

# BRIAN S. BAILEY

## Executive Summary

Strategic, innovative director-level executive with 15 years' experience specializing in the successful leadership and management of organizations and programs. Presently drawing on professional strengths in safety communications and safety culture advocacy to develop and implement a corporate safety program maintaining controls and regulatory compliance for an East Coast-based multi-modal transportation logistics and multi-commodity industrial center poised for continued long-term growth and success as a transformational domestic and global supply chain leader. Before joining Tradepoint Atlantic, spent five years directing the environmental and safety portfolio of a domestic maritime freight transportation trade association. Was charged with working to enhance the U.S. tugboat, towboat and barge industry's capability to provide safe, secure, efficient and environmentally responsible cargo transport. Prior career experiences demonstrated proficiencies in multidisciplinary skills and knowledge — trade association management, legislative/regulatory advocacy, accounting/finance, government affairs, marketing, public policy analysis, and strategic planning — that cut across diverse industries. Adept at coalition and relationship building in the private and public sectors and a skilled liaison across all management levels and organizational units while promoting excellent stakeholder relations for various constituencies. A proven leader with the ability to blend big-picture viewpoints with tactical considerations to achieve organizational objectives.

## Professional Experience

**TRADEPOINT ATLANTIC, LLC** | Sparrows Point, MD (Baltimore, MD metropolitan area)  
*Director of Safety (2021 – Present)*

Leads all occupational safety and health initiatives for Tradepoint Atlantic, a Redwood Capital Investments company. Provides leadership, training, information, resources, policy development, and consultation services to Tradepoint Atlantic and its affiliated companies, including Maryland Materials Management, Tradepoint Terminals, Tradepoint Rail, and Tradepoint Development. Drawing on experiences in safety advocacy and communications, spearheads a corporate safety management program maintaining controls and regulatory compliance for companies in industries spanning development, rail, marine terminals, power and utilities, and materials handling, amongst others.

**THE AMERICAN WATERWAYS OPERATORS** | Arlington, VA (Greater Washington, DC area)  
*Director – Safety & Environmental Stewardship (2016 – 2021)*

Directed all programs and initiatives that emerged from the association's commitment to promoting continuous improvement in safety, security and environmental stewardship throughout the nation's tugboat, towboat and barge industry. Acted as the intellectual leader and proactive advocate for creating an industry-wide culture of safety and environmental stewardship by guaranteeing association members exceeded regulatory minimums, strived for continuous improvement, and measured applicable safety performance data. Ensured the integrity, value to members and effective administration of the association-sponsored mandatory towing safety management system. Interfaced with the U.S. Coast Guard and its authorized third-party organizations. Led and project-managed the work of various association governance committees and workgroups and their respective outputs. Developed resources, tools, and forums to facilitate member success during the implementation and operationalization of towing vessel inspection regulations. Guided the integration and coordination of the association's safety portfolio to ensure consistent and effective communication and management.

**APEX MANAGEMENT & SPECIAL EVENTS, INC.** | Elmhurst, IL (Greater Chicago, IL area)  
*Account Executive (Executive Director) (2015-2016)*

Served as an Account Executive with a boutique association management company accredited by the Association Management Company (AMC) Institute. Served as the executive director for four (4) professional associations – the American Hearing Research Foundation, the American Society of Neurophysiological Monitoring, the Illinois Academy of Audiology, and the National Alliance of Medicare Set-Aside Professionals – with overall responsibility for providing day-to-day organizational administration, counsel to governance bodies, staff leadership of member benefits/services and strategic plan implementation. Directed the activities of individual client work teams as they related to the performance of projects and management of daily operations. Maintained and enhanced client relationships while focusing on board(s) and volunteer support relations, strategic planning, financial management, and program development. Following the direction set by the board(s), ensured that the organizations' respective memberships were well informed of and engaged in association activities and initiatives. Managed expectations of the agreed upon scope of work within a variety of client cultures, schedules, and strategic goals.

**ARIZONA PETROLEUM MARKETERS ASSOCIATION** | Phoenix, AZ  
*Executive Director (2012)*

Served as the Executive Director of a state-based nonprofit professional trade association, and its affiliated scholarship foundation, with over 250 members who directly market petroleum products throughout 850+ locations in the State of Arizona with estimated revenues exceeding \$2 billion. Developed policy objectives to advance members' legislative and regulatory interests at the state and federal levels as well as provided strategic direction for their business and networking opportunities including monthly luncheons, business, and committee meetings. Spearheaded planning for an annual conference, golf tournament and facilitated participation in national organizations such as the Petroleum Marketers Association of America (PMAA).

**AMERICAN UROLOGICAL ASSOCIATION** | Linthicum, MD & Washington, DC  
*Manager, Government Relations & Advocacy – States & Sections (2010 – 2012)*  
*Coordinator, Government Relations & Advocacy (2008 – 2010)*

As Manager, oversaw the Government Relations & Advocacy (GR&A) Department's state government relations and advocacy activities. Created and implemented the association's state and geographic-based section initiatives. Served as the association's key point of contact for state-based medical coalitions, interest groups, state medical associations and urology societies. Was charged with outreach to state legislatures, administrations' health departments, health reform implementation commissions and benefit exchanges. As Coordinator, organized the GR&A Department's multiple initiatives and projects at the federal and state levels with external partners and internal association stakeholders with primary responsibility for the association's annual advocacy conference and co-administration of UROPAC, a joint political action committee with the American Association of Clinical Urologists.

**CAPITOL STRATEGIES, LLC** | Annapolis, MD  
*Associate (2007 – 2008)*

Researched and tracked legislation pending in the Maryland General Assembly; briefed firm principals and attorneys on legislative issues and developed legislative testimony for clients in fields including healthcare, telecommunications, transportation, and, public utilities; and, attended hearings of legislative committees.

## **Education**

*Bachelor of Arts, Political Science; University of Maryland, Baltimore County* | Catonsville, MD