

## Joe Hoerter

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Over 30 years of direct acquisition and program management experience in government and industry. Experienced leader, strategic thinker, successful capture team leader and executive mentor.

### Principal Areas of Expertise

#### *Program Management*

As Boeing's senior F-15 executive, had total accountability for cost, schedule and technical performance for the F-15, including both USAF and all international programs: \$1Billion+ in annual sales and over 1,000 Boeing employees. Managed international (with Germany) X-31 enhanced fighter maneuverability program through final assembly, first flight and initial 100 sorties before program transfer to NASA.

#### *Leadership*

Took leadership of F-15 Program in January 2000 with production line shutting down. Helped create a Vision and Roadmap for extending production. Successfully achieved contract awards for additional Eagles from USAF (2001), Korea (2002), and Singapore (2005). Current orders extend production deliveries through late 2012.

#### *Proposal Development and Review*

Successfully led numerous proposal efforts to international customers, USAF, USN, and DARPA.

#### *Senior Personnel Development*

Successfully mentored the career development and advancement of Boeing executives.

#### *International Sales*

Led successful international sales campaigns in Korea (2000-2002) and Singapore (2002-2005) resulting in orders for 60 additional F-15s and, based on excellent performance on those direct commercial contracts, positioned Boeing for future follow-on sales from both customers. Grew Boeing's F-15 business from \$300 million business to a \$1Billion+ enterprise.



Dayton Aerospace, Inc.

### Position

Associate

### Education

BS, Astronautical Engineering  
US Air Force Academy  
MS, Nuclear Engineering  
University of California - LA  
USAF Test Pilot School  
Edwards AFB, CA  
Program Manager Course  
Defense Systems Management  
College

### Key Positions

#### **Vice President, F-15 Program**

The Boeing Company

#### **Director, JPATS Capture Team Leader**

Rockwell International

#### **Director, X-31 Program Manager**

Rockwell International

#### **Division Chief, Weapons Systems Office**

Air Force Office of Legislative Liaison

#### **Program Element Monitor (PEM)**

B-1B Pentagon

## Detailed Work History

<b>2007-present</b> <i>Dayton, Ohio</i>	<b>Associate</b> <b>Dayton Aerospace, Inc.</b>
<b>2000-2007</b> <i>St. Louis, MO</i>	<b>Vice President—F-15 Program</b> <b>The Boeing Company</b>  Total cost, schedule and performance accountability for F-15 program, including all international programs as well as those with USAF.
<b>1995-1999</b> <i>Seal Beach, CA</i> <i>Long Beach, CA</i>	<b>Director, Business Development</b> <b>Advanced Combat Aircraft, Phantom Works, North American Aircraft</b> <b>The Boeing Company</b>  Responsible for execution and new program capture for IRAD and proprietary programs, and the UCAV program with USAF/DARPA.
<b>1992-1995</b> <i>Seal Beach, CA</i> <i>Tulsa, OK</i>	<b>JPATS Capture Team Leader</b> <b>North American Aircraft</b> <b>The Boeing Company</b>  Led joint Rockwell/DASA effort to develop and provide a primary trainer to USAF and USN.
<b>1989-1992</b> <i>Palmdale, CA</i>	<b>Program Manager</b> <b>International X-31 Program</b> <b>The Boeing Company</b>  Led joint Rockwell/DASA international X-airplane program to demonstrate high angle of attack agility.
<b>1982-1989</b>	<b>Director, Classified Aircraft Programs, NAA, <i>El Segundo, CA</i></b> <b>Division Chief, Weapons Division (SAF/LLW), <i>Pentagon</i></b> <b>Division Chief, Low Observables Directorate (SAF/AQL), <i>Pentagon</i></b> <b>Program Element Monitor, B-1B, <i>Pentagon</i></b> <b>Test Directorate, B-1B SPO, <i>WPAFB, OH</i></b> <b>Student, DSMC, <i>Ft Belvoir, VA</i></b> <b>Command Pilot and Test Pilot, <i>3500 hours</i></b>



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