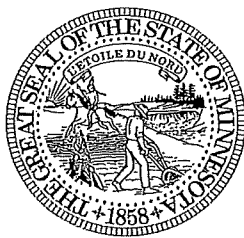


STATE OF MINNESOTA



MARK DAYTON
GOVERNOR

NOTICE OF APPOINTMENT

Robert Doty

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2645 Long Lake Road
Roseville, MN 55113
County of Ramsey
Congressional District 4

APR 28 2018

President of the Senate

Because of the special trust and confidence I have in your integrity, judgment, and ability, I have appointed and commissioned you to have and to hold the office of:

EXECUTIVE DIRECTOR

MINNESOTA STATE LOTTERY

Effective: May 1, 2017

This appointment carries with it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.

IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Great Seal of the State of Minnesota to be affixed at the Capitol in the City of Saint Paul, April 26, 2017.



Mark Dayton

Governor

Steve Pinnon

Secretary of State

Replacing: Michael Vekich

Robert A. Doty, MBA

3574 Bailey Ridge Alcove Woodbury, MN 55125

Cell: 651.276.5166 * robertdotycpa@gmail.com

SENIOR OPERATIONS, FINANCE AND HUMAN RESOURCES EXECUTIVE

Well respected senior-level executive with extensive experience in the non-profit and for-profit business sectors. Specific experience in operations, human resources and finance. Exposure to diverse industries including education, insurance, manufacturing, financial services, and retail/wholesale distribution. Proven ability to improve operations and employee satisfaction, impact business growth and maximize profits through achievements in financial management, cost reductions and internal controls. Strong qualifications in financial management, strategic planning, facilities management, human resource management and organizational leadership.

CAREER HIGHLIGHTS

HARVEST NETWORK OF SCHOOLS * Minneapolis, MN * 2015 - 2016

Chief Financial Officer/Chief Operations Officer * September 2015 - December 2016

Responsible for directing the finances and operations for a \$23 million charter management organization (CMO). The CMO manages the administrative functions for three individual charter schools. Accountable for strategic planning, information technology, transportation, facilities, and human resources, as well as finance, including budgeting, financial reporting, audit, accounts receivable/payable, cash management, payroll, and procurement.

Financial/Operations Achievements:

- Established network budget process.
- Completed compensation review and established salary ranges for all network positions.
- Negotiated new vendor agreements with projected savings of \$250,000.

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MINNEAPOLIS PUBLIC SCHOOLS * Minneapolis, MN * 2011– 2015

Chief Operations Officer * May 2013 - August 2015

President of the Senate

Chief Financial Officer * December 2011– June 2015

Responsible for directing the finances and operations for a \$845 million public school district. Accountable for strategic planning, information technology, transportation, facilities, plant operations, athletics, safety & security, nutrition services, and community education, as well as finance, including budgeting, financial reporting, accounts payable/receivable, payroll, cash management, procurement, internal audit, student accounting and grants administration.

Financial Achievements:

- Achieved structurally balanced budgets for FY 2013 and FY 2014.
- Established District Copy Center that since inception saved in excess of \$1m.
- Established system of monthly financial reporting in FY 2014.
- Increased District's bond credit rating to AA+ in FY 2013 and successfully maintained the rating in FY 2014.
- Obtained "unqualified" audit opinions in FY 2012– FY 2014.
- Reduced District operating budget by \$20m in FY 2013.
- Established process improvements that saved the District \$874,000 in FY13.
- Reduced District Support Center budgets by \$11.5m in FY 2015.
- Established new resource allocation system for the District in FY 2014-FY 2015.

MINNEAPOLIS PUBLIC SCHOOLS (Continued)

Operational and Leadership Achievements;

- Established new District Communications Center protocols to more effectively respond to stakeholder concerns.
- Served as staff liaison to two committees of the District School Board, including Finance and Facilities.
- Directed key aspects of District annual strategic planning process, including discussions with stakeholders and establishing financial goals and objectives.
- Successfully completed comprehensive analysis of space utilization across the District, including update of the Facilities Condition Index (FCI) ratings and opportunities for facility optimization.
- Directed the Operations Division, including 1,200 staff and 8 direct reports.
- Directed Operations Division leadership activities, including staff recruitment, talent assessment and staff performance development.

DFA FINANCIAL SERVICES, LLC * St. Paul, MN * 2000-Present

Sole Proprietor * 2000 - Present

Jointly developed and managed CPA firm providing tax and business services to small businesses in construction, waste management, and manufacturing industries. Concurrent responsibilities for individual tax preparation and estate planning.

