



**Gerald Grinstein (Jerry)**

**Strategic Director  
Madrona Venture Group**

Jerry is Strategic Director of the Madrona Venture Group, a firm that funds innovative technology start-ups. Jerry is CEO Emeritus of Delta Air Lines. He was named CEO of Delta Air Lines in January 2004. He had been a director of Delta since 1987 and served as Delta's non-executive chairman from August 1997 until October 1999.

Prior to taking on the CEO role at Delta, Jerry served as non-executive chairman of Agilent Technologies from 1999 through November 2002. He retired as chairman and CEO of Burlington Northern Inc. in 1995. While in that position he oversaw the Company's acquisition of Santa Fe Pacific Corp., which created the nation's largest railroad.

Before joining BNI, Jerry served as president and CEO of Western Airlines, Inc., from 1984 through March, 1987, when Western merged with Delta.

Jerry was a partner in the law firm of Preston, Thorgrimson, Ellis & Holman in Seattle from 1969-1983. His prior career includes serving as Chief Counsel to the U.S. Senate Commerce Committee, Counsel to the Merchant Marine & Transportation Subcommittee and Administrative Assistant to U.S. Senator Warren G. Magnuson.

Jerry is currently a strategic director at Madrona Venture Group. He is a Trustee of the Henry M. Jackson Foundation and a board member of Long Live the Kings, The Seattle Foundation, Foster Business School, University of Washington Foundation and the William D. Ruckelshaus Center.

A native of Seattle, Jerry graduated from Yale College in 1954 and Harvard Law School in 1957. He and his wife Lyn have four grown children and reside in Seattle.