

## A Letter from the President



Stock market indexes at new highs, lower corporate tax rates, unemployment rate at record lows, recovering oil prices, and growing GDP give fodder for CFO's and senior financial executives to step back and ask, "Are we focused on the right things?"

The answer might be that it is time to re-examine strategy. This is why we are taking a fresh look at strategy for our February programs.

### February 20th Dinner

Our February keynote topic is *Business Strategy-Drive Your Organization to Improve Performance*. Our nationally known panel includes Amy Chronis, Managing Partner of Central Texas Practice at Deloitte, Doug Kilton, Well Fargo's Regional Vice President for Downtown Houston Middle Market and Gina Luna, Luna Strategies CEO and former Chairman of JPMorgan Chase in the Houston Region.

Preceding the keynote panel on strategy, Alvarez and Marsal's Sean Laffere, Managing Director of Corporate Performance Improvement, will present our professional development program and share the firm's expertise on supply chain which continues to be a key driver in delivering operational strategy. Sean will speak on *Leveraging Supply Chain to Drive Business Strategy*.

### Leadership Luncheon

Senior financial executives know that leadership must effectively communicate corporate strategy to enable flawless execution. Dr. Vikas Mittal, the J. Hugh Liedtke Professor of Marketing at the Jones Graduate School of Business will deliver Strategic Decision Making and Critical Reasoning on February 6<sup>th</sup>.

### Social, SIG's & Networking Events

Thank you to all that attended our Annual Wine Dinner on February 10th at the Magnolia Hotel and thanks to our sponsor, Siegfried. We will be supporting FEI Houston Scholarship Foundation (FHSF) with our first annual Wine Pull using wines donated by FEI members and by Lisa Pitts with Siegfried, our wine dinner sponsor.

Our upcoming exclusive SIG and networking opportunities are:

- Energy SIG: February 13th: Recent M&A Trends and Activity in the Oil & Gas Industry
- Young Leaders: February 15th: Location: Better Luck Tomorrow
- FEI Happy Hour: February 26th: Location: Seasons 52

### Academic Honors Day

Each year we organize a day for the FHSF scholarship recipients to explore a regional business. This year's recipients will be touring Daikin's Technology Center, a 4.1 million square foot facility in Waller, Texas to witness a perfect example of a supply chain operation.

We will also be honoring these students at our February 20th Dinner Event.

### National Summit in Houston

We are proud that the National Summit is in Houston May 20th through the 22nd at the Marriott Marque. Be sure to register with the Texas special rate of \$895. You will experience segments to expand your knowledge and career.

(Continued on page 3)

## Evening Meeting

### February 20, 2018

#### The Houston Country Club

**4:30 Professional Development Session**

**5:30 Social Hour**

**6:30 Dinner & Presentation**

Register online by Feb. 16th. [feihouston.org](http://feihouston.org)

Sponsored by:



Want to win a gift basket?

Attend the Monthly Meeting's Professional Development Session to be entered for our prize drawing. Must be present to WIN!

Look forward to seeing you at the next Professional Development Session!

### FEI Houston Chapter Newsletter

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# January 23, 2018 Dinner Meeting

## “Business Strategy - Drive Your Organization to Improved Performance”

### DINNER SESSION

#### Amy Chronis, Deloitte

Amy Chronis is managing partner of the Houston office of Deloitte LLP, which comprises more than 2,200 professionals making it the city's largest professional services organization. She has more than 30 years of experience serving public and private enterprises from emerging businesses to Fortune 500 leaders, with a focus on the oil and gas, energy and resources, technology, manufacturing, and consumer products industries.

Amy commenced her financial advisory career at Arthur Andersen as an auditor, including extensive work with mergers and acquisitions and forensic investigations, and became the managing partner of the Austin office in 1999. She joined Deloitte in 2002 and was named

Central Texas managing partner, overseeing extensive growth in the Austin and San Antonio markets. Amy moved to Houston in 2012 to serve as Deloitte's lead relationship partner for one of the world's largest integrated oil & gas companies as well as other Houston enterprises. She is a past member of the Board of Directors for the Deloitte Foundation, the Nominating Committee of the U.S. Board of Directors, and the CEO Advisory Council.

