



- 2000 – 2003 Board of Directors, e-Generosity, West Lafayette, IN
- 1998 -present Finance Committee Lafayette Community Foundation
- 1994 -99 Board of Directors, Lafayette Home Hospital.
- 1991- 96 Board of Directors, Federal Reserve Bank of Chicago, elected by Class B banks to represent non-banking constituents.
- 1992- 96 Chairman of Board, Family Services, Inc., Lafayette, Indiana, Officer and Board member, 1990-92. Family Services, Inc. a not-for-profit United Way agency.
- 1993- 04 Board of Directors, Oak Ridge Mutual Funds, Chicago, IL.
- 1990-91 Chairperson of Board, Purdue Employees Federal Credit Union; Officer and Board member, 1985-90; Chairman of Supervisory Committee, 1991-93.
- 1989-93 Chairperson, Baccalaureate Education System Trust (BEST) Commission (Appointed by Governor Evan Bayh).
- 1988-90 Member, BEST (Baccalaureate Education System Trust) Advisory Committee.
- Membership in Academic, Professional, and Scholarly Societies

American Finance Association

Financial Management Association

Midwest Finance Association

Member, Board of Directors, 1992-1994

Academy of Financial Services

Member, Board of Directors 1992-1994

Member, Journal Review Committee, 1993-1994

Member, Program Planning Committee 1992-1994

Member, Editorial Board 1995-99

Honors and Awards

- 2004 Acorn Award, Purdue University
- 1996 Order of the Griffin (Purdue Service Award)
- 1996 Iron Key Leadership Society
- 1993 Golden Key Honor Society

- 1991 Beta Gamma Sigma Honor Society in Business
- 1985 Ayres Fellowship, Stonier Graduate School of Banking, Rutgers University

A. RECOGNITION RECEIVED / IMPACT ON STUDENTS

Dr. Sullivan has been recognized at the university, school, and program level with multiple teaching awards.

- 2004 Salgo Noren Krannert Masters Program Teaching Award-Runner Up
- 2003 Best Teacher Elective Course GISMA Masters Program
- 2002 Salgo Noren, Krannert Masters Program Teaching Award
- 2001 Teaching for Tomorrow Award
- 1998 Purdue University Teaching Academy
- 1997-98 Salgo Noren, Krannert Masters Program Teaching Award
- 1993-94 Outstanding Undergraduate Teacher, School of Management
- 1993, Fall Most Effective Master's Program Teacher; Option Area
- 1993, Fall Honorable Mention, Most Effective Master's Program Teacher, Core Course
- 1992, Fall First runner-up in Most Effective Teacher in Masters Program
- 1988-89 University Outstanding Undergraduate Teaching Award
- 1987-88 Outstanding Undergraduate Teacher, School of Management
- 1975-76 Outstanding Undergraduate Instructor, School of Management

Development of Teaching Materials

One of the stated purposes of the Credit Research Center at Purdue University was to develop information and serve as a storehouse of knowledge pertaining to issues affecting markets for consumer & mortgage credit. (The Center left Purdue in 1996) I authored or coauthored the following materials which were actively used by persons teaching public policy regulation, and consumer finance. Thus, these materials are classified for purposes of this document as teaching materials developed.

Economic and Demographic Factors Associated With Consumer Debt Use, Working Paper No. 52, Credit Research Center, 1986, with D.D. Worden, 40 pages. (Document 12)

Liquid Assets and Consumer Credit on the Household Balance Sheet, Working Paper No. 53, 1987, Credit Research Center, 32 pages. (Document 13)

Economic Significance of Consumer Loan Delinquency Rates, Working Paper No. 55, 1987, Credit Research Center, 29 pages. (Document 14)

Shopping for Consumer Credit: Implications for Market Efficiency, with D.D. Worden, Working Paper No. 54, 1987, Credit Research Center, 36 pages. (Document 15)

Document 16 is blank.

Household Credit Data Book, 1987, Credit Research Center. (Document 17)

Consumers' Choices of Consumer Loan Contract Terms, Working Paper No. 51, 1987, Credit Research Center, 31 pages. (Document 18)

The Behavior of Consumer Loan Rates Charged by Commercial Banks with James R. Fain, Working Paper No. 50, 1984, Credit Research Center, 41 pages. (Document 19)

Prices of Consumer Credit in the Absence of Rate Ceilings: An Update, Monograph No. 27, 1984, Credit Research Center, 61 pages. (Document 20)

Prices of Consumer Credit in the Absence of Rate Ceilings, Monograph No. 25, 1984, Credit Research Center, 85 pages. (Document 21)

Social Efficiency of Personal Bankruptcy (with D.A. Drecnik), Working Paper No. 49, 1984, Credit Research Center, 24 pages. (Document 22)

Economic Factors Associated with Personal Bankruptcy, Working Paper No. 47, 1984, Credit Research Center, 17 pages. (Document 23)

The Role of Education Debt in Consumers' Total Debt Structure (with R.W. Johnson), Working Paper No. 45, 1984, Credit Research Center, 53 pages. (Document 24)

Personal Bankruptcy: Causes, Costs and Benefits, Monograph No. 24, 1982, Credit Research Center, 150 pages. (Document 25)

