

**Drew Miller PhD, CMA, CFP, CM&A, CGFM  
Col, USAFR**

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**EXPERIENCE**

1995-present

**Heartland Management Consulting Group, President**

Defense consulting working with **Institute for Defense Analyses** on DoD projects in Analysis of Alternatives, Threat Finance, with service in Iraq. Business management consulting in financial analysis and planning, business development, due diligence reviews, program evaluation, cost/benefit studies, business process redesign and strategic planning. Investment Banking services as President of Global Vantage Securities, offering a full range of business financing and M&A services. Ran NASD regulated broker-dealer. NASD Series 7, 24, 63, 65 and 28 (FinOp) licenses.

2001-present

**Col, USAFR, USAFA, HQ USAF A8, STRATCOM J8**

Reserve staff work conducting capabilities assessments, program and force requirements studies for HQ USAF and STRATCOM, currently at USAFA

1995-2006

**Regent, University of Nebraska;** Chair Business Affairs Committee handling IT, budget and business affairs of \$1.3 billion, four campus University, with 10,000 employees serving 50,000 students

2003-2004

**Program Manager, Strategic Planning and Budgeting Domain  
Dept of Defense Business Management Modernization Program**

Senior Executive Service position in OSD Comptroller's Office. Working to integrate DoD business systems, reduce IT systems and administrative costs, and reform the DoD Planning, Programming, and Budgeting system.

1998-2001

**Public Affairs/Plans and Programs Officer, U.S. Strategic Command**

IMA in STRATCOM Public Affairs Office, additional duty working DoD Nuclear Posture Review for HQ AF/XONP with STRATCOM J-5

1984-2000

**Adjunct Faculty Member,** Univ of Nebraska, Bellevue Univ, Tampa College in statistics, managerial economics, public/business management courses

1998-2000

**Financial Continuum, President**

Following successful sale of Securities America, started up new company with CEO. Acquired six companies in six months to jump-start Financial Continuum. Company supports and brings together estate planning attorneys, CPAs and other professional advisors. Founded "Alliance of M&A Advisors" and serve on Board for this professional association.

- 1997- 1998      **Securities America, VP Planning and Development**  
Responsible for strategic planning, acquisitions, and business development for sixth largest independent broker-dealer in US, asset management company, insurance marketing and other financial services companies. Negotiated sale of company to American Express.
- 1996- 1997      **Maitre D' Delivery, CEO**  
Home and office delivery service for prepared meals, groceries, flowers and videotapes. Goal was to demonstrate workability of business model in difficult Omaha market and then sell to large national foodservice company for national roll-out. Business operation worked well but failed to generate sufficient market response in Omaha and was shut down.
- 1995-1996      **Media Operations Officer, U.S. European Command**  
Volunteer assignment during Operation Joint Endeavor in Bosnia
- 1993-1998      **Public Affairs Officer, 155th Air Refueling Group, NE Air National Guard**
- 1987-1993      **Director of Intelligence, 155<sup>th</sup> Tactical Reconnaissance Wing  
Nebraska Air National Guard**
- 1987- 1995      **ConAgra Corporate Planning and Development, Manager**  
ConAgra Inc world's fourth largest public food company, \$25 billion sales. Started at ConAgra as a Planning Analyst, administering strategic planning process, and conducting modeling and financial analysis projects.
- Identified trends, threats and opportunities and assisted independent operating companies in their strategic planning and acquisition efforts.
  - Prepared strategic plan for corporate and over 100 operating companies, including "what-if" plan financial analysis for CEO Mike Harper.
  - Prepared regression model of broiler industry costs and profit margins.
- Promoted to Manager of Special Projects to serve as an in-house consultant to independent operating companies and corporate staff.
- Conducted wide variety of business development projects, such as Healthy Choice new product development, shrimp processing Maquiladora, prepared food central commissary operation, etc.
  - Prepared industry studies for new lines of business under consideration, such as value chain analysis and industry/competitive studies.
  - Worked on process improvement project teams completing benchmarking and activity-based cost accounting projects in plants.
  - Performed financial analysis, deal negotiations, due-diligence reviews
  - Conducted "wargame" simulations to improve strategic thinking
- 1985-1987      **Staff Intelligence Officer, U.S. Readiness Command**  
Command intelligence analyst and command briefer.
- 1982-1985      **Intelligence Analyst/Deputy Chief/Chief, International Political-Military Affairs Office, Strategic Air Command**  
Managed office of ten intelligence officers and enlisted analysts preparing a wide variety of international intelligence assessments and briefings.

