

SMURFIT-STONE ENTREPRENEURIAL ALUMNI HALL OF FAME

NOMINATION FORM

Candidate Information

| | | |
|---|---|-----|
| Category of Award: (select one) Small Business | | |
| Full Name: Robert J. Minkler, Sr. CPA | | |
| SLU Degree and date awarded (if known): B.S. Commerce 1959 | | |
| Email: info removed | Phone: info removed | |
| Place of Work: Anders Minkler & Diehl LLP | Position: Founder/Chair-Executive Committee | |
| Mailing Address: (check) <input type="checkbox"/> Personal <input checked="" type="checkbox"/> Work | | |
| Street info removed | | |
| City info removed | State MO | Zip |
| Explain why you think this candidate deserves to be inducted into the Saint Louis University Smurfit-Stone Entrepreneurial Alumni Hall of Fame (based on the criteria explained in the category descriptions and eligibility requirements). See attached (p. 2+) | | |
| How did this person demonstrate entrepreneurship or entrepreneurial leadership in the nominated category (based on the criteria explained in the category descriptions and eligibility requirements)? See attached (p. 2+) | | |
| If the example you describe above took place at a prior place of employment, please give the full name and mailing address of the firm, as well as when the events took place. N/A | | |
| Please provide any additional information about the person or example (e.g. newspaper articles, other people to contact, etc.)? Persons to contact: XYZ Friend, 123-456-789, xyzfriend@yahoo.com | | |

Nominator Information

| | | |
|---|--|-----|
| Name: Thomas E. Hilton | | |
| Email: info removed | Phone: info removed | |
| Place of Work: Anders Minkler & Diehl LLP | Position: Partner/Executive Committee Member | |
| Mailing Address: (check) <input type="checkbox"/> Personal <input checked="" type="checkbox"/> Work | | |
| Street info removed | | |
| City info removed | State MO | Zip |
| What is your relationship to the candidate? Business Partner | | |
| How did you hear about the Entrepreneurial Alumni Hall of Fame? E-mail | | |
| If you are a SLU alum, please give your degree and year. Master of Finance, 1984 | | |

Thank you for your nomination. Please send completed form to Jeanne Rhodes at ecenter@slu.edu or
Center for Entrepreneurship, John Cook School of Business, 3674 Lindell Blvd,
Room 100, St. Louis, MO 63108.

SAINT LOUIS UNIVERSITY CENTER FOR ENTREPRENEURSHIP

Building a Region of Entrepreneurs

SMURFIT-STONE ENTREPRENEURIAL ALUMNI HALL OF FAME

NOMINATION FORM

Explain why you think this candidate deserves to be inducted into the St. Louis University Entrepreneurial Alumni Hall of Fame.

Robert J. Minkler Sr. (Bob) is a true visionary. After graduating from St. Louis University with a degree in Commerce in 1961, Bob began his career in public accounting, passed the CPA exam, and just a few years later, joined with fellow SLU alumnus James J. Anders to launch Anders Minkler and Diehl LLP (AMD) in 1965.

The firm has experienced steady growth over the past four decades, and in 2006, was named for the second straight year as one of the Top 15 CPA firms in the Midwest by *Accounting Today*, realizing annual growth of more than 20%. This growth can be directly traced to the business philosophy Bob has instilled in every member of the firm: to go beyond traditional accounting services by linking sophisticated technology with personal expertise to provide client focused, value added personal service. Under Bob's leadership and vision, AMD has successfully blended national firm expertise with local firm personal service to create an accounting and business consulting environment based on a partnering relationship with each of AMD's clients.

In addition to creating a successful business enterprise, Bob's has created a corporate culture that reflects a commitment to the needs of each AMD employee, each AMD client, and the Greater St. Louis community. AMD possesses a family atmosphere in which every employee feels as though they are an integral member. In addition to a commitment to the professional training and personal growth of each person, AMD offers a workstyle/lifestyle balance based on the individual and at the same time, encourages each employee to "give back" through participation in civic, charitable, and professional organizations.

Bob has consistently demonstrated leadership both within the firm and the accounting profession. Recently, Bob was re-named to the Board of Directors of CPA Associates International, Inc. (CPAAI), a leading international association of public accounting firms, which he has been instrumental in building.