Asset Exemptions and Propensity to File Personal Bankruptcy, Working Paper No. 44, 1982, Credit Research Center, 17 pages. (Document 26)

Consumers Use of Mortgage Credit (with R.L. Peterson), Working Paper No. 42, 1981, Credit Research Center, 26 pages. (Document 27)

Effects of Consumer Loan Rate Ceilings on Competition Between Banks and Finance Companies, Working Paper No. 38, 1981, Credit Research Center, 29 pages. (Document 28)

Evidence of the Effect of Restrictive Loan Rate Ceilings on Prices of Consumer Financial Services, Working Paper No. 36, 1980, Credit Research Center, 29 pages. (Document 29)

The Effects of Low Rate Ceilings on Consumers: The Massachusetts Experience (with R.W. Johnson), Working Paper No. 35, 1980, Credit Research Center, 35 pages. (Document 30)

Value Pricing of Bank Card Services (with R.W. Johnson), Working Paper No. 34, 1980, Credit Research Center, 34 pages. (Document 31)

The Response of Commercial Banks to Rate Ceilings and Restrictions on Remedies on Consumer Credit Contracts, Working Paper No. 32, 1980, Credit Research Center, 30 pages. (Document 32)

Commercial Banks: CRC Creditors Survey (with D. Dennis), Monograph No. 17, 1980, Credit Research Center, 70 pages. (Document 33)

Consumer Finance Companies: CRC Creditors Survey (with S. Linn), Monograph No. 18, 1980, Credit Research Center, 107 pages. (Document 34)

Sales Finance Companies: CRC Creditors Survey (with D. Drecnik), Monograph No. 20, 1980, Credit Research Center, 77 pages. (Document 35)

#### Development of Teaching Materials Krannert Graduate School of Management

##### Case studies

The Merger of Amgen and Immunex 2003

Case Studies in Financial Decision Making 2003

##### Computer Financial Modeling

Development of a Set of Models called "Just in Time Investment Banker. Received I-Tap grant in University Competition.

#### Student Counseling and Advising

Management representative for the Computational Finance Specialization, which is offered to students in the School of Management as well as the School of Science

Treasurer, Beta Gamma Sigma business honorary, Undergraduate and Graduate

Faculty Sponsor, Undergraduate and Graduate Finance Club

Faculty sponsor, Delta Sigma Pi, Professional Fraternity of students in management and technology

Faculty Sponsor, McIntyre Commerce Invitational Team

Judge, Dalton-Krannert Case Competition

Faculty Advisor, Association for Student Credit Union

Judge, Burton D. Morgan Entrepreneurship Competition

Informal counseling of undergraduate and graduate students on curriculum, placement problems, and courses.

## B. EXCELLENCE IN RESEARCH, SCHOLARSHIP, AND/OR CREATIVE ENDEAVOR

### Publications

#### Refereed Papers

"Credit Cards and the Option to Default" with Debra D. Worden, Financial Services Review, 4 (2), 1995.

"Changes in Cost Management Systems in U.S. Manufacturing" with K.V. Smith, Journal of Business and Economic Perspectives, Spring 1994. (Document 36)

"Capital Budgeting Practices for U. S. Automation Projects" with K.V. Smith, Midwest Finance Journal, 1993, Vol. 22, pp. 24-35. (Document 37)

"What is Really Happening to Cost Management Systems in U.S. Manufacturing?" with K.V. Smith, Review of Business Studies, Vol. 2, No. 1, 1993, pp. 51-68. (Document 38)

"Bankruptcy in a Credit Card Portfolio" with D.D. Worden, Journal of Retail Banking, Spring 1992. (Document 39)

"Value Creation in Credit Cards" with D.D. Worden, Journal of Retail Banking, Summer 1991, pp. 19-25. (Document 40)

"Rehabilitation vs Liquidation: Consumers' Choice in Bankruptcy" with D.D. Worden, Journal of Consumer Affairs, Summer 1990, pp. 69-88. (Document 41)

"Deregulation, Tax Reform and the Use of Consumer Credit" with D.D. Worden, Journal of Financial Services Research, October 1989, pp. 77-91. (Document 42)

"Characteristics of Consumers Who Fell Behind in Paying Debt" with R.M. Fisher, Journal of Retail Banking, Vol. 10, No. 3, Fall 1988, pp. 53-64. (Document 43)

"Tax Reform: How Will it Affect Demand for Consumer Credit," Journal of Retail Banking, Vol. 9, Summer 1987, pp. 33-40. (Document 44)

"Consumer Credit: Are There Limits?" Journal of Retail Banking, Winter 1986-87. (Document 45)

"Reply: Limiting Access to Bankruptcy Discharge," Wisconsin Law Review, 4 (1984), pp. 1069-1086. (Document 46)

"Social Efficiency of the Bankruptcy Reform Act of 1978 with Regard to Personal Bankruptcy," with D.A. Drecnik, Journal of Consumer Affairs, Winter 1984, pp. 231-250. (Document 47)

"Competition in the Market for Consumer Loans," Journal of Economics and Business, Volume 36, No. 1, February 1984, pp. 141-150. (Document 48)

"The Role of Market Inefficiencies in Personal Bankruptcy," Journal of Retail Banking, 5 (Summer, 1983). (Document 49)

"Segmentation of the Consumer Loan Market," with R.W. Johnson, Journal of Retail Banking, Volume 4, No. 2 (September 1981), pp. 1-7. (Document 50)

"The Effect of a Usury Law on Prices of Deposit Services," Journal of Retail Banking, Volume 3, No. 2 (June 1981), pp. 38-43. (Document 51)

#### Working Papers and Monographs

"Developing a Financial Plan for the Long-term "Care and Feeding" of Major Equipment" by Alberto Rodriguez and Charlene Sullivan Microscopy Today July 2007 Volume 15-Number 4 pp 44-50.

