

MINUTES OF THE SENATE COMMITTEE ON COMMERCE.

The meeting was called to order by Chairperson Senator Karin Brownlee at 9:00 a.m. on February 18, 2002 in Room 123-S of the Capitol.

All members were present except: Senator Brungardt (Excused)
Revisor Norman Furse (Excused)

Committee staff present: April Holman, Legislative Research
Sherman Parks, Revisor of Statutes
Lea Gerard, Committee Secretary

Conferees appearing before the committee: Vincent Rolland, Vice President-Strategic Planning
Cessna Aircraft Company

Others attending: See attached list

Confirmation Hearing:

The Committee considered the appointment of Rolland A. Vincent to be a board member of Kansas, Inc.

Rolland A. Vincent addressed the committee and provided a brief history of his background and experience (Attachment 1). He is currently Vice President of Strategic Planning and New Business Development at Cessna Aircraft Company in Wichita, Kansas. The company has 13,000 employees and three million dollars in revenue. Mr. Vincent is very interested in helping Kansas, Inc. with their long-range planning for economic development.

In reviewing the Senate Confirmation Information Summary, Senator Barone requested that Mr. Vincent list his mutual fund information and provide to the Governor's Appointment Secretary.

Senator Jordan asked Mr. Vincent what his concept of Kansas, Inc. is and what he feels his duties would be as a board member. Mr. Vincent stated he is very much interested in the creation and debate of strategic planning. The real value of strategic planning is getting people in the right room and talking about what the objectives are for Kansas Inc., the State and how to achieve those objectives.

Senator Jordan moved, seconded by Senator Barone to confirm the appointment of Rolland A. Vincent as a member to the Kansas Inc. Board. Motion carried.

Meeting adjourned at 9:25 a.m.

The next meeting is scheduled for February 19, 2002 at 8:30 a.m.

**SENATE COMMERCE COMMITTEE
GUEST LIST**

DATE: February 18, 2002

| NAME | REPRESENTING |
|-----------------|---------------------|
| Kathy Markham | Governor's office |
| Judy Krueger | " " |
| Doug REBO | |
| Sara Shelton | myself |
| Stephen Shelton | myself |
| Rollie Vincent | CESSNA AIRCRAFT CO. |
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Senate Confirmation Information Summary
Prepared and Submitted by the Office of Governor Bill Graves

Appointee: Rolland A. Vincent

Position: Member, Kansas, Inc.

Appointment Date: Upon confirmation by Senate Expiration Date 1/15/2004 Term Length fulfill term

Statutory Authority: KSA 74-8001

Party Affiliation: Unaffiliated

➤ Statutory geographic representation requirements (*indicate any that apply*):

Congressional District: _____

County: _____

Size requirement (*if any*): _____

Other, specify: _____

➤ Statutory party affiliation requirement: No more than _____ members from the same political party.

➤ Statutory industry or occupation requirements Member representing aviation

Salary _____ Predecessor: Frank Clifford

Board Composition Prior to Confirmation of New Appointee:

(SEE ATTACHED LIST)

Senate Commerce Committee

Feb. 18, 2002
Attachment 1-1

Kansas, Inc.

| Member Name | | County | Party | CD | Occupational Industry | Expiration Date |
|--------------------|----------|---------------|--------------|-----------|--------------------------------------|------------------------|
| Ahlerich | Stanley | Cowley | R | 4 | Agricultural Representative | 01/15/2004 |
| Bossert | Patti | Shawnee | R | 2 | Service Sector Representative | 01/15/2004 |
| Clark | Kathleen | Johnson | R | 3 | Small Business Representative | 01/15/2004 |
| * Clifford | Frank | Sedgwick | U | 4 | Aviation Representative | 01/15/2004 |
| Glasscock | Kent | Shawnee | | 2 | Speaker of the House Appointee | |
| Graves | Bill | Shawnee | R | 2 | Governor of Kansas | |
| Hensley | Anthony | Shawnee | D | 2 | Senate Minority Leader's Appointee | |
| Hoffman | Alan | Ellis | D | 1 | Oil & Gas Representative | 01/15/2002 |
| Kerr | Dave | Reno | R | 1 | Senate President's Appointee | |
| Kuether | Annie | Shawnee | D | 2 | House Minority Leader's Appointee | |
| Maichel | Wayne | Shawnee | D | 2 | Labor Representative | 01/15/2005 |
| McCants | Lawrence | Sherman | R | 1 | Commercial Banking Representative | 01/15/2005 |
| Nelson | Tamera | Lyon | | 1 | Basic Industry Representative | 01/15/2005 |
| Prather | John | Butler | R | 4 | Commanding General -- Kansas Cavalry | |

