



## Gary L. Poleskey

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Thirty-nine years experience in contracting and acquisition management including: acquiring major weapon systems, research and development, and operational base level support, formulating acquisition policy at Major Command and Air Force level with emphasis upon source selection, past performance and multiyear contracting, providing contracting and acquisition consulting services to Industry and Government. Colonel, USAF (Retired).

### Principal Areas of Expertise

#### *Business Management*

- Served as a principle business advisor to the Commander and Vice Commander of Aeronautical Systems Center.
- Managed, in conjunction with the Director, a Center Contracting workforce of over 1,000 professionals.
- Directed contracting operations of the Training Systems SPO – 34 people, annual contracting actions valued in excess of \$2.5 billion.
- Performed contract administration and analysis of Minuteman program Earned Value Management System

#### *Contracting Strategy Development and Execution*

- Worked with the Joint Strike Fighter Program Office to develop a long-term, performance-based contracting strategy for the overall air system.
- Developed and evaluated numerous past performance proposal volumes.
- Assisted industry/Government team to build 22-year Total System Support Responsibility contract for Joint STARS aircraft, including public/private partnering and performance based incentives.
- Worked closely with industry team to create a first of its kind launch vehicle development Other Transaction to support the EELV program.
- Assisted in the development of contracting approach for fee-for-service acquisition of F-16 and F-15 distributed mission-training systems.
- Assisted major aerospace OEMs to develop commercial-based strategies during public-private competitions for SA-ALC & SM-ALC workloads.
- Developed source selection strategies for aircrew and maintenance training systems for the C-17, Special Operations Forces, C-130 & C-141.
- Structured, advocated within the Pentagon and Capitol Hill, and signed the first Air Force multiyear contract for 480 F-16s valued at \$2.9 Billion.

#### *Acquisition Policy and Process*

- Served as the multiyear contacting coordinator for all Air Force programs.
- Participated directly in developing Air Force Past Performance policy.
- Played a major role in structuring Air Force source selection policy.
- Developed integrated, performance-based incentives for major contracts.

#### Position

Vice President

#### Education

BS, Marketing  
University of Illinois  
MBA  
Northwestern University  
Industrial College of the Armed Forces  
Air Command and Staff College

#### Key Positions

##### **National President (2009-2010)**

National Contract Management Association (NCMA)

##### **General Conference Chairperson**

NCMA World Congress 2008 & 2010

##### **Member, National Board of Directors**

NCMA (2005 to Present)

##### **Deputy Director of Contracting**

Aeronautical Systems Center

##### **Director of Contracting Policy & Processes**

HQ Air Force Materiel Command  
and Air Force Systems Command

##### **Director of Contracting**

Training Systems SPO

##### **Special Assistant to the Air Force**

**Deputy Assistant Secretary**

**(Contracting)**

SAF/ACQ, Pentagon

#### Awards

- Legion of Merit
- (4) Meritorious Service Medals
- Commendation Medal (General Slay Industry Base Congressional Testimony Team) (1980)
- Air Force Systems Command and USAF Contracting Officer of the Year (1981)
- Air Force Contract Management Division Company Grade Officer of the Year (1973)
- National Contract Management Association Awards: Fellow, Blanche Witte Award and Certified Professional Contract Manager

## Detailed Work History

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|---|---|
| <b>1999 – present</b><br><i>Dayton, OH</i>                                      | <b>Vice President</b><br><b>Dayton Aerospace, Inc.</b><br><br>Owner and member of five-person Board of Directors guiding a company with annual sales of approximately \$8 million and employing 30 full time Senior Associates and support staff. Also continue to provide consulting services to industry and Government clients.  |
| <b>1996 – 1999</b><br><i>Dayton, OH</i>   | <b>Senior Associate</b><br><b>Dayton Aerospace, Inc.</b><br><br>Provided consulting services to industry and Government clients specializing in contract execution and management. Emphasis on developing contract strategies, contract incentives, special contract provisions, past performance solicitation and proposal documents, performance based logistics contracting strategies, and public/private partnering terms and conditions. Constructing and implementing unique contracting strategies, including: multiyear contracting, award term contracting, fee-for-service arrangements, performance-based incentives, Alternate Dispute Resolution provisions and Other Transactions. |
| <b>1994 - 1996</b><br><i>Wright-Patterson AFB, OH</i>                           | <b>Deputy Director of Contracting</b><br><b>Aeronautical Systems Center</b><br><br>Jointly responsible for total contracting operations at the Air Force's largest buying Center. Managed a workforce of approximately 1,000 people engaged in research, development, and acquisition of aircraft, engines and aeronautical equipment. The Center annually executed over 15,000 contractual actions worth over \$15 billion.  |
| <b>1991 – 1994</b><br><i>Andrews AFB, MD</i><br><i>Wright-Patterson AFB, OH</i> | <b>Chief of Contracting Policy and Processes</b><br><b>HQ Air Force Materiel Command and Air Force Systems Command</b><br><br>Directed pre-award Command-wide contracting policy. Major accomplishments included: integration of all AFSC & AFLC contracting policies and regulations, revising the Air Force source selection debriefing policy, deploying the contractor past performance reporting system, and creating policy for the conduct of Depot Maintenance Competition.   |
| <b>1988 – 1990</b><br><i>Wright-Patterson AFB, OH</i>                           | <b>Director of Contracting</b><br><b>Training Systems SPO</b><br><br>Directed 34 people in the annual obligation of over 75 contractual actions, worth over \$2.5 billion for training systems and devices. Major programs included: C-17 Aircrew Training Systems (ATS), C-17 Maintenance Training Devices, C-130 ATS, C-141 ATS and SOF Rehearsal Device and ATS.   |
| <b>1987 - 1988</b><br><i>Andrews AFB, MD</i>                                    | <b>Special Assistant to the Director of Contracting</b><br><b>HQ Air Force Systems Command</b><br><br>Served as the primary advisor, speech writer, and action officer. Directly managed implementation of recommendations from command-wide Request for Proposal Critical Process Team and Past Performance in Source Selection initiative, including creation of Contractor Performance Assessment Report (CPAR). Part of a 5- person AFSC Commander's Action Team, which reorganized and streamlined the HQ AFSC staff.  |
| <b>1983 – 1987</b><br><i>Washington, DC</i>                                     | <b>Special Assistant &amp; Action Officer to the</b><br><b>Air Force Deputy Assistant Secretary (Contracting) (SAF/AQC)</b><br><br>Key action officer on team which developed and implemented the corporate Air Force response to Packard Commission and Goldwater-Nichols Act structural reform of DoD acquisition – resulted in the creation of SAF/AQ and the PEO structure.   |
| <b>1971 – 1982</b>  | <b>Contracting Officer and Branch Chief, F-16 SPO, WPAFB, OH</b><br><b>Contracting Officer, Science &amp; Technology, Eglin AFB, FL</b><br><b>Chief, Services Contracting Division, Eglin AFB, FL</b><br><b>ACO &amp; C/CSC Monitor, AFPRO, Valley Forge, PA)</b>   |