



Exploration, acquisitions, drilling and production. The oil and gas industry is in full swing with Baylor alumni serving as an integral part of satisfying consumer demands by providing dependable resources.

Lance Byrd, Co-owner of Sendero Energy & CEO of Daunis Energy

Working as a political campaign manager out of college, it wasn't long before Lance Byrd shook hands with his own destiny.

"I worked in politics for the first couple of years out of Baylor where I met several oilmen," he said. "I was fascinated

by the people and personalities I met in the industry, as well as its history and charisma."

Byrd, BBA '91, absorbed as much industry knowledge as possible before pursuing a career in oil. After working as a contract landman for Enserch Exploration, he craved more in-house exposure to all components of the industry. Persistence paid off for Byrd as he got his break with Maguire Oil Company and gained industry experience.

"I kept calling Cary Maguire at Maguire Oil

Company, and he kept telling me he didn't have anything available but might have something down the road," Byrd said. "Finally I called him one day and said, 'Look, hire me for 30 days, and if after 30 days it doesn't work out, then I'll leave you alone.'"

Maguire agreed, and after three months of successfully accomplishing projects, Byrd was hired

full time and eventually promoted to be the company's director of acquisitions and divestitures.

"It was a great experience for me," he said. "Buying and selling properties and drilling deals gave me a lot of exposure to the entire industry, and I gained a lot of specific industry knowledge. I left there in 1998 to work for another independent producer, Dale Resources, and then started my own company in 2001."

Byrd founded Sendero Energy with his business partner, David Porter, who is a petroleum engineer. Byrd also created Daunis Energy, which serves as a holding company for oil and gas assets.

"Sendero Energy is our operating company and manages the day-to-day oil and gas activities, as well as our other business interests, which include ranching, commercial and residential real estate, and aviation," he said. "David oversees the oil and gas operational issues,

"Baylor really helped me develop people skills and my ability to lead and convince."

and I handle more of the business development, land and legal issues."

Although not the longest-standing veteran, Byrd has witnessed the evolution of the industry since it first captured his attention.

"At the time I entered the industry, oil prices were around \$10 a barrel, and there weren't a lot of job opportunities available," he said. "This was back during the early '90s high-tech boom, and everyone thought I was crazy for wanting to get into such a mature industry. I would go to industry functions and was always the youngest guy in the room by about fifteen to twenty years."

With a determined entrepreneurial spirit, Byrd



Lance Byrd

encourages Baylor students to arrive prepared upon entering the oil and gas industry.

"In college, I always thought I would hire someone to handle the responsibilities of accounting and finance," he said. "You can do that to a degree, but you still have to understand everything yourself or you are in trouble. Even if you are an entrepreneur at heart, you've got to learn the business before you can run your own company."

Byrd said the measurement of success in his life and business is defined by two questions: "I ask myself if I am having fun, and if I am glorifying God through the enjoyment and sharing of the blessings He has provided."

With those measurements in mind, Byrd said he enjoys the relationships he has built through his work the most.

"Baylor really helped me develop people skills and my ability to lead and convince," he said. "This is a very relationship-oriented business. People tend to do business with people they like and trust, and I've had some great times building and maintaining those relationships."

**M. Jay Allison, Chairman,
President & CEO of
Comstock Resources**

Although Jay Allison's business involves the oil fields, one could say his work ethic first went into play on the football field at Baylor.

"Playing football under Coach Grant Teaff taught me to continue to give my best — no matter what," he said. "I remember my freshman year at Baylor, we were behind at half-time against the University of Texas and

overcame a 24-point deficit to beat them. We went on to play in the Cotton Bowl in 1975."

Backed by his belief of giving his best effort, Allison went on to earn not one, but three degrees from Baylor. He earned a BBA in Accounting in 1978, an MS in 1980 and a JD in 1981. Before embarking on his career, Allison built a strong academic foundation that would benefit him in the future.

