

LINDA L. STYRK
CURRICULIM VITAE

Name of Expert Witness: Linda L. Styrk

Business Address: 2003 Western Ave, Suite 200, Seattle, WA 98121

Telephone Number: 206-518-5454

Email Address: lstyrk@pspilots.org

Educational Background:

College: California Maritime Academy, Vallejo, CA

Degree: Bachelor of Science, Nautical Industrial Technology, 1984

Advanced Studies: University of Washington, Henry M. Jackson School of Int'l Studies

Professional Credentials: U.S. Coast Guard Third Mates License, Unlimited (1984-1995)

BOARDS AND PROFESSIONAL AFFILIATIONS

Active Professional Affiliations:

- American Pilots Association
- Washington Maritime Blue
- Washington Maritime Federation
- International Organization of Master, Mates and Pilots
- Washington Public Ports Association
- Green Marine
- Youth Maritime Training Association
- Northwest Marine Trade Association

Prior Boards and Affiliations:

- Ports of Seattle and Tacoma, The Northwest Seaport Alliance Due Diligence Team Co-Lead
- Seattle Manufacturing & Industrial Council, Exec Board Co-Chair
- Washington State China Relations Council, Executive Board, Chair Membership/Marketing and Banquet Committees
- Green Marine, Executive Board
- Global Institute of Logistics (GIL), Executive Board - Port Chair
- University of Washington, Supply Chain Transportation & Logistics (SCTL) Graduate Program, Advisory Board

City of Seattle, Department of Transportation, Freight Master Plan Advisory Board

Transportation Research Board (TRB), National Consortium on Remote Sensing in Transportation (NCRST) Advisory Board

American Association of Port Authorities, Harbors and Navigation Committee, Secretary

Pacific Northwest Waterways Association, member

International Association of Ports and Harbors, Women's Initiative

Port of Seattle, Women's Initiative, Executive Co-Sponsor

Seattle Chamber of Commerce, Alaska Committee, Events

Cruise Line International Association (CLIA), member

Women's Transportation Seminar, Mentoring Committee Co-Chair

Council of Logistics Management (subsequently rebranded as Council of Supply Chain Management Professionals aka CSCMP)

Puget Sound Steamship Operators Association, Customs Committee (subsequently merged under Pacific Merchant Shipping Association)

EMPLOYMENT

2015 to Present PUGET SOUND PILOTS

Executive Director

Overall responsibility for all business operations, internal and external affairs for an organization of highly skilled, expertly trained ship pilots who navigate and dock commercial ships safely within Puget Sound waters.

2005 to 2015 PORT OF SEATTLE – SEAPORT

2010-2015 Managing Director, Seaport (Maritime Division)

Executive team role reporting directly to the CEO. Overall responsibility for all maritime activities and lines of business (containers, cruise, grain, fishing, commercial moorage/marina, recreational boat marinas) including maritime operations and maintenance, maritime security, environmental

(habitat restoration, cleanup projects, permitting, air/water/energy programs), planning (business, land use, transportation), finance and administration, property leasing and management (industrial, commercial, retail, public parks), property development and asset management.

2008 – 2010 Director, Seaport Marketing

Customer relationships, marketing and promotion, market intelligence, forecasting, data reporting/visualizations

2007 - 2008 General Manager, Container Division

Marketing, operations, business development, data reporting/visualizations

2006 - 2007 Director, Strategic and Facilities Planning

Business, strategic, facilities and transportation planning

2005 - 2006 Container Operations Manager

Primary liaison with terminal tenants, ocean carriers, trucking companies

2003 – 2005 UNIVERSAL FREIGHT FORWARDERS (U.S. Office of LauritzenCool Logistics (LCL), Sweden)

2003 - 2005 President

Started-up USA branch of LauritzenCool Logistics (LCL), an international 3PL specializing in providing end-to-end logistics services to customers shipping high value, highly sensitive perishable goods. Services included air/ocean freight forwarding, customs house brokerage, trucking and warehousing.

1984 – 2005 APL, LTD (Previously American President Lines; including subsidiary Eagle Marine Services)

APL, one of the world's largest international container transportation logistics companies, acquired by Singaporean Neptune Orient Lines in 1997 and subsequently acquired by French line CMA-CGM in 2016.

2001 - 2003 Pacific Northwest Account Executive

Directly managed territory of complex, high margin Pacific Northwest based accounts engaged in international trade, primarily export of perishable commodities. In a declining Transpacific market, responsible for developing new revenue (over \$1.5M) and net revenue/container (by 17%).

- 2000 Pacific Northwest Import Logistics Manager**
Directly managed service commitments, intermodal movement and store door delivery of 80,000+ import containers discharging from 4 vessel services at 3 container terminals. Managed 900+ import containers discharging trains at 5 rail ramps. Developed global logistics network solutions for fortune 500 companies and increased service reliability.
- 1999 - 2000 Pacific Northwest Service Integrity Manager**
Managed service failure recoveries and reduced cost 71% and undelivered shipments to lowest level in North America at 1.3% of total. Reengineered and documented work processes and developed staff for promotional roles.
- 1998 - 1999 Revenue Enhancement Project Manager**
Initiated and led operations process audits, analysis and used Total Quality Management (TQM) process tools and techniques for reengineering work to reduce inefficiencies to improve service levels, increase revenue, reduce costs.
- 1997 - 1998 Terminal Support Manager**
Managed finance and capital requests for multiple operations departments including cost management, budget development, analysis and reporting
- 1996 - 1997 Pacific Northwest Controller**
Managed finance and financial controls for Seattle, Portland, Vancouver, B.C. offices including A/R, A/P, cashiers, budget, capital, audit, analysis, reporting.
- 1993 - 1996 Pacific Northwest Finance and Administration Manager**
Managed finance and administration for Seattle, Portland and Vancouver, B.C. offices including A/R, A/P, cashiering, budget, capital, reporting, and Seattle office administration including reception, mailroom, office facility maintenance.
- 1991 - 1993 Pacific Northwest Documentation Manager**
Responsible for accuracy and issuance of negotiable international bills of lading for freight shipments. Responsible for U.S. Customs documentation and compliance including vessel manifests, export declarations, penalty responses.

1990 - 1991 Terminal Client Manager

New position created to attract third party clients. Responsible for creating first Federal Maritime Commission Eagle Marine Terminal Tariff No 1, drafting contracts, business development, account management, tariff administration.

1988 - 1989 Pacific Northwest Customer Service Manager

Responsible for servicing export customers including call center management, shipment bookings, ocean freight tariff rate quotes and issues management.

1987 - 1988 Alaska Assistant Manager

Assisted the Alaska Manager with Dutch Harbor and Kodiak terminal operations and connecting carriers servicing Bristol Bay, Kenai Peninsula and S.E. Alaska. Responsible for forecasting and planning feeder barge network, vessel space, empty equipment repositioning, ship stores logistics and cost management.

1984 - 1987 Stevedore (Marine) Superintendent

Managed day/night marine operations and longshore labor in Seattle and for third party vessels calling Tacoma. Responsible for vessel planning and notices, OSHA/WISHA compliance, ordering longshore labor, tugs, lines and pilots.