

## SUMMARY

A leader and investment professional with substantial institutional expertise. Executives and Boards trust me to achieve objectives creatively, respectfully, and efficiently.

## BUSINESS EXPERIENCE

### AMERICAN ARMED FORCES MUTUAL AID ASSOCIATION (AAFMAA), Reston, VA 2001 –Present

#### CHIEF ANALYST AND RISK MANAGEMENT OFFICER, AAFMAA *Investment Management* (2013 – Present)

Direct strategic risk analysis for \$26 billion mutual life insurance company.

- Advise Senior Management and Board of Directors on major investment, business, and strategic initiatives (mergers and acquisitions, new business plans, new products, and asset/liability planning).
- Conduct reviews of term and whole life insurance policy premium pricing and effects on cash flow, reserving, segment profitability, risk-based capital, and mutuality concerns.
- Responsible for capital adequacy measurement, cash flow analysis, and key metric sensitivity analyses. Explain results, present conclusions, and recommend courses of action.
- Contribute to analysis and management of investment portfolio assets totaling over \$1.3 billion.

#### PREVIOUS ROLES AT AAFMAA INCLUDE:

##### Leading Member, *Expansion Task Force*

- Led successful effort to charter a North Carolina trust company as primary contact with the Commissioner of Banks staff. Created business plan, including all financial modeling and research of assumptions.
- Co-headed successful effort to start a mortgage banking division of AAFMAA: AAFMAA Mortgage Services LLC, roles included Board presentation, business plan and financial model development.
- Headed due diligence team on acquisition of \$900 million National Bank, including transaction modeling/projections, analysis of \$300 million distressed CRE portfolio, and negotiation of key deal points. Directed coordination with the Federal Reserve Board staff in Washington, DC.
- Evaluated potential Broker/Dealer acquisition valued at \$25 million.

##### SR. FINANCIAL ANALYST, AAFMAA *Investment Management* (2003 – 2013)

Direct all aspects of investment operations for mutual life insurer.

- Supervised small team of employees in monitoring compliance, performance, manager searches, and accounting for \$1.2 billion investment portfolio.
- Created policies and procedures governing all aspects of investment management program including manager selection, asset allocation, security analysis, trade execution, and post trade compliance.
- Responsible for strategy, security selection, and trading of \$220 million internal opportunistic fixed income portfolio and \$50 million large cap, focused value equity portfolio.

##### FINANCIAL ANALYST, AAFMAA *Investment Management* (2002 – 2003)

Reorganized real estate mortgage portfolio and internal securities portfolio management to maximize efficiency, reduce cost, and take advantage of core competencies.

- Creatively structured \$31 million commercial real estate loan as a purchase and lease-back with a sale option. Sale option executed within 18 months. Realized a 17.8% IRR with 100% security.
- Underwrote, negotiated, originated, and serviced commercial real estate loans ranging from \$1.8 million to \$16.3 million.

## GARY N. AIKEN

[Personal address and phone number withheld]

- Brought administration of \$100 million commercial real estate mortgage portfolio in-house saving \$30,000 a year. Decision led to a reduction in errors, finding \$90,000 in uncollected revenue.

### **ACCOUNTING TEAM LEADER, AAFMAA *Financial Management* (2001 – 2002)**

Managed 3 employees in accounts payable, accounts receivable, investment accounting, audit preparation, and financial statements production.

- Modernized and automated processes for bank reconciliation, investment accounting, and annual audit preparation reducing audit costs by over \$40,000 annually.
- Created policies and procedures for the daily reconciliation of two separate IT systems (insurance administration and accounting systems) for over \$3.5 million of monthly transactions.
- Coordinated a \$5.5 million operating budget including working with department managers to control costs.

### **FINANCIAL SKILLS SUMMARY**

- New Business Planning
- Securities analysis and portfolio management
- Negotiating on buy and sell side for fixed income securities
- Preparation, modeling, and projection of bank financial statements and leverage ratios (compliant with Federal Reserve/FDIC/OCC instructions)
- Calculate, model, and project bank and insurance company capital ratios (RBC)
- Preparation and analysis of financial statements (BS, IS, SCF) for not-for-profit insurance company - familiarity with Statutory Accounting Principles and GAAP
- Budgeting (capital and operating)
- Underwriting, valuation, and origination of commercial real estate properties for lending and investment (including enterprise/property modeling)

### **EDUCATION**

**MBA, 2008**, The George Washington University, Washington, DC

**BA, Economics, 2001**, University of Maryland, College Park, MD

### **COMMUNITY LEADERSHIP**

THE IVYMOUNT CORP, SCHOOL, & FOUNDATION(s), INC., Rockville, MD 2010 – Present  
**TREASURER AND MEMBER, BOARD OF DIRECTORS**

Responsible for the financial success of \$20 million school and \$6 million foundation focused on funding aid for programs benefiting developmentally challenged children and young adults with autism spectrum disorders.

FAIRFAX COUNTY REPUBLICAN COMMITTEE, Fairfax, VA 2016 - 2019  
**TREASURER**

Responsible for the financial books and records of this division of the Republican Party.

### **UNIVERSITY LEADERSHIP AND ACADEMIC HONORS**

Beta Gamma Sigma International Honor Society, 2008

President, Professional M.B.A. Student Government Association, 2007 – 2008

Treasurer, Economics Association of Maryland (Undergraduate Club), 2000 – 2001

Multiple Positions, University of Maryland Student Government Association, 1997 – 2000

College Park Scholars Certificate, 1999