Mr. Jens C. Hennig is responsible for GAMA’s activities for safety, security and operations and is the association’s primary staff person on Air Traffic Control modernization and issues affecting manufacturer flight operations. His engagement in policy and rulemaking committees covers a range of topics including ADS-B, air traffic management, cybersecurity, landing and takeoff performance, and rulemaking cost analysis in the U.S. and Europe. Mr. Hennig promotes the General Aviation Joint Steering Committee as an essential body to advance GA safety based on data-driven, systematic processes, and serves as its Safety Analysis Team’s Co-chair. Also, he chairs the TSA’s Aviation Security Advisory Committee (ASAC) general aviation subcommittee. On the legislative front, he provides technical analysis about security, funding, and ATC modernization to GAMA’s government affairs team. Mr. Hennig holds a Bachelor’s degree in Aerospace Engineering from Embry Riddle Aeronautical University and an MBA in Aviation.

Dr. Ronald J. Epstein joined Merrill Lynch in 2001 as an industry analyst in Fundamental Equity Research covering the U.S. Aerospace and Defense Sector. Currently, he is a Managing Director in Equity Research at Bank of America Merrill Lynch covering Aerospace/Defense and Multi-Industrials with large aerospace components and actively covers companies in the U.S., Canada and Brazil. In the Institutional Investor All-America Research poll, he has ranked as a top three analyst in Aerospace & Defense Electronics for the last nine years and number one for the last three years. Prior to Merrill Lynch, he was a research scientist working in the Applied Aerodynamics Technology Group at the Boeing Phantom Works in St. Louis, MO. During that time, he was also an adjunct faculty member in the Department of Mechanical Engineering at Washington University in St. Louis, teaching fluid dynamics and control systems. Mr. Epstein completed his MBA with honors from the Wharton School at the University of Pennsylvania and also holds a Ph.D. in Mechanical Engineering from Duke University and a BA with highest honors from Skidmore College.

Mr. Brian Foley formed the aviation consultancy Brian Foley Associates (BRiFO) in 2006, where he sources and executes advisory assignments for private equity, aerospace firms and other consultancies in multiple aspects of civil and defense aviation. Typical assignments include aviation market research, due diligence, expert witness and marketing projects. Previously, he was a Marketing Director for Dassault Falcon Jet for 20+ years. His career began at Boeing as a flight test engineer and marketing manager. Mr. Foley holds a dual BS degree in Aerospace and Mechanical Engineering from Syracuse University and an MBA from Seattle University. Also, he attended Wharton’s Executive Education Program.

Mr. Fred George is Senior Editor / Chief Pilot with Business & Commercial Aviation and Aviation Week’s Chief Aircraft Evaluation Editor. Mr. George has flown left seat in virtually every turbine-powered business jet produced in the past three-plus decades, and has flown more than 210 makes, models and variants, ranging from the Piper J-3 Cub through Dassault Rafale, Boeing and Airbus single-aisle jetliners, logging more than 7,000 hours of flight time and has earned an Airline Transport Pilot certificate and six jet aircraft type ratings. Also, he specializes in avionics, aircraft systems and pilot technique reports. Mr. George was the first aviation journalist to fly the Boeing 787, Airbus A350, Airbus A400M, Gulfstream G650 and Pilatus PC-24, among many other aircraft. Prior to joining Aviation Week, he was an FAA designated pilot examiner [CE-500], multi-engine instrument flight instructor and a jet charter pilot. Formerly, he was a US Naval Aviator who made three cruises to the western Pacific while flying the McDonnell-Douglas F-4J Phantom II. Mr. George has won numerous aviation journalism awards, including NBAA’s David Ewald Platinum Lifetime Achievement and Gold Wing Awards as well as Aviation Journalist of the Year category awards.
**Thomas Fissellier: Director, Market Analytics & Customer Insight • Bombardier Business Aircraft**

Mr. Thomas Fissellier oversees all market studies, forecast analyses and business development initiatives for Bombardier Business Aircraft with a team that has significant expertise in trade pattern analysis as well as leading the creation and update of Bombardier's industry-recognized business aircraft market forecast reports. It was in 2007 when he joined Bombardier Aerospace and was named Manager of Mergers and Acquisitions for the Bombardier Customer Services unit in 2011. Mr. Fissellier was appointed Manager, Strategy and International Business Development in 2013 when he developed the annual Strategic Plan for Business Aircraft. In July 2014, he was named Manager of the Market Intelligence and Analysis team and was appointed to his current position in 2017. Mr. Fissellier holds a Master of Business Administration and Strategy degree from Université Laval, and obtained a Master of Management and Strategy degree from the EDHEC Business School in France in 2007.

