

# DON KEYSER, DBA, CM&AA

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17705 Breconwood Rd., Wayzata, MN 55391 | 612-710-0995  
Don@HannoverConsulting.com | www.HannoverConsulting.com  
<https://www.linkedin.com/in/donkeysser>

## PROFESSIONAL SUMMARY

- ✓ Served as Expert Witness regarding financial matters on over 50 cases, nationwide, including bankruptcies, defaulted financings, financial damages. financial institution management, investment banking, credit review and analysis, and due diligence and disclosure; over 35 Expert Reports and Rebuttal Reports; over 35 depositions; 7 jury trials, 2 bench trials, and 2 administrative hearings to date; two more trials currently scheduled for 2026.
- ✓ Professor of Finance at Saint Mary's University in MBA and DBA programs, and Senior Lecturer at Carlson School of Management, University of Minnesota in MBA program; teaching courses in Investment Banking, Financial Analysis, Corporate Finance, Financial Analysis, Climate Change Finance, Research Methods, Corporate and Strategic Governance, and International Finance; chair of multiple dissertation committees. Three published research articles; one textbook underway.
- ✓ Extensive experience as senior executive and manager in financial institutions: Managing Director, Senior Vice President, Senior Analyst, Principal and FinOps (Financial Manager), including the positions of Senior Investment Banker, Senior Consultant, and Senior Financial Analyst, consistently delivering actionable strategies and capital solutions, including financial management.
- ✓ Served as senior manager on over 250 financings and M&A transactions, for over \$3 billion, over a broad range of industries, including manufacturing, health care, and technology.

## CORE COMPETENCIES

- ✓ Expert witness testimony in civil financial litigation.
- ✓ Teaching for over 16 years in educational institutions at the Doctorate and Master's levels; academic research and writing; curriculum development; chairing dissertation committees.
- ✓ Financial management of privately held companies.
- ✓ Investment banking; structuring complex analyses and financings, and managing M&A transactions.

## PROFESSIONAL EXPERIENCES

- ✓ Hannover Consulting, Managing Principal, January 2001 - present
  - Served as Expert Witness on over 50 cases, nationwide, on financial matters, including bankruptcies, financial damages, defaulted financings, credit analysis and review, standards of care and practice in investment and commercial banking, financial management, and due diligence and disclosure; to date, 7 jury trials, 2 bench trials and 2 administrative hearings.

- See website ([www.hannoverconsulting.com](http://www.hannoverconsulting.com)) for details on specific cases.
- Providing general business finance consulting services, including financial management coordinating investment banking with sales and trading, M&A investment banking, and international exporting; served as FinOp for investment bankers.
- ✓ Miller & Schroeder, Principal and Senior Vice President, January 1998 - December 2000
  - Investment banker on corporate transactions; M&A investment banker; senior financial manager of investment banking; provided general business finance consulting services.
- ✓ Dain Rauscher, Managing Director, June 1985 - January 1998
  - Investment banker on municipal and corporate transactions; M&A investment banker; senior financial manager; manager of marketing, and recruitment and training of junior bankers; providing general business finance consulting services.
- ✓ Evensen-Dodge Consultants, Senior Analyst, June 1982 - June 1985
  - Senior financial analyst and consultant on financings for state and local governments, health care institutions, higher education institutions, and industrial development projects; provided general business finance consulting services.

## **ACADEMIC EXPERIENCE**

### **Professor: Saint Mary's University, Minneapolis; 2015 - present**

- Teaching in the Doctoral (DBA) and Master's (MBA) programs, including courses in Corporate Finance, International Finance, Investment Banking, Financial Institutions, Corporate and Strategic Governance, and Research Methodologies; both on-line and on-campus; developing new on-line asynchronous DBA program.
- Developed new curriculum for several courses, including in Government Finance for MA in Public Administration program, a course in Corporate Finance for the MBA program, courses in Mixed Methods research and in Qualitative Research for the Doctoral program; converted on-campus courses in International Finance and Corporate Finance into on-line.
- Serving as chair of multiple doctoral dissertation committees.
- Member: Faculty Advisory Council, Program Assessment Committee, and Academic Integrity Committee; participated in Teaching Fellowship Program.

### **Senior Lecturer: Carlson School of Management (University of Minnesota); 2016 - present**

- Teaching MBA level courses in Corporate Finance, International Finance, Investment Banking, Financial Modeling; created new course in Climate Change Corporate Finance; teaching both on-campus and on-line.

**Adjunct Professor: Augsburg University, Minneapolis; 2014 – 2016; Argosy University, Minneapolis, 2012-2014; Metro State University, 2010-2015.**

- Taught MBA level courses in Corporate Finance, Managerial Accounting, International Finance, and Entrepreneurial Finance; on-campus.

### **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 AI and Lean Six Sigma to Successful Investment Banking Transactions*; draft textbook; under contract with Business Expert Press, due for release late 2026.
- *Perspectives on a Post-Pandemic New Normal: An Anthology of Research Papers*; Saint Mary's University; Vols. 1 - 6.
- *The Role of Carbon Market in the Paris Agreement Emissions Reductions: Early Results and Perspective*. Co-authoring with Jose Canchaya, DBA; accepted for publication by Sage; scheduled for publication in 2026.

### **EDUCATION**

- ✓ Doctor of Business Administration (DBA) in Finance; 2012; Argosy University (dissertation topic: analysis of exporting behaviors by privately held firms)
- ✓ Masters of Business Administration in Finance; 1982; University of Minnesota
- ✓ Masters of Public Administration in Economic Development; 1979; University of Minnesota
- ✓ Bachelor, dual major in Political Science and Economics; 1975; Ohio State University

### **CERTIFICATIONS**

- ✓ Certified Mergers & Acquisition Advisor (CM&AA), issued by Alliance of Mergers & Acquisition Advisors (AM&AA), 2010
- ✓ Securities Licenses; Series 7, 79, 63, 27 (currently inactive)

## **AWARDS/RECOGNITIONS/VOLUNTEER WORK/MISC**

- ✓ Board Director, Enova Illumination (med tech) (2019 – present)
- ✓ Board Director, German American Chamber of Commerce (2010 – present)
- ✓ Board Director, Isthmus Foundation (life sciences) (2018 – present)
- ✓ Mentor, CEO Roundtable; Mentor, MN Cup (largest business plan competition in US)
- ✓ Veteran, US Navy, naval intelligence analyst.
- ✓ Dual US/German citizen