

WADE D. DRUIN

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EMPLOYMENT INFORMATION

Director

November 2002 to Present

Business Research Bureau, Beacom School of Business, University of South Dakota, Vermillion SD

Direct and lead various divisions and activities under the control of the Business Research Bureau and provide strategic and management support to The University of South Dakota and the Beacom School of Business.

- ♦ Conduct and supervise applied research projects in various areas (economic impact, surveys, focus groups, etc)
- ♦ Supervise an 18 + person staff
- ♦ Administer of six separate programs
- ♦ Prepare, review, and administrate grants and contracts
- ♦ Identify, apply for, bid, and manage applied research opportunities
- ♦ Develop and implement strategic plan
- ♦ Control the budget (approx \$2 M annual) and fiscal activities of the BRB and its divisions
- ♦ Public relations for the Business Research Bureau
- ♦ Member of the School of Business's management team and University's research council
- ♦ Member of the Association for University Business and Economic Research (AUBER)

Executive Director/Co-Founder

June 2004 to Present

East Asian Institute (EAI) for Advanced Business Studies, University of South Dakota, Vermillion SD

Develop and supervise an Institute that studies and promotes the development of human capital in the U.S. and Asia.

- ♦ Administrative and managerial control of the Institute
- ♦ Responsible for developing and implementing the strategic plan
- ♦ Direct control over the budget
- ♦ Public relations and promotional representative for the EAI
- ♦ Identification and pursuit of opportunities and partnerships for EAI domestically and internationally
- ♦ Extensive international travel, particularly in Asia

Assistant Professor with Graduate Faculty Rank

January 1994 to Present

University of South Dakota, Vermillion, SD

Instructor for various undergraduate and graduate level business courses consistently receiving student evaluations of greater than 50% of peer group. Courses taught include:

- ♦ Business Law 350 ♦ Finance 310 ♦ Independent Study 491/591 ♦ Entrepreneurship 336 ♦ Commercial Law 452/552
- ♦ International Studies tour 492/592 ♦ Contemporary Issues in International Business 592 ♦ Graduate Internship 794
- ♦ Risk Analysis & Insurance 431/531

Staff Judge Advocate (current rank of Lt. Col.)

April 1988 to Present

U.S. Air Force and 114 Fighter Wing, South Dakota Air National Guard, Sioux Falls, SD

Responsible for implementing military justice and providing legal assistance.

- ♦ Senior Judge Advocate with responsibility of managing the base legal office and its staff
- ♦ Report directly to and represent the base commander concerning various legal issues
- ♦ Assist members with military and civilian legal issues
- ♦ Received an excellent rating on a QAFE inspection from 12th Air Force
- ♦ Develop and implement a deployment program, which has been presented to 12th Air Force as a model
- ♦ Participate in activating several local reserve units for Operation Desert Storm and Iraqi Freedom
- ♦ Air Force Commendation and Achievement medals

Acting Director

May 2005 to January 2006

Masters of Business Administration (MBA), University of South Dakota, Vermillion, SD

While the director was away on sabbatical, managed the University's MBA program.

- ◆ Based upon recommendations of the admissions committee, made final admission decisions to the MBA
- ◆ Responsible for developing and implementing recruitment, policy and strategic plans
- ◆ Public relations representative for the MBA

State Director

1998 to 2002

Small Business Development Center, University of South Dakota, Vermillion SD

Provide managerial direction and leadership to execute the missions and budgets of the Small Business Development Center in order to promote the economic development of the State of South Dakota.

- ◆ Assist staff with customer service and problem resolution issues
- ◆ Provide training to staff and other external organizations and individuals
- ◆ Perform networking and public relations role for the Small Business Development Center
- ◆ Negotiate and prepare annual cooperative agreement with the Small Business Administration
- ◆ Prepare and oversee the annual statewide budget of 1.2 million dollars
- ◆ Oversight of all statewide expenditures
- ◆ Management of the statewide information system to ensure compliance with policy and regulation
- ◆ Work with subcontractors to ensure effective customer service delivery
- ◆ Directly and indirectly, hire and supervise staff of 14

Regional Director

1991 to 1998

Small Business Development Center, University of South Dakota, Pierre, Watertown and Sioux Falls, SD

Provide consulting, managerial and technical assistance to numerous businesses and entrepreneurs.

- ◆ Develop business, financial and marketing plans
- ◆ Help prepare loan applications (SBA, Bank, BED, Planning District, etc.)
- ◆ Performs financial analysis and forecasting (income statement, cash flow, balance sheet, break-even and ratio analysis)
- ◆ Assist with business structuring (Corporate, Partnership, Limited Liability and Sole Proprietorship)
- ◆ Conducts business valuations (sale and purchase)
- ◆ Assist in formulating workout strategies
- ◆ Conduct research (general and marketing)
- ◆ Present numerous seminars on various subjects
- ◆ Develop close working relationship with local and regional lenders

Attorney

1989 to 1991

Zimmer, Duncan and Deadrick, Parker, SD

Represent and assist numerous clients with legal problems and issues.

