

Jonathan T. Daniels

EDUCATION

- 1994 - 1995 Maine Maritime Academy, Castine, Maine
Master of Science Candidate: Maritime Management
- 1987 - 1991 The Citadel, Charleston, South Carolina
Bachelor of Arts: Political Science - International Politics and Foreign Affairs
-U.S. Air Force Reserve Officer Training Corps

PROFESSIONAL EDUCATION

- 2019 US Army War College: Commandant's National Security Program
- 2002 New England Economic Development Program, Thomas College
- 1996 International Program for Port Planning and Management, University of New Orleans

PROFESSIONAL WORK EXPERIENCE

*Executive Director and Chief Executive Officer
Mississippi State Port Authority, Port of Gulfport
2013 – Present*

-Responsible for the development and oversight of the state-mandated Port Authority, to include implementation of a \$570 million federally funded expansion and reconstruction project. Report to a five-member Board of Commissioners appointed by the Governor.

- Facilitated movement from planning to construction, and completion of the *Port of Gulfport Restoration Project*, which included, but was not limited to, the installation of intermodal rail capacity, reconstruction of wharves, construction of warehouses, acquisition of new gantry cranes and development of non-maritime commercial and industrial facilities
- Created and currently piloting a business development program which stresses traditional maritime interests, as well as a diversification strategy to strengthen revenue and employment opportunities. Program has allowed the Port Authority to successfully fulfill the federal job creation mandate as established within the US Housing and Urban Development, CDBG Agreement (at least 1,300 new jobs):
 - Negotiated new leases with existing tenants:
 - Dole Fresh: 23-years
 - Crowley Liner Services: 30-years
 - Chiquita International (secured them from competitor port): 40-years
 - Island View/Copa Resorts and Casino: 50 years (led to \$150 million private investment and expansion project)
 - Secured first new tenants since 1999 and negotiated leases:
 - McDermott International: 40-years to serve as North American spool-base manufacturing operation, as well as homeport for deep sea relay and construction vessels
 - Topship/Edison Chouest: 40-years, acquired 116-acre parcel and immediately leased property for the development of shipyard/subsea component fabrication facility
 - DoD/MARAD: Coordinated with federal delegation and Surface Deployment and Distribution Command (SDDC) for designation of the Port of Gulfport as one of 17 strategic ports under the National Strategic Port Readiness Network
 - University of Southern Mississippi: 10-years in partnership with the University of Southern Mississippi (USM)/ Research Foundation, allowing the Port of Gulfport to serve as homeport for the institution's research vessel. Partnership has led to

the construction of the \$12 million Port of Gulfport Marine Research Center, and recent groundbreaking of the Center for Ocean Enterprise. The Center is a \$35 million project that will house the US Navy, NOAA, and private sector in partnership for an R&D platform developing next generation water-based, surface/subsurface unmanned systems.

- Current negotiations/projects:
 - Yilport Holding: Long term operating agreement/concession. Company would invest more than \$250 million in terminal development. Project is in draft notice, federal review via CFIUS (Committee on Foreign Investment in the United States)
 - Carnival Corporation and Royal Caribbean Cruise Line: Development of Port of Gulfport as deviation and diversion port for US Gulf and East Coast operations
- Initiated membership and compliance in the *Green Marine* environmental program, establishing the first “green” port in the US Gulf of Mexico
- Finalized Environmental Impact Statement (EIS) and secured federal permit with Army Corps of Engineers for the dredge and fill of additional 200 acres for terminal expansion, to include bi-state, cooperative effort for beneficial use of dredged material
- Completely reconstituted the monitoring and compliance program at the Port Authority, to include focus on workforce development, corporate responsibility and federal HUD/CDBG programs. Efforts allowed agency to gain release from non-compliance findings from 2009-2011 through coordination with federal delegation and regulatory agency

Executive Director

Port of Oswego Authority, Oswego, New York

2007 – 2013

-Responsible for the administrative and operational oversight, management and development of the state-mandated, operating Port Authority. Reported to a nine-member Board of Directors appointed by the Governor.

- Conducted all marketing and business development activities, negotiations and pricing which created new cargo opportunities for the handling of aluminum, agriculture products, windmill components, steel/steel byproducts and heavy-lift/project cargoes
- Negotiated all leases, including long-term agreements with petroleum company for the operation of liquid bulk terminal and agriculture trading company for establishment of export operation
- Established port as a distribution center for aluminum, and grew operation from a single customer to ten (10) shippers conducting distribution to multiple East Coast and Midwest destinations
- Negotiated with New York State Department of Conservation for expansion of the exemption zone for ballast water discharge associated with “lakers” in the St. Lawrence Seaway System
- Coordinated with federal delegation for appropriation of emergency funding for expansion of dredging operations with the Army Corps of Engineers
- Negotiated 5-year warehouse labor agreement with International Longshoreman’s Association (ILA #1570-A) and served as representative on the employer’s team for negotiations of two (2) Great Lakes Master Agreements

***President and Chief Executive Officer
Eastern Maine Development Corporation, Bangor, Maine
2003 – 2007***

-Responsible for the oversight of all administrative, community, economic and business development functions of the multi-county corporation. Entity operated as a Certified Development Company (CDC).

