

EDWIN YARBROUGH

ASSOCIATE, DAYTON AEROSPACE, INC.



DAYTON AEROSPACE

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PROFILE

Innovative, multi-disciplinary team leader with nearly 30 years of highly impactful aerospace experience, including government and congressional collaboration. Specialist in Department of Defense (DoD) and National Aeronautics and Space Administration (NASA) requirements, strategic planning, programming, budgeting, government policy, acquisition, development, and procurement processes. Expert in congressional authorization and appropriations legislative cycles and congressional interest item (CII) advocacy strategies that achieve company-favorable language and budget additions. Specific experience within the DoD hypersonics, air breathing propulsion, microelectronics, unmanned vehicles, and space disciplines customer base. Proven record crafting strategic business solutions between government and industry partners for business growth and greater national security. Retired as the director of business development and government relations for Honeywell International.

PRINCIPAL AREAS OF EXPERTISE

Hypersonic Vehicles
Defense Budget

Defense Acquisition
Business Capture Strategy
Leadership

Government Policy &
Regulation

WORK HISTORY

Associate | Dayton Aerospace, Inc.
2023-present, Dayton, OH

Assist government and industry customers in a wide range of support activities including business pursuit strategy, budget and acquisition strategy development, strategic planning, government policy and regulations, mentoring, and leadership.

Director of Business Development and Government Relations | Stratolaunch LLC
2020-2023, Washington, DC

Led every aspect of Stratolaunch's innovative, market-changing strategy to provide the nation's first privately funded, fully reusable, high cadence, hypersonic vehicle flight test service business to augment legacy DoD hypersonic flight test infrastructure. Won unsolicited, first-time Stratolaunch business contracts with the US Air Force (USAF), Air Force Research Laboratory (AFRL), and Missile Defense Agency (MDA) in the first year of the company's existence. Established and grew extensive business contact relationships across the DoD and defense industry hypersonic weapon systems development and flight test communities. Authored and implemented the first Stratolaunch business plan in a comprehensive, cross-company, multi-disciplinary environment to achieve total enterprise ownership of the plan. Advocated for and gained full support of pro-hypersonic congressional members and committees for favorable congressional language and additional funding for hypersonic flight testing. Achieved over \$30M in congressional funding for Stratolaunch. Actively worked with government oversight agencies such as the Government Accountability Office (GAO), Congressional Research Service (CRS), Congressional Budget Office (CBO) and more, to influence policies to aid Stratolaunch's game-changing commercial flight test business. Led initiative to form a strategic partnership between Stratolaunch and academic hypersonic research leader - Purdue University - to grow business for both institutions. Instrumental in working with Stratolaunch Chief Technology Officer (CTO) to establish an on-campus advanced hypersonic concepts programs office.

EDUCATION

MS, Aeronautical and Astronautical
Engineering

Purdue University

BS, Aeronautical and Astronautical
Engineering

Purdue University

WORK HISTORY (CONT'D)

Owner & President | ERY Consulting LLC

2020-present, *Broadlands, VA*

Led a multi-disciplinary advisory firm for aerospace industry start-ups and companies seeking defense industry market entry business. Expert in multi-faceted, multiple agency, simultaneous business pursuit strategies and proposal development, organization, and writing, with a record of successful business capture. Created new market entry strategy and winning bid for NASA technical services business for a previously military-only, small, disabled veteran business—which continues to grow.

Director, Government Relations | Honeywell International

1996-2020, *Washington, DC*

Created and implemented government agency and congressional engagement campaigns to win new sales and ensure favorable policy and regulations for company growth objectives. Pro-active leader of company business capture teams that pursued and won over \$2B of NASA, USAF, Navy, and National Oceanic and Atmospheric Administration (NOAA) space and technology agency programs. Leader of a Chief Executive Officer-sponsored capture team that won \$1B in new defense funding for bio-fuels and improved military weapon system/base energy efficiency and sustainability. Led multi-disciplinary team that won product content on every major DoD drone program, creating a brand new \$50M annual revenue growth business. Led congressional and DoD Defense Production Act campaign that sustained \$100M funding for Honeywell's microelectronics facility, preserving 400-person workforce. Implemented congressional strategy with industry coalition that added \$500M yearly funding to NASA and DoD space programs (Orion, space launch system (SLS), International Space Station (ISS), USAF Launch). Global thinker who expanded Honeywell's space export portfolio as facilitator with international embassies in Washington DC, space agency staffs that secured \$40M in new international space business. Registered lobbyist. Executed Honeywell Political Action Committee engagement plans for congressional space committee members and staff. Spokesman and leader of company and trade associations efforts honoring science, technology, engineering, and mathematics (STEM) students, employee local community service involvement, and veteran recognitions.

Prior to 1996

- Director of Midwest Region, McDonnell Douglas Corporation, *Dayton OH*
- Director of Technology Marketing, McDonnell Aircraft Company, *St. Louis, MO*
- Manager of Marketing Operations, McDonnell Douglas Astronautics Company, *Huntington Beach, CA*

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