

# **Patrick Nixon**

## **Summary**

Recognized as an expert in federal agency management and international business operations. Served as a key architect in the establishment and stand up of a new Department of Defense Agency. Demonstrated exceptional leadership and dedication as the head of a Defense Agency. Recognized by both the Secretary of Defense and the President of the United States for exceptional leadership and performance. Currently serves as the President of the international consulting firm DRS Federal, a Service Disabled, Veteran Owned Small Business (SDVOSB). Mr. Nixon, on many occasions, has provided expert testimony before the House Armed Services Committee on government operations and agency performance Specialties: Government/Congressional Liaison International Management Government Contracts Leading and Transforming large complex organizations Non-profit law and management.

## **Experience**

### **President**

DRS Federal

Jan 2017 – Present

DRS Federal is a Service-Disabled Veteran-Owned Small Business (SDVOSB) headed by one of the most recognized and respected business experts in the Defense Resale System, Mr. Patrick Nixon. The defense resale business channel consists of the sales and service outlets found on military installations around the world (commissary, exchange, fitness, family support activities,). Collectively, the business represents a \$20 Billion business base annually. The Defense Resale System is one of the finest examples of a successful public/private partnership in American business. Industry and government entities have come together to create an effective and efficient business model that supports one of the military's most cherished benefits. DRS Federal has a clear corporate focus: (1) Maximize the potential of the defense resale system by bringing private sector expertise in a readily accessible tool kit for military retail leaders. (2) Enhance the ability of the private sector to understand and do business with the federal government by creating a single touch point of expertise to assist in the daunting task of doing business with the government.

### **Senior Advisor**

Selected to serve as a Senior Advisor to the American Logistics Association President and its Board of Directors on Military Resale operations and member relations.

December 2023 to Present

**President**

The Coalition to Save Our Military Shopping Benefits

Oct 2011 – Dec 2016 (5 yrs. 3 mos.)

Patrick B. Nixon President, The Coalition to Save Our Military Shopping Benefits  
Patrick B. Nixon is President of the Coalition to Save Our Military Shopping Benefits, headquartered in Washington DC. The Coalition is a voluntary, nonprofit organization of patrons of the military resale system, employees, manufacturers, manufacturer's representatives and concerned Americans that want to know more about this important quality of life benefit and protect it from unnecessary reductions. At the Coalition, we use the term "military resale systems" as a broad term that includes all military exchanges and commissaries, Department of State stores, Veterans Canteen Services, as well as all the armed forces' Morale, Welfare, and Recreation (MWR) activities that involve a product or service. The focus of the Coalition is to educate, engage and excite members and non-members alike with key information about these valued benefits and provide a forum to protect them should they come under attack. Mr. Nixon is a recognized expert in the fields of military resale, international business and association management. In addition to his duties at the Coalition, Mr. Nixon serves as the President of the American Logistics Association. Mr. Nixon joined the American Logistics Association in 2007 and was one of the key architects in the establishment of the Coalition in 2011.

**President**

American Logistics Association (ALA)

Nov 2007 – Dec 2016 (9 yrs. 2 mos.)

Patrick B. Nixon is President of the American Logistics Association (ALA), headquartered in Washington DC. The ALA is a voluntary, nonprofit organization of manufacturers, manufacturer's representatives, brokers, distributors, publishers, and other companies that sell or provide products and services to the military resale systems and MWR/Services. At ALA, we use the term "military resale systems" as a broad term that includes all military exchanges and commissaries, Department of State stores, Veterans Canteen Services, as well as all the armed forces' Morale, Welfare, and Recreation (MWR) activities that involve a product or service. The ALA membership includes over 250 of America's leading manufacturers, 60 brokers and distributors, service companies, media outlets and more than 1400 individual members. Mr. Nixon is responsible for articulating the association's positions on issues and programs to the membership, the Congress, DoD and military resale partners. He develops the legislative focus for the

association and serves as a registered lobbyist. Prior to assuming this position, Mr. Nixon completed a successful career with the federal government, rising through the ranks of civil service to the Senior Executive Service. Mr. Nixon served as the Chief Executive Officer (CEO) of the Defense Commissary Agency from 2001 until his retirement in 2007 and served in the joint role as the Director and CEO from August 2004 until he departed in November 2007.



**Director and CEO**

Defense Commissary Agency

Apr 2004 – Nov 2007 (3 yrs. 8 mos.)

Provided leadership and direction to the military's supermarket chain consisting of over 270 stores located in 14 different countries around the world. Annual sales for the agency exceeded \$6 Billion and the workforce consisted of over 18,000 employees. Recognized by the Secretary of Defense and the President for exceptional leadership and dedication.