"My thought was that once you start school you

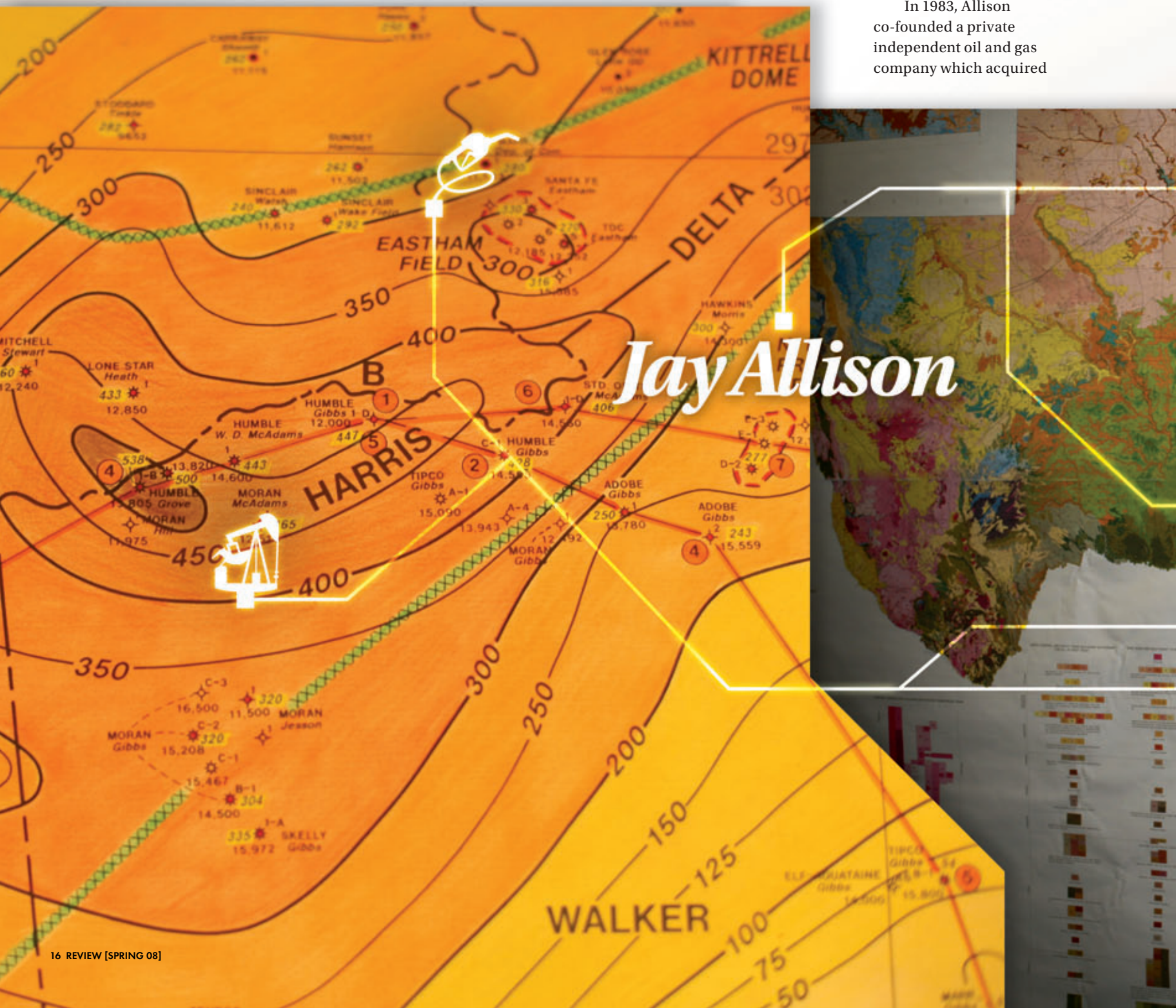
should stay in until you have earned all the degrees that you will need while you are in that phase of life," he said. "Once you enter the working world and have a family and incur debt, it is harder, in my opinion, to go back into the world of education."