"Gambling and Bankruptcy" with Seth Payton, IUPUI. Forthcoming in the Social, Fiscal and Economic Impact of Legalized Gambling in Indiana, Center for Urban Policy and the Environment, IUPUI, December 1999.

"Analysis of Retailer Net Incremental Costs of Accepting EBT Cards" with R.E. Eskew, Purdue University. The study was commissioned by Pennsylvania Food Merchants Association. This research has been summarized in a white paper distributed nationally for the purpose of supporting a change in national and state laws relating to the reimbursement policies for retailers who accept EBT cards for payment for groceries by welfare recipients.

"Personal Bankruptcy: Causes and Consequences," Credit Union Institute, University of Wisconsin, Madison, 1992, 89 pages. (Document 52)

"Survey of Cost Management Systems in Manufacturing" with K.V. Smith. CMME Working Paper Series, Purdue University, 1990. (Document 53)

"What is Really Happening to Cost Management Systems in U.S. Manufacturing" with K.V. Smith. CMME Working Paper Series, Purdue University, 1990. (Document 54)

"Capital Budgeting Practices for U.S. Factory Automation Projects" with K.V. Smith. CMME Working Paper Series, Purdue University, 1990. (Document 55)

#### Books, Book Chapters and Unrefereed Papers Published

Encyclopedia of the Consumer Movement, editor Bob Herrmann, Rob Mayer and Steven Brobeck. "Consumer Bankruptcy," 1996.

"What if Your Shareholders Could Watch Your Lending Operations?" with Janet Myers, Journal of Commercial Lending, May 1992, pp. 40-49. (Document 56)

"Saving for College: The Investment Challenge," in College Savings Plans -- Public Policy Choices, Janet Hanson, editor, The College Board, Washington, DC, 1990, pp. 18-39. (Document 57)

Understanding the Consumer Credit Environment, Executive Enterprises Publications Co., Inc., 1989, 82 pages. (Document 58)

"Saving for College: The Investment Challenge," The Journal of Financial Planning, January 1991, pp. 10-21. (Document 59)

Handbook of Financial Markets and Institutions, "Consumer Finance," Sixth edition, John Wiley and Sons, New York (ed. Edward I. Altman), 1987. (Document 60)

The Financial Services Handbook, "How to Make Money in Finance Companies," John Wiley and Sons, New York (ed. Eileen M. Friars and Robert N. Gogel), 1987. (Document 61)

Financial Handbook, "Consumer Finance," 5th edition, John Wiley and Sons, New York (ed. Edward I. Altman), 1981, 27 pages. (Document 62)

#### Book Review

The Bankers Magazine, May/June 1990, As We Forgive Our Debtors: Bankruptcy and Consumer Credit in America, T. Sullivan, E. Warren, and J. Westbrook. (Document 63)

Journal of Banking and Finance, 6 (1982), pp. 599-601, Application of Classification Techniques in Business, Banking and Finance, Edward I. Altman, Robert B. Avery, Robert A. Eisenbeis, and Joseph F. Sinkey, Jr. (Document 64)



Selected Proceedings:

"Economic Aspects of Personal Bankruptcy: Research Needs," 1987, Proceedings of conference held at Credit Research Center, Purdue University, 1987. Edited by A. C. Sullivan. (Document 65)

Johnson, R.W. and Sullivan, A.C., "Innovations in Consumer Lending: The Origins of Financial Innovation," Packaging and Pricing for Profitability, Volume II, 1983, pp. 177-213. (Document 66)

Johnson, R.W., Peterson, R.L., Sullivan, A.C., "1981 Bankruptcy Study," Proceedings of American Council on Consumer Interests 1982, 11 pages. (Document 67)

"Consumers' Use of the Bankruptcy Option," The Changing Universe of Retail Credit, Volume II, October 1981, 7 pages. (Document 68)

"New Payment Systems: Characteristics and Emerging Strategic Issues," The Changing Universe of Retail Credit, Volume I, March 1980, 8 pages. (Document 69)

Papers Presented at Conferences

"Gambling and Bankruptcy" with Seth Payton, IUPUI. Forthcoming in The Social, Fiscal and Economic Impact of Legalized Gambling in Indiana, Center for Urban Policy and the Environment, IUPUI, December 1999. This research will be presented in Las Vegas, Summer 2000 at The Institute for Study of Gambling and Commercial Gaming at the University of Nevada at Reno.

"Credit Cards, The Law and the Option to Default," Academy of Financial Services, 1994.

"Capital Budgeting Practices for U.S. Factory Automation Projects," Midwest Finance Association, 1991,

"Capital Budgeting Practices for U.S. Factory Automation Projects," Eastern Finance Association, 1991,

"Liquid Asset Holdings of Borrowers," Midwest Finance Association, 1988.