* Indicates member being replaced

GOVERNOR'S APPOINTEES ONLY

| | | | | | | |
|---------|-------|----------|---|---|---------------------------------|------------|
| Sch... | Deryl | Sedgwick | R | 4 | Venture Capital Representative | 01/15/2002 |
| Sherrer | Gary | Shawnee | R | 2 | Secretary of Commerce & Housing | |
| Wilcox | Kim | Douglas | U | 3 | Board of Regents Appointee | |

* Indicates member being replaced

GOVERNOR'S APPOINTEES ONLY

(b) The members appointed by the governor under subsection (a)(8) shall serve for a term of four years. Members are eligible for reappointment.

(c) Any vacancy occurring in the appointive membership of the council shall be filled in the same manner and from the same class as the original appointment.

(d) A chairperson shall be designated annually by the governor. A vice-chairperson shall be designated by the chairperson to serve in the absence of the chairperson.

(e) Final decisions of the council shall be by majority vote of the members.

(f) The council shall meet at least quarterly.

History: L. 1986, ch. 281, § 1; L. 1989, ch. 240, § 1; L. 1994, ch. 279, § 29; July 1.

74-7802. Same; duties. The coordinating council on early childhood developmental services established by this act shall:

(a) Solicit information and opinions from concerned agencies, groups and individuals on proposed policies and recommendations for the delivery of health, education and social services for young children from birth through age five with or at risk for disabling conditions and for their families;

(b) establish appropriate committees to perform tasks, gather information and explore issues as directed by the council;

(c) determine the work activities of a staff person to the coordinating council on early childhood developmental services;

(d) disseminate information about the activities of the council and its actions to local, private and public service providers, parents, advocacy organizations, state agency personnel and other interested parties;

(e) develop and implement a state plan for young children from birth through age five with or at risk for disabling conditions and for their families;

(f) recommend policies, procedures and legislation for effectively providing health, education and social services;

(g) develop interagency agreements to promote a comprehensive service delivery system for young children with, or at risk for, disabling conditions and for their families;

(h) advise and assist the lead agency, as defined in K.S.A. 75-5648 and amendments thereto, in implementing the federal individuals with dis-

abilities education act, Part H at both state and local levels; and

(i) submit annual reports to the governor.

History: L. 1986, ch. 281, § 2; L. 1992, ch. 126, § 3; L. 1994, ch. 279, § 30; July 1.

74-7803. Expenses of appointed members; staff person, appointment, compensation, assignment. (a) The members of the coordinating council who are appointed by the governor under subsection (a)(8) of K.S.A. 74-7801 and amendments thereto shall be reimbursed for actual and necessary expenses incurred in the performance of their official duties in amounts provided for in subsection (e) of K.S.A. 75-3223, and amendments thereto. Amounts provided to be paid under this subsection shall be paid, subject to appropriations acts, from federal funds made available to the state for early childhood services for persons with disabilities.

(b) The coordinating council may appoint one staff person who shall be in the unclassified service under the Kansas civil service act and who shall receive compensation fixed by the coordinating council and approved by the governor. Such compensation shall be paid, subject to appropriations acts, from federal funds made available to the state for early childhood services for persons with disabilities. The staff person shall be assigned to the chairperson.

History: L. 1986, ch. 281, § 3; L. 1989, ch. 240, § 2; L. 1994, ch. 279, § 31; July 1.

Article 80.—KANSAS, INC.

Cross References to Related Sections:

Kansas economic opportunity initiatives fund, see 74-50,151.

74-3001. Kansas, Inc.; membership; appointive members, qualifications, terms, vacancies. (a) There is hereby created a body politic and corporate to be known as Kansas, Inc. Kansas, Inc. is hereby constituted a public instrumentality and the exercise of the authority and powers conferred by this act shall be deemed and held to be the performance of an essential governmental function. Kansas, Inc. shall consist of 17 predominantly private sector members as follows:

(1) The governor of Kansas;

(2) the secretary of the Kansas department of commerce and housing;

(3) nine members who are appointed by the governor, subject to confirmation by the senate as provided in K.S.A. 75-4315b, and amendments

thereto. Except as provided in K.S.A. 46-2601, and amendments thereto, any power, duty or function conferred upon Kansas, Inc. until confirmed by the senate. Members shall be appointed pursuant to any power, duty or function conferred upon Kansas, Inc. until confirmed by the senate.