1981 **Analyst, Program Analysis & Evaluation, Office of Secretary of Defense Congressional Intern,** Congressman Doug Bereuter

## OTHER ACTIVITIES

1991-present **Board of Directors:** Braintech (robotic vision, public co, chair of Audit Comm), Signature Eyewear (public company, member Audit Committee), Institute for Effective Governance, Prism Resources (Systems integrator, Internet technology), Financial Continuum LLC, Alliance of Mergers & Acquisition Advisors, Sarpy County Economic Development Corporation. Member of: Military Operations Research Society, Assoc of Government Accountants, Institute of Management Accountants, Financial Planning Assoc, Reserve Officers Assoc, Interallied Confederation of Reserve Officers, Omaha World Affairs Council

1991-1994 **Chairman, Sarpy County Board of Commissioners**

1988-1990 Chairman, Nebraska Futures Task Force on Manufacturing Innovation

## EDUCATION

2002 JOINT FORCES STAFF COLLEGE, in residence

2001 AIR WAR COLLEGE, seminar  
THEATER NUCLEAR OPERATIONS COURSE, in residence

1994 AIR COMMAND AND STAFF COLLEGE, correspondence

1991 BURKE MARKET RESEARCH INSITUTE  
Completed quantitative analysis, market research courses in residence

1983-1988 UNIVERSITY OF NEBRASKA/BELLEVUE COLLEGE  
MBA course work in finance, accounting, tax accounting, marketing, and information systems analysis and design. 3.7 GPA.

1982-1985 **HARVARD UNIVERSITY**  
**PhD in Public Policy.** Dissertation: Field Fortifications and Underground Nuclear Defense Shelters for NATO Troops

1982 AIR INTELLIGENCE OFFICERS SCHOOL, in residence

1980-1982 **HARVARD UNIVERSITY**  
**Master of Public Policy.** A two year degree with courses in analytic methods, statistics, regression analysis, operations research, simulation, cost/benefit analysis, modeling, management, information systems, inter-governmental program management, implementation problems, program evaluation. 3.6 GPA. **Attended on a full academic scholarship.**

1976-1980 **U.S. AIR FORCE ACADEMY**  
**Bachelor of Science, summa cum laude.** Dean's List all semesters, 3.96 GPA. Graduated second in class of 900 in academic order of merit.  
**International Affairs and West European History double major.**

## COMPUTER SKILLS

Experience with mainframes & PCs: DoD Business Enterprise Architecture (C4ISR architecture model) & DoD budgeting systems; ERP systems; MAS 90 & Quickbooks Pro accounting; ConAgra accounting, financial model & executive information system; EasyABC activity based cost accounting software; Leonard 2000 financial planning; SPSS; intelligence data bases; Weapons Effects Models; DoD cost analysis models; ACEIT; Internet uses for paperless processes; dbase III; Access; Excel; DynaRank; TreePlan (decision tree); Microsoft Project; Powerpoint; Extensible Markup Language

## ARTICLES AND PRESENTATIONS

“Decision Support Systems to Improve Cost Effectiveness in the Department of Defense,” Armed Forces Comptroller magazine, Fall 2007  
 “Reconstituting Capability to Conduct a Crisis Nuclear Detonation,” Joint Forces Quarterly, Jan 2008  
 “Joint Tactical Radio System (JTRS) Analysis of Alternatives,” IDA, Jan 2006  
 “Capabilities-Based Resourcing, Performance Reporting, Streamlined and Modernized PPBE System,” Mil Ops Research Society presentation, 2004  
 “Which is better for your school--need-based or merit-based financial aid?” The Greentree Gazette, Nov 2004  
 “Transforming DoD Management: The Systems Approach” Institute for Defense Analyses, D-2886, 2003  
 “Using Decision Trees as a Decision Support System for Effects Based Operations Analysis and Quick COA Analysis and Selection” MORs 2003  
 “Establish ‘Counter Command’ to improve Preparedness for Theater Nuclear War and Effective Deterrence of WMD Use”, **winner of National Defense University research award at Joint Forces Staff College**, 2002  
 “Conducting Due Diligence Reviews”, presentation, Alliance of M&AA, 2000  
 Chapter on Sustainable Agriculture in *Changing Course: A Global Business Perspective on Development and The Economy*  
 “Strategic Planning Principles”, presentation to ConAgra operating companies, several business associations, 1989-1996  
 Three classified articles in *SAC Intelligence Quarterly*, 1983, 1984, 1986  
 “Influencing the Probability of Nuclear War in Europe”, selected for publication in US Army Journal *Military Review*, censored by USAF  
 The Disposal of Agent Orange, Official USAF History, 1979

## AWARDS AND ACTIVITIES

**Certified Management Accountant, received Certificate of Distinguished Performance for top ten national score on CMA qualifying exam**  
**Certified Government Financial Manager // Certified M&A Advisor**  
**Certified Financial Planner**, Securities Licenses: Series 7, 24, 28, 63, 65  
 Named one of Ten Outstanding Young Omahans by Omaha Jaycees  
**Selected as Outstanding Junior Intelligence Officer; DoD Meritorious Service Medal**; Joint Service Commendation and Achievement Medals; Air Force Commendation and Achievement Medals; Outstanding Unit Citations; Top USAFA Cadet in the German Language (excellent German language skills) and Top Cadet in History Major; Civil Air Patrol Meritorious Service Award; Spaatz Award (Cadet Colonel)  
 Licensed Private Pilot, Triathlons