"Consumer Credit Research," American Council on Consumer Interests, 1987.

"Tax Reform and Consumer Credit," American Council for Consumer Interest, 1987.

"The Effect of Changes in Bankruptcy Law: The Case of Consumer Credit Lenders," Midwest Finance Association, 1984.

"Determinants of Consumers' Debt Use" (with D.A. Drecnik), Financial Management Association, 1983.

"The Cost of Personal Bankruptcy: A Comparative Analysis," Financial Management Association, 1982.

"Investor Expectations and Short-Term Stock Investment Activities," Midwest Finance Association, 1982.

"Inflation Expectations and Common Stock Investment Activity," Midwest Finance Association, 1981

"Determinants of Demand for Bank Cards" (with D.A. Drecnik), Financial Management Association, 1981.

"Creditors' Responses to Rate Ceilings and Restrictions on Remedies" (with R.W. Johnson), International Atlantic Economic Conference, May, 1979.

"Effect of Rate and Remedy Restrictions on Creditors' Collection Practices," Financial Management Association, 1979.

"Managerial Responses to Curtailment of Repossession Remedies," Financial Management Association, 1978.

#### Research Grants Received

Army Research Grant 2006. I am part of an interdisciplinary team that was awarded \$906,700.

Army Research 2005. I am part of an interdisciplinary team on a one-year \$1,247,800 grant. My project is for \$101,000.

The Indiana Riverboat Project: Contract with Center for Urban Policy and the Environment at IUPUI, 1994, \$35,000.

"Personal Bankruptcy: Causes and Consequences," with D.D. Worden, funded by Credit Union Institute, University of Wisconsin, August 1991, \$7,950.

"Cases in Cross Functional Integration in Manufacturing Firms," with C Berger, L Schwarz and C. Woo, Center for the Management of Manufacturing Enterprises, May 1991, \$25,000.

"Survey of Cost Management Systems in Manufacturing," with K.V. Smith, funded by Arthur Andersen, 1990, \$30,000.

"Tax Reform and Consumer Credit," with D.D. Worden. Funded by Prochnow Education Foundation, 1989, \$8,994.

"Evaluation of Student Loans and Future Borrowing Capacity," with R.W. Johnson, National Commission on Student Financial Assistance, 1982, \$25,000.

"1981 Bankruptcy Study," with R.W. Johnson and R.L. Peterson, National Coalition for Bankruptcy Reform, 1981, \$300,000.

Indiana Gambling Impact Study Commission: Report to the Governor: "The Social, Fiscal, and Economic Impacts of Legalized Gambling in Indiana", Indiana University Center for Urban Policy and the Environment, Indianapolis, IN, December 1999.

#### Evidence of Involvement in Graduate Research Programs

Member of Masters committee for one candidate in School of Technology (David Moser) 2007

Member of PhD thesis Committee for one candidate in Agriculture Economics( Josh Detra) 2006

Member of masters committee for one candidate in Home Economics.

Member of doctoral committee for one candidate (D.A. Drecnik) in Economics.

Member of doctoral committee for one candidate (Stan Ullerich) in Agricultural Economics

Member of doctoral committee for one candidate (Catherine Maritan) in Management

#### Other Evidence of National Recognition

##### Elected or Appointed Positions

Board of Directors, Academy of Financial Services, 1992-94.

Journal Review Committee, Financial Services Review,

Board of Directors, Midwest Finance Association, 1992-94.

Board of Directors, Federal Reserve Bank of Chicago, 1991-96.

#### Journal Referee for

Financial Management

Quarterly Review of Economics and Finance

Journal of Finance and Economics

Journal of Consumer Affairs

Review of Business Studies

#### C. EXCELLENCE IN CONTINUING EDUCATION AND/OR SERVICE TO THE UNIVERSITY AND THE COMMUNITY

##### University Service

University Senate - 2008-2009 Chairman of the Budget Transparency Committee, Chairman of the Faculty Affairs Committee

University Senate — I was elected to the Senate to represent the School of Management in 1990. I was then elected to serve on the Senate Resources Policy Committee, 1990-1991.

Chairperson of Resources Policy, 1991-1992, and thus member of the Advisory Committee. As chairperson of the Resources Policy committee, I researched and wrote the document entitled "Review of Indirect Costs Charged to Federal Research Contracts", which was approved and forwarded to the full Senate as "information only". (Document 72)

Chairperson of Purdue University Senate 1992-1995. This is an elected position. The chairperson is elected by the Senate to serve a one-year term. I am serving my third one-year term as Chair beginning July 1994. As the chairperson of the Senate, I also serve as Chair of the Advisory Committee and member of the Steering Committee. The responsibility of the Chair of the Senate include interpretation of the views of the Senate to the president of the university and the Board of Trustees at each meeting of the Board.

As Chairperson of the Senate in the Fall of 1992, I worked with the President of the University and the Academic Vice-President to create three university-wide ad hoc committees to study:

- The Future Directions of Purdue University
- The Undergraduate Experience
- Faculty Productivity

I served as Co-Chair of the Future Directions Committee with the Dean of the School of Agriculture, Robert L. Thompson. These three committees prepared discussion drafts and delivered them to President Beering in May 1993. (Document 73) These reports serve as the framework for continuous improvement initiatives for the University. The reports were summarized in the document entitled, "Meeting the Challenges of the 21st Century" and distributed by President Beering to the Senate and the University Community in October 1993. I have made presentations on the recommendations contained in the Future Directions report to the Executive Senior Staff of the University and to Purdue's Council for Management Development.