DUNWOODY COLLEGE OF TECHNOLOGY * Minneapolis, MN * 1997-2010

Senior Vice President/Chief Financial Officer * July 2002 - June 2010

Vice President/Controller * July 1997 - June 2010

Responsible for directing the finances and operations for a \$51 million two-year technical college. Accountable for strategic planning, human resources, information technology, facilities and diversity/EEO, as well as finance, including cash management, budgeting, financial reporting, internal audit and procurement.

Financial Achievements

- Achieved a financial operating surplus eleven (11) of twelve (12) years. Reduced endowment spending by 50%.
- Established corporate and division annual operating and financial goals, as well as associated metrics to measure progress against goals. Prepared and monitored organizational operating budgets.
- Established an integrated data platform, including Accounting, Student Records, Financial Aid and Fundraising, resulting in significant operating efficiencies and financial savings.
- Designed a Facilities Condition Index (FCI) to assist in forecasting costs related to recurring facility repairs, maintenance and related capital improvements.
- Negotiated and structured financing agreements, resulting in more favorable bond covenant restrictions and simplification of borrowing process.
- Saved 30% in insurance costs through self-insurance strategy and estimated \$300K annually by eliminating/reducing 3rd party administration costs.

Operations Achievements

- Directed key aspects of the annual strategic planning process, including leading discussions with stakeholders and establishing financial goals and objectives.
- Established multi-year financial models in support of the strategic planning process.
- Developed annual operating plans for multiple cost and profit centers, as well as individual and department objectives.
- Developed and updated business continuity plans, including disaster recovery and pandemic components.
- Directed the acquisition of a competitor, including contract negotiations, staff placement and cultural integration.
- Designed employee appraisal system and tailored financial and operating reporting system to meet business requirements.
- Developed corporate investment strategy including goals, objectives and progress metrics. Managed and directed the work of five (5) external investment managers.

DUNWOODY COLLEGE OF TECHNOLOGY (Continued)

Leadership Achievements:

- Directed the work of the Operations Division with 100 staff and 8 direct reports.
- Directed Operations Division leadership activities, including staff recruitment, talent assessment and staff performance development.
- Served as staff liaison to three committees for the Board of Directors, including Finance, Human Resources and Facilities.

INDEPENDENT TELEVISION SERVICE, INC * St. Paul, MN * 1995-1997

Director of Finance & Operations * July 1995 - July 1997

Responsible for directing the business and operations of a \$7.5 million non-profit organization responsible for funding, presenting and promoting award-winning documentaries and dramas on public television, cable and the world-wide web. Accountable for all corporate business functions including finance, human resources, facilities, information technology and payroll. Developed and managed organizational budget. Formulated and directed investment strategies. Directed new business development. Supervised Business Department staff. Managed key contract negotiations with funded producers. Managed the funding process with the Public Broadcasting Service (PBS). Served as liaison to national Board of Directors.

ST. PAUL TRAVELERS INSURANCE CO * St. Paul, MN * 1992-1995

Senior Auditor * July 1992 - July 1995

Directed and performed operational and financial reviews of company business systems and operating units. Identified, developed and reported audit issues and recommendations to senior management. Analyzed corporate systems and processes in relation to established management goals and objectives. Recruited staff auditors and managed their performance and development.

BURLINGTON NORTHERN RAILROAD * St. Paul, MN * 1989 - 1992

Corporate Audit Supervisor * July 1989 - July 1992

Directed and performed operational and financial reviews of company business systems and operating units. Evaluated corporate process goals and objectives. Completed numerous special projects including, evaluation of various audit software packages and revision of department job descriptions.

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ERNST & YOUNG, LLP * Minneapolis, MN * 1985-1989

Senior Auditor * July 1987– July 1989

Staff Auditor * July 1985 - July 1987

President of the Senate

Directed and performed external financial audits and reviews of companies in various industries including, manufacturing, financial services, and retail/wholesale distribution. Planned and coordinated individual audits, including risk and scope assessments, engagement budgets, managed client expectations, prepared audit documentation, as well as managed staff and audit reporting.

EDUCATION

Bachelor of Science in Accounting * University of Minnesota, Carlson School of Management * June 1987

Master of Business Administration * University of Minnesota, Carlson School of Management * May 2010

MEMBERSHIPS & AFFILIATIONS

- Minnesota Society of Public Accountants * July 2003 – December 2015
- American Institute of Certified Public Accountants * February 2005 – December 2015

