
Gary Chase, S.V.P. – Business Development and Financial Planning

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Gary Chase is Senior Vice President – Business Development and Financial Planning. Gary and the Corporate Strategy team are responsible for developing and executing the long-term plans and initiatives required for Delta to achieve its strategic and financial objectives.

Gary also leads One Delta, an enterprise transformation program targeting more than \$1 billion of structural efficiency gains by 2020. The One Delta team unlocks these efficiencies through a wide array of initiatives enabled by collaboration among employees across work groups. Initiatives have driven higher asset utilization, reduced fuel consumption and leveraged Delta's scale for advantage with suppliers.

In addition, Gary oversees Delta's corporate development team, which plays a key role in the execution of Delta's investments in partner airlines, including Virgin Atlantic, Aeromexico and China Eastern. The team also works on select commercial transactions including the establishment of Delta's relationship with biometrics provider CLEAR and the sale of a majority interest in Delta Global Services to Argenbright holdings.

Gary is a member of the Delta Leadership Committee of top executives who report directly to CEO Ed Bastian. Previously, Gary served as Senior Vice President – Financial Planning & Analysis, Investor Relations, & Corporate Planning.

Prior to joining Delta in 2012, Gary was a Managing Director in equity research at Barclays Capital and Lehman Brothers in New York, having followed the airline and transportation industries for 16 years.

Gary graduated with a bachelor's degree in Economics from Union College and earned a MBA from the Amos Tuck School of Business at Dartmouth. He lives in Atlanta with his wife and two children.