

A Letter from the President



I started my tenure with three primary goals; to be open to new ideas, to invest in new members and to expand our membership. Let me share with some of the ways we have successfully invested in our members. As you recall we reduced our membership dues by \$100. This was clearly well received by all. Another exciting benefit was eliminating the member cost of attending the annual February Wine Dinner, which we accomplished with the help of our event sponsor, The Siegfried Group. Over 90 members and their guests attended this lovely event compared to approximately 40 members and their guests last year.

As financial executives, we get very focused on our goals of measuring and reporting. Many times we forget to stop and smell the roses. The Wine Dinner gave me the personal time to say hello to so many and to meet new members. If you didn't get a chance to attend this year, I hope you will consider attending next year.

I want to thank many of our members who donated a wine bottle for the Wine Pull which was held at the Wine Dinner. FEI Houston will be issuing a check for \$2,400 to the FEI Houston Scholarship Foundation from the Wine Pull fundraiser. This is a great start as I believe we can raise more each year.

My goal of being open to new ideas implies that new ideas surface. We need your ideas and feedback so that our events are successful as defined by you through attendance. Rob Schmitz, President-Elect, sent each member a survey to get feedback for planning 2018-2019 events. I hope you will take the time to respond with fresh ideas and feedback. For example, we had a happy hour on February 26th at Seasons 52 which was poorly attended compared to previous happy hours. Was it a bad time of year? Was it on a bad day of the week? Without your feedback we are throwing darts in the dark. We want to hit the bulls eye for your enrichment on topics, events, venues and dates.

March Events

I hope you will join us March 20th at the Junior League with keynote speaker Dr. George Danner, author of the 2015 best-selling book, Profit from Science. His book will be given to the first 50 members who attend our March 20th event.

JLL, our professional development March Platinum Sponsor, will discuss emerging local trends in commercial

real estate. We will hear from JLL experts, Ronnie Deyo, EVP/International Director and Eli Gilbert, SVP.

CFO University

Now is the time to reserve your seat at FEI's CFO University in partnership with University of Houston Bauer College of Business to be held Friday, April 13th for a full day of financially driven topics designed for CFO's and aspiring financial executives. Keynote speakers will address topics such as capital markets, monetizing balance sheets and governance issues from shareholder activism. Each year attendees give this event a five-star review!

(Continued on page 3)

Evening Meeting

March 20, 2018

The Junior League of Houston

- 4:00** Beat the Traffic Social
- 4:30** Professional Development Session
- 5:30** Social Hour
- 6:30** Dinner & Presentation

Register online by Mar. 16th. 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!

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March 20, 2018 Dinner Meeting

“Improving Results Using Data, Math, and the Scientific Process”

DINNER SESSION

George E. Danner, Business Laboratory

George E. Danner is President of Business Laboratory, LLC, an award-winning consultancy that uses the very latest scientific techniques and methods to improve the performance of mid-size and large organizations through problem-solving, the optimization of existing practices and advanced forecasting. He is the author of the 2015 best selling book about business problem solving, Profit From Science, published by Macmillan.

George specializes in the application of agent-based simulation modeling, Monte Carlo simulation, System Dynamics, Game Theory, Visualization, and Real Options to some of the world’s most difficult and complex business strategy problems.

2017-2018 Season

UPCOMING EVENTS

Mar 20 - March Dinner Meeting

Apr 13 - 2018 FEI CFO University

Apr 24 - April Dinner Meeting

May 15 - May Dinner Meeting

May 20 - 2018 Financial Leadership Summit

Jun 19 - Breakfast Meeting

George has 29 years of experience in corporate strategy, specifically operational and financial analysis, across a wide variety of industries: retail, manufacturing, energy, telecommunications, transportation and financial services.

Prior to founding Business Laboratory, George held executive positions at nGenera Corporation, Industrial Science LLC (as founder) and Arthur Andersen. Business Laboratory clients include Simon Property Group, BP, Sun Microsystems, Schlumberger, Manpower,

Target Stores, AstraZeneca, TIAA-CREF, NationalGrid (UK), TD Ameritrade, Motiva, and the US Navy.

George has a Bachelor of Science in Mechanical Engineering from Texas A&M University and a Master of Science in Management from Massachusetts Institute of Technology.



“Emerging Trends in Commercial Real Estate”

PROFESSIONAL DEVELOPMENT SESSION

Ronnie Deyo, Executive Vice President/ International Director, JLL

Ronnie Deyo is an Executive Vice President/ International Director at JLL, where he serves as the leader of JLL Houston’s Office Tenant Representation group. During his more than 30 years in commercial real estate, Ronnie has represented some of the most recognizable global corporations, including ExxonMobil, KPMG, The Williams Companies and Morgan Stanley. His specialties include tenant representation, consulting, site selection, sales, leasing, acquisition and disposition of assets, corporate solutions.