(A) One member shall be appointed from each of the following economic sectors in the state: agriculture, energy, gas, and aviation—standing knowledge.

(B) one member shall be appointed from each of the following economic sectors: creating, value added manufacturing, technology, recognized for outstanding leadership in the member's field.

(C) two members shall be appointed from each of the following economic sectors: one of whom shall be appointed from an area of high-risk venture capital, and one of whom shall have worked in an industry of special interest to the state economy, and both shall have outstanding knowledge in the member's field;

(D) one member shall be appointed from each of the following economic sectors: recognized for outstanding leadership in the member's field.

(E) one member shall be appointed from each of the following economic sectors: business services sector, recognized for outstanding knowledge in the member's field;

(F) one member shall be appointed from each of the following economic sectors: and who is recognized for outstanding leadership in the member's field.

(4) one member shall be appointed from each of the following economic sectors: general of the Kansas economy.

(5) one member shall be appointed from each of the following economic sectors: board of regents from the state, recognized for outstanding leadership in the field of education.

(6) the speaker of the house, the majority leader, the preeminent senate minority leader, the preeminent speaker of the house, and the preeminent speaker of the senate shall be appointed to represent the state in the continuity by virtue of their position. The standing committee on the house of representatives shall be appointed to represent the state in the continuity by virtue of their position.

(b) (1) State officials shall be appointed from each of the following economic sectors: members of Kansas, (2), (4) and (6) shall be appointed from each of the following economic sectors: position.

(2) Members appointed pursuant to (a)(6) shall be appointed

thereto. Except as provided by K.S.A. 1998 Supp. 46-2601, and amendments thereto, no person appointed pursuant to this paragraph shall exercise any power, duty or function as a member of Kansas, Inc. until confirmed by the senate. Such members shall be appointed as follows:

(A) One member from each of the primary economic sectors in the state—agriculture, oil and gas, and aviation—who are recognized for outstanding knowledge and leadership in their fields;

(B) one member from one other primary, job creating, value added business sector who is recognized for outstanding knowledge and leadership in the member's field;

(C) two members from the private financial sector, one of whom shall have experience in the area of high-risk venture investments, and one of whom shall have commercial banking experience in an industry of special importance to the Kansas economy, and both of whom are recognized for outstanding knowledge and leadership in their fields;

(D) one member representing labor who is recognized for outstanding knowledge and leadership in the member's field;

(E) one member from the professional and business services sector who is recognized for outstanding knowledge and leadership in the member's field;

(F) one member who owns a small business and who is recognized for outstanding knowledge and leadership in that community of interest;

(4) one member who serves as the commanding general of the Kansas cavalry;

(5) one member who is appointed by the state board of regents from a Kansas university and who is recognized for outstanding knowledge and leadership in the field of economic development;

(6) the speaker of the house, the house minority leader, the president of the senate, and the senate minority leader or legislators who are appointed to represent them and who will provide continuity by virtue of their membership on the standing committee on commerce of the senate, the standing committee on economic development of the house of representatives or the joint committee on economic development.

(b) (1) State officers who are designated as members of Kansas, Inc. under subsection (a)(1), (2), (4) and (6) shall serve by virtue of office or position.

(2) Members appointed under subsection (a)(6) shall be appointed for a term ending on the

first day of the regular legislative session in odd-numbered years.

(3) Except as provided by paragraph (5) of this subsection, the member appointed under subsection (a)(5) shall serve for a term of four years.

(4) Members appointed under subsection (a)(3) shall serve for a term of four years, except that, of the members first appointed, two shall serve for a term of two years, three shall serve for a term of three years, and two shall serve for a term of four years.

(5) The terms of members appointed under paragraphs (3) and (5) of subsection (a) and who are serving on Kansas, Inc. on the effective date of this act shall expire on January 15, of the year in which such member's term would have expired under the provisions of this section prior to amendment by this act. Thereafter, members shall be appointed for terms of four years and until their successors are appointed and confirmed.

