

# NEIL MAUNU, MBA

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## SUMMARY

A dynamic leader with over 20 years of business development, commercial, operations, and industry advocacy experience through a wide variety of challenging roles in marine transportation and development, terminal management, and U.S. military operations. Highly motivated to build relationships, maximize results and drive change while dealing with limited resources, ever-changing goals, and diverse groups. Proven team-builder and respected manager. Strong business acumen with experience at strategic and tactical levels. Comfortable interacting and influencing decision-making with Elected Officials, stakeholders, government agencies, and executive leadership, including board members.

## WORK EXPERIENCE

### Denmar US LLC (March 2022 – Present)

#### **Senior Vice-President - Operations – March 2022 to Present (Remote, Stockton & Long Beach, CA)**

- Lead all aspects of development for Denmar's Port of Stockton Soda Ash Export Terminal. Fully permitted for 7 million tons annually, this new, \$350M state-of-the-art marine terminal will move American natural soda ash (produced in Wyoming) from 193 railcar unit trains onto ocean-going vessels. The terminal will begin construction in Q1 2024.
- Responsible for developing new business for Denmar's Long Beach transload and container shipping business segment. Working with major shipping lines, transload partners, and shippers, doubled the number of TEUs exported in a year – Denmar is now a top-10 exporter from the Port of Long Beach (over \$15M annual revenues).
- Report directly to the Managing Director and Denmar's international Board of Directors (based in the US and Turkey), integral in leading all aspects of the business; Budgeting, Financial Analysis, Environmental Permitting, HR, Project Management, Labor Relations, Legal, Public Affairs, Government Relations, Grant Funding, Business Development, and Operations.
- Lead outreach and advocacy efforts at the federal and state level. Interact with stakeholder groups and Elected Officials, lead state and federal grant efforts, manage third party public affairs and federal advocacy consulting firms. Led several successful outreach team visits to Washington D.C. consisting of Port, Board, Denmar ownership, and customers.
- Communicate weekly with members of the Board of Directors. Managing relationships with three international business entities making up the Denmar ownership structure with a wide range of goals and objectives.

### Tidewater Barge Lines and Terminal Company (March 2016 – March 2022)

#### **Director of Sales and Business Development – June 2017 to March 2022 (Vancouver, WA)**

- Responsible for sales, marketing, and business development for the largest towboat company on the Columbia/Snake River system. Accountable for all existing and future (growth-related) commodities; products handled include grain, refined petroleum, renewable fuels, fertilizers, containers, and wood/paper.
- Led development of acquisition targets and managed due diligence projects – reporting directly to CEO and Board of Directors. Cultivated relationships with potential acquisitions, resulting in successful negotiations with key decision makers. 2021 acquisitions resulted in signed SPAs for two opportunities valued over \$55M.
- Developed relationships with regional ports, importers/exporters, railroads, terminal operators, customers, and other industry professionals to grow all business lines and develop large capital investment growth opportunities.
- Directed company team in developing the opportunity to turn an idled terminal into an operational vessel recycling facility for the State of Oregon within the first two months of assuming the role.

- Led Sales and Business Development team to identify over \$37M in EBITDA of closed and active sales opportunities in 2019, and \$45M in 2020. Additionally, contract renewals exceeded \$50M in Revenue in 2019, and again in 2020.
- Successfully led JV for renewable fuel dock line installation with a key PNW customer (a major oil company) for installation in 2019 – paving the way for additional volumes of barged ethanol into the Portland market.
- Directly supervised corporate communications and marketing manager, overseeing government relations, public affairs, customer, and media events.
- Responsible for maintaining all existing customer relationships with contracts totaling over \$90M in annual revenue. Oversee the development of pricing structure as well as other contract terms and conditions. Serve as lead or senior contract negotiator for Tidewater’s customer base and new growth opportunities.

**Business Development Manager – Infrastructure – March 2016 to May 2017 (Vancouver, WA)**

- Identified and developed business opportunities for Tidewater Holding Inc.’s subsidiary companies with an emphasis on infrastructure capital investments and growth opportunities.
- Led coordination of resources across functional groups for key projects – notably a bulk terminal in Longview, WA, several large-scale energy export facilities that would involve tug/barge and terminal operations, and a multi-year bid for barging Portland Metro’s solid waste through Tidewater’s terminal.
- Successfully developed and implemented a new line of business at Pasco, WA Terminal by establishing relationships with customers and brokers; worked with operations to integrate into existing facilities; diversified Tidewater’s portfolio.
- Proactively sought business opportunities and developed strategies for long-term growth and capital investment through market research and data analysis. Collaborated with key stakeholders; Ports, railroads, terminal operators, customers, industry organizations, and consultants to compile and analyze customized data sets and visualizations.

**Kinder Morgan Terminals; Marine Bulk Operations (July 2007 – February 2016)**

**Regional Commercial Manager – September 2015 to February 2016 (Vancouver, WA)**

- Directly responsible for all customer accounts on the U.S. West Coast, totaling over \$16M in annual EBITDA. Accountable for new business opportunities at existing Company Terminals and throughout regional Port facilities.
- Chosen to represent The Company as the North American Account Manager for the number two revenue-producing cross-regional customer in the Kinder Morgan bulk network (ANSAC, soda ash).
- Negotiated customer contracts; developed expansion capital project opportunities with existing and new customers, to secure long-term agreements and deploy capital.
- Represented Kinder Morgan Terminals on The Pacific Maritime Association’s (PMA) Oregon Area Sub-Steering Committee as the senior Company staff member in the region.

**Director of Operations - January 2011 to August 2015 (Vancouver, WA)**

- Directly responsible for three marine terminals on the Columbia River, 21 Company management employees, and over 50 International Longshore and Warehouse Union (ILWU) employees.
- Responsible for annual bulk cargo throughputs (multiple modes of transportation) of over 3.6 million tons and \$38M in revenue, with financial profit and loss responsibility for 5 locations in the Columbia River area. Oversee all capital projects (over \$10.5M in 2012) and annual budget and forecasting processes for all area terminals and operations.
- Selected to represent The Company as a member of the Pacific Maritime Association’s (PMA) Oregon Area Steering Committee; responsible for setting local policy, negotiating ILWU and employer labor relations issues, and participating in collective bargaining.
- Led the region to three separate OSHA safety records; the fewest annual recordable injuries both Vancouver and Portland bulk terminals recorded since inception, and the lowest Total Recordable Incident Rate (TRIR) for the PNW region – enabling the Company to maintain positive standing among vendors, customers, and partners.

**Regional Environmental Health and Safety Specialist - February 2010 to January 2011 (Vancouver, WA)**

- Responsible for day-to-day health, safety, emergency response, environmental compliance, EHS training, and security activities in support of operations in the West Coast Region for five terminals across three states. Developed

and implemented the region's environmental permit training; authored engaging training programs and led instruction to all employees in the region, ensuring personnel maintained environmental compliance.

**Assistant Terminal Manager, Portland Bulk Terminal 5 - March 2008 to January 2010 (Portland, OR)**

- Accountable for the day-to-day operation of a marine terminal handling over 2.5M tons of cargo annually; managed all operations and maintenance, safety, environmental, human resources, customer relations, security, and projects.
- Directly managed multiple major terminal construction projects, totaling more than \$2.5M; coordinated efforts between terminal staff, engineers, project managers, the customer, and The Port of Portland; ensuring timelines were met without any customer impacts. Oversaw maintenance program with electrical and mechanical managers as direct reports.

**U.S. Army Officer (May 2000 – July 2020)**

**Lieutenant Colonel, Aviation Officer, Oregon Army National Guard – June 2008 to July 2020**

- Chosen by The State Adjutant General (2-star) to serve as the state's Security and Support Detachment Commander
- Battalion Operations Officer. Responsible for operations of the battalion's 23 rotary-wing aircraft, all domestic mission support, and deployment/redeployment of aviation personnel, and associated resources. Rated as the top operations officer in the brigade of over 2,500 personnel.
- State Joint Forces Headquarters Aviation Operations Officer. Implemented state aviation policy; coordinated with all military department agencies and the Office of Emergency Management during emergency operations and training in the State Joint Operations Center. Incident Command Trained in Domestic Operations, natural disasters, and wildland firefighting.
- Oregon State Selective Service Reserve Forces Officer and Detachment Commander – served at the direction of the State Selective Service Director (appointed by the Oregon State Governor – Gov. Brown)
- Earned pilot-in-command status as an active-duty Blackhawk Helicopter pilot while in combat, and again in the National Guard, commanding Oregon's detachment of search and rescue aircraft and crewmembers as a part-time officer.

**Lieutenant through Captain, Aviation Officer, US Army Active Duty – 2000 to 2007**

- Division Aviation Operations and Brigade Deputy Operations Officer (Senior Operations Manager, responsible for daily aviation operations within the Baghdad theater of operations)
- Battalion Personnel Officer (Human Resources Manager for 400-member organization)
- Battalion Deputy Operations Officer (Operations Manager for 400-member organization)
- Blackhawk Helicopter Platoon Leader – responsible for a 25-member platoon of pilots, crew chiefs, and maintenance staff, and for four UH-60L Blackhawk Helicopters.
- Served two year-long combat tours in Iraq ('03-'04 and '05-'06); awards include The Air Medal and two Bronze Stars

**EDUCATION**

**Washington State University, Carson College of Business, Pullman, WA**  
**Executive MBA, 2021**

**United States Military Academy, West Point, New York**  
**Bachelor of Science, Environmental Geography, concentration in Environmental Engineering, 2000**