**CEO**

Defense Commissary Agency

Jun 2001 – Apr 2004 (2 yrs. 11 mos.)

Directed daily operations of the military's supermarket chain consisting of 270 stores, 18,000 employees and annual sales exceeding \$6 Billion.



**Director, Eastern Region**

Defense Commissary Agency

Jun 2000 – Jun 2001 (1 yr. 1 mo.)

Managed and directed the agency's largest region consisting of over 100 retail outlets in the Eastern United States to include Iceland and Puerto Rico. Selected as the agency CEO in June 2001.



**Deputy Director, European Region**

Defense Commissary Agency

Mar 1996 – Jun 2000 (4 yrs. 4 mos.)

Assisted in the management of 80 retail operations located in the UK, Spain, Portugal, Italy, Turkey, Greece, Egypt and Saudi Arabia. Selected for promotion to the Senior Executive Service (SES) in June 2000 and reassigned to the position of Director, Eastern Region.



**Director, Northeast Region**

Defense Commissary Agency

Mar 1993 – Mar 1996 (3 yrs. 1 mo.)

Managed and directed the operation of 65 retail outlets in the Northeastern US including operations in Iceland.



**Director Southwest Region**

Defense Commissary Agency

Jan 1991 – Mar 1993 (2 yrs. 3 mos.)

Managed and directed the operation of 60 retail outlets in California, Arizona, Nevada and Utah.



**Chief, Plans and Operations**

Defense Commissary Agency

Jan 1990 – Jan 1991 (1 yr. 1 mo.)

Served as key architect in the establishment and stand up of a new Defense Agency. Drafted the initial operations and organization (O&O) concept for the new agency. Recognized as an expert in federal agency management.



### **Enlisted Marine**

Marine Corps Recruiting

Jun 1966 – Aug 1969 (3 yrs. 3 mos.)

Served as an Enlisted Marine assigned to the 27th Marine Regiment, 5th Marine Division. Transferred under the November 1967 rotation to the 1st Marine Division, Danang RVN

### **Education**



#### **Harvard Kennedy School**

Economics, Negotiations

1993



#### **European Institute of Public Administration (In Residence Study Brussels Belgium)**

International forum on the establishment of the European Union

1997



#### **Tulane University - A.B. Freeman School of Business**

MBA

2003 – 2005



#### **University of Baltimore**

J.D., Law

1974 – 1978



- **University of Maryland**

BA, Philosophy, Political Theory

1969 – 1972

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- University of Detroit High School**

Latin Scientific

1960 – 1964

## Skills

Government Procurement Program Management, International Management Military DoD Government Contracting, Defense Security, Nonprofits.

## Honors & awards

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- Champion of Change – The White House**

Nov 2011

White House Highlights Patrick B. Nixon as “Champion of Change” WASHINGTON, DC – Tomorrow, the White House and Joining Forces will honor six individuals at the White House as Champions of Change who are committed to helping military veterans. These individuals represent organizations and businesses who are working to improve the lives of veterans and military families by providing vital services or jobs to veterans. The Champions of Change program was created as a part of President Obama’s Winning the Future initiative. Each week, a different issue is highlighted and groups of Champions, ranging from educators to entrepreneurs to community activists, are recognized for the work they are doing to better their communities. To watch this event live, visit [www.whitehouse.gov/live](http://www.whitehouse.gov/live) at 12:30 pm ET tomorrow. Patrick B. Nixon is President of the American Logistics Association

(ALA), headquartered in Washington DC. The ALA is a voluntary, nonprofit organization of manufacturers, manufacturer's representatives, brokers, distributors, publishers, and other companies that sell or provide products and services to the military resale systems and MWR/Services. At ALA, we use the term "military resale systems" as a broad term that includes all military exchanges and commissaries, Department of State stores, Veterans Canteen Services, as well as all the armed forces' Morale, Welfare, and Recreation (MWR) activities that involve a product or service. Under Mr. Nixon's leadership, ALA is committed to promoting the hiring of veterans in the military resale business channel, a business platform with annual sales of \$20 billion. Mr. Nixon is a veteran having served in the United States Marine Corps from 1966-1969.