(6) In case of a vacancy in the appointive membership of Kansas, Inc., a successor shall be appointed in like manner and subject to the same qualifications and conditions as the original appointment of the member creating the vacancy.

History: L. 1986, ch. 298, § 2; L. 1993, ch. 136, § 9; L. 1995, ch. 241, § 16; L. 1996, ch. 88, § 7; July 1.

Attorney General's Opinions:

Kansas, Inc. and KTEC are state agencies subject to state governmental ethics laws. 97-59.

74-8002. Purpose. (a) The purpose of Kansas, Inc. shall be to:

(1) Undertake ongoing strategic analysis in order to determine the state's areas of potential and continuing competitive economic advantage and disadvantage;

(2) oversee the formulation of economic development policy and strategic planning for the state;

(3) oversee the targeting of scarce state resources by size and sector of economic activity and by geographic location within the state in order to enhance the state's potential comparative economic advantages;

(4) undertake continuing strategic planning for the improvements of the state's tax, regulatory and expenditure policies to enhance the state's potential comparative economic advantages;

(5) oversee crisis management and opportunity management of short term potential gains or

APPOINTMENTS QUESTIONNAIRE

Office of Governor Bill Graves

Please complete and return this form to the Governor's Appointments Office. Attach additional sheets if necessary.

Name: ROLLAND A. VINCENT
Home Address: 2311 RIDGE CLUB CIRCLE
City, State, Zip: WICHITA, KS 67205
Business Address: ONE CESSNA BLVD.
City, State, Zip: WICHITA, KS 67215
Home Phone: 316-729-4528 Business Phone: 316-517-8201
Date of Birth: MAY 8, 1958 Place of Birth: MONTREAL, CANADA
Party Affiliation: NONE KBI Check: NA In Process Complete

BACKGROUND

1. List high school, college, or other education institutions attended along with the date attended and degree conferred.

| <i>Education Institution</i> | <i>Dates</i> | <i>Degree</i> |
|------------------------------|------------------|---------------------|
| <u>MCGILL UNIVERSITY</u> | <u>1978-1991</u> | <u>BA/MA/MBA</u> |
| <u>VANIER COLLEGE</u> | <u>1975-1977</u> | <u>DEC</u> |
| <u>LOYOLA HIGH SCHOOL</u> | <u>1971-1975</u> | <u>H.S. DIPLOMA</u> |

2. List memberships in business, trade and professional organizations for the past 10 years.

| <i>Organization</i> | <i>Dates</i> |
|--|------------------|
| <u>CIAMA - INTERNATIONAL AFFAIRS COMMITTEE</u> | <u>2001-</u> |
| <u>UN. JT - STAFF PENSION BOARD</u> | <u>1988-1991</u> |
| <u>KANSAS AVIATION MUSEUM</u> | <u>1996-1997</u> |

3. List any public offices you have been elected or appointed to, along with the dates of service.

| <i>Office Held</i> | <i>Dates</i> |
|--------------------|--------------|
| <u>NONE</u> | |
| | |
| | |

4. List any positions held with a foreign, federal or local government entity along with the dates of service.

| <i>Position</i> | <i>Government Entity</i> | <i>Dates</i> |
|---|--------------------------|----------------|
| <u>ECONOMIC (STATISTICAL ANALYST</u> | | <u>1983-91</u> |
| <u>INTERNATIONAL CIVIL AVIATION ORGANIZATION (ICAO)</u> | | |
| <u>- A U.N. SPECIALIZED AGENCY IN MONTREAL CANADA</u> | | |

5. List any lobbying activities you have been involved in during the past five years. This includes activities as a registered lobbyist activities for which you were compensated.

| <i>Group</i> | <i>Compensation (yes/no)</i> | <i>Dates</i> |
|--------------|------------------------------|--------------|
| <u>NONE</u> | | |
| | | |
| | | |
| | | |

6. List experience or interest which qualify you for the position to which you have been appointed.

- 6 YEARS FULL-TIME STRATEGIC PLANNING
- THESIS ON LOCATIONAL DYNAMICS OF KANSAS AIRCRAFT INDUSTRY (1980)
- ECONOMIC DEVELOPMENT / PROMOTION / MARKETING

7. Summarize business and professional experience.

- SEE RESUME
- AVIATION / AEROSPACE PROFESSIONAL

8. List any service in the United State military. Include dates of service, branch, date and type of discharge.

| <i>Branch</i> | <i>Discharge</i> | <i>Dates</i> |
|---------------|------------------|--------------|
| <u>NONE</u> | | |
| | | |
| | | |


9. Provide details of any arrest, charge or questioning by a federal, state or other law enforcement authority for violation of any federal, state, county or municipal law, regulation or ordinance (excluding traffic violations for which a fine of \$100 or less was imposed).

