



# MUNICIPALITY OF ANCHORAGE

## Assembly Memorandum

AM No. 909-2025

Meeting Date: December 16, 2025

**FROM: MAYOR**

**SUBJECT: EXECUTIVE APPOINTMENT – CONFIRMATION HEARING.**

Pursuant to the Municipality of Anchorage Charter in sections 5.02, 5.03 through 5.05 and the Anchorage Municipal Code sections 2.30.095, 3.20.020 and 3.20.070, I ask the Assembly to confirm the following executive and department head that I have appointed:

<u>Name</u>	<u>Position</u>
Terry Umatum	Port Director

Resume submitted in accordance with Anchorage Municipal Code section 3.30.173 is attached for your information.

**THE ADMINISTRATION RECOMMENDS APPROVAL.**

Prepared by:	David Samsa, Human Resources Executive Assistant
Approved by:	Annmarie Billingsley, Chief Human Resources Officer
Concur:	William D. Falsey, Chief Administrative Officer
Concur:	Rebecca A. Windt Pearson, Municipal Manager
Respectfully submitted:	Suzanne LaFrance, Mayor

# Terry Umatum

## PROFESSIONAL EