

# Financial Forum

February 2009

## INSIDE

President's Letter .....	2
National "Job Blitz" a Success .....	2
Career Mgmt Meetings .....	3
Past Meetings .....	3
Meeting Announcement .....	4

**This month's Net-  
working Hour  
Sponsor .....**



1805 S. Bellaire  
Suite 480  
Denver CO 80222  
Phone: 303.839.1858  
Fax: 303.758.3885  
www.feicolorado.org

## DINNER MEETING: THURSDAY, FEBRUARY 19, 2009

*"Frontier Update and Their Plans for Emerging From Bankruptcy"*

Sean Menke, President and CEO, Frontier Airlines

The speaker for our February dinner meeting will be Sean Menke, President and CEO of Frontier airlines. He will provide a status update on Frontier as well as information on the company's plans for emerging from bankruptcy. Mr. Menke has more than 15 years of airline experience including positions with Frontier, Air Canada, United, Western Pacific and America West Airlines. In 2003 he led the development and launch of

Frontier's "A Whole Different Animal" brand which has become a hallmark of the company's marketing efforts. Mr. Menke holds an executive MBA from the University of Denver, Daniels College of business and dual bachelor's degrees in economics and aviation management from The Ohio State University. Please plan to join us for what is sure to be a very interesting and informative presentation.

Also, mark your calendars for our March meeting when we will be joined by John R. Stulp, Commissioner of the Colorado Department of Agriculture. *Agriculture represents the third largest segment of Colorado's economy.* Mr. Stulp will be discussing the role agriculture plays as well as the impact the economic downturn is having on this segment of our economy.

## Professional Development Session

*Sponsored by Bank of the West*

**Topic:** *Debt Markets: The Good, the Bad and the Ugly*

**Speaker:** Gary N. Fowler, SVP, Region Manager, Bank of the West

2 CPE credits available

### About the Speaker

Gary Fowler, based in Denver Colorado, leads the national banking and energy groups for Bank of the West. His team originates structures and manages relationships throughout the inter-mountain West focusing on clients in the middle-

market and large corporate markets.

Fowler brings twenty-five years of banking and finance experience to his job.

Throughout his career Fowler has been responsible for originating, structuring, and manag-

ing commercial and corporate banking transactions including growth capital, acquisitions, management and leverage buyouts, turnarounds and recapitalizations. His experiences also include managing an investment

*(continued on p. 2)*



## REMINDER—FEI COLORADO MEETS AT DENVER COUNTY CLUB

Denver County Club • 1700 E. First Avenue • Denver, Colorado 80218

## FEI MISSION:

- to inform its members of evolving financial, economic and related technological issues;
- to help prepare its members to successfully address these issues;
- to provide forums for peer interaction and discussion of issues;
- to promote ethical practices and conformance with FEI's Code of Ethics;
- to represent the views of its members before legislative and regulatory bodies and the public; and
- to enhance public recognition, understanding of and support for FEI and its membership.

## STRATEGIC PARTNERS

Platinum



Silver











## President's Letter

Dear FEI Colorado Chapter Member:

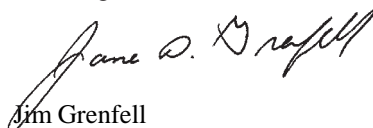
It is hard to believe that my tenure as your President is one-half over. It seems like just yesterday that I was elected to this office.

And thus, it is again time to think about officers and directors for the upcoming fiscal year. We need to nominate two new directors and two more officers. If you are interested or know of someone who is interested in serving the Colorado Chapter of FEI, please let me know. Your Chapter needs new volunteers with new ideas to keep our Chapter fresh and relevant. I know a lot of you want to serve and now would be a great time to do so.

We continue to have great attendance at the PD sessions and for the dinners. Our November dinner speaker drew over 80 attendees! John Frank and Cathy Anderson have lined up wonderful PD sessions and dinner speakers for the remainder of the year.

I look forward to seeing you on February 19<sup>th</sup> at the Denver Country Club.

Best Regards,



Jim Grenfell  
President

### Financial Executives Job Blitz a Success!

In December, Financial Executives International (FEI) ran a special on job postings to encourage recruiters in getting qualified positions in the Job Center to assist our members. FEI is happy to say the response was very positive. They now have 111 positions online for members to view. So, we encourage all members in transition, or who are thinking about being in transition to visit the National Career Center to view those positions!

As FEI members, you can post positions in the job center at no cost. If you are in receipt of a qualified position that you feel would assist FEI members either locally or across the nation, you can post it (make sure you get permission from the recruiter!) With the turbulent times many members are facing, FEI encourages you to take advantage of the posting opportunity.

Remember, if you want your chapter to have first right of refusal, post it as Chapter Exclusive to give your chapter members 20 days exclusive view of the position. On the 21st day it goes national. If you need more information on how this is done, contact Susan Cully at [scully@financialexecutives.org](mailto:scully@financialexecutives.org)!

## PD Session

*(continued from front page)*

banking firm working with companies on debt and equity placements. He is past president of the Denver Chapter of the Association for Corporate Growth (ACG), a member of the Turnaround Management Association (TMA) and the Corporate Finance Association. Fowler was educated in finance at the University of Southern California.

### About Bank of the West

Founded in 1874, Bank of the West, is a full-service commercial bank serving the personal and business needs of customers in 19 states through a network of more than 700 retail and commercial locations. With the backing of the banks parent, BNP Paribas, Bank of the West has the resources and capabilities to originate commercial, and consumer loans and leases, as well as providing a full range of other individual and commercial deposit, banking, trust and investment products.

The National Banking Group provides customized solutions to corporate clients that require specialized expertise and products delivered through their personal relationship banker who can also serves as a financial advisor to the company. The group also works with middle-market financial sponsors to maximize their borrowing potential by focusing on the underlying value of a Company's cash flow and assets.

## February Career Management Meeting

Please come and join us for the 4th of a four-part series of presentations on the following topics:

Jan 6th - Writing an Effective Resume  
 Jan 20th - Interviews (first of two parts)  
 Feb 3rd - Interviews (second of two parts)  
**Feb 17th - Salary Negotiations**

Presented by: Amy Duclos, Founder, Colorado Corporate Search, LLC

Please go to <http://www.feicolorado.org/files/2009-2-3%20questionnaire.pdf> prior to attending the meeting.

Since its inception in 2004, Amy has been the Instructor for the "Strategic Career Development" class for the University of Colorado at Boulder's MBA program. The course material she has developed will be used as a guide for the FEI presentations.

Amy is also the founder of Colorado Corporate Search, LLC. For the past twelve years, Colorado Corporate Search has helped scores of local companies identify and hire mid to upper-level accounting and financial talent. Examples of recently completed searches include: CFO, VP of Finance, Controller, Director of Accounting, and Accounting Manager.

Colorado Corporate Search, LLC  
 303-333-6464 | [www.coloradosearch.com](http://www.coloradosearch.com)

## Career Management Meetings

Mark your calendars for Career Management Meetings with the dates below. Announcements / Reminders are sent prior to each meeting.

Below are the dates for Career Management meetings for 2009, with speakers and topics TBA.

Feb 3, 17	Jul 7, 21
Mar 3, 17	Aug 4, 18
Apr 7, 21	Sep 1, 15
May 5, 19	Oct 13, 27
Jun 2, 16	Nov 10, 24
	Dec 8

### Additional Information

The meetings are frequently held at the offices of Sherman & Howard, and when they are, please come to the 30th Floor of the building, 633 17th Street (the doors will be open at approximately 7:30). The receptionist will direct you to the meeting room. **Notice of different location will be sent with the announcements / reminders.** Continental breakfast will be served.

If you would like to be added to our Career Management Job Posting notification list, email [josh@feicolorado.org](mailto:josh@feicolorado.org). Members on this list receive notification when new positions are received and posted in addition to meeting notices.

## Past Meetings

### January 17, 2008

Denver Newspaper Agency  
 Keynote speaker: **John Temple**, Publisher, Rocky Mountain News  
 Tour of the DNA printing plant

### February 21, 2008

Denver Marriott City Center  
 Keynote Speaker: **Lindley (Lin) Brenza**, Bartlit Beck Herman Palanchar & Scott  
*Supreme Court Roundup—A Look at Major Decisions of a Court More Focused on American Business*

### March 20, 2008

Denver Marriott City Center  
 Keynote Speaker: **Chris Capdevila**, Oracle  
*Emerging Trends in Risk and Compliance Management*

### April 17, 2008

Denver Marriott City Center  
 Keynote Speaker: **Phil Seefried**, Co-founder and CEO, Headwaters MB  
*Credit Crisis: Origins and Recent Developments*

(continued on back page)

FEI Colorado Chapter Leadership

### Officers

Jim Grenfell, President  
[jim@jdgrenfell.com](mailto:jim@jdgrenfell.com)  
 Cathy Anderson, 1st Vice President  
[Cathy@NeverSummerConsulting.com](mailto:Cathy@NeverSummerConsulting.com)  
 John Frank, 2nd Vice President  
[John.Frank@cadretech.com](mailto:John.Frank@cadretech.com)  
 Bob Scholz, Treasurer  
[rscholz@msn.com](mailto:rscholz@msn.com)  
 Ron Kucic, Past President  
[rkucic@du.edu](mailto:rkucic@du.edu)

### Directors

Courtney Cowgill  
[ccowgill@vcgh.com](mailto:ccowgill@vcgh.com)  
 Bob Luth  
[rjluth@aol.com](mailto:rjluth@aol.com)  
 Howard Potter  
[hhp@hhpdenver.com](mailto:hhp@hhpdenver.com)  
 Ron Reed  
[ronald.reed@unco.edu](mailto:ronald.reed@unco.edu)  
 Pete Roden  
[proden@buyersaccess.com](mailto:proden@buyersaccess.com)  
 Susan Sowl  
[ssowl01@comcast.net](mailto:ssowl01@comcast.net)

### Committee Chairs

Academic Relations – Ann Martin  
[l.ann.martin@cudenver.edu](mailto:l.ann.martin@cudenver.edu)  
 Career Management – Howard Potter  
[hhp@hhpdenver.com](mailto:hhp@hhpdenver.com)  
 Marketing – Susan Sowl  
[ssowl01@comcast.net](mailto:ssowl01@comcast.net)  
 Membership – Courtney Cowgill  
[ccowgill@vcgh.com](mailto:ccowgill@vcgh.com)  
 Programs  
 Dinner Speakers – Cathy Anderson  
[Cathy@NeverSummerConsulting.com](mailto:Cathy@NeverSummerConsulting.com)  
 PD Sessions – John Frank  
[John.Frank@cadretech.com](mailto:John.Frank@cadretech.com)  
 RMAC – Courtney Cowgill  
[ccowgill@vcgh.com](mailto:ccowgill@vcgh.com)  
 Strategic Partnerships  
 Ron Kucic  
[rkucic@du.edu](mailto:rkucic@du.edu)

**2008—2009 Meetings** (continued from p. 3)May 15, 2008

Denver Marriott City Center  
 Keynote Speaker: **Joe Blake**,  
 President & CEO, Denver  
 Metro Chamber of Commerce  
*The Economic Impact of the  
 DNC Convention in the  
 Denver Metro Area.*

September 18, 2008

Denver Country Club  
 Keynote Speaker: **Marc  
 Smith**, Executive Director,  
 Independent Petroleum  
 Association of Mountain  
 States (IPAMS) *Energy and  
 the West: The Critical Role of  
 Natural Gas in Meeting  
 America's Future Energy  
 Needs*

October 16, 2008

Denver County Club  
 Keynote Speaker: **Dr. Stanley  
 Bull**, Executive Director  
 Strategic Partnerships,  
 National Renewable Energy  
 Laboratory (NREL)  
 Alternative Energy Options

November 20, 2008

Denver County Club  
 Keynote Speaker: **Philip W.  
 Seefried, Jr.**, Co-founder and  
 Managing Partner, Headwaters  
 MB, LLC  
*The Financial Bailout*

January 15, 2009

Denver County Club  
 Keynote Speaker: **Bo  
 Brustkern**, Co-founder and  
 Managing Director, Arcstone  
 Partners, Inc.  
*The Fourth Service Provider*

**MEETING ANNOUNCEMENT**

Don't forget to bring  
 your business card to  
 enter the drawing for a  
 great bottle of wine!

**Thursday, February 19, 2009****Denver Country Club • 1700 E. First Avenue**

4:00 PM	PD Session
5:45	Networking Hour
6:30	Dinner and Keynote Speaker

**The PD session is sponsored by  
 Bank of the West**

Please register online at [www.feicolorado.org](http://www.feicolorado.org), by  
 Tuesday, February 17 Call the FEI Colorado Chapter  
 office at 303.839.1858 or e-mail [josh@feicolorado.org](mailto:josh@feicolorado.org)  
 with any questions.