

ARTEMAS KEITT DARBY, III

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Keitt (Kit) Darby
Pres., KitDarby.com
Business Qualifications

OBJECTIVE:

A contemporary business leadership position that combines my extensive industry technical and information business expertise within a flight training and/or career development environment.

SKILLS:

- Seasoned business executive with established interpersonal and public speaking presentation skills.
- Thirty years of bottom-line oriented business management results concentrated in the areas of flight training, pilot hiring, and aviation career consulting.
- Direct sales, marketing, and product development with a demonstrated ability to conceive, develop and deliver profitable products and services to professional pilots.
- Effectively integrate business technologies to publish print and Internet-based pilot career information.
- Apply industry analysis of airline crewing to pilot and simulator supply and demand forecasting.
- Design and deliver effective marketing campaigns and promotional solutions for professional pilots.
- Evaluate business processes and rules to identify and implement potential improvements.
- Customer relationship management and applications ensuring quality execution of customer operations.
- Lead and mentor staff members to completed projects on time and under budget.
- Successfully negotiate with trade and national media to deliver requested data in support of company goals.
- Guide pilots in pursuit of their career goals while overseeing career counselors and editorial staff to provide the best products and services for pilots in the pursuit of their professional goals.

BUSINESS EXPERIENCE:

Business Owner and Manager

JAN 09 - Present	KitDarby.com Aviation Consulting, LLC Peachtree City, GA	President: Litigation support – Pilot Career Earnings, Pilot hiring and selection, supply and demand forecasting Media advisor, CNN, FOX News, Bloomberg, Wall Street Journal
JAN 89 – FEB 09	AIR, Inc. - Aviation Information Resources, Inc. Atlanta, GA	President and CEO: Leadership responsibility for P&L, marketing operations and product development. Increased sales from start-up to \$3.3M. Expanded products and services by adding online application system, consulting services, and production of new seminar workshops. Served over 200,000 pilot members from 1989 to 2009.
NOV 83 - DEC 89	FAPA - Future Aviation Professionals Of America Atlanta, GA	Executive Vice President: Sales, marketing and product development. Increased sales from \$300,000 to \$3.6M. Expanded products and services by adding resume service, career seminars, monthly magazine, and annual pilot salary survey.
APR 80 - NOV 83	Coast Magazine Myrtle Beach, SC	Business Manager: Computerized typesetting, bookkeeping, and ad sales. Introduced full year color printing cutting cost by 60%. Brought shipping and delivery in-house at a 50% savings.
AUG 78 - SEP 80	InterFlite, Inc. Miami, FL	President and Chief Instructor: Purchased and re-certified a dormant FAA 141 school certificate. Re-established VA funding. Developed an FAA/VA approved B-727 FE course as chief instr.

JAN 78 - SEP 78 Flight Int'l, Inc. Simulator and Ground Instructor: FAA and VA approved B-727
Atlanta, GA FE course. Taught full B-727 ground school, CPT and simulator.
Written course instructor for the ATP and FE written exams

1969 to 1993 **Military Flight Training and Standardization Manager**
Captain US Army. Standardization Instructor Pilot and Instrument Examiner -
eight years. Commanded the Aircraft Qualification & IP Course for all F/W
aircraft. Army-wide Flight Standards Division - two years. Established flight training
programs, wrote flight training manuals and trained pilots and IP's in all Army fixed-wing
aircraft. Georgia Army Nat'l Guard OV-1 SIP/Flight Examiner - total of 23 years.

