



## **John R. DeCoster**

3403 Highlands Road, Brooklyn Park, Minnesota 55443, (763) 234-1725

### **Business Experience**

#### **Trillion Aviation – Minneapolis, Minnesota**

*Senior Vice President (April 2007 – Present)*

- Sr. Vice President of a multi-pillared aviation real estate solutions consulting firm.

Senior Vice President and part owner of the firm specializing in developing innovative solutions for all aspects of the business relationship in the aviation industry.

#### **Northwest Airlines – Eagan, Minnesota**

*Regional Director (1995-2007)*

- Regional Director, Airport Affairs- Midwest and West regions

Served as the Airline chair and lead negotiator in MSP, DLH, FAR, RST, DSM, MSN, GRB, LSE, FSD, SUX, RAP, MLI, BIS, and HNL. In that role, worked with Airport management in the definition and development of capital improvement plans, financing plans, lease and rates and charges negotiations, and implementation of Airport projects.

Worked with Airports in the development of expansion/refurbishment plans in MSP, RST, MSN, GRB, DSM, MCI, FAI, ANC, DEN, TUS, HDN, LIT, SAN, SJC, SFO, PDX, MDW, ORD, OKC, OGG, and HNL. In that process, effectively interacted with the Airport management and consultants throughout the definition of the scope of the projects, provided input into the phasing and level of expansion, and developed financing plans and lease terms for the project.

Negotiated the business model and terms/conditions for Airport Use and Lease Agreements throughout North America. Served on over one hundred Airline Airport Affairs Committees (AAAC) responsible for working with Airports to oversee airport projects, capital and operating budgets, master plans, and airline rate schedules.

Worked closely with architects, engineers, financial consultants, and Airport senior management in numerous situations to balance Project concept and scope with the business terms and conditions resulting in projects that were approved and accepted by the Airlines. Worked as a member of numerous Program Executive Committees to cooperatively develop design scopes and financing packages that met the operational and financial goals. Collaborated with the Airport's teams and reached Agreements that were completed on time and on budget and accepted by the Airlines.

Represented the Airline in all aspects of the business relationship in approximately 100 North American Airports.

#### **Park Nicollet Medical Center- 1987-1995**

*Director, Real Estate Services*

#### **Farm Credit Services- 1982-1987**

*Director, Facility Services*

### **Education**

#### **St. Thomas University – St. Paul, Minnesota**

*Master of Business Administration, 1982*

#### **Kansas State University – Manhattan, Kansas**

*Bachelor of Science, 1973*