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### **American Visionary Award – National Industries for the Blind**

Feb 2007

Nixon receives American Visionary Award by Gerri Young FORT LEE, Va. – Patrick Nixon, director and chief executive officer of the Defense Commissary Agency, received the inaugural 2006-2007 American Visionary Award from National Industries for the Blind. This prestigious award was presented by Sen. Richard Burr of North Carolina and NIB President and CEO Jim Gibbons in the senator's Capitol Hill office on Feb. 9. Nixon was recognized for his tremendous support of the Javits-Wagner-Oday Program and his continuing efforts to increase SKILCRAFT sales in military resale, which helps advance employment opportunities for people who are blind. The JWOD Program is a federal purchasing program that provides work to more than 5,000 people who are blind, and millions of dollars' worth of products and services under the SKILCRAFT trade name to federal, state, and commercial customers. Burr is quite familiar with NIB. The Winston-Salem Industries for the Blind, one of 80 NIB-associated agencies across the country, employs more than 40 people who are blind or visually impaired in his home state of North Carolina.

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### **Anna C. Chennault Award – National Military Families Association**

Apr 2005

Patrick B. Nixon, Director and CEO of the Defense Commissary Agency has been awarded the NMFA Anna C. Chennault Award for continuous support of the NMFA Very Important Patriot Program. The Chennault Award is presented each year to people who have made significant contributions to the development and support of NMFA through superior performance and leadership.

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**Presidential Rank Award for Meritorious Senior Executives – President George Bush**

Oct 2005

In a ceremony at the Pentagon, President Bush conferred on Mr. Nixon the rank of Meritorious Executive in the Senior Executive Service for sustained superior accomplishment as the Director and CEO of the Defense Commissary Agency. This award recognizes the top 5% or high performing members of the SES across the entire Federal Government.

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**The Secretary of Defense Medal for Meritorious Civilian Service – Secretary of Defense, Donald H. Rumsfeld**

Dec 2004

In a ceremony at the Pentagon, Secretary Rumsfeld recognized Mr. Nixon for creative vision and aggressive leadership that resulted in exceptional sales growth, all-time high in customer satisfaction and remarkable cost reductions. "Mr. Nixon's actions had tremendous impact in protecting and ensuring that the commissary privilege remains the service member's top non-pay benefit.

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**Department of the Navy Commendation for Meritorious Civilian Service – R. J. Winglass, Lieutenant General, USMC**

Jul 1991

In a ceremony at Headquarters, United States Marine Corps, Mr. Nixon was recognized by the Department of the Navy for exceptional leadership in establishing the framework and implementation plan that would ultimately consolidate the four Service commissary systems under the Defense Commissary Agency.

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**Department of the Army Commanders Award for Civilian Service – Department of the Army**

Dec 1986

Mr. Nixon was officially commended for his achievement in being honored as having the Best Commissary in the US Army for FY86

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**Defense Commissary Agency Distinguished Civilian Service Award - Defense Commissary Agency**

Aug 1997

Mr. Nixon was recognized for leadership, planning and direction while assigned to the position of Deputy Director European Region.

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**Defense Commissary Agency Meritorious Civilian Service Award (4 Awards) - Defense Commissary Agency**

May 2000

On four occasions throughout his distinguished career at the Defense Commissary Agency Mr. Nixon was awarded this prestigious award for exceptional vision and leadership.

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**American Logistics Association Lifetime Achievement Award - American Logistics Association**

Sep 2019

Industry leader recognized for excellence in both the Public and Private sector: Lifetime Achievement Award On 24 September at its National Convention, the American Logistics Association (ALA) presented its prestigious Lifetime Achievement Award to Patrick Nixon, President, DRS Federal, LLC. The Board of Directors in approving this award recognized Nixon's career of accomplishment in supporting Americas' military and their families, both as a government executive and for his exceptional leadership in the private sector as well. Nixon was the only individual to have risen through the ranks of the military commissary system to become the Director and CEO of the Defense Commissary Agency. In that role the military Services, the Secretary of Defense and the President of the United States recognized Nixon on numerous occasions. Upon departing government, Nixon became President of the American Logistics Association and served in that role for almost 10 years. In 2011, in a Ceremony at the White House, President Barak Obama recognized Nixon as a Champion of Change for his support for the employment of

veterans and military family members by private sector companies. Nixon is a recognized expert in Defense Agency management, international business operations and nonprofit association management. On more than 10 occasions, he has been invited to appear before congress to provide testimony on behalf of the Defense Department and as an industry leader with the ALA. Nixon holds a BA from the University of Maryland at College Park, an MBA from Tulane's Freeman School of Business and a juris doctor degree from the University of Baltimore School of Law. He has completed postgraduate programs in residence with the European Institute of Public Administration in Brussels, Belgium, and Harvard's Kennedy School of Government. Nixon continues to work tirelessly in support of the most deserving patrons in the world, America's military.