- ◆ Specialize in business-related issues such as tax, bankruptcy and business association law
- ◆ Trial and discovery experience
- ◆ Research and draft numerous pleadings, briefs and memos covering a wide range of issues
- ◆ Assistance with supervision of support staff
- ◆ Favorably resolved numerous cases for the client through litigation or settlement

Tax Consultant

1988 to 1989

Deloitte & Touche, Minneapolis, MN

Represent and assist clients with numerous tax issues.

- ◆ Concentration in the corporate and partnership areas
- ◆ Formulation of tax projections to assist in liability minimization and deferral
- ◆ Perform legal research to find and implement tax reduction strategies
- ◆ Perform compliance work

ENTREPRENEURIAL ACTIVITIES

- Partner/Co-Owner and Founder** 1994 to 1995
R&D Research, Sioux Falls, SD
Provides Legal Research services to other attorneys.
- Attorney** 1997 to 1998
Druin Law Office, Sioux Falls, SD
Represents and assists numerous clients with legal problems and issues.
- General Contractor, Majority Owner and Founder** 2000 to 2004
Bluff Construction, Vermillion, SD
Provides general contracting services to home owners and rental real-estate developers.
- Farm Management, Partner** 1998 to Present
Druin Farms, Volin, SD
General oversight over all factors relating to family business.

EDUCATION

- Juris Doctor** May 1988
University of South Dakota School of Law, Vermillion, SD
- Bachelor of Science in Business Administration** May 1985
University of South Dakota, Vermillion, SD
Emphasis in management and accounting (Eligible to take CPA exam)

Military Education

- ◆ Enrolled Air War College, in residence, anticipated completion, June 2010
- ◆ Squadron Officer School (SOS), in residence, November 1994
- ◆ Judge Advocate Staff Officer Course, Maxwell AFB, AL, December 1989
- ◆ Army Basic and Advanced Individual Training, Fort Sill, OK, Summer 1983

Licenses/Certifications

- ◆ Licensed attorney, admitted to the South Dakota State Bar, September 26, 1988
- ◆ Licensed to practice in the U.S. District Court, September 18, 1989
- ◆ Licensed to practice in the U.S. Court of Military Appeals, December 4, 1989
- ◆ Commissioned Officer, U.S. Air Force, March 18, 1989
- ◆ Certified Economic Development Finance Professional, National Development Council, May 11, 1999

SELECTED RESEARCH AND SUPERVISION OF RESEARCH ACTIVITIES

- ◆ Statewide physical and nutrition intervention assessment of South Dakota Childcare providers, South Dakota Department of Health, 2008, with Jill Tyler.
- ◆ Economic Impact Study of I-29 and 85th St. Interchange, South Dakota DOT, 2008, with Randall Waldron, Mike Allgrunn and David Carr.

- ◆ Statewide survey of physical fitness and nutrition of parents with children in daycare, Department of Health, 2008, with Erik Olson.
- ◆ Tobacco Study, Department of Health, 2008 with Randall Stuefen.
- ◆ Assessment of opinions using Focus Groups of parents of children in daycare, Department of Health, 2008 with Jill Tyler and Erik Olson.
- ◆ Economic Impact Study, South Dakota State Retirement System, 2007, with Randall Stuefen
- ◆ Airport Cost Benefit Analysis, Lawrence County, 2007, with Ralph Brown.
- ◆ South Dakota Employee Benefits Survey and Assesment, Department of Labor, 2007, with Randall Stuefen.
- ◆ Main Street Sioux Falls Census, Sioux Falls Development corporation, 2007 with Anna Zumbach and Erik Olson.
- ◆ Survey assessments, Boys and Girls Clubs of South Dakota, 2006 and 2007, with Erik Olson.
- ◆ Childcare provider nutrition and physical fitness surveys, Department of Health and CDC, 2006 and 2007, with Erik Olson.
- ◆ Childcare provider focus group evaluations, Department of Health and CDC, 2006, with Jill Tyler and Erik Olson.
- ◆ Uninsured survey, Department of Health, 2006, with Randall Stuefen and the Government Research Bureau.
- ◆ Price and Economic Impact Analysis, Board of Regents, 2005, with Ralph Brown.
- ◆ Snowmobile Survey and Study, Department of Tourism, 2005.
- ◆ Sioux Falls Forecast, Sioux Falls Development Corporation, 2005, with Ralph Brown.
- ◆ Telecommunications Assessment, First Planning District, 2004, with Randall Stuefen.
- ◆ Organizational and Business Improvement Assessments, numerous regional businesses, 2003 and 2004, with Ray Gonzales.
- ◆ Market Survey, TJ Micro Mix Inc., 2003, with Brad Barz and M.J. Sonnenfeld.

PUBLIC SERVICE/COMMUNITY INVOLVEMENT

- ◆ Past Volante Publications Board of Directors Member
- ◆ Past Family Business Initiative Board of Directors Member
- ◆ Past Chamber of Commerce member
- ◆ Political Volunteer
- ◆ Church Elder/Treasurer

REFERENCES: Available upon request