As Chairperson of the Senate, I have participated in three annual CIC Faculty Leaders Conferences. The CIC is an organization consisting of representatives of faculty governance bodies of the Big Ten universities plus University of Chicago. The purpose is to provide an opportunity to share and learn from issues facing faculty governance bodies of other institutions.

As Chairperson of the Senate, I have participated in two annual Faculty Leaders conferences sponsored by the Indiana Commission of Higher Education. The purpose of those sessions is to allow the Commission to have open discussion with faculty representatives from all the state schools in Indiana concerning activities and positions of the Commission.

Chairperson of the Faculty Compensation and Benefits Committee 2000-2006

Member of University Senate Faculty Affairs Committee 2003-2006

Co Chair of the Purdue University health Plan Advisory Committee 2002-2006

Other University Service:

Member of University Strategic Planning Tiger Team for Economic Development 2008

Member of University Senate Presidential Search Advisory Committee 2006

Member, Committee to Study Impact of Non-Mandatory Retirement on Purdue University, Spring 1992. The committee was chaired by Dr. George Van Scoyoc. The report was submitted to Dr. Beering in October 1992.

Member of the Search Committee of the Director of the Woman's Resource Office, 1993.

Member and Chairperson of the University Financial Aids Committee, 1981 - 1990.

School Service

Undergraduate Advisory Committee Chair 2001-present

Undergraduate Committee - Chair Professor G. P. Wright — member, 1992 - present. Committee is charged with restructuring the undergraduate curriculum in the Krannert School of Management. Final Report presented to Management Policy Committee, fall, 1994.

Member, Graduate Admissions Committee, 1984-94, Undergraduate Admissions Committee, Faculty Relations Committee, elected 1989-91.

State and Regional Service

Board of Directors — Federal Reserve Bank of Chicago, 1990 - 96. (Document 74)  
An elected position. Elected to represent the non-financial sectors of the economy in the Seventh Federal Reserve District. I am currently serving my second three-year term. As a member of the Board, I serve on the Audit Committee and the Executive Committee. During the summer of 1994, I served on the Search Committee, made up of the Chairman, Vice Chairman, and two other members of the Chicago board, to identify candidates and select a new President of the Seventh District Regional Bank. Dr. Michael Moscow was named President in August 1994.

The members of the Boards of Directors of Regional Banks oversee the operation of the bank and participate in the determination of the level of the discount rate, the rate at which banks borrow from the Federal Reserve at the discount window. The Board members make monthly presentations at the meeting, providing information about their local economies, a summary of which becomes input to the discussions concerning interest rate policy at the Open Market Committee of the Federal Reserve. In the process of collecting information for my own input into this process, I have been invited to give many presentations to local and regional groups. These include: Indiana Bankers Association, Indianapolis; Indiana Bankers Association, Fourth District, Lafayette; Society of Managerial Accountants, Lafayette; Central Illinois Institute of Managerial Accountants; Chamber of Commerce Economic Outlook, Lafayette;

Purdue Alumni Association, Lafayette; Purdue Alumni Association, South Bend; Krannert Alumni Association, Lafayette & Chicago; Cincinnati Bankers Group; Philadelphia Bankers Group.

Board of Directors, Purdue Employees Federal Credit Union, 1985-1990, 1997-present.

Positions Held:

Treasurer	1985-1988
Vice Chairman	1989, 1999
Chairman	1990

Supervisory Committee, Purdue Employees Federal Credit Union, 1991-1993.

Presidential Succession Committee, 1994 - present.

Member of Executive Committee, Treasurer 2005- present

Major Activities that the credit union initiated while I was on the Board:

PEFCU credit card. I was the Chairperson of the Marketing Committee, which conducted the initial member survey and made the presentation of the justification of offering a credit card to PEFCU members. The card was introduced in 1986 and with 20,000 plus cards outstanding, the program is a grand success. This effort drew heavily on my research expertise in credit cards, card marketing, and credit card profitability.

Change in management. As Vice Chair of the credit union, I participated in a change in management that included relieving the standing president of his duties, engaging a search firm, developing a new strategic plan for the credit union and hiring a new president. I worked directly with the search firm to screen and select final candidates to be interviewed by the committee. Establishing new management was a watershed point for PEFCU. With the change a new, more policy-oriented focus was created for the board, including the formation and approval of a 5-year strategic plan. The credit union has grown dramatically in size, products, and importance to the university community since that change in leadership.

As a recognized expert in issues of consumer credit, personal bankruptcy, credit union management, and as a member of the credit union board, I have been invited to give many presentations for credit union executives and board members in national, state, and local settings.

Board Member, Lafayette Home Hospital

Lafayette Home Hospital is a not-for-profit organization with a 12-member volunteer board made up largely of the individuals in the community who are not directly involved with the medical services industry. The board has oversight responsibility for the operating budget, service quality, professional staff certification and public relations. The Board of Home Hospital is currently involved in a process for restructuring the hospital assets in the Lafayette

community which may result in the merging of the management structure for the two hospitals in town.