**Catherine M. Downen: Program Manager, G600 • Gulfstream Aerospace**

Ms. Catherine Downen joined Gulfstream in January 2011 as the certification manager of advanced aircraft programs and has over 20 years of experience in the research and development of business jet aircraft. Her aerospace industry career began as an aerodynamics engineer on an entry-level business jet at Raytheon Aircraft Company. Ms. Downen managed several preliminary design research projects and later became a project engineer for Hawker Beechcraft Corporation. Previously, she served on the board of directors for the American Institute of Aeronautics and Astronautics and is an Associate Fellow. Ms. Downen holds Bachelor and Master's degrees in Aerospace Engineering from University of Kansas.

**Paul Floreck: Senior VP, Sales - Western U.S. & Canada • Dassault Falcon Jet**

Mr. Paul Floreck has served as Senior VP of Sales for Dassault Falcon Jet since January of 2012. After joining the Falcon Jet team in 1996 as a Sales Engineer, he was promoted to Inside Sales Representative in 1998. In 2000, he became Regional Sales Manager, first selling Falcons throughout the Western U.S. and then within the New York/Metro territory. In 2007, he was named Vice President of Sales, Eastern U.S. and Canada. Currently, he leads a team of six exceptional business aviation sales professionals from offices in key western U.S. cities including Chicago, Dallas, Denver, Los Angeles and Sacramento. Prior to joining Dassault, he was a consultant with Booz Allen & Hamilton's technology practice. His prior aerospace industry career as a conceptual design engineer began first with Northrop Grumman, then on to Lockheed Martin Skunk Works. Mr. Floreck holds a Bachelor's degree in Engineering from S.U.N.Y. at Buffalo and a Master's degree in Engineering from the NYU Tandon School of Engineering.

**Ron Gunnarson: VP, Sales, Marketing & Customer Support • Piper Aircraft**

Mr. Ron Gunnarson joined Piper Aircraft in January 2017 and has 30 years of experience in General Aviation Marketing. Currently, he is responsible for Global Sales, strategic brand development, product positioning and tactical execution for Global Marketing and Customer Support. Previously, he worked as Vice President of Marketing for Textron Aviation, Vice President of Marketing and Communications for Hawker Beechcraft Corp and was a former senior demonstration captain with Hawker 400XP/ Beechjet and Beechcraft King Airs. Mr. Gunnarson graduated from the University of North Dakota with a B.S. Aeronautical Studies and B.A. Communications and Public Relations.
Mr. Anthony (“Tony”) Kioussis is President and CEO of Asset Insight, LLC. The company provides valuations, audits, analytics and consulting services to the aviation industry, and has developed a proprietary Asset Grading System Process resulting in a uniform methodology for evaluating and grading an aircraft’s maintenance condition. Previously, he served as VP, Strategic Marketing with GE Capital’s Aircraft Finance group, after serving as VP, Aircraft Sales for Jet Aviation Business Jets. Following a ten year tenure with British Aerospace, he founded The K Group, Ltd., providing Marketing, Sales and Financial Services consulting to companies headquartered in the Americas and Europe. Later, he joined Jet Support Services as Sales Director, Airframe Programs, and developed “Tip-to-Tail”, JSSI’s Airframe Hourly Cost Maintenance Program. Mr. Kioussis holds a Bachelor’s degree in Geological Sciences and Business Economics from Brown University and a MBA in Marketing Management from Ohio State University.

Rob Scholl: Senior VP, Sales & Marketing • Textron Aviation

Mr. Rob Scholl is responsible for leading the global sales and marketing team and affiliate partners to represent the Beechcraft, Cessna and Hawker product lines in markets around the world, and also oversees global sales initiatives to ensure a strong and direct industry presence to meet customers’ needs for Citation, turboprop and piston products. His prior roles within the company include vice president of Parts & Programs within Customer Service, vice president of Marketing, and regional vice president of Sales. Mr. Scholl began his career with Textron in 2007 as a part of Textron’s Leadership Development Program where he was a Manager of Customer Leadership in Sales & Marketing. In 2008, he was promoted as Director of Corporate Strategy at Textron Corporate. Later in 2010, he moved to CWC, a division of Kautex as Director of Business Development. Mr. Scholl holds a Bachelor’s degree in Geological Sciences and Business Economics from Brown University and a MBA in Marketing Management from Ohio State University.

