shank
Tory Baker	Mary Haddican	Ian Mitevski	Michelle Sieng
Tammy Been	August Hadwiger	Beverly Monnet	Julie Skye
Brandon Bell	Frazier Henke	Sean Nanny	Mark Smith
Gene Bishop	Steve Hildebrand	Mike Neal	Cyryll Staeger
Theron Bowling	Jim Hill	John Neas	Jeff Stoermer
Gina Briggs	Rick Holder	Dennis Neill	Bruce Stoesser
George Brown	Jim Holloman	Brady Nguyen	Kenny Stone
Mark Buffington	Carlynnne Holmes	Gordon Nielsen	Gale Sullenberger
Ellen Burgess	Stu Hopkins	Bob Paulsen	J.P. Szafranski
Tom Campbell	Ginny Hopkins	Mike Payne	Dennis Tanner
Dick Cantrell	David Huang	Pam Peck	John Thomas
Chris Cardoni	Rick Huck	Drew Phillips	Mike Todd
Steve Care	Bruce Humphrey	Dick Pittenger	Lindsey Tower
Tiffany Ramsey Chabowski	David Johnson	Steve Poleman	Kent VanValkenburgh
John Chandler	Patti Kastl	Chris Prabhu	Doug Vincent
Nathan Chappell	Ed Keller	Jaclyn Presnal	Pu Wang
Jeff Chism	Jim Kelly	Jennifer Price	Andrew Warren
Justin Christian	Mike Kent	Wesley Prudom	Bill Warren
Mike Clark	Leslie Kirkpatrick	Evan Racine-Johnson	Cindy Webb
Sam Combs	Tori Kornhaas	Adam Raleigh	Lynn Wheatley
Andrew Comstock	Marvin Krueger	James Randall	Dr. Stan White
Richard Corbridge	Mary LaFevers	Joe Redman	Tom Wilkins
Suzanne Costin	Jamie Lane	Tom Redman	Duane Wilson
Dan Cox	Dave Lawson	Pete Regan	Sonja Wilson
Geoffrey Curran	Pete Leininger	Robert Reins	Barbara Wollmershauser
Harry Dandelles	Yue-juan	Lou Reynolds	Richard Wollmershauser
Dewey Daniels	Craig Loseke	Frank Rhoades	Barry Woods
Pat Donica	Graydon Luthey	Stephanie Richardson	Wm. David Woods
Janet Duffy	Christopher Lynch	Matt Rogers	John Yeager
Kelley Fitter	Kieran Major	Sara Rogers	Scott Zeligson
Nick Fitzgerald	Tammie Maloney	Lori Rowan	Steve Zenthoefter
Bob Fitzgerald	Marlana Mauldin	Rev. Charles Ryser	

## *MS in Finance Program Excels*

Each year the quality of the MSF program has improved. This year was no exception. The total number of students increased from 25 (fall 2007) to 36 (fall 2008). The quality of our new students, as measured by entrance exams, increased to an average GMAT score of 681 which is the 88<sup>th</sup> percentile. Fewer than 20 of the 800 plus MBA programs in the United States have a higher average GMAT.

Placement of the 2008 graduating class has been excellent. Some of the firms hiring our students were:

Agip KCO	Kazakhstan
Ameren	St. Louis, MO
ConocoPhillips	Bartlesville, OK
Windsor Energy	Oklahoma City, OK
Direct Energy	Houston, TX
Citgo	Houston, TX

A number of firms continue to participate in our corporate internship program. MSF students work 20 hours a week year around. They are compensated for the hours worked plus have 50 percent of their tuition paid. It is a great program for both parties. The students receive invaluable experience and the employers have the opportunity of having exceptionally talented students. As one individual at a participating corporation described it, "This allows us to hire Ivy League talent at Tulsa prices." If you would like to learn how you can gain access to exceptional students, contact Roger Bey at [beyrp@utulsa.edu](mailto:beyrp@utulsa.edu) or 631-2946.