CONSULTING: Aviation Marketing/Pilot and Simulator Supply and Demand

FEB 15 US Airline Pilot Demand 2015 to 2030 2nd Edition with Audries Aircraft
AUG 14 US Major Airline Pilot Salary Survey, FedEx, Memphis, TN
MAR 14 US Airline Pilot Salary and Benefit Benchmark Study, Bain & Co., Dallas, TX
OCT 14 US Airline Pilot Retirement Forecast, USB Investment Bank. New York, NY
FEB 12 US Regional Pilot F/A, and Maintenance Labor Force Analysis, Bain & Co., Dallas, TX
JUL 12 US Airline Pilot Job Markey Video, Eagle Jet, Miami, FL
MAR 11 Legacy Airline Pilot Staffing Analysis, All Nippon Airways, Tokyo, Japan
OCT 10 Pilot Hiring Analysis and Data Base Project, FAA, APO -300, Washington, DC
JUN 10 Pilot Seniority Integration Arbitration Analysis, Frontier Pilot Association, Denver, CO
NOV 09 Airline Pilot Supply, Earnings and Qualification Study, GAO Washington, DC
AUG 06 Airline Bid Pack Analysis and Career Value Study, Boeing, Seattle, WA
DEC 05 Airline/Corporate Bid Pack Analysis and Career Value Study, Netjets, Columbus, OH
2003/04/05 Simulator Rental Rate & Utilization Study, Raymond James, Vancouver, BC
FEB 01 Worldwide Pilot Supply and Demand Study, AeroStrategy for Oxford Aviation, England
2000/01/02 US Pilot Supply Study, Rand Corporation for the US Air Force, Washington, DC
1998/00 Major Airline Career Value and Work Rule Study, Teamsters (ABX), Wilmington, OH
OCT 98 Major Airline Career Value Study, FedEx, Memphis, TN
JUN 94 Furloughed pilot outplacement services, Allied Pilots Association, Dallas, TX
JUL 93 Maintenance Training Facility Location Study, Dalfort, Dallas, TX
JUN 92 Furloughed pilot outplacement services, Pan American Airways, New York, NY
SEP 91 Replacement Simulator study for Dalfort (Braniff Education Systems), Dallas, TX
MAR 90 Flight Training Marketing Study, UND Spectrum Program, Grand Forks, ND
DEC 89 Worldwide Pilot Supply and Demand Study, Japan Airlines, Japan
NOV 89 to Present Furloughed/displaced pilot outplacement services, ALPA (Frontier, EAL, plus 15 more)

EXPERT WITNESS:**Pilot hiring and Career Value Models**

JAN 83 - Present Provided litigation support in approximately 250 cases with written reports and excel workbooks detailing the job market and the average career value for the US Major airlines, National Airlines, Regional Airlines, Military, Corporate, and Fractional operators pilot careers. Additional models have been developed for Maintenance Technicians, Flight Attendants, Simulator Instructors, and Ground School Instructors. Supplied written reports, depositions, and trail testimony services to pilots attorneys and their estates, pilot unions, airlines, the FAA, and the US Department of Justice in the US and Canada.

EDUCATION:**B.S. Degree - Aeronautical Studies**

AUG 77 Embry-Riddle AU, Daytona Beach, FL: Concentration on Flight Technology. Dean's List. Education concurrent with military duty as a flight commander and instructor pilot.

JAN 69 NC State University, Raleigh, NC. School of Design – Major Product Design. Minor Psychology. Freshman and varsity basketball and track on scholarship. Sigma Nu Fraternity. Air Force ROTC. Qualified first in class for pilot training. Education concurrent with work to pay general expenses. Intern family publishing business.

ASSOCIATIONS:

- Air Line Pilots Association: Member, outplacement services to furloughed/displaced pilots since 1983
- International Air & Transportation Safety Bar Association. (NTSB Bar Association) since 2010.
- Aircraft Pilots and Owners Association: Member, conducting pilot career workshops from 1983 to 2001.
- National Business Aircraft Association: Corporate member since 1983.
- Organization of Black Airline Pilots: Corporate member, conducting pilot career workshops since 1983.
- Women in Aviation: Corporate member, pilot career workshops at annual meetings since 1983.
- Experimental Aircraft Association: Corporate member, pilot career forums at Oshkosh, WI since 1983.
- Experimental Aircraft Association: Corporate member, pilot career forums at Lakeland, FL since 2010.