

R. DON KEYSER, DBA, CM&AA

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SUMMARY OF SKILLS

- 40 years of experience in corporate and municipal investment banking, and business finance and management consulting.
- Served as senior investment banker on over 250 corporate, municipal and real estate transactions, for over \$3 billion in total amount.
- Provided expert witness testimony in 46 civil cases to date, nationally, in finance cases.
- Adjunct teaching finance courses in MBA programs for 14 years.
- High level of computer literacy and competence, including development of analytical models, financial and credit analyses, use of data base and graphics programs, and internet-based research.
- Published author of two research papers, and one book in process; speaker at conferences and seminars.

PROFESSIONAL EXPERIENCE**Hannover Ltd., Minneapolis, MN; Managing Principal; January 2001 – present.**

- Providing corporate finance and management consulting services (including Financial Management Systems, capital budgeting, financial analysis, international business expansion, and interim CFO).
- Providing corporate and project investment banking services; responsible for structuring and placing corporate finance security offerings (debt and equity); M&A consulting and transaction funding; responsible for business development and internal credit review.
- Providing expert witness services in litigation involving financial matters, including due-diligence and disclosure, defaulted financings, investor disputes, and damages calculations; served in forty-six cases to date.
- Project team leader, managing group of consultants organized as 'virtual consultancy'.

Miller & Schroeder Financial, Inc., Minneapolis, MN; Senior Vice President and Principal, Capital Markets Group; February 1998 – December 2000.

- Senior banker responsible for fixed-income investment banking, specializing in project, municipal and corporate financing, real estate development, loan syndications to commercial banks, and in analyzing, structuring and placing rated and unrated debt; consultant on business development, M&A, valuations, and lending.
- Responsible for own marketing, team management, financial analyses, and deal management; managed satellite office; trained analysts; developed credit review procedures; responsible for integration of banking, sales and trading.

Dain Rauscher Incorporated, Minneapolis, MN; Managing Director; June 1985 – February 1998.

- Senior managing investment banker for fixed-income financings, for municipal and corporate projects; responsible for analyzing, structuring and placing unrated and rated debt and loans; consultant on project financing, business development, lending, investment management, and M&A.
- Did own market development, including creating market presence in two states new to Dain; interim manager of two regional offices; developed and implemented new financing products and ideas.
- Conducted financial analyses, including developing analytical software and techniques; lead responsibility for software development and maintenance; developed credit review procedures; managed and trained Project Teams; responsible for integration of banking, sales and trading.

Evensen-Dodge Consultants, Inc., Minneapolis, MN; Senior Analyst/Vice President; 1982-1985.

- Independent financial advisor to state and local governments on analysis and development of project financings; developed and implemented conversion from timesharing system to in-house desktop computer system for financial analysis, including development of software and analytical procedures.

City of Saint Paul, MN, Department of Planning and Economic Development; City Planner and Senior Economic Development Project Manager; 1978-1982.

- Project Manager for economic development projects; Grants Manager.

ACADEMIC EXPERIENCE

Professor: Saint Mary's University, Minneapolis (adjunct); 2015 - present

- Teaching MBA and MAPA level courses in Corporate Finance, International Finance, Investment Banking, Financial Institutions, Government Finance; on-line and on-campus.
- Developed new curriculum for course in Government Finance for MA in Public Administration program and for course in Corporate Finance for MBA program; converted on-campus course in International Finance into on-line course; revised curriculum of Corporate Finance course to include section on relationship between corporate finance and sustainability; developing new curriculum in Investment Banking/M&A.
- Served on two doctoral dissertation committees.
- Member, Faculty Advisory Council; participated in Teaching Fellowship Program, 2018.

Senior Lecturer: Carlson School of Management, University of Minnesota (adjunct); 2016 - present

- teaching MBA level courses in Corporate Finance, International Finance and Financial Modeling; developing new curriculum on climate change and corporate finance.

Adjunct Professor: Thomas More University, Crestview Hills, KY (adjunct); 2020 – present.

- Teaching MBA courses in Strategy, Organizational Management, and Project Management (Capstone Course).

Adjunct Faculty: Augsburg University, Minneapolis, 2014-2016; Argosy University, 2012-2014; Metro State University, 2010-2015

- Taught MBA level courses in Corporate Finance, Managerial Accounting, and Entrepreneurial Finance.

Publications:

- *Study of the Export Behavior of Small and Medium-Sized Manufacturers in Minnesota Using Quantitative Correlational Analysis*; Sage Research Monographs; Fall 2019. (based on my doctoral dissertation): download at: <https://methods.sagepub.com/case/export-behavior-small-medium-sized-manufacturers-minnesota-quant-corr>
- *Financial and Statistical Analysis: Analyzing Project Feasibility Through Financial Mathematics Using a BioPharma Company as a Case Study*; Sage Research Monograph; published March 2022.
- *Closing the Deal: Case Studies in Applying the Principles of Lean Six Sigma to Successful Investment Banking Transactions*; draft book; accepted for publication by Business Expert Press in 2022; due for release 2023.
- *Perspectives on Critical Issues: An Anthology of Research Papers*; Saint Mary's University; Volumes 1 – 6.

EDUCATION

- **DBA** (Doctor of Business Administration; International Business/Finance); Argosy University
- **MBA** (Finance); Carlson School of Management, University of Minnesota.
- **MAPA** (Urban Economic Development); Humphrey Institute of Public Affairs, University of Minnesota.
- **BA** (Political Science); Ohio State University.
- **Certified Merger & Acquisition Advisor (CM&AA); Real Estate Broker** license.

MEMBERSHIPS AND ACTIVITIES

- Member of: Alliance of Merger & Acquisition Advisors, and Association of Corporate Growth; Board Director of: German-American Chamber of Commerce, Enova Illumination (med-tech), and Moto-I (the only sake brew pub in North America); Board of Advisors: Isthmus Foundation (stem cell research); former Chairman, Planning Commission of City of Golden Valley; Co-founder of Golden Valley Community Events Fund.
- U.S. citizen; veteran (Navy, intelligence analyst)