## *Leadership*

Our officers and directors for 2008-09 are:

### **Officers**

President	Jim Arens, Trust Company of Oklahoma
VP Programs	Greg Hopeman, UBS Financial
Treasurer	Jeff Holman, Magellan Midstream
Secretary	Geordie Matson, BancFirst
Membership	Mike Payne, World Travel Service
FEF Campaign	Aaron Clark, JP Morgan Chase

### **Directors**

Keith Bailey, Williams (Retired)  
Roger Bey, University of Tulsa  
Shane Goodwin, Goldman Sachs  
Michael Krimbill, Energy Transfer Partners (Retired)  
Don Chappel, Williams  
Janet Duffy, Samson Investment Company

## *FOF Web Site*

The FOF website <https://bus.collins.utulsa.edu/fof/> includes a number of services as listed below.

### **New Membership**

<https://bus.collins.utulsa.edu/fof/memberapp.asp>

### **Meeting Registration**

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

### **Members Services**

<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.

## *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.

## *Fees*

### **Fees for this year are:**

- \$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)
- \$2,000 (One reserved table of eight at each Luncheon)

### **Luncheons:**

- Members \$20
- Non-members \$30

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](mailto: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.

## *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](mailto: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.

## *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](mailto:judy-adair@utulsa.edu)) who will post it. We will not edit the files.

## *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](mailto:judy-adair@utulsa.edu) or 631-2588) if you are interested in being a Luncheon Sponsor.

Sponsorships area available for the following meetings:

<a href="#">01/15/09</a>	<a href="#">Donald Humphreys</a>	Senior Vice President Exxon Mobil Corp.
<a href="#">02/10/09</a>	<a href="#">Clayton Bennett</a>	Chairman Dorchester Capital, LLC
<a href="#">03/13/09</a>	<a href="#">Nancy Buese</a>	SVP & CFO Mark West Energy

## *Distinguished Lecturer Series*



The Collins College of Business at The University of Tulsa is honored to welcome Carol Stoak Saunders, Professor of MIS at the University of Central Florida, as the featured guest for our Fall 2008 Distinguished Lecturer Series.

Dr. Saunders is a well regarded researcher in the fields of MIS and Management, and will be providing two talks for the Tulsa community.

Talk for the General Public

### **A SUBTLE WAR OF WORDS ON THE INTERNET**

**5:00 p. m. – 6:45 p.m.**  
**Thursday, November 6<sup>th</sup>**  
**Helmerich Hall 219**

As people of many cultures do business with one another, they often struggle to find a common language. Or do they? English is typically considered not only the language of business, but also the language of the Internet. But will its dominance continue as more Chinese start using the Internet. The subtle and not so subtle implications of being a dominating language, be it English or Chinese, are discussed.

Talk on Current Research

### **A PERSPECTIVE ON THE FIDUCIARY RELATIONSHIP IN INFORMATION SECURITY SERVICES AND ITS GOVERNANCE**

**11:00 a.m. – 12:30 p.m.**  
**Friday, November 7<sup>th</sup>**  
**Helmerich Hall 219**

In contrast to Dr. Saunders' Thursday evening presentation, the Friday morning talk will be geared towards the research community and will focus on detailing her research in the area of IS governance.

Guests are welcome and encouraged to attend either talk. Please direct any questions about Dr. Saunders' upcoming visit to:

**Jeff Crawford**  
**[jeff-crawford@utulsa.edu](mailto:jeff-crawford@utulsa.edu)**  
**918-631-3698**

## *Friends of Risk*

**Speaker:** Lee Allen, Jr. Senior Portfolio Manager  
Bank of Oklahoma

**Topic:** The Mortgage Backed Securities Mess

**When:** 11:30 a.m., Friday, October 3<sup>rd</sup>  
(lunch 11:30 a.m., presentation 12:00)

**Where:** 219 Helmerich Hall  
Collins College of Business

Lee Allen, Jr., Senior Portfolio Manager for Bank of Oklahoma, will kick off the Friends of Risk speaker series. Lee is responsible for managing \$6 million of mortgage backed securities. He also is a member of the Topeka FHLB board. He will discuss what led to the mortgage mess, what he did to navigate around the problem, and how he has altered his risk management policies.