### 2017-2018 Season

#### UPCOMING EVENTS

**Feb 13** - Energy SIG: Recent Trends and Activity in the O&G Industry

**Feb 15** - Young Leaders SIG

**Feb 20** - February Dinner Meeting

**Feb 26** - FEI Happy Hour

Additionally, Amy plays an active leadership role with a number of civic organizations including the United Way of Greater Houston, the National Advisory Council of the Women's Energy Network (WEN), The University of Texas Accounting Advisory Council, The Ohio State University Board of Trustees' Audit and Compliance Committee, the Texas Business Hall of Fame Foundation Board, and YPO.

Amy is a CPA, licensed by the state of Texas, and is a member of the American Institute of Certified Public Accountants and the Texas Society of CPAs. She received her BSBA in International Studies and in Accounting from The Ohio State University and completed the Executive Program at Columbia University Business School.



#### Douglas E. Kilton, Wells Fargo

Douglas E. Kilton is the regional vice president for the Downtown Houston Middle Market Banking office. He oversees Wells Fargo's commercial banking operations, which provide loan, treasury management, and deposit products to middle market companies across metro

Houston.

Doug has more than 26 years of banking experience. He joined Wells Fargo predecessor Wachovia in 1991, where he served a number of roles, including head of Wachovia Commercial Banking in Columbia, South Carolina, and head of Wachovia Business Banking in Washington, D.C. Prior to his role in Houston, Doug established Wells Fargo's commercial banking operations in Louisiana, serving as regional vice president of the New Orleans RCBO.

Doug received his degree in 1982 from Auburn University, where he served as chairman of the Auburn University Honors College Campaign Committee in 2017. He completed advanced foreign language studies at McGill University in Montreal, Quebec, and Middlebury College in Middlebury, Vermont, and was awarded a Fulbright scholarship upon graduation from Auburn.

A native of Montgomery, Alabama, Doug lives with his wife, Lisa in downtown Houston.



#### Gina Luna, Luna Strategies

Gina Luna, a recognized leader with invaluable business insight, is a trusted advisor to CEOs and business owners. As CEO of Luna Strategies, Mrs. Luna counsels companies and their leaders on complex strategic issues and growth initiatives. She has established a reputation of partnering with owners and management from a broad spectrum of industries to deliver solutions and drive results.

Prior to founding Luna Strategies, Mrs. Luna held the role as Chairman of JPMorgan Chase in the Houston Region and the head of Middle Market Banking. During her 22-year career with JPMorgan Chase, she filled key leadership roles in marketing and communications, talent development, risk management and strategic planning.

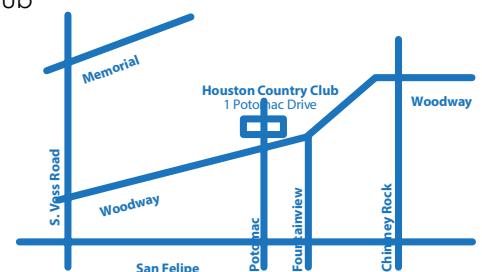
As a dynamic, committed business leader, Mrs. Luna continues to be intimately involved in supporting

## Meeting Directions

Houston Country Club  
1 Potomac Drive  
Houston, TX 77057

Register online:  
[feihouston.org](http://feihouston.org)

Registration closes  
February 16, 2018.



**January 23, 2018 Dinner Meeting (cont.)**

the community in which she works and lives. She was elected Chairman of the Greater Houston Partnership in 2015, and currently serves as Chair of the nationally acclaimed workforce initiative, UpSkill Houston. She is a leader in Houston, serving as the Chairman of the Board for Houston Exponential and as a member of the board of CHI St. Luke's Health System, United Way of Greater Houston, and the 2017 Super Bowl Host Committee. In further support of the broader business community, she is a member of the National Association of Corporate Directors, the International Women's Forum and the Texas A&M Mays School of Business Dean's Advisory Board. She also serves as Secretary and Director of The Welch Foundation. Mrs. Luna is active in the Young Presidents' Organization, serving in several leadership positions, while also working with numerous community organizations and youth programs.

In recognition of her accomplishments in business and community, Mrs. Luna has received The Bob Onstead Leadership Award, is a Greater Houston Women's Chamber of Commerce Hall of Fame inductee, and was named one of Houston's 50 Most Influential Women. She is a summa cum laude graduate of Texas A&M University with a Bachelor of Business Administration degree in Finance and Management.



Gina is married to Carl Luna, and together they have two sons, ages 15 and 11.