NONE

10. List and provide details of any interests that may present a conflict of interest for this position.

NONE I AM AWARE OF

I, ROLLAND VINCENT, declare that this questionnaire is true, correct and complete to the best of my knowledge.


Signature

OCT. 9, 2001
Date

*Return completed questionnaire to Judy Krueger, Secretary of Appointments, State Capitol, Rm 226-S, Topeka, Kansas 66612.
If you have questions, please call 913/296-4052.*

KANSAS GOVERNMENTAL ETHICS COMMISSION

STATEMENT OF SUBSTANTIAL INTERESTS FOR INDIVIDUALS WHOSE

APPOINTMENT TO STATE OFFICE IS SUBJECT TO SENATE CONFIRMATION

INSTRUCTIONS. This statement (pages 1 through 4) must be completed by each person whose appointment to a state position is subject to Senate confirmation (K.S.A. 46-247 and 46-248). Failure to complete and return this statement may result in a fine of \$10 per day for each day it remains unfiled. Also, any individual who intentionally fails to file as required by law, or intentionally files a false statement, is subject to prosecution for a class B misdemeanor.

Please read the "Guide" and "Definition" section provided with this form for additional assistance in completing sections "C" through "G". If you have questions or wish assistance, please contact the Commission office at 109 West 9th, Topeka, KS or call 785-296-4219.

A. IDENTIFICATION:

PLEASE TYPE OR PRINT

V I N C E N T R O L L A N D A .
Last Name First Name MI

V I N C E N T J E N N I F E R L .
Spouse's Name

2 3 1 1 R I D G E C L U B C I R C L E
Number & Street Name, Apartment Number, Rural Route, or P.O. Box Number

W I C H I T A K S 6 7 2 0 5
City, State, Zip Code

3 1 6 - 7 2 9 - 4 5 2 8
Home Phone Number

3 1 6 - 5 1 7 - 8 2 0 1
Business Phone Number

B. APPOINTED POSITION SUBJECT TO SENATE CONFIRMATION:

K A N S A S I N C .
List Name of Agency, Commission or Board

B O A R D M E M B E R
Position

The last four digits of your social security number will aid in identifying you from others with the same name on the computer list. This information is optional.

4 2 3 4

Rev. 2/2000

RECEIVED TIME FEB. 15, 8:48AM

1.9

C. OWNERSHIP INTERESTS: List any corporation, partnership, proprietorship, trust, joint venture and every other business interest, including land used for income, and specific stocks or mutual funds in which either you or your spouse has owned within the preceding 12 months a legal or equitable interest exceeding \$5,000 or 5%, whichever is less. If you or your spouse own more than 5% of a business, you must disclose the percentage held. Please insert additional page if necessary to complete this section.
 If you have nothing to report in Section "C", check here

| 1. | BUSINESS NAME AND ADDRESS | TYPE OF BUSINESS | DESCRIPTION OF INTERESTS HELD | HELD BY WHOM | | | PERCENT OF OWNERSHIP INTERESTS | | |
|----|---------------------------|------------------|-------------------------------|--------------|---|---|--------------------------------|---|---|
| | | | | — | — | — | — | — | — |
| | NONE | | | — | — | — | — | — | — |
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D. GIFTS OR HONORARIA: List any person or business from whom you or your spouse either individually or collectively, have received gifts or honoraria having an aggregate value of \$500 or more in the preceding 12 months. If you have nothing to report in Section "D", check here

| 1. | NAME OF PERSON OR BUSINESS FROM WHOM GIFT RECEIVED | ADDRESS | RECEIVED BY: |
|----|--|---------|--------------|
| | | | |
| | NONE | | |
| | | | |
| | | | |

RECEIVED TIME FEB. 15. 8:48AM

1.10

E. RECEIPT OF COMPENSATION: List all places of employment in the last calendar year, and any other businesses from which you or your spouse received \$2,000 or more in compensation (salary, thing of value, or economic benefit conferred on in return for services rendered, or to be rendered), which was reportable as taxable income on your federal income tax returns.