Marc Drobny: President, Business Aviation • StandardAero

Mr. Marc Drobny is responsible for leading the achievement of performance objectives, customer satisfaction and business development activities of the Business Aviation Sector which is dedicated to the maintenance, repair and overhaul (MRO) of non-commercial, business aviation aircraft. Prior to StandardAero, he served as President of Executive Jet Management, the aircraft management and charter division of the Berkshire Hathaway subsidiary NetJets Inc. During his nearly 13 years at Executive Jet Management, he served in a variety of strategic, operational, sales, marketing, customer service and executive roles, capping off his career there as President of a +$400M business. Prior to Executive Jet Management, he served for more than a decade with the U.S. Navy, rising through the ranks as an FA-18 Pilot and Test Pilot to serve as Department Head leading the operations, safety and administrative departments for a Navy FA-18 squadron, including several combat deployments aboard various aircraft carriers. Mr. Drobny holds a Bachelor of Science degree in Aeronautical Engineering from the United States Naval Academy at Annapolis and is a graduate of the United States Navy Test Pilot School in Patuxent River, Maryland.

Anthony Kioussis: President & CEO • Asset Insight

Mr. Anthony Kioussis is President and CEO of Asset Insight, LLC. The company provides valuations, audits, analytics and consulting services to the aviation industry, and has developed a proprietary Asset Grading System Process resulting in a uniform methodology for evaluating and grading an aircraft’s maintenance condition. Previously, he served as VP, Strategic Marketing with GE Capital’s Aircraft Finance group, after serving as VP, Aircraft Sales for Jet Aviation Business Jets. Following a ten year tenure with British Aerospace, he founded The K Group, Ltd., providing Marketing, Sales and Financial Services consulting to companies headquartered in the Americas and Europe. Later, he joined Jet Support Services as Sales Director, Airframe Programs, and developed “Tip-to-Tail”, JSSI’s Airframe Hourly Cost Maintenance Program. Mr. Kioussis holds a Bachelor of Science degree from Florida Institute of Technology’s College of Aeronautics, has completed graduate studies at New York’s Pace University toward an MBA in Finance, and is a licensed pilot.

Rolland A. Vincent: President • Rolland Vincent Associates

Mr. Rolland (Rollie) Vincent is President of Rolland Vincent Associates, and has more than 35 years of experience in business, regional and international aviation, including Bombardier, Cessna, Learjet, Flexjet and ICAO. With a background in market research, economics and statistics, he has held senior leadership positions in marketing, strategy, business development and consulting. His roles have included Vice President of Strategy & Business Development at Cessna, Director of International Airline Analysis at Bombardier Aerospace, Director of Marketing, Strategy & Business Development at Flexjet, and Director of Strategy & Communications at Learjet. Since 2011, he has partnered with JETNET to create and develop JETNET iQ, a quarterly market intelligence and forecasting service for business aviation. Mr. Vincent holds an MBA in International Business and Marketing and a BA and MA in Urban and Economic Geography from McGill University.
## William Fulton: Head of Marketing - NA • Airbus Helicopters

Mr. William Fulton is responsible for driving Airbus Helicopters’ marketing efforts in North America from sales support to strategic marketing. Prior to joining Airbus Helicopters, he served as an operational advisor for drone technology driven start-ups and private equity firms. Mr. Fulton currently serves as a strategic advisor for Robodub, Inc. with a helicopter industry experience which includes research & development project management, strategic marketing, product development and sales with global helicopter OEMs. Mr. Fulton began his career in the United States Army where he served as an AH-64D Longbow Apache helicopter pilot and now maintains a commercial IFR helicopter rating with more than 4,000 flight hours. Mr. Fulton is a graduate of the United States Military Academy at West Point with a B.S. in Mechanical /Aerospace Engineering, and earned his MBA at Texas Christian University in Fort Worth.

## Matthew Mejía: Managing Partner • Renaissance Strategic Advisors

Mr. Matthew Mejía leads the Commercial Aerospace and Financial Sponsor & Due Diligence Services practices at Renaissance Strategic Advisors, a boutique consulting firm focused exclusively on aerospace, defense & government services. Prior to joining Renaissance Strategic Advisors, he held leadership positions with the aerospace & defense practices at Booz & Company and Charles River Associates. His responsibilities include business development, client relations and project management, as well as extensive interaction with industry media including collaborative publications, interviews and speaking engagements. Mr. Mejía also spent eight years as an investment banker at First Equity Development, a boutique investment bank focused on aerospace & defense advisory and merchant banking activities. Mr. Mejía is a graduate of the Jerome Fisher Management & Technology program at the University of Pennsylvania, earning a B.S., Economics from Wharton and a B.A.S., Systems Engineering from the School of Engineering & Applied Science.

