

# CARY S. DAVIS

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## PROFESSIONAL SUMMARY

Experienced C-level leader with a proven track record in trade association management and growth. Expertise in gaining favorable government policies for industry and in raising awareness of the economic, social, and political power of businesses and their people. Background in business advocacy, policy storytelling, and corporate law. JD from the University of Pennsylvania Law School and a Master of Public Administration from the University of Pennsylvania Fels Institute of Government.

## EXPERIENCE

**American Association of Port Authorities (AAPA), Washington, D.C.**

*President & CEO*

**2024-Present**

*Vice President of Government Relations and General Counsel*

**2021 – 2024**

*Senior Director of Government Relations and General Counsel*

**2019 – 2021**

- Leads the trade association in public policy, business, and legal matters, contributing to informed decision-making in various areas, such as public policy agenda, company business lines, business contracts, association membership growth, professional development program, and events calendar.
- Advocates for generational funding for port and intermodal infrastructure, resulting in a nearly 100% increase in availability of Federal funds and 75% increase in actual funding receipts.
- Leads a high-functioning, energetic team of 5+ government relations professionals as head of the department for policy formation and execution.
- Worked with CEO to implement strategic company policies for the successful sale of company real estate assets, replenishment of the reserve fund, negotiation of the new long-term office lease, a move to the hybrid company work model, while shrinking the physical footprint and re-positioning the association advocacy in the heart of Washington, DC.
- Leveraged international trade policy expertise and strong communication skills to grow and retain AAPA association membership, leading to increased sponsorships and enhanced collaboration across diverse industry committees.
- Manages technical industry committees – including Legal, Economic Development, and Security – to build engagement and establishing AAPA as a top authority on trade association policies and regulations in the seaport industry.
- Collaborates deeply with colleagues across the AAPA enterprise for program refinement, business growth, legal and technical advice, and general morale-building.
- Recruited numerous ports and maritime supply chain companies into AAPA membership; including Port Manatee, Port Erie, PortPitt, Utah Inland Port, and numerous companies in tech, digitization, and port development and asset management.
- Developed the program for Port Opportunities with Energy, Resilience, and Sustainability (POWERS)

- Co-developed the Supply Chain Partner (SCP) Council for AAPA members, resulting in a 15% increase in membership and a 20% growth in sponsorships, while securing additional funding sources for future programs and products.
- Presents media hits on TV, radio, podcasts, live events, and industry seminars on hot topics in ports and trade, while advancing the narrative of the importance of ports.
- Served as a key liaison between the AAPA and industry leaders, expanding the organization's sponsor network by 20% and creating strategic collaborations that bolstered the organization's expertise and influence in trade policy, supply chain policy, and security policy.
- Spearheaded the Advisory and Alert digital newsletters' revamp, implementing advanced analytics to track performance and optimizing content, contributing to a 50% rise in open rates and a 40% increase in click-through rates within six months.
- Established the AAPA Law Clerk and Intern Program, with 2-4 pro bono staff per semester, half of whom have been women minorities/of color.

**The Propeller Club, Port of Washington, DC** Washington, D.C.

*Board Member*                      **2020 – Present**

- Serves as Board member for 90-year-old non-profit, which is the premier community of Federal maritime policy leaders.
- Oversees the budget and fiduciary responsibilities of the organization, including six major revenue generating events per year and overall operations such as membership growth and website.
- Advances AAPA brand and agenda through co-hosted events and sponsorship opportunities.
- Represents seaport interests among representatives from U.S. flag, marine terminal operators, U.S. Coast Guard, and private sector shipping interests.

**International Trade Administration, U.S. Department of Commerce**, Washington, D.C.

*Senior Advisor to the Under Secretary of Commerce for International Trade*                      **2018 – 2019**

- Successfully led international trade policy initiatives for U.S. supply chains and the modes of transportation for getting imports and exports where they needed to go.
- Contributed to the development of crucial trade policies such as Section 232 national security tariffs and Export-Import Bank reauthorization, helping shape the landscape for the US manufacturing industry and strengthening the nation's trade position.
- develop comprehensive policies that cater to the diverse needs of ports in different geographical locations, enhancing AAPA's thought leadership in the industry.
- Drafted and developed economic and financial analyses of companies involved in international trade.
- Contributed to the development of crucial trade policies such as Section 232 national security tariffs and Export-Import Bank reauthorization, helping shape the landscape for the US manufacturing industry and strengthening the nation's trade position.
- Created and managed opportunities for businesses and private sector engagement to make their needs known to government in order to inform policymaking, such as through Industry Advisory Committees and one-on-one meetings with the department.

- Advanced U.S. Department of Commerce interests in the Congress by using informal channels to inform Congress of the Executive Branch

**United States Congress, Washington, D.C.**

*Legislative Director & General Counsel*

*Legislative Counsel*

**2017-2018**

**2017**

## SKILLS

- Communication (both verbal and nonverbal)
- Ability to manage multiple concurrent deadlines
- Budgetary planning and reporting
- Crisis management and communications
- Mentoring professionals of all backgrounds and ages
- Multilingual in intermediate Hebrew and basic French
- Stress management
- Problem-solving
- Ability to self-deprecate while also maintaining an uncompromising standard for outcomes and success

## EDUCATION

**University of Pennsylvania Carey Law School, Philadelphia, PA**

**2014**

Juris Doctor (J.D.)

**Honors:** *Journal of Constitutional Law*, Associate Editor

**University of Pennsylvania, Fels Institute of Government, Philadelphia, PA**

**2011**

Master of Public Administration (MPA)

**University of Pittsburgh Honors College, Pittsburgh, PA**

**2010**

Bachelor of Arts in Philosophy, Politics, and Economics, *summa cum laude*

**Honors:** Honors College Scholarship