1. YOUR PLACE(S) OF EMPLOYMENT OR OTHER BUSINESS IN THE PRECEDING CALENDAR YEAR.
 IF SAME AS SECTION "B", CHECK HERE .

If you have nothing to report in Section "E"1, check here ____.

| | NAME OF BUSINESS | ADDRESS | TYPE OF BUSINESS |
|----|-------------------------|----------------------|----------------------|
| 1. | CESSNA AIRCRAFT COMPANY | ONE CESSNA BOULEVARD | AIRCRAFT MANUFACTURE |
| 2. | | WICHITA, KS 67215 | |

2. SPOUSE'S PLACE(S) OF EMPLOYMENT OR OTHER BUSINESS IN THE PRECEDING CALENDAR YEAR.

If you have nothing to report in Section "E"2, check here .

| | NAME OF BUSINESS | ADDRESS | TYPE OF BUSINESS |
|----|------------------|---------|------------------|
| 1. | NONE | | |
| 2. | | | |

F. OFFICER OR DIRECTOR OF AN ORGANIZATION OR BUSINESS: List any organization or business in which you or your spouse hold a position of officer, director, associate, partner or proprietor at the time of filing, irrespective of the amount of compensation received for holding such position. Please insert additional page if necessary to complete this section.

If you have nothing to report in Section "F", check here ____.

| | BUSINESS NAME AND ADDRESS | POSITION HELD | HELD BY WHOM |
|----|--------------------------------|---------------------|--------------|
| 1. | MUSCULAR DYSTROPHY ASSOCIATION | VOLUNTEER | WIFE |
| | OF KANSAS, ARKANSAS VALLEY | MEMBER OF BOARD | |
| 2. | CHAPTER 10222 W. CENTRAL | (EXPIRES FEB. 2002) | |
| | SUITE 201 | | |
| 3. | WICHITA, KS 67212 | | |
| | 316-773-7962 | | |
| 4. | | | |
| 5. | | | |
| 6. | | | |
| 7. | | | |
| 8. | | | |

RECEIVED TIME FEB. 15. 8:48AM

1-11

RECEIPT OF FEES AND COMMISSIONS: List each client or customer who pays fees or commissions to a business or combination of businesses from which fees or commissions you or your spouse received an aggregate of \$2,000 or more in the preceding calendar year. The phrase "client or customer" relates only to businesses or combination of businesses. In the case of a partnership, it is the partner's proportionate share of the business, and hence of the fee, which is significant, without regard to expenses of the partnership. An individual who receives a salary as opposed to portions of fees or commissions is generally not required to report under this provision. Please insert additional page if necessary to complete this section.

If you have nothing to report in Section "G", check here

| | NAME OF CLIENT / CUSTOMER | ADDRESS | RECEIVED BY |
|-----|---------------------------|---------|-------------|
| 1. | | | |
| 2. | | | |
| 3. | | | |
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| 11. | | | |
| 12. | | | |
| 13. | | | |

DECLARATION:

I, ROLIE VINCENT, declare that this statement of substantial interests (including any accompanying pages and statements) has been examined by me and to the best of my knowledge and belief is a true, correct and complete statement of all of my substantial interests and other matters required by law. I understand that the intentional failure to file this statement as required by law or intentionally filing a false statement is a class B misdemeanor.

OCT. 9, 2001
Date


Signature of Person Making Statement

NUMBER OF ADDITIONAL PAGES

Return your completed statement to the Secretary of State, Memorial Hall, First Floor, 120 SW 10th Ave., Topeka, Kansas 66612-1594.

RECEIVED TIME FEB. 15. 8:48AM

Rolland (Rollie) A. Vincent
2311 Ridge Club Circle, Wichita, Kansas 67205
Tel: Home (316) 729-4528; Office (316) 517-8201

Professional Experience

Vice President - Strategic Planning & New Business Development (since Sep. 2000)

Director – Strategic Planning (Sep. 1997 - Sep. 2000)

Cessna Aircraft Company, Wichita, Kansas

Reporting to the CEO, craft and direct Cessna's strategic planning process and business performance process to identify and achieve the company's long-term potential. Create and lead Cessna's Strategic Planning Council and Strategic Planning Department. Develop Cessna's 5-Year Strategic Business Plan. Identify, recommend, and implement Cessna's vision, mission, objectives, strategic priorities, and key performance metrics. Identify and evaluate Cessna's competitive advantages and core competencies, and research and recommend market and product development opportunities. Facilitate Cessna's Product Planning Team. Identify, evaluate, and carry out potential acquisitions, mergers, joint ventures, licensing opportunities, and divestitures. Provide direction to senior management on industry, competitive, environmental, and regulatory developments. Build management credibility, clarity of direction, and enthusiasm for strategic planning, business performance, and business development amongst Cessnans.