## John F. Walsh: President • Walsh Aviation

Mr. John F. Walsh founded Walsh Aviation in 1993 as a consulting service that specializes in forecasting for commercial and military aviation markets and identifying new business opportunities in the aerospace industry. In this role, he maintains a focus on the cyclical nature of the industry to provide his clients with an “early warning” or “wake-up call” by identifying major turning points in the marketplace. In his 35-year career, he was formerly Director of Market Research for UNC, Inc. and Director of Market Planning and Corporate Relations for Rohr Corporation, and is frequently quoted in such media outlets as the Wall Street Journal, Nightly Business Report, USA Today, World Airline News, and BBC Worldwide News Hour. Mr. Walsh is a member of the Executive Council for Air Transportation Research International Forum (ATRIF) and a past president, and is also a member of the Committee on Aviation Economics and Forecasting for the Transportation Research Board and the aerospace member for the Conference of Business Economists. A graduate of Manhattan College, Columbia University and UCLA, he holds Master’s degrees in Civil Engineering and Business Administration.

## Dr. Kevin Michaels: Managing Director • AeroDynamic Advisory

Dr. Kevin Michaels is Managing Director of AeroDynamic Advisory, a consulting firm focused on the global aerospace and aviation industries. His 31 years of aviation experience includes hundreds of consulting engagements for leading aviation and aerospace companies across the globe. Dr. Michaels is a globally recognized expert in the aerospace manufacturing and MRO sectors and also has significant expertise in business-to-business marketing, customer satisfaction, M&A advisory, technology assessment, cluster development and strategic planning. His experience spans all major market segments including air transport, business & general aviation and military. Previously, he was a VP with ICF’s Aerospace & MRO consulting practice, was a co-founder and partner with AeroStrategy until its acquisition by ICF. Prior to that, he was Director, Strategic Development with Rockwell Collins Government Systems, and Principal with The Canaan Group, an aerospace consultancy. Dr. Michaels began his career as a project engineer with aeroengine supplier Williams International. His Bachelor’s degree in Aerospace Engineering, an MBA degree, was obtained from the University of Michigan, and MSc and PhD degrees in International Relations from the London School of Economics.
Ronnie Ries: Manager, Commercial Marketing • Bell

Mr. Ronnie Ries leads efforts in creating marketing strategies and activities that result in the sale of Bell’s commercial aircraft and services. In doing so, he and his team concentrate their marketing engagements on the entire customer ownership journey, from prospect, to purchase, through ongoing support and ultimately their next purchase. Throughout his fourteen years at Bell, he and his team represented the voice of the customer through global marketing campaigns. In addition, he is leading Bell through a digital Customer Experience transformation through the use of CRM and other tools. Mr. Ries is a certified Black Belt and received his MBA from Texas Christian University.

Adam E. Schierholz: Dir., Product Marketing & Regional Executive - Latin America • Sikorsky - A Lockheed Martin Company

Mr. Adam Schierholz started his career at Sikorsky in 1988, originally as an Engineer, before moving on to Program Management. His experience includes a four-year stint overseas in Spain managing the original design and build of the S-92 helicopter. For the past 14 years he has been in a Strategy and Business Development role at Sikorsky, focused on Latin America. His accomplishments include growing the fleet of Black Hawks in Mexico from six to 48, having the world's first S-76D aircraft put into revenue service in Trinidad, and numerous major initiatives with the Colombian Ministry of Defense. Most notable of those has been the establishment of a Sikorsky Colombia business specializing in Black Hawk Maintenance and Training for the Colombian armed forces in support of their fleet of 98 Black Hawk helicopters. In September of 2015, he was named Sikorsky’s Regional Executive of Latin America. In May of 2017, he was given the additional responsibilities and title of Director, Product Marketing. Mr. Schierholz holds a B.S. degree in Mechanical Engineering from Yale University, a Master’s degree in Business from the University of New Haven, and a second Master’s degree with a concentration in Management from the University of Phoenix.

Joanna Speed: Managing Director, A&D and SpeedNews Conferences • SpeedNews

In 1979, Gilbert Speed, one of the aviation industry’s respected entrepreneurs, launched SpeedNews, along with his wife Ann Speed, which quickly became the aviation industry's most innovative newsletter. Under the tutelage of her father Gil, Joanna Speed began her informal education in commercial aviation at SpeedNews, and studied business in the Pepperdine University graduate program. Ms. Speed then took on an executive management role with greater responsibility within the company, streamlined the company to increase revenue and reduce costs, led the effort toward online distribution and created new marketing programs for large corporate subscribers. When SpeedNews Conferences emerged as the nation’s most influential forecasting and intelligence forums, Ms. Speed refined and expanded marketing strategies for the Aviation Suppliers Conferences. As Managing Director, she introduced four successful forecasting and intelligence forums for the Aerospace & Defense Industry. In 2006, SpeedNews was purchased by Penton and following Penton’s acquisition of Aviation Week in 2013, Ms. Speed was promoted to Managing Director, Aerospace & Defense Events for the Aviation Week Network, with an expanded portfolio and launched DefenseChain, featuring Program Excellence and Banquet, A&D Mergers & Acquisitions Conference, and Executive Roundtables. Penton was acquired by Informa in 2016.