- Conducted complete internal realignment of the management of the agency to allow for improved utilization of funding and more efficient coordination of human resources
- Coordinated development project with Governor's office for the reopening of a paper mill that created 450 jobs and was named the "Economic Development Project of the Year" in the Northeast by the Northeastern Economic Developers Association
- Negotiated the acquisition and coordinated the redevelopment of historic downtown structure for use as new corporate headquarters
- Facilitated loan program which assisted in the creation of 1,200 new jobs throughout the state
- Provided testimony before committee of the U.S. House of Representatives which led to the creation of a multi-state development commission

***Director of the Office of Economic and Business Development
City of Bangor, Bangor, Maine
2002-2003***

-Responsible for the oversight and integration of all economic development functions of the City of Bangor including the joint-use commercial/military (101st Air Refueling Wing) Bangor International Airport (BGR), Community and Economic Development and Bass Park Arena Complex.

- Coordinated with US State Department on agreement to facilitate development of pre-clearance program at Halifax International Airport, while protecting business operations pertaining to future inbound international traffic for BGR
- Attracted and served on negotiation team with developer for project that led to construction of \$150 million gaming and hotel complex
- Coordinated feasibility study, preliminary design and siting evaluation that led to the construction of new \$65 million arena and convention center
- Secured niche coastal cruise line (American Cruise Lines) to establish home port

***Managing Director
Port of Greater Baton Rouge, Greater Baton Rouge Port Commission, Port Allen, Louisiana
1999-2002***

-Responsible for the oversight of the day-to-day operations of the Port of Greater Baton Rouge including business development, public and community affairs, engineering, security, rail operations, foreign trade zone and dock operations.

- Oversaw the development of the strategic planning initiative, "PortGBR: Millennium Plan," with a focus on business development and long-term land use planning
- Secured new business opportunities and negotiated all leases and agreements with tenants including South Louisiana Cement, Inc., and Louisiana Sugarcane Cooperative, Inc. and Dow Chemical, which led to the development of bulk storage facilities as well as a container marshalling yard and container-on-barge (COB) operation
- Initiated the process and coordinated the proposal, selection and transition from rail common carrier (Union Pacific) to switching company (Rail Link) for the Port owned rail operation

***Senior Trade Advisor and Director, Bangor Office
Maine International Trade Center, Bangor, Maine
1998-1999***

-Responsible for the State of Maine's international trade development efforts for eastern and northern Maine.

- Established new office to focus state's coordinated international economic development strategy into predominantly rural areas of Maine
- Coordinated the Trade Center's focus on forest products, shipping and foreign direct investment

***Port Director
Eastport Port Authority, Port of Eastport, Eastport, Maine
1995-1998***

-Responsible for the day-to-day operations of the state mandated, quasi-municipal operation to include lease and contract negotiations, business development, liaison with government officials, public relations, and development of the Estes Head Cargo Terminal and Marine Industrial Park.

- Worked with federal and state officials to secure funding for terminal project which relocated port operations from downtown facility to a new 43-acre marine industrial park, to include state transportation bond, Economic Development Administration (EDA) and CDBG/HUD funds
- Coordinated final design and specifications and worked with state and federal agencies to secure permits to construct new deep-draft terminal

CURRENT COMMITTEES/APPOINTMENTS

- American Association of Port Authorities: Board of Directors
- American Association of Port Authorities: National Defense Committee
- Mississippi Gulf Coast Foreign Trade Zone: Board of Directors
- Mississippi State Pilots Board
- Mississippi Military Defense Task Force: Governor Appointment
- Mississippi Ocean Task Force: Governor Appointment

COMMUNITY INVOLVEMENT

- American Heart Association: Executive Cabinet
- PGA of America/Champions Tour – Rapiscan Classic: Board of Directors
- United Way of South Mississippi: Campaign Co-Chair

PREVIOUS RELEVANT COMMITTEES

- Atlantic Provinces Chambers of Commerce: Chairman of the Board
- US National Park Service - Erie Canalway National Heritage Corridor Commission: Secretary of Interior Appointment
- Federal Reserve Bank of Boston: Community Development Advisory Committee
- Maine Maritime Academy School of International Business and Logistics: Advisory Council
- Sears Island Container Terminal Steering Committee: Governor's Transportation/Port Representative

CLEARANCES

- DoD/MARAD Secret Security Clearance
- TWIC

REFERENCES

- Available immediately upon request