To make a reservation, e-mail Linda Reins at [linda-reins@utulsa.edu](mailto:linda-reins@utulsa.edu) or call 631-2949. A box lunch will be provided. The cost is \$8.00 (\$5.00 for students).

## *Alumni / Student Notes*

If you have been promoted, changed companies, earned another degree or have personal information (marriage, etc.) please send it to us ([judy-adair@utulsa.edu](mailto:judy-adair@utulsa.edu)) and we will include it in our newsletter.

## 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](mailto:judy-adair@utulsa.edu) for details. Thus far, Corporate Sponsors for this year are:



FAMILY BUSINESS SUCCESSION PLANNING



CPAs & BUSINESS ADVISORS

BUILDING AND PRESERVING FAMILY  
WEALTH:  
PLAN AND PREPARE TODAY

Wednesday, October 22, 2008  
7:00 –8:00 a.m. Breakfast  
8:00 - 10:00 a.m. Program

Doubletree Hotel –Warren Place  
61<sup>st</sup> and Yale

Register on-line at:

<http://bus.collins.utulsa.edu/fobi/seminar2.html>

\$30 - First registrant  
\$20 - Each additional family member/advisor  
from the same company  
*Early-bird prices in effect until October 8<sup>th</sup>*

***For more information contact:  
Claire Cornell at (918)631-2684***



**Joe Rodanski**  
Trust Company of OK

Presenters:



**Rob Firestone**  
Bluestem Resources

The planning for the transfer of wealth is a crucial component to any comprehensive succession plan. A clearly articulated wealth management strategy, that is prepared early, provides family business owners with a wide range of transfer options. The longer a family waits to develop a comprehensive succession plan, which includes provisions for the transfer of wealth, the more limited the options become.

Joe Rodanski and Rob Firestone, experts in assisting families deal with their wealth transfer planning, will help families begin this important process by encouraging them to focus first on family priorities and what they wish to accomplish as a result of their wealth transfer strategy. Many options will be discussed.

## *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.

### Tulsa's Young Professionals

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. 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 University of Tulsa, Center for Executive & Professional Development is proud to announce the following upcoming programs this fall:

#### **Project Management Certificate & Exam Preparation**

- Developing Project Management Skills**  
September 30-October 2, 2008
- Advanced Project Mgmt. & Project Risk Mgmt.**  
October 20-22, 2008
- Strategic Approach to Project Management**  
October 23-24, 2008

#### **Oil and Gas Partnerships**

October 29-30, 2008

#### **Analyzing and Improving Operations**

October 13-15, 2008

For more information and to register online:

<http://bus.collins.utulsa.edu/CEPD/Default.asp>

or call 918.631.2215

### Energy Advocates

For more information: 599-7767  
[info@energyadvocates.org](mailto:info@energyadvocates.org)

### NAIC

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

NAIC Contact:

Tami [deangelistami@hotmail.com](mailto:deangelistami@hotmail.com) or 747-9303  
or Barbara [wollmersh@aol.com](mailto:wollmersh@aol.com)

## Links

### On-line registration

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

October: <https://bus.collins.utulsa.edu/fof/docs/20081024registrationform.doc>

December: <https://bus.collins.utulsa.edu/fof/docs/20081203registrationform.doc>

January: <https://bus.collins.utulsa.edu/fof/docs/20090114registrationform.doc>

February: <https://bus.collins.utulsa.edu/fof/docs/20090210registrationform.doc>

March: <https://bus.collins.utulsa.edu/fof/docs/20090313registrationform.doc>

April: <https://bus.collins.utulsa.edu/fof/docs/20090413registrationform.doc>

May: <https://bus.collins.utulsa.edu/fof/docs/20090512registrationform.doc>

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

[Membership Form](#)

[Pledge Card](#)