AMD became a member of CPAAI in 1988 when accounting associations had not developed to their current status. Over the past 19 years, Bob has served in numerous leadership positions within the association, including Chair of the Executive Committee, North American Strategic Planning Committee, and Client Publications Committee. During the course of his involvement, he has helped build CPAAI into a worldwide association of accounting firms comprised of 144 firms and over 290 offices in 72 countries.

On the national level, Bob has served the American Institute of Certified Public Accountants (AICPA) as a member of Governing Council (1988-1991) and the Joint Trial Board (1994-2000).

On the state level, Bob has served the Missouri Society of Certified Public Accountants (MSCPA) as a member of the Board of Directors (1984-1989) and President (1987-1988). Bob has also represented the State of Missouri as Conference Chair for the National Management of an Accounting Practice Conference (1980, 1992). He is also a member of the Illinois CPA Society.

At the community level, Bob currently serves as a member of the Board of Directors of Truman Bank. He has previously served the School District of Ladue as a Board member and a member of the Budget

SAINT LOUIS UNIVERSITY CENTER FOR ENTREPRENEURSHIP

Building a Region of Entrepreneurs

SMURFIT-STONE ENTREPRENEURIAL ALUMNI HALL OF FAME

NOMINATION FORM

Task Force. He has also served U.S. National Bank of Clayton as a Board member and Advisory Board member.

Bob has always possessed a debt of gratitude to those who have helped make him the professional he is today. Foremost among them is St. Louis University. Bob has been a member of the DuBourg Society for many years with his commitment of his personal financial resources. He was recognized as a distinguished alumnus in the past as a recipient of the Fr. Boland Award, presented to him by Fr. Lawrence Biondi. As a testament to Bob's loyalty and commitment to St. Louis University, he was instrumental in the establishment of the AMD Accounting Scholarship Fund, which provides financial scholarship dollars to worthy students in the study of accounting at St. Louis University. The firm has been a long-time supporter of SLU athletics as holders of basketball season tickets and members of the Billiken Club. The commitment to St. Louis University is firm-wide as one of Bob's partners (also a SLU alumnus) was instrumental in the formation of the College Church Endowment Fund to benefit College Church on the St. Louis University campus.

An avid St. Louis Cardinals fan, Bob is also a fan and supporter of youth sports and was an influential Board member of the St. Louis Ambush Youth Soccer Foundation.

On a charitable level, Bob supports many organizations including the St. Louis Volunteer Lawyers and Accountants for the Arts, and the United Way of Greater St. Louis, where he served numerous terms as Co-chair of the Accountants Division.

Bob achievements in accounting have been recognized by many. Among awards, he has been named CPA of the Year by the Missouri Society of Certified Public Accountants and is a recipient of the Father Boland Award from St. Louis University. However, he takes most pride in the achievements of his firm. Awards achieved under Bob's leadership include:

- Two **Gold Circle Certificates of Merit for Achievement** in client services from *Accounting Today*, a national accounting publication.
- Twice recognized as one of the **Top 50 CPA firms** in the nation by *CPA Digest* for innovation and contribution to the accounting profession.
- Selected in 2004 and 2005 as one of the **Best Places to Work** by the St. Louis Business Journal.
- Named to the **Top 15 Midwest Firms** by *Accounting Today* magazine in 2005 and 2006.
- Received **Seventh Consecutive Unmodified Peer Review**, the highest-level review awarded from the Private Companies Practice Section (PCPS), in connection with the AICPA Division for Firms.
- AMD partner named to **100 Most Influential Practitioners** in 2005 and 2006
- Two partners named to **AICPA BV Hall of Fame**.
- Four awards for **Excellence in Marketing** from the Association of Accounting Marketing in 2006 and 2007

SAINT LOUIS UNIVERSITY CENTER FOR ENTREPRENEURSHIP

Building a Region of Entrepreneurs

SMURFIT-STONE ENTREPRENEURIAL ALUMNI HALL OF FAME

NOMINATION FORM

- Two **Bronze Quill** awards from the International Association of Business Communicators in 2006 and 2007

Bob has been a leader in his own firm where he embraced industry niches, specialties, technology and marketing years ahead of his time. He has spread his vision throughout the accounting industry and has instilled an entrepreneurial spirit into many of the professions most influential CPAs in Missouri and throughout the country.