Following his football days, Allison switched to the game of finding oil and gas. Using his law degree, he gained exposure to the industry as a practicing oil and gas attorney for the

firm of Lynch, Chappell & Alsop in Midland, Texas.

"Practicing oil and gas law gave me the confidence that I needed and experience to be successful in the oil and gas industry," he said. "When the opportunity presented itself, I was able to create a successful independent oil and gas company. Understanding the legal side of the industry is always an advantage especially in the beginning when you are involved with setting up a company."

In 1983, Allison co-founded a private independent oil and gas company which acquired



Comstock Resources in 1987. He has experienced success first-hand through witnessing the rise of Comstock Resources, which is based in Frisco, Texas. The independent company is engaged in onshore oil and gas exploration and production and owns 49 percent of a successful offshore exploration company, Bois d'Arc Energy, Inc.

"Somewhere along the road you realize that what you had dreamed would happen has been greatly exceeded," he said. "Comstock started out over 20 years ago with virtually no assets and no financial backing, and today

we have \$2.4 billion in assets and great financial strength. We have closed over 35 corporate transactions and have been listed for 11 years on the New York Stock Exchange."

Along with his business ventures, Allison has maintained his ties with Baylor through serving on the university's Board of Regents for the past nine years.

Allison is grateful for his good fortune and maintains a positive outlook in life while keeping the important

"Playing football under Coach Grant Teaff taught me to continue to give my best — no matter what."

things in mind. "Give your best, love your family, treat all people with equal respect no matter their occupation or place in life, and honor Christ in everything."





Danny Bowlin

Danny Bowlin, Senior Vice President & CFO of Hunt Petroleum

After working at Peat, Marwick, Mitchell & Co. (now KPMG) as an audit partner, Danny Bowlin redirected his financial expertise to concentrate on the oil industry. In 1985, he joined the Dallas-based company of Hunt Petroleum, which specializes in domestic exploration and production of oil and gas,

mainly in Texas, Louisiana and the Gulf of Mexico.

"With the firm, I did a lot of audit work with the oil and gas industry, and specifically for the Hunt family entities," he said. "I liked the family ownership of the company and what they stood for, so I took the opportunity to join them."

Although the company is relatively small in size, Bowlin said there is a powerful, driving force of dedicated employees standing behind it.

"At Hunt Petroleum, we employ about 350



“A big part of any successful company is creating value for shareholders with an atmosphere of camaraderie.”

people,” he said. “We have an unusually large number of loyal employees. A big part of any successful company is creating value for shareholders with an atmosphere of camaraderie.”

Bowlin, BBA '69, said he enjoys the dynamics of the industry. “I like the challenges we encounter,” he said. “We’re privately-owned so we do not face the same issues that publicly-owned companies have, like satisfying outside shareholders. Our operations team is constantly challenged to find niche areas for properties that will be productive in order for our

company to provide resources and remain competitive.”

Bowlin said that the oil and gas industry is a progressive one with technological advancements paving the way.

“I am continually amazed by the technology that is available today for exploration of resources and putting them into use to benefit others,” he said. “Using this technology, our people will go out into the middle of the Gulf of Mexico in several hundred feet of water, drill a well several

thousand feet deep, and find oil or gas. It is remarkable.”

Bowlin understands the importance of applying a strong work ethic in business to create positive results, while remaining humble in one’s endeavors.

“One of the most important things I think Baylor taught me is about taking responsibility for your own work,” he said. “I think the business school instills that down-to-earth work ethic of working your way up in a respectable manner.”

As he looks toward the future, Bowlin said adaptation is the key. “In the oil and gas industry, you

have to learn to be flexible,” he said. “Every day there are company acquisitions and mergers. There are a lot of opportunities, but with those opportunities come new responsibilities. You have to be able to move in the direction that the business takes you.”

Aside from his career, Bowlin enjoys spending time with his family, especially his three granddaughters, whom he said already attend Baylor events.

