

PETER F. DUMONT

CHIEF EXECUTIVE OFFICER / CHIEF OPERATING OFFICER / PRESIDENT

Versatile, results-driven senior executive with an impeccable reputation and a 25+ year career showcased by successes in capturing new opportunities, generating diversified revenue streams, driving brand awareness, increasing profitability and strengthening operational effectiveness for organizations. Exceptional team builder and communicator with an ability to easily interface across all organizational levels. Capabilities and strengths include:

P&L Management • Multisite/Multinational Operations Management • Turnaround Leadership • Change Management
Strategic Planning • Brand Building • Information Technology • Human Resources • Labor Relations
Budget Management • Alliance Development • Cross-Functional Team Building & Development
Bid/Proposal Development • Legal Affairs • Board of Director Relations • Presentations & Public Speaking

CAREER HISTORY & SELECTED ACHIEVEMENTS

AIR TRAFFIC CONTROL ASSOCIATION (www.atca.org), Alexandria, VA 2006 – Present
Nonprofit, nongovernment professional organization dedicated to the science of air traffic control.

President / Chief Executive Officer

Took over and turned around an amateur organization on the verge of bankruptcy into a professional high-profile, highly respected organization with significant membership/financial growth and record high sponsorship. In charge of all aspects of the organization, including its legal matters. Represent 3,000 members and report to organization's Board of Directors.

Identify opportunities to drive growth through membership dues, advertising, sponsorships, and events. Serve as the "face" of the organization to shape its public perception; conduct interviews in magazines, newspapers, online and on camera (e.g., *The Journal of Air Traffic Control*, *AvWeek*, MSNBC, Fox News) and frequently serve as keynote speaker at conferences and events. Supervise 12-person staff and 75 volunteers.

- Reversed \$500K annual revenue loss to \$5.9M revenue stream, increased profit to \$1.9M, and revitalized operating reserve from negative \$50K to \$3.2M.
- More than doubled membership and delivered 13% increase in event attendance for six consecutive years. Generated \$4M in revenues in the 1st year of launching a new overseas event attended by 5,000+ people.
- Increased visibility of the organization and its value to membership by driving a multi-prong branding effort (including integrated media strategy) that communicated the strengths of ATCA.
- Expanded social media presence (e.g., Facebook, Twitter) and enhanced visual appeal and improved ease of use of www.atca.org by revamping and re-launching the website.
- Increased publication revenues 70+% by negotiating contracts with advertisers and new publisher that shared organization's vision. Updated, revamped and improved quality of articles in monthly bulletins and quarterly publications.
- Established model working relationship with Board of Directors by developing formal procedures and training for the group. Raised level of the association by becoming a Board Member (Vice President) of the Aero Club of Washington.
- Re-elected for unprecedented second term as Co-Chair of the Institute Management Council (IMC), a partnership between the government and the private sector during NextGen (ATC Modernization).
- Increased scholarship contributions 43% by reorganizing and developing tactical plan for Scholarship Board. Prepared young aviation professionals to be future leaders by creating a mentoring group (Young Aviation Professionals Group).
- Created and implemented strategic plan to sustain organization well into the future and staff development plan to maximize effectiveness and efficiency. Strengthened staff performance by providing training and realigning duties. Determined weaknesses/strengths of staff, and brought in external expertise and replaced employees as needed.

SERCO (www.serco-na.com), Reston, VA

1997 – 2006

Repeatedly recognized for exceptional performance as reflected by continual promotions and selection for high-priority initiatives at a leading provider of professional, technology, and management services focused on the federal government.

Chief Operating Officer (2004-2006)

Selected to manage North American Operations for company's \$200M business unit, including IT, HR, aviation, corporate social responsibility, fleet vehicle maintenance, legal, and air traffic control functions. Led initiatives during period of change associated with \$315M U.S. acquisition. Interpreted CEO/company vision and transformed it to operational productivity. Managed eight direct reports and oversaw 2500+ employees at multiple sites in the U.S. and Canada. Reported to North American Board of Directors.

- **Identified and implemented financial and operational strategies that boosted bottom-line results.** Broke down stovepipes and initiated best practices for individual strategic business units (SBU) across all lines of business.
- **Closed nine collective bargaining agreements** by effectively handling union negotiations across all business lines.
- **Reduced North American operating costs 17% and increased margins on new contracts bid 2%** by reviewing and standardizing travel procedures and instituting standardized bidding/bid review processes.
- **Increased Canadian productivity 21% and profit 6%** by reorganizing and consolidating operations.
- **Reversed \$500K loss to \$1M profit** after taking control of the largest public/private partnership in North America during this time period to realign costs and maximize profit.

Executive Vice President, Commercial Development (2003-2004)

Identified, evaluated, pursued and secured business opportunities, partnerships and new revenue streams. Melded partners' strengths into best possible teams and created standard processes/procedures to manage risk for contractual protection. Reduced overhead and created more effective budgets by combining complimentary business streams into strategic business units. Enhanced communications through continent-wide workforce by spearheading implementation of web-enabling technology.

Reorganized/retrained VPs to foster learning from shared accomplishments and hurdles. Acted as attorney liaison for all legal matters and testified as corporate officer in court proceedings. Negotiated and implemented seamless partnership with a major corporation (90,000 employees) for \$2B billion government contract for largest A-76 project ever attempted. Reported to CEO.

Vice President, Aviation (2002-2003)

Focused on establishing a viable Aviation Strategic Business Unit in North America through integrating new aviation capabilities of acquisition with capabilities of legacy business. Developed/implemented a new organizational structure to match individual talent to company's needs. Merged two diverse cultures into one that matched the company's philosophy and strategic vision.

Director of Aviation Operations (2000-2002) Project Manager (1997-1999)

Promoted to direct aviation services and operations, safety management, team building, and HR functions at air traffic control facilities in 11 states in addition to Guam and Saipan. Implemented stringent QA, risk registers and disaster recovery plans across 58 facilities; met standards above FAA requirements at no additional cost. Developed the 1st Aviation Safety Management System in the U.S. as required by International Civil Aviation Organization (ICAO). Supervised 400+ person staff, multiple managers, and 4 million aircraft operations annually.

As Project Manager, secured new contract for Serco with SPAWAR for integrated team of air traffic controllers, meteorologists, and weather observers in Antarctica and brought proposal to operational status and project completion in two years.

EDUCATION / ADDITIONAL INFORMATION

EMBRY-RIDDLE AERONAUTICAL UNIVERSITY

M.S., Aeronautical Sciences (Aviation/Aerospace Management) / B.S., Professional Aeronautics (Minor in Aviation Safety)

Awards – Presidential Volunteer Service Award (2011); Navy Commendation Medal (1996); Navy Achievement Medal (1993)

Affiliations – Member, American Association of Airport Executives; United States Contract Tower Association Policy Board; Air Traffic Control Association; Civil Air Navigation Services Organization (CANSO); American Society of Association Executives

Certifications/Licenses – Certified Association Executive (CAE); Control Tower Operator's License; Master Training Specialist

Military – Retired Navy Air Traffic Controller