**“Leveraging Supply Chain to Drive Business Strategy”**

PROFESSIONAL DEVELOPMENT SESSION

**Sean Laffere, Alvarez & Marsal**

Sean Laffere, a Managing Director with Alvarez & Marsal Corporate Performance Improvement, specializes in financial supply chain improvement, enterprise software applications, and asset efficiency. His focus areas include asset and fleet management, the procure-to-pay and order-to-cash business cycles, material planning, working capital optimization, electronic commerce and general supply chain management.

With more than 20 years of supply chain and management consulting experience, Mr. Laffere has assisted clients of all sizes across numerous industries, including oil and gas, construction, consumer packaged goods, industrial manufacturing and services, life sciences, internet retail, real estate and public sector.

Mr. Laffere's recent engagements include an equipment and fleet strategy project for a multi-billion dollar EPC company, a contract lifecycle management software implementation for a billion-dollar industrial services company, a cost-takeout effort for a midstream energy company focused on trucking (hauling) operations, a contract management design

project for a multi-billion dollar money hauling company, a retail maintenance strategy implementation regarding third-party SLAs for a multi-billion dollar energy company, a large scale asset maintenance migration project for a multi-national oilfield services company, a billing and DSO improvement project for a mid-sized oil field services company, a sales and operations strategy project for a mid-sized pipe fabricator, a procurement and equipment maintenance integration project for a start-up offshore drilling company, and a procure-to-pay redesign for a large professional services firm.

Prior to joining A&M, Mr. Laffere spent seven years at Deloitte Consulting, LLP, where he specialized in supply chain management and enterprise software applications. Prior to Deloitte, he worked in operations with O'Neal Steel, Inc., a privately owned steel service center.

Mr. Laffere earned his bachelor's degree in industrial distribution from Texas A&M University and an MBA from Rice University. He is APICS Certified in Production and Inventory Management (CPIM).

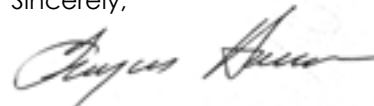


**A Letter from the President (cont.)**

My favorite segment on leadership is titled “How Texas Does It”.

Your board and committee chairs strive to provide “not-to-be-missed” events to expand our knowledge and challenge entrenched ideas. We always welcome your feedback and suggestions for future topics.

Sincerely,



Frances Powell Hawes  
FEI-Houston President

**National Webinars**

- [Feb 8 - The Rockefeller Foundation: How Modern Finance Systems meets Innovation & Resilience | CCH Tagetik](#)
- [Feb 14 - The CFO's Cognitive Counterpart: Advanced Natural Language Generation | Narrative Science & Deloitte](#)
- [Feb 15 - Not all Clouds Are Created Equal | Oracle](#)
- [Feb 19 - Financial Instruments Accounting Standards Update Explained | CCH Wolters Kluwer](#)
- [Feb 22 - Scenarios Made Simple | Oracle](#)
- [Feb 22 - How a Customer Centric Treasury Builds Strategic Value | Kyriba](#)
- [Feb 27 - 9/11 Memorial & Museum: A Journey to Actionable Budgeting and Reporting | Vena Solutions](#)



## 2017-2018 FEI Houston Mission Statement & Goals

### MISSION:

FEI's mission is to advance the success of senior-level financial executives, their organizations, and the profession.

### GOALS:

- Maintain and enhance the value of the FEI brand by focusing on quality – quality members, programs and sponsors
- Be relevant to members
- Offer high quality programs and resources that help develop current and future financial officers
- Develop high quality and engaged sponsors to assist the Chapter financially, help identify programs and speakers, and help recruit new members
- Make FEI relevant and known in the community through involvement in Houston financial matters; be the voice of the financial community
- Run an effective, professional, and fiscally sound Chapter operation
- Give back to the community through our own foundation and in other ways in which our members personally choose



### NEW MEMBERS

**Gary Daugherty**  
Occidental Petroleum  
Corporation

**Jay Norris**

**Thomas Smith**

**Edward Gilliard**

**Michael Vigeant**

**Jeffery McClendon**

### 2017-2018 STRATEGIC PARTNERS

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### FEI Houston Scholarship Foundation

Want to make a donation to the Foundation, review audited financials or see scholarship recipients for this year?

View our website at

<http://feihoustonfoundation.org>



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Energen & Archrock

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#### Young Leaders Chair

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Bullseye Engagement, LLC

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