Chairperson, Baccalaureate Education System Trust (BEST) Commission (appointed by Governor of Indiana) 1989-1991.

The charge of the Commission was to determine whether there were benefits for the prospective college students in the state of Indiana from the creation by the state of prepaid college tuition contracts which guaranteed that the amount needed to cover future tuition expenses would be available. The Commission, with me as author, submitted a report to the state legislature recommending that given our tax laws, relating to trusts and limits on investment instruments held by the state, there was no benefit to the citizens of the state to have prepaid tuition contracts.

As chairperson of the BEST Commission, I was invited to prepare a paper and participate in an Invitational Conference on College Savings Plans, Indianapolis IN sponsored by the College Board. This paper was later published in *College Savings Plans - Public Policy Choices* edited by Janet Hanson, College Board. (Document 75)

As past chairperson of the BEST Commission, I was invited to participate in a conference sponsored by the University of Houston Law Center, 1993. The title of the conference was Prepaid College Tuition Plans: Promise and Problems.

Member, Bank One Community Advisory Council 1993-2000

This group was created to assist Bank One in the efficient formulation and renewal of its response to the requirements established by the Community Reinvestment Act. This activity draws on, and integrates my experience from the Federal Reserve Bank, Family Services and most importantly my research expertise and knowledge of the consumer and mortgage credit markets.

Member, Advisory Committee Consumer Credit Counseling Service, 1988-2006.

The Consumer Credit Counseling Service (CCCS) is a not-for-profit organization that provides a process that allows debtors to renegotiate debt payments without filing bankruptcy. My research in bankruptcy, consumer credit and credit markets was very valuable in the start-up of the CCCS operation in 1988 in Lafayette. The local CCCS served 200 families in 1994 and returned an excess of \$400,000 to creditors through debt reorganization programs.

#### Conferences, Schools, Workshops, Short Courses

1995-2006

List not updated

1992-1994

Speaker, IBM Manufacturing Information Systems in Consumer Goods Industry,

Restaurant and Hotel Management, Purdue University. Taught session on cost justification.

Pioneer Institute. Dr. Sullivan is solely responsible for Corporate Finance. This program, requiring 22 session in Corporate Finance, is scheduled over a three-year period at the end of which students complete a management project and receive a certificate but no degree. The program administered by Center for Agribusiness, started its sixth cohort group in Summer 1994.

Engineering Management - responsible for module entitled Capital Investment Management which has been offered in each of the last three years, 1992-1994.

Speaker, Federal Home Loan Bank Board, Indianapolis annual meeting, 1994.

Speaker, Indiana Bankers Association, Fourth District annual meeting, 1994.

Speaker, International Credit Association, Cincinnati branch, 1993.

Speaker, Indiana Independent Bankers Association, Indianapolis, 1993.

Speaker, Faulkner and Gray Credit Card Management Conference, 1992, 1993.

Speaker, Faulkner and Gray Credit Card Collection Conference, 1992-, 1993, 1994.

Speaker, Golembe Bank Conference, Washington, D.C., 1993.

Speaker, Purdue Senior Staff Conference, 1994.

Speaker, Purdue Business Development Conference, 1994.

Speaker, Indiana University Economic Outlook Conference, 1992, 1993, 1994.

Speaker, Indiana Credit Union Association, 1991.

Presented testimony in U. S. House of Representatives to Committee on Post Office and Civil Service, 1992, Garnishment Exemption for Federal Employees.

#### 1988-1991

Speaker, Bank One, FCS Users Conference, 1991

Speaker, Nebraska Financial Aid Administrators Conference, 1991

Speaker, Credit Card Management Conference, 1990, 1991

Speaker, Household International Strategic Planning Conference

Speaker, Computer Communications of America Annual Users Conference

Speaker, Illinois Association of Financial Aid Administrators Conference

Speaker, National Association of Student Finance Administrators

Speaker, National Retail Merchants Association

Speaker, Midwest Association of Student Finance Administrators

Lecturer, Pioneer Institute, Spring, Summer, Fall 1988, 1989, 1990, 1991

Lecturer, Engineering Management, Spring 1988, 1990

Lecturer, American Seed Trade Association, Spring 1988, 1989, 1990

Lecturer, Indiana Hairdressers Association, Summer 1988, 1989

Lecturer, R.R. Donnelley & Sons, Fall 1988

Lecturer, Purdue Institute, Summer, Fall 1988, 1989

Speaker, National Association of Federal Credit Unions Volunteers Conference

Speaker, National Association of Federal Credit Unions - Chief Executive Officer's Conference

Speaker, California Credit Union League Big Valley Conference

Speaker, American Bankers Association Western Regional Bank Card Conference

Speaker, American Bankers Association Eastern Regional Bank Card Conference

Speaker, Franklinton Financial Services Annual Client Meeting



Presented testimony in U.S. House of Representatives to Committee on Post Office and Civil Service on Garnishment Exemption for Federal Employees

1986-1987

Lecturer, Farm Bureau Advanced Executive Education, Summer 1986, Spring 1987, Fall 1987, Spring 1988

Lecturer, Engineering Management, Spring 1986, Spring 1987

Lecturer, Pioneer Institute, Fall 1986, Spring 1987, Fall 1987

Lecturer, Indiana Hairdressers Association, Summer 1986, Summer 1987

Lecturer, Indiana Farm Bureau Insurance, Fall 1986, Spring 1987, Fall 1987

Lecturer, R.R. Donnelley & Sons, Spring 1987

Lecturer, CACUBO Professional Development Workshop, "Personal Financial Planning," St. Louis, Spring 1987

Speaker, Merchants Research Council, San Diego, "Impact of Tax Reform on Consumer Credit"

Speaker, National Retail Merchants Association, Atlanta, "Impact of Tax Reform"

Speaker, Consumer Federation of America, Washington, D.C., "Consumer Information Needs in a Changing Environment."