Eli Gilbert, Senior Vice President, JLL

Eli Gilbert is a Senior Vice President within JLL Houston’s Research Services group. In this role, he oversees market data collection and analysis, assists in business development pursuits and maintains close relationships through interaction and collaboration with occupier and investor clients, with the ultimate goal of improving the understanding of market fundamentals and their real estate implications.



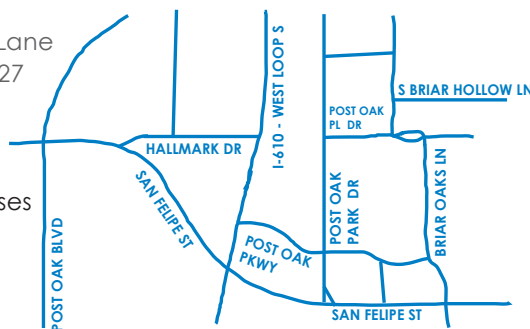
Prior to joining JLL Houston in 2015, Mr. Gilbert oversaw the research operations for JLL’s Southwest Region based out of the downtown Los Angeles office. Before this appointment he established JLL San Diego’s Research department, and briefly relocated to the JLL Phoenix office to manage Research operations there.

Meeting Directions

The Junior League of Houston
1811 Briar Oaks Lane
Houston, TX 77027

Register online!

Registration closes
Mar. 16, 2018.



CFO University

Presented by FEI Houston
AND UNIVERSITY OF HOUSTON C.T. BAUER COLLEGE OF BUSINESS

PROGRAM OVERVIEW

- A ONE DAY FINANCIAL TRAINING PROGRAM -

The Houston Chapter of Financial Executives International (FEI Houston or FEI) and the University of Houston C.T. Bauer College of Business (UH) are hosting a one-day conference open to members and non-members of FEI to provide a broad training curriculum for chief financial officers and aspiring financial executives. **The agenda is focused on critical and innovative strategies for senior finance professionals.** Attendance for the full conference provides 9 hours of CPE credit and 0.8 hours of CEU credit. The program is applicable to CFOs, Treasurers, CAOs, division controllers, VPs or directors of finance, planning, tax, internal audit, investor relations, risk management, or financial reporting.

DATE & TIME

Friday, April 13, 2018
Registration at 7:30 AM | Concludes at 5:00 PM
Reception to Follow

LOCATION

University of Houston
C.T. Bauer College of Business | Room 180, Melcher Hall
4750 Calhoun Road, Houston, TX 77204

ATTENDANCE COST

\$125 for FEI members | \$250 for non-members
Proceeds help fund the initiatives and causes of the
Houston Chapter of FEI



Registration is limited,
so reserve your seat TODAY!



Presented by the Houston Chapter of Financial Executives International in collaboration with the University of Houston C.T. Bauer College of Business



A Letter from the President (cont.)

FEI National Summit

Want to engage in discussions with financial executive peers across the nation? This is your opportunity to participate in FEI's National Summit in Houston on May 20-22nd at the Marriott Marquis. Keynote speakers will include Mel Robbins, CNN contributor and author of best-selling *5 Second Rule* and Houston's own Janet Clark, board member of EOG, Goldman Sachs BDC, Goldman Sachs Private Middle Market Credit and Texas Instruments. Ms. Clark was named by Forbes as one of the world's Top 100 Most Powerful Women. To sign up now for the Texas special price of \$895, visit financialexecutives.org.

FEI Houston Scholarship Foundation

We honored the FEI Houston Scholarship Foundation's twelve scholarship recipients at our February dinner event where each student was awarded a \$5,000 scholarship. The smiles and stories from the students filled our hearts.

This is a great time to reflect on ways to support future financial executives. I hope you will join me in donating to the FEI Houston Scholarship Foundation. Each donation of \$100 or more will make a significant impact for future recipients. Please visit feihoustonfoundation.org to make a difference.

Hope to see you March 20th!

Sincerely,

A handwritten signature in black ink, which appears to read "Frances Powell Hawes".

Frances Powell Hawes
FEI-Houston President



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

| | |
|---|--|
| CLIFF BRYANT Mosing Group / Western Airlines | JOHN KING Sunnova Energy |
| MICHAEL DRAPER Hunting Buildings, LLC | JENNIFER KIRK Occidental Petroleum Corporation |
| BEN FIGLOCK Occidental Petroleum Corporation | TROY LOUGON Occidental Petroleum Corporation |
| JAMES FULLEN Opportune | RICHARD O'BRIEN BHP Billiton |
| HAROON JHAVERI Occidental Petroleum Corporation | JASON STEWART Kodiak Gas Services, LLC |

2017-2018 STRATEGIC PARTNERS

Secure your FEI Sponsorship today!
Contact: Tony Maresca, tmaresca@bepms.com

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Noble Energy
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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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