

DAVID A. SADLOWSKI

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SUMMARY OF EXPERIENCE AND GOAL FOCUS

A professional manager with extensive direct executive and consultant experience in program management, organizational development, marketing, business development and operations. A history of successes in leading progressively more challenging technical activities including aerospace and electronics systems development, spaceport operations, aircraft maintenance operations and related high tech industry operations. My goal and objective is to continue to grow as a corporate and community leader and as a contributor of positive outcomes in my profession and society.

Owner/President, PLEXUS Consulting LLC Madison, AL October 2008 to Present

Consulting support specializing in program management and business operations. Provides organizational and program development, feasibility and market studies, technical writing and technical development guidance, budget sourcing and disbursement, life cycle support requirements, tactical and strategic planning.

COO/CFO, Space Florida, Cape Canaveral, FL January 2007 to July 2008

Results:

- Organized the agency, hired critical staff, and developed the initial and future operational budgets.
- Identified external agency conflicts affecting Space Florida (SF) business development efforts. Arranged for senior Air Force (AF) and NASA managers to serve on SF Board of Directors. Conflicts mitigated.
- Identified critical revenue generating assets and successfully negotiated contracts to extend revenue capture.
- Led the effort to have the AF assign the first space launch complex to SF for commercial development.

Duties: Implement and lead program and start-up operations: policies, procedures, staffing, budgeting and oversight of all.

Vice President, ICRC Aerospace Services, Huntsville, AL March 2000 to January 2007

Results:

- Executed a unique program for commercial use of NASA facilities, \$1.5 million added revenue generated.
- Grew NASA materials testing contract by \$12 million and captured a \$7 million testing follow-on contract.
- Grew the company by 35 percent by winning a \$15 million NASA materials testing contract.
- Won \$2 million in rocket launch services contracts supporting the US Air Force, Army and NASA.
- Built relationship with Jacobs Engineering - led to \$6 million NASA engineering & science subcontract.

Duties: Create, implement and lead the organization: policies, procedures, staffing, budgeting and grow the business.

Director, Business Dev., Arctic Slope World Services, Rancho Cordova, CA, April 1998 to March 2000

Results:

- Grew the company more than 30 percent by spearheading the win of a \$290 million Air Force Ballistic Missile Early Warning System support contract; beat Raytheon Corp. in head to head competition.
- Led the company's commercial aviation maintenance effort at Panama City, FL and McClellan Park, CA.

Duties: Lead marketing, proposal, procurement and sales closure efforts. Manage negotiation and finalization of contracts.

Asst. Director, Alaska Aerospace Development Corporation, Anchorage, AK, Sept. 1993 to April 1998

Results:

- Managed the successful development of the \$40 million Kodiak Launch Complex (KLC).
- Piloted the KLC business plan, Environmental Assessment and spaceport licensing to successful approvals.
- Prepared the winning proposal for a \$750 thousand NASA grant for a spaceport Mission Control Center.
- Project Manager for a proposal that won a \$6 million task order contract to support USAF rocket launches.
- Developed partnership with Lawrence Livermore National Lab and a Satellite Ground Station industry in AK.

Duties: Manage all programs. Network and interface with customers. Responsible for program product, schedule and cost.

Owner/President, PLEXUS Consulting, Anchorage, AK

February 1993 to September 1993

Results:

- Guided Arctic Technology Inc. through a restructuring, business analysis and a successful ownership transfer.
- Developed an Alaska Global Logistics concept for the Anchorage Economic Development Corporation.
- Provided RFP preparation, technical writing, and general consulting to Alaska Aerospace Development Corporation, Space Industries Incorporated, and Graphiti Ink.

Duties: Specialized in organizational and program development, technical writing and technical development guidance, budget sourcing and disbursement, life cycle support requirements, feasibility and market studies, tactical and strategic planning.

AF Material Command Representative, USAF, Elmendorf AFB AK

July 1986-February 1993

Results:

- Program manager for a \$34 million upgrade producing the first remotely controlled large radar in the world.
- Program coordinator for a major modification to the Clear AFS, Ballistic Missile Early Warning System
- Expedited simultaneous F-15E and F-16 new squadron activations: operational on time and within budget.
- Led effort to avoid an Air National Guard Rescue unit activation delay; on time start allowed for 29 lives saved.

Duties: Program manager for major modifications, system improvements and equipment activations.

Strategic Communications Program Manager, USAF, Wright-Patterson AFB, OH July 1984 - July 1986

Results:

- Program manager for a \$50 million emergency missile launch command system; fielded on time, in budget.
- Identified a critical nuclear hardness problem that resulted in a \$2.3 million cost avoidance.

Duties: Oversight of critical initiatives for Strategic Command, Control, Communication (C³) systems valued at \$26 billion.

Aircraft Maintenance Officer, USAF, Dover AFB, DE; Elmendorf AFB, AK October 1978 - July 1984

Results:

- Managed the completion of a major multi-aircraft conversion ahead of schedule and 30% under budget.

Duties: Led up to 400 military and civilian staff. Assessed, controlled and directed all resources to meet requirements.

PERSONAL: Member: AIAA, AUSA, Air Force Association. Volunteer work: Integrated Stakeholder Coalition for Workforce Development, Girls Inc., University Place Elementary School Mentorship, Church Pastoral Council and Junior Achievement. Formerly served on City Commissions, School Boards and provided personal support of numerous community activities. Top Secret (SCI) security clearance held.

RECOGNITION: Outstanding Young Men of America, 1981; Military Airlift Command, Junior Maintenance Manager of the Year, 1980. Air Force Meritorious Service Medal (2), Commendation Medal (3), Achievement Medal, Vietnam Service Medal, Vietnam Cross of Gallantry and Vietnam Cross of Gallantry with Silver Star.

EDUCATION

A Practical Guide to the FAR,	Federal Publications, Washington, DC	1999
Rocket Launch Vehicle Systems and Design,	Kaplan Space Engineering, Cocoa Beach, FL	1994
MS Business Organizational Management,	University of Laverne, Laverne, CA	1990
BS Human Resource Management,	New School for Social Research, New York, NY	1978
Acquisition Planning and Analysis,	Air University, Wright-Patterson, AFB, OH	1992
Air Command and Staff College,	Gunter AFB, AL	1989
Joint Planning and Execution,	Air University, MacDill AFB, FL	1988
Squadron Officers School,	Maxwell AFB, AL	1985
Aircraft Maintenance Officer Course,	Distinguished Graduate, Chanute AFB, IL	1979
Officers Training School,	Distinguished Graduate, Lackland AFB, TX	1978
Aircraft, Helicopter, Electronics, Weight and Balance Systems, multiple locations		1966 - 1984