Speaker, Inter-Financial Association, Chicago, "Marketing Consumer Credit in a New Environment."

Speaker, American Bankers Association, Regional Conference, Orlando, "Deregulation of Consumer Credit Markets"

Speaker, American Bankers Association, National Conference, Miami, "Bankruptcy: Causes and Effects"

Speaker, National Retail Merchants Association, Philadelphia, "Consumer Habits and Behaviors in a Changing Credit Environment"

Speaker, Michigan Bankers Association, Shanty Creek, "Research on Issues in Consumer Credit"

Speaker, Suburban Consumer Credit Association, Chicago, Spring 1987

Speaker, Wisconsin Consumer Finance Association, Milwaukee, Fall 1986

Speaker, Indiana Consumer Finance Association, Indianapolis, Fall 1986

Speaker, Career Day, sponsored by Association of Women Students and Society of Women Engineers, Fall 1986

Testimony, Indiana Legislative Committees, Summer 1986

Testimony, Indiana Legislative Committees, Spring 1987

Lecturer, Farm Bureau Advanced Executive Education Program, Spring 1986

Organized conference on personal bankruptcy entitled, "Personal Bankruptcy: What We Know and Need to Know," November 1987

Faculty coordinator and lecturer, Certified Financial Relationship Counselor program, Summer 1986 (Document 76)

1985

Speaker, Indiana Bank Marketing Association

Speaker, Central Indiana Instalment Bankers

Speaker, Salute to Women cosponsored by AAUW and Lafayette Business and Professional Women

Lecturer, Indiana Hairdressers Association, Purdue Continuing Education, "Financial Management and Investments," August (also August 1984, August 1983, August 1982 and August 1981)

Lecturer, Farm Bureau Advanced Executive Education program, Summer 1985

Speaker, Program Day--American Financial Services Association

Speaker, Purdue Womens Caucus, "Personal Capital"

Lecturer, R.R. Donnelley Executive Education Program, Fall 1985

Ayres Fellow, Stonier Graduate School of Banking, Summer 1985

Faculty Spokesperson, High School Day, Fall 1985

Speaker, American Petroleum Credit Association, Fall 1985

Speaker, EduTreat 1985, "Employee Financial Planning," to Purdue Business Office employees

Speaker, Career Day sponsored by Association for Women Students and Society of Women Engineers, Fall 1985

#### 1984

Designed in cooperation with R.W. Johnson the curriculum for the certification school for the Certified Financial Relationship Counselor

Lecturer, Certified Financial Relationship Counselor program

Lecturer, R.R. Donnelley Executive Education program, Fall 1984

Speaker, American Association of University Women, "Financial Planning"

Speaker, EduTreat 1984, "Personal Investment Management," to Purdue Business Office employees

#### 1983

Speaker, Consumers Bankers Association, "Economic Recovery and Demand for Consumer Credit"

#### 1982

Speaker, Lafayette Chamber of Commerce, "Consumer Bankruptcy"

Discussion Leader on sessions concerning consumer bankruptcy, pricing installment loans, Wisconsin Installment Bankers

Speaker, Credit Scoring Conference sponsored by Management Decision Systems, "Consumer Bankruptcy: Causes, Costs and Benefits"

#### 1981

With R.W. Johnson and Jack Jacoby, developed and conducted conference entitled "Changing University of Retail Credit II" cosponsored by Credit Research Center and Retail Institute, New York University, October

#### 1980

Speaker, Lafayette Industrial Management Association, "Issues in Consumer Credit Research" Consumer Finance Seminar, "Mission of Japanese Consumer Finance Industry in 1980," Tokyo, Kyoto  
Lecturer, Executive Seminar in Retail Banking, American Bankers Association, May (and October 1979)  
With R.W. Johnson and S. Osterweis, developed and conducted conference entitled "Changing Universe of Retail Credit" cosponsored by Credit Research Center and Retail Institute, New York University, March

### Publications

"The New Urgency of Retirement Planning," Home and Away, April 1993, Vol. 14, pp. 11-13. (Document 77)

"Retail Banking's Fortunes Abate," Banker's Magazine, March-April 1992, pp. 23-29. (Document 78)

"Personal Bankruptcy: What's Behind the Surge? Where Does it go From Here?," Turnarounds & Workouts, July 1992, Vol. 2, No. 6. pp. 6-7. (Document 79)

Contributed regular economies column to Credit Card Management, publication of Faulkner and Gray, 1988-present. (Document 80)

"Bankruptcy: Can Lenders Strike Back," Independent Banker, February 1988, pp. 32-35.

"The New Risks in Consumer Credit," The Bankers Magazine, January-February 1988, pp. 14-17. (Document 81)

"Avoiding Today's Credit Bind," The Southern Banker, December 1987, pp. 20-25. (Document 82)

Co-author (with Robert W. Johnson) Consumer Trends, monthly newsletter published by the International Credit Association, 1985 to 1989.

Reviews of current literature published in Monitor, a bimonthly publication of Credit Research Center, Purdue University, 1978-1988.

"Looking at Credit Rates? Don't be Myopic!" (with R.W. Johnson), The Credit World, Vol. 71, No. 5, May-June, 1984. (Document 83)

"Consumers' Use of the Bankruptcy Option," Credit Union Executive, Autumn, pp. 24-30, 1982.

Bank Cards (with R.W. Johnson), American Bankers Association, contributed two chapters entitled "Bank Cards: Types, Products, Fees, and Their Holders," and "Other Issues," 1982. (Document 86)

"Statistical Analysis of Bank Card Usage" (with R.W. Johnson), 1979, 44 pages (and 1980, 59 pages). (Document 84)

Credit and Collections for Small Stores (with R.W. Johnson), American Bankers Association, 62 pages. (Document 85)

#### Case Development for Executive Seminars

Case Studies of Issues in Evaluation of Bank's Potential in Retail Banking A, B, C (with R.W. Johnson). Used in Executive Seminar in Retail Banking, American Bankers Association, 1979, 1980.

#### Consulting Activities

2010 Expert Witness for State of Wisconsin vs Blue Hippo Financing, Geoffrey and Kahn, S.C, Milwaukee Wisconsin

2008 Strategic Planning Facilitator for Pharmacy Quality Alliance, Washington DC.

2005 Kmart vs CapitalOne , Shook, Hardy and Bacon ,LLP

2004 Greigo and Carillo vs Rent-A-Center, Superior Court San Diego California

Fairfield Manufacturing Company Facilitation of Strategic Planning

2003 Dechert LLP, Princeton, NJ - Hilda Perez vs. Rent-A-Center- Superior Court of New Jersey , Camden County

2003- 2005 Advisor to Department of Gaming Research, State of Indiana

2001-2003 Financial Analyst, Indiana Horse Racing Commission

2001 Foley and Lardner, Milwaukee, WI – State of Wisconsin vs Rent-A-Center, Inc. and ColorTyme, Inc.; Milwaukee County Circuit Court

2000 Barnes and Thornberg, Indianapolis,IN – Various vs Lincoln National Inc.

1998 – present Financial Analyst, Indiana Gaming Commission

1997 Barnes and Thornburg, Indianapolis, IN - Marks and Marks vs Lincoln National Life Insurance Co.

- 1996 Shook, Hardy and Bacon, LLP, Kansas City, MO - Robinson et al vs Thorn , Americas, Inc.
- 1995 Shook, Hardy and Bacon, LLP, Kansas City, MO - Burney et al vs Thorn , Americas, Inc.
- 1995 – 2015  
Economist, Risk Managers Roundtable, Edgar Dunn and Company
- 1994 Shook, Hardy and Bacon, Kansas City, MO - Fogie vs Rent-a-Center.
- 1994 Barnes and Thornburg, Indianapolis, IN - Corey et al vs Edward D. Jones
- 1994 Great Lakes Chemical, Divisional Profitability Analysis
- 1993 General Motors: The GM Card. A national multi-media education program covering leasing/buying car on credit and economics of credit card incentive programs.
- 1993 Chevy Chase Federal Savings Bank: Update of Housing Related Purchases Study
- 1991 American Collectors Association, prepared testimony estimating effect of garnishment exemption for federal employees.
- Bank One, "Risk-Return Characteristics of Bank Credit Cards"
- Chevy Chase Federal Savings Bank, Update of Housing-Related Purchases Study
- 1988 Bank One, "Determinants of Profitability of Credit Card Portfolio."  
Chevy Chase Federal Savings Bank, "Measuring Housing-Related Purchases on Bank Credit Cards."
- American Collectors Association, "Garnishment Exemption for Federal Employees."
- 1987 Sears-Discover, "Contribution to Profitability of Cash Advance Users."
- 1983 Testimony on behalf of credit industry concerning deregulation of rate ceilings in Kansas.
- 1982 Preparation of report on the outlook for automobile finance for Ford Motor Credit Corporation. Prepared paper (with R.W. Johnson) based on national survey of commercial banks.
- Preparation of report on use of functional cost data in strategic planning for commercial banks (with D.E. Schendel) for Marine National Exchange Bank.

Preparation of testimony regarding the structure of and amount of competition in the credit information industry for TRW, Inc.

1980 Testimony on behalf of credit industry concerning the adequacy of rate ceilings in Massachusetts.

1979 Preparation of testimony in cases concerning anti-trust issues for Citibank (Carte Blanche, Diners Club acquisitions) (also 1981).

Preparation of research material for FTC vs. Ford Motor Credit Corporation, Ford Motor Credit Corporation, Ford Motor Company, et al. repossession policies and practices.

1977 Preparation of testimony on behalf of Attorney General for State of California regarding reinstatement of usury ceiling.