Director - Strategic Planning, Public Relations, and Communications

Bombardier Aerospace - Learjet Inc., Wichita, Kansas (Jan. 1996 - Sep. 1997)

Reporting to the President, crafted a strategic vision for Learjet based on common objectives across a complex organizational matrix and amongst diverse interest groups (principally engineering, flight test, manufacturing, finance, human resources, marketing, and customer support). Initiated, organized, facilitated, and mediated senior management meetings to identify key organizational issues and action plans. Humanized and enhanced the image of Bombardier Aerospace and Learjet with its various publics, and lead corporate communications internally (management and staff) and externally (media and community relations) to inspire all employees to reach their full potential.

Director - International Marketing

Bombardier Regional Aircraft Division, Toronto, Ontario (Feb. 1995 - Jan. 1996)

Reporting to the VP Marketing & Planning, recruited and directed a multi-disciplinary, multi-cultural team of aircraft marketing professionals with responsibility for Europe, Middle East, and Africa. Developed strategies to open new markets for Bombardier aircraft, in particular in Eastern Europe, Mediterranean, Persian Gulf, and South African regions. Bolstered face-to-face relations and trust with key customers in Germany, Austria, France, Norway, United Kingdom, and South Africa to secure critical aircraft orders and propel the Company to the #1 position worldwide in regional aircraft sales.

Rolland (Rollie) A. Vincent (cont.)

Professional Experience

Manager - International Marketing

Bombardier Regional Aircraft Division, Toronto, Ontario (Dec. 1993 - Feb. 1995)

Managed a team of analysts, and developed marketing strategies for regional aircraft products (de Havilland Dash 8 turboprop, Canadair Regional Jet). Developed analyses that proved critical to the sale of 110 Bombardier aircraft in Canada, Germany, Austria, France, and South Africa (market value: \$US 1.7 billion). Persuaded export credit agency to support the largest regional aircraft sale ever recorded in Africa. Lead multi-divisional team to refine the Company's strategy for the light business jet market.

Senior Airline Analyst

***Bombardier Regional Aircraft Division/Canadair RJ Division
Toronto, Ontario/Montreal, Quebec (Jun. 1991 - Dec. 1993)***

Conducted analyses and prepared studies on aircraft performance, economics, scheduling, passenger traffic, revenues, and yields for potential clients in Asia Pacific, Europe, United States, and Canada. Forecasted the impact of air transport deregulation on the U.S. - Canada and European markets, and identified emerging market opportunities.

Air Transport Analyst

International Civil Aviation Organization, Montreal, Quebec (May 1988 - Jun. 1991)

Analyzed airline cost structures and developed area forecasts of passenger traffic flows for ICAO, a specialized agency of the United Nations responsible for the coordination, regulation, and safety of international civil aviation. Participated in regional studies of air transport in Africa, the Middle East, and Asia Pacific. Monitored the implementation of ICAO Standards and Recommended Practices in the area of facilitation (ICAO Annex 10).

Economic/Statistical Analyst

International Civil Aviation Organization, Montreal, Quebec (Apr. 1983-May 1988)

Collected, coordinated, analyzed, and published international aviation statistics on traffic, financial, and safety performance for more than 200 airlines. Focal point to provide statistical information to ICAO management and external users.

Rolland (Rollie) A. Vincent (cont.)

Education

Master of Business Administration (MBA) - 1991

International Business and Marketing - McGill University, Montreal, Quebec

Master of Arts (MA) - 1986

Economic Geography and Transportation - McGill University

Bachelor of Arts (BA - 1st Class Honors) - 1980

Urban and Economic Geography - McGill University

Personal Information

Married with two children

Born May 8, 1958 in Montreal, Quebec

English, strong French language skills

Further details and references are available upon request.