

DANIEL T. NAATZ

SENIOR GOVERNMENT RELATIONS AND PUBLIC AFFAIRS EXECUTIVE FEDERAL LAND AND RESOURCES | COALITION BUILDING | PAC DEVELOPMENT

Senior government relations and public affairs executive with 20+ years of leadership experience. Recognized by board members, leadership teams, and staff for ability to build consensus across broad stakeholder groups to achieve legislative and regulatory results. Extensive policy and political experience as a former Chief of Staff in the U.S. Senate and Legislative Director in the U.S. House of Representatives. Expertise in the National Environmental Policy Act, Endangered Species Act, and Federal Land Policy Management Act. Seasoned spokesperson with experience in [Congressional testimony](#), [TV media interviews](#), and presentations at annual conferences.

EXECUTIVE EXPERIENCE

INDEPENDENT PETROLEUM ASSOCIATION OF AMERICA (IPAA)	Washington, DC
<i>Executive Vice President & Chief Operating Officer</i>	2022-Present
<i>Executive Vice President, Government Relations and Political Affairs</i>	2021-2022
<i>Senior Vice President, Government Relations and Political Affairs</i>	2012 - 2021
<i>Vice President, Government Relations</i>	2005 - 2012
<i>Director, Government Relations</i>	2003 - 2005

Report to the CEO, member of the leadership team, lead five-person government relations team, and direct all organizational activities for the association. Lead IPAA's Land and Royalty Committee, addressing all federal land issues facing member companies operating on public lands, and assisting member companies in understanding the complicated regulatory regime. Principal liaison to the United States Department of the Interior, working extensively with the Bureau of Land Management, Fish and Wildlife Service and the U.S. Forest Service, ensuring IPAA members have reliable access to federal lands for their operations. Notable highlights include:

- **Legislative Success: Lifting Crude Oil Export Ban** – Developed and led IPAA's strategy to secure legislative approval allowing American oil producers to export crude, overturning a 40-year-old policy prohibiting American oil producers from participating in the international market. Built consensus within IPAA's membership to ensure a unified voice and played an external leadership role with the industry coalition coordinating the broad stakeholder effort.
- **Created IPAA's Annual Congressional Fly-In** – Designed and implemented the Association's annual Congressional Fly-In, which brings in representatives from 50+ member companies to Washington, D.C. to engage with 150+ Members of Congress. The event also includes meetings with officials from the U.S. Environmental Protection Agency, Bureau of Land Management, and the Department of Energy.
- **Political Action Committee (PAC) Development** – Lead the IPAA Wildcatters Fund, averaging \$350,000 annually, and coordinate all political activities for the Association. Solicit contributions for the PAC, developing contribution budgets, and attending campaign events for congressional candidates. These efforts doubled member contributions to the PAC since 2010.
- **Litigation Strategy and Management** – Manage outside counsel and oversee all legal issues relating to federal land policy and management. Oversaw IPAA's successful litigation efforts to overturn a controversial rule regarding implementation of hydraulic fracturing procedures on federally owned lands.

- **Spokesperson** - Deliver 10+ speeches and presentations annually to member companies, state level associations, and other stakeholders. Respond to hundreds of press inquiries annually providing interviews and industry insights to print and broadcast media, including the *Washington Post*, *Wall Street Journal*, *Denver Post*, and *Politico*.

CHEP INTERNATIONAL

Washington, DC

Director, Government Affairs

2002 - 2003

- Led Washington, D.C. office of a \$1B pallet and container pooling company with global headquarters in Australia.
- Served as principal liaison for company with state and federal legislators and managed tax, international trade, environmental, and regulatory issues for multinational company.
- Developed long-term legislative and regulatory strategies to reduce transportation costs and further company's goals. Developed a regulatory solution to address an issue involving invasive species entering the United States from China.
- Delivered 20+ speeches and conducted presentations at state and federal level.

OFFICE OF SENATOR CRAIG THOMAS (R-WY)

Washington, DC

Chief of Staff

1999-2002

Legislative Director

1995-1999

- Directed and managed all activities of the Senator's Washington, D.C. and state offices.
- Acted as Senator's chief policy and political advisor.
- Coordinated and oversaw all office operations, including setting office goals, objectives, policies, and operating plans.
- Managed the Senator's long-term legislative plan.
- Acted as Senator's principal liaison to committees, other congressional offices, and state governments.
- Established and managed Senator's office budget.

OFFICE OF CONGRESSMAN CRAIG THOMAS (R-WY)

Washington, DC

Legislative Director

1993-1994

Professional Staff Member, House Government Operations Subcommittee on Information, Justice and Transportation

1993

Legislative Assistant

1989-1991

EDUCATION

The University of Virginia, Charlottesville, Virginia

Master of Arts in Public Administration and Public Policy, January 1993.

The Colorado College, Colorado Springs, Colorado

Bachelor of Arts in Political Science, *cum laude*, May 1988.