

VITA
July 1, 2005

John R. Graham

College of Business Administration
Kansas State University
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WIFE: Mary Lee Graham
SONS: Jeff (Born 11-26-71)
Nick (Born 10-05-75)
HOME: 1512 Country Club Place
Manhattan. KS 66502-4653
BORN: Liberal, KS 8-14-45

Education:

Kansas State University, B.S. in Accounting, 1967
University of Arkansas, M.B.A., 1969
Ph.D., Accounting and Finance, 1971
The American College, CLU, 1977; ChFC, 1984

Employment:

2000-present: Executive-in-Residence and Professor of Finance, College of Business Administration, Kansas State University (Part-time)
1997-present: Chairman of the Board, President and CEO, Graham Capital Management, Inc., a company engaged in business services, investments, venture capital and business ownership
1970-present: Owner, Graham Ventures, a sole proprietorship engaged in consulting, public speaking, publications, educational seminars, business/ financial services, and investment management
1979-1999: CEO, Farm Bureau Financial Services (a financial services holding company), KFB Life Insurance Company, Farm Bureau Mutual Insurance Company, KFB Insurance Company, and FB Services Insurance Agency. Also, served as Executive Vice President of Kansas Farm Bureau (the non-profit parent organization); Retired 12-31-99
1994-1999: Chairman of the Board and CEO, FB Capital Management of Kansas (a registered investment advisor with approximately \$1.2 billion of investments under management or advisory agreements at 12-31-99); Retired 12-31-99
1979-1999: Adjunct Full Professor (part-time), College of Business Administration, Kansas State University
1970-1979: College of Business Administration, Kansas State University: Assistant Professor (1970-74), Associate Professor (1974-78), Full Professor (1978-79), Associate Dean & Director of Graduate Studies (1975-79)
1969-1970: Research Assistant, College of Business, University of Arkansas, Fayetteville AR
1968-1970: Property Manager, Raspberry Enterprises, Fayetteville, AR

Honors and Recognition:

NDEA Fellow, University of Arkansas, 1967-1970
Price Waterhouse Foundation Award, Doctoral Dissertation, 1969
Financial Executives Institute Citation, Achievements in Accounting, 1967
Member of Delta Mu Delta, Beta Alpha Psi, and Beta Gamma Sigma
Recipient of an All-University Undergraduate Teaching Award at KSU for the 1973-74 academic year (recognition, citation, and financial award at Commencement ceremonies, May 1974)
Recipient of the San Fernando Valley Chapter Award for the Most Significant Contribution of the Year to the

CLU Journal (Award received in Los Angeles, June 1974)

Selected as Price Waterhouse Faculty Fellow for 1975 (worked in PW offices in New York, Houston and Kansas City)

Kansas Insurance Education Foundation Hall of Fame (1987 Inductee)

Rotarian of the Year, Manhattan Rotary Club, 1988 (Designated a Paul Harris Fellow)

Citizen of the Year (Designation and recognition by Manhattan Chamber of Commerce at February 1989 Annual Meeting)

Distinguished Fellow, Kansas Council on Economic Education

Financial Executive of the Year and Hall of Fame Inductee (Selected by the Finance Advisory Board, Department of Finance, College of Business, Kansas State University), April 1998

Distinguished Business Leader/ Hall of Fame, College of Business, Kansas State University, recognition at Fall 2001 Meeting of the Business Advisory Council.

Business, Professional and Public Service:

Member of the Financial Management Association, American Society of Financial Services Professionals, Academy of Financial Services, and Manhattan Chamber of Commerce

Member of the following Boards of Directors:

National Association of Independent Insurers (NAII) (Now known as PCIAA), Chicago, IL, 1984-2000 voting Member; 2001-Present, Honorary member as Past Chairman (Chairman, 1993)

Erie Indemnity Company, Inc. (ERIE on NASDAQ), Erie Family Life Insurance Company, Inc. (ERIF/OTC Market), and Erie Insurance Company, Inc. which together with subsidiaries and affiliates comprise The Erie Insurance Group, a Fortune 500 organization. Also, serve on the Executive, Audit, and Investment Committees of the Board (Chair of the Investment Committee), 2003-Present

Graham Enterprises, Inc., 1994-Present

Graham Capital Management, Inc., 1997-Present

National Institute for Strategic Technology Acquisition and Commercialization (NISTAC), 1998-Present (Former Chairman and current Chair of NISTAC for profit affiliate, Mid-America Technology Management, Inc.)

