

**United States Department of Agriculture**  
Office of the Chief Financial Officer

**Chief Financial Officer**  
Edward R. McPherson

Mr. McPherson took office on October 5, 2001, as Chief Financial Officer of the United States Department of Agriculture, following his appointment by President George W. Bush and confirmation by the United States Senate.

In this assignment, Mr. McPherson is responsible for the financial leadership of an enterprise which, were it in the private sector, would be the sixth largest company in the United States with over 100,000 employees, \$125 billion in assets, and \$65 billion in annual spending. The Department of Agriculture provides \$100 billion of loans as well as significant guarantees and insurance in support of America's farmers and ranchers. The Department of Agriculture also promotes global trade, protects America's food and water, and conducts massive humanitarian nutrition programs.

Prior to being appointed by President Bush, Mr. McPherson was President of InterSolve Group whose business he founded in 1989 of executing the commercial agenda of chief executive officers by leading high-performing project teams of JUST-IN-TIME TALENT™. He produced compelling results for leaders in large companies such as IBM and General Motors, major entrepreneurs among the *Forbes* 400 and owners of smaller innovative enterprises. InterSolve Group is widely recognized as America's first virtual service company enabling distinctive leaders to create value through high return on investments in human capital, collaborative alliances, and strategic outsourcing.

Mr. McPherson has been called a pioneer by Tom Peters, who featured him in his seminars and book *Crazy Times Call for Crazy Organizations* and newsletter *On Achieving Excellence*. In addition, *Business Week's* cover story on the "Virtual Corporation" in 1993 highlighted Mr. McPherson for earning \$14 million in 90 days for a client by leading project teams from four different companies totaling 26 people, only one of whom he had met before, in restructuring business processes, applying information technology and managing the human side of change.

Mr. McPherson received Special Recognition in 2000 and 1999 for his personal contributions to advancing outsourcing as a means of helping companies improve performance, profitability, and shareholder value as part of the Outsourcing World Achievement Award program conducted by PricewaterhouseCoopers and the Outsourcing Institute.

He was nominated in 2000 for an Entrepreneur of the Year Award in Ernst & Young's Southwestern Region.

With over 30 years experience in leadership, organizational enhancement, business strategy, and corporate finance, Mr. McPherson has served as chief financial officer of two large, active holding companies, including SunAmerica which now has over \$100 billion of mutual funds, annuities, and private investment services in Los Angeles as part of American International Group. Earlier, at age 37, he was Chief Financial Officer of First RepublicBank Corporation in Dallas when that company grew to peaks of \$140 million in earnings, \$35 billion in assets, and more than 17,000 people prior to its acquisition by Bank of America.

He has participated in over 25 business acquisitions, issued debt and equity in the domestic and international capital markets, and served as a director of a venture capital fund. During his career, Mr. McPherson received an Award for Excellence from the Financial Analysts Federation in New York City, gained recognition as a management consultant with Booz Allen and Hamilton, and was awarded the Joint Service Commendation Medal as an officer in the United States Navy with the Defense Intelligence Agency.

He graduated from Williams College, has a master's degree from George Washington University, and attended the corporate financial management executive program at Harvard University Graduate School of Business Administration.

Mr. McPherson has served as a trustee of the Hockaday School – the largest private secondary school for girls in the United States – and has addressed numerous business and investor groups including Arthur Andersen, Merrill Lynch, and the Columbia University Graduate School of Business Administration. His insights into the New Economy have appeared in *Fast Company*, *Network World*, and on Reuters.

Raised in Gettysburg, Pennsylvania, Mr. McPherson and his wife Sally have two children: Beth, 28, who teaches in Chicago, and Edward, 25, a writer in New York City. Mr. McPherson is an advocate for the preservation of excellence in academics and amateur athletics, enjoys playing in alumni basketball games, and has completed a marathon race.