

## **James C. Christiansen**

Vice President of Sales, Central U.S., Hawker Beechcraft Corporation

Mr. Christiansen was an Army aviator from 1965-1969, flying helicopters. After leaving the Army, Jim worked for an Air Taxi in the New York area as Chief Pilot. In 1974 he joined Executive Air Fleet ("EAF"), the prominent Teterboro, NJ corporate aircraft management and charter company as a helicopter captain assigned to a major insurance company. Over the next 16 years, Jim progressed from helicopter pilot, to charter sales representative, sales manager, vice president of sales, and eventually to president.

In 1988, EAF was sold to Jet Aviation, and Jim became president of Jet Aviation Business Jets, at the time the largest aircraft management and Charter Company in the world with a managed fleet of approximately 70 aircraft.

In 1990, Jim joined Executive Jet Aviation of Columbus, Ohio as president. EJA was the oldest jet charter operator in the world, and its owner, Richard Santulli, had recently introduced the concept of fractional jet ownership with his NetJets program. In late 1992, EJA sold its management and charter operations to K-C Aviation of Dallas, TX, a division of Kimberly Clark Corporation. Jim moved to K-C Aviation as part of the acquisition, and served as president of K-C Aviation Transportation Services until late 1994.

In 1994, Jim was recruited by the Rockefeller family to be president of its aircraft management company, Wayfarer Ketch, located in White Plains, NY. During the next five years Jim and his team built Wayfarer from a sleepy manager of six aircraft to the major management and charter company in the north east, managing 42 aircraft in 20 locations at the time of its sale to TAG Aviation in 1999. With the sale, Jim assumed the responsibilities of Chief Operating Officer, responsible for all day-to-day operations of TAG's fleet of over 140 corporate aircraft, based in 50 locations as well as integration of the two businesses.

While at Wayfarer, Jim and his team started a new fractional aviation company called StarShares, featuring King Air turboprop aircraft. After the sale to TAG, Cessna and TAG formed a 50/50 partnership and formed CitationShares, offering Cessna's jet product line in the fractional market. Jim was a member of the board of directors of CitationShares.

In October of 2001, Jim was invited to re-join Executive Jet (subsequently the name has changed to NetJets Inc.) and undertake the project of bringing the NetJets fractional aircraft ownership product to existing corporate flight departments for supplemental lift. He was promoted to president of NetJets Aviation in January, 2007. NetJets Aviation, located in Columbus, OH, is the largest operating division of NetJets Inc.

In March, 2010 Jim joined Hawker Beechcraft as Vice President – Sales, Central U.S. – Hawker, where he manages a sales team responsible for sale of Hawker jets in the central U.S. Hawker Beechcraft offers a broad line of popular business jets including the Hawker 900, historically the most successful mid sized jet and the new, state-of-the-art, composite fuselage Hawker 4000.

Jim has been very active in the aviation community and in March 2002 finished his tenure as Chairman of the National Air Transportation Association (“NATA”); a Washington based advocacy group representing FBOs, charter operators, flight schools and other general aviation businesses. Jim was also chairman of the Fractional Ownership Aviation Rulemaking Committee (“FOARC”) that developed the new FAR Part 91K to regulate fractional operators.

Jim lives in Weatherford, TX with Diana, his wife of 41 years.