How did this person demonstrate entrepreneurship or entrepreneurial leadership in the nominated category?

When several “Big 8” firms were processing tax returns by hand in 1978, Bob Minkler and AMD were completing tax returns through the use of first generation computer processing. Bob was technologically savvy before most firms had purchased their first stand-alone computers. He had a vision for a “paperless” office before that topic donned the front cover story of every accounting industry publication in the nation, for several months running. He saw technology as an invaluable tool for accounting firms when some still saw it as a passing phase. Technology remains cutting edge at AMD as the firm went “paperless” five years ago, at a time when others had not yet considered the concept.

It is this type of vision and forward thinking that has enabled Bob to grow AMD from a firm of two in 1965 to a firm of 100 in 2007, and increase revenues from a initial year total of just over \$63,000 to \$14 million in that same time frame. It is this type of entrepreneurship that has put AMD, under the leadership of Bob Minkler, on the list as one of the Top 15 Firms in the Midwest by *Accounting Today* magazine while also being named one of the best places to work in St. Louis.

In the 1980s, moving out of Downtown and into the county became en vogue for some accounting and other professional services firms. But, Bob Minkler saw the vision for Downtown St. Louis and stayed committed to making AMD the largest locally-owned accounting and business consulting firm headquartered in the city of St. Louis. Today, AMD is at the center of the resurgence of St. Louis’ central business district.

While other local accounting firms concentrated on tax and audit in the early 1990s, Bob saw that specialty niches would be the drivers of revenue and growth for CPA firms of the future. In an effort to stay ahead of that change in the industry, Bob hired SLU alumnus Tom Hilton and together they forged the way for what today is one of the most comprehensive and nationally-recognized Valuation and Litigation Services practices in the country. In 2004, Dr. G. William Kennedy, another SLU alumnus, joined Hilton as co-director of AMD Valuation and Litigation Services. Both are among only 18 members of the AICPA Business Valuation Hall of Fame and AMD is the only firm in the nation to call itself home to two members of this respected group. Bob’s ability to attract and retain talent, and support niche development through commitment of firm resources were key drivers to the success of this and other niche practice areas within AMD. The firm continues to look to St. Louis University for this talent. Several partner, practice group leaders and some of our most promising young talent at graduates of St. Louis University.

SAINT LOUIS UNIVERSITY CENTER FOR ENTREPRENEURSHIP

Building a Region of Entrepreneurs

SMURFIT-STONE ENTREPRENEURIAL ALUMNI HALL OF FAME

NOMINATION FORM

Throughout his career, Bob has demonstrated true entrepreneurial spirit by attracting professionals who were technically competent, possessed a dedication to quality client service, embraced his philosophy of doing business, and were skilled at developing new business. Today, those traits describe what the experts refer to as the “CPA of the Future.” The future at AMD began in 1965 when applying critical thinking was not the latest industry buzz word, but the way Bob did business. That same entrepreneurial

spirit is in full swing at AMD in 2007 with the AMD Business Development Forum. A one-of-a kind program, AMD efforts are aimed at giving young accountants a combination of both the technical and soft skills training they will need to provide exceptional client service, build referral sources, represent AMD in the community and develop business to carry the firm into the future.

At age 70, Bob Minkler continues to look to the future. Realizing that the continuation of the firm he built was of primary importance, Bob established an Executive Committee to govern the firm in the future. As an Emeritus member of the Firm’s Executive Committee, he provides the same gentle leadership that has been the hallmark of his past success, lending a guiding hand and remaining intimately involved in the strategic direction of the firm, which includes plans to grow to \$24 million by 2012. At a time when others are cutting back, Bob is forging ahead to create opportunity for the young professionals who select AMD as the place to build their careers. From the time he co-founded the firm with Jim Anders, Bob Minkler has been a builder of vision. That vision will continue long after he retires from AMD.

SAINT LOUIS UNIVERSITY CENTER FOR ENTREPRENEURSHIP

Building a Region of Entrepreneurs