

# GRETCHEN L. JAHN

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## ADVISER TO PUBLIC & PRIVATE GLOBAL ENTERPRISES – PUBLIC COMPANY CEO AND BOARD MEMBER

Board-level competitive strategist at the intersection of aviation and technology. Excellent record of improving revenue and increasing profits with strategic aptitude and mature business judgement. Multiple talents that facilitates exploration of new markets and exploitation of existing ones. International work includes: India, China, Russia, New Zealand and Germany. Led 4 successful business transformations:

- **RE MOS:** Reversed a three-year slide to 114 percent increase in profitability.
  - **Alpha Aviation Ltd:** Restructured business; cost analysis resulted in 20 percent savings per aircraft.
  - **Mooney Airplane Company:** Transformation resulted in revenue growth from \$19M to \$46M.
  - **Aegis Analytical Corporation:** Raised \$20M in venture capital. Grew company revenue to \$2M.
- *Value Creation*
  - *Brand & Portfolio Building*
  - *High-Growth Management*
  - *Turnarounds*
  - *Operational Restructuring*
  - *Risk Mitigation*

Public, private, advisory board member. Global industry speaker and author.

## RECENT BOARD AND DIRECTOR POSITIONS

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- DeltaHawk Engines, Inc., Board Chair, Compensation Committee, 2013-present
- Alpha Aviation Ltd, Ex-officio Audit Committee, Compensation Committee, 2007-2008
- Mooney Aerospace Group, Ltd. (OTC BB:MNYG), Ex-officio Audit Committee, Nominating & Governance Committee, 2005–2006
- Aegis Analytical Corporation, Board Chair, 1998–2000. Ex-officio Audit Committee, Compensation Committee, Nominating & Governance Committee, 1998–2004

Non-profit and industry boards:

- Air Race Classic, Inc., Finance Committee, 2001-present
- Light Aircraft Manufacturers Association, 2011-present
- AeroInnovate Advisory Board, Experimental Aircraft Association, 2010-present

## RECENT PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS

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### **Knotridge Corporation** **President & CEO**

2003-2004; 2008 to present  
Denver, CO and Hamilton, New Zealand

*Consulting company that provides C-level strategic business consulting worldwide primarily in manufacturing and aerospace industries.*

- Led a team to quantify the size of the aviation industry in New Zealand (result: NZD 9.7B in 2010). As a result, the NZ government made aviation one of its top three national priorities and tripled the budget of the aviation initiatives of NZTE (New Zealand Trade and Enterprise).
- Provided strategic analyses of international aviation bilateral agreements; supply chain initiatives; MRO opportunity analysis; lean manufacturing programs; business planning and financial projections; and financing for new aircraft designs.

**REMOS Aircraft**

2010–2011

**Acting COO**

Pasewalk, Germany

*A German manufacturer of high wing, two-seat, single-engine light aircraft sold worldwide.*

- Selected to lead strategic planning sessions to redefine corporate goals and strategies.
- Developed sales and service strategies to increase revenue and customer satisfaction while reducing costs and warranty issues.
- Restructured engineering organization and processes to focus on customer needs and cost reduction.

**Alpha Aviation Ltd**

2007–2008

**General Manager (U.S. President)**

Hamilton, New Zealand

*A New Zealand manufacturer of two-seat fully aerobatic trainer aircraft for the international flight training market.*

Selected to lead company to meet business objectives set by the board of directors. Drove supply chain development by directing a major update of drawings, parts specifications and assembly instructions.

## Key Results

- Increased parts receipt per day by 500 percent and decreased the rejection rate from 25 percent to 3 percent by reviving outsourcing relationships with major subcontractor.
- Reduced cost of goods sold per aircraft by 10 percent and located an additional 20 percent in savings per aircraft by leading a comprehensive cost structure/cost reduction program.

**Mooney Airplane Company**

2004–2006

**Chief Executive Officer**

Kerrville, TX

*A U.S. manufacturer of high-performance single-engine general aviation aircraft.*

Selected to restore company to stability after emerging from bankruptcy. Established risk detection / reduction methodology. Developed annual business/financial plans. Rebuilt corporate reputation and vastly improved customer confidence through responsive customer support, parts availability and improved products.

## Key Results

- Grew production deliveries to more than double and secured a six-month backlog of customer orders.
- Grew service center revenue 250 percent by directing the restructuring of the factory service center, and improved delivery of aircraft to promise date.
- Grew service parts revenue 140 percent by directing reorganization of service parts department, and improved delivery from 50 percent first-day fulfillment to 90 percent first-day fulfillment.

**Aegis Analytical Corporation**

Lafayette, CO

**EVP Corporate Development & Director**

2002–2003

**Founder, President & CEO; Chair of the Board**

1995–2002

*A U.S. startup developer of analytical and compliance software for pharmaceutical and biotech manufacturers.*

Developed company strategy and business plan and built the management team. Developed products from concept to installation. Recruited first customers: Merck, Genentech and Aventis.

## Key Results

- Delivered \$1.8M proof-of-concept implementation with Aventis Pharmaceuticals.
- Negotiated \$4M contract with Aventis for five global manufacturing facilities.
- Directed implementation of internal systems resulting in two new software releases per year, each developed on time to budget.

**EDUCATION AND PROFESSIONAL DEVELOPMENT**


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Master of Arts in Experimental Psychology, University of Colorado, Boulder, Colorado

Bachelor of Arts in Psychology, Lawrence University, Appleton, Wisconsin

Certificate in Due Diligence Process (CDDP) — International Due Diligence Association (IDDA)

Certificate in Integrated Resource Management (CIRM) – Amer. Prod. & Inventory Control Soc. (APICS)