Farrar Corporation, 1999-Present

Kansas State Bank, Manhattan, KS, 2000-Present

NanoScale Materials, Inc., 2001-Present

Tortoise Mutual Fund Family including Tortoise Energy Infrastructure Corporation (NYSE:TYG), Tortoise Energy Capital Corporation (NYSE: TYY), and Tortoise North American Corporation, Founding in 2004 -Present

Current Service Activities:

Member, Manhattan Rotary Club, 1973-Present (President, 1978-79)

Member, Board of Trustees, Kansas State University Foundation, 1979-Present; also, Executive Committee, 1979-98, and Chairman, 1990-92

Member, Business Advisory Council, College of Business Administration, Kansas State University, 1979-Present; Chairman, 1992-97

Member, Board of Trustees, Kansas Council on Economic Education, 1984-Present; also, Executive Committee, 1984-90, and Chairman, 1986-88

Member, Board of Trustees, Kansas State University Newman Foundation, 1993-Present; Chairman, 1999-Present

Member, Board of Trustees and Executive Board, Mercy Health Foundation, 1994-Present

Member, Board of Trustees, Kansas State University Golf Course Management and Research Foundation, 1997-Present; and a Founder of Colbert Hills Golf Course

Member, Manhattan Area Chamber of Commerce, and Board of Directors, 1998-2004; also, Director from

1980-83, 1985-87, 1991-96 and Chairman, 1982
Member, Board of Trustees, Manhattan Community Foundation, 1999-Present, and a Founder
Co-Chair, Manhattan-Riley County United Way Pillars Club, 2000-2003
Member, Board of Directors, Rudd Foundation Kansas Entrepreneurial Fund, 2000-2003
Member, Board of Directors & Treasurer, Kansas State University Alumni Association, 2000-Present
Member, Board of Directors, Kansas State University Research Foundation, 2001-Present

Past Service Activities:

Member, Advisory Board, Midwest Business Association, 1976-78
(Continued)
Member, Board of Trustees, The St. Mary Hospital, 1977-80
Coordinator for KSU, Manhattan- Riley County United Way Campaign, 1976
Rotary District Governors Representative, 1978-82
Member, KSAC Community Advisory Board, 1979-84
Member, Board of Trustees, Kansas Insurance Education Foundation, 1981-98; Chairman, 1981-83
Commissioner (Governor's Appointment), Kansas Department of Economic Development Advisory
Commission, 1982-86
Member, IBM Insurance Industry Executive Advisory Council, 1983-84
Member, American Agricultural Insurance Company Advisory Committee, 1984-87
Member, Boards of Directors and Trustees, Equitrust Series Fund, Equitrust Variable Insurance Series Fund,
And Equitrust Money Market Fund, Des Moines, IA, 1985-2000
Member, Board of Trustees, Leadership Kansas, 1986-89
Member, Executive Board, Coronado Area Council, Boy Scouts of America, 1986-89
Member, Board of Directors, Kansas Venture Capital, Inc., Overland Park, KS, 1987-92; Chairman, 1990-91
Member, Board of Directors, Kansas Chamber of Commerce and Industry (KCCI), 1988-91; also,
Executive Committee, 1991
President, Kansas Life Companies Association, 1989-91
Member and Chairman, Board of Directors, FB Capital Management of Kansas, Inc., 1994-99
Member, Manhattan Economic Development Opportunity Fund Advisory Board (MEDOFAB), 1995-96
Public Member (Governor's Appointment), Kansas Board of Accountancy, 1995-98
Member, Board of Directors, Manhattan Arts Center, 1996-97

Publications

Author of over 30 professional papers and publications. Co-author with Terry Arthur of a popular book Keeping
What's Yours: Estate Planning After Tax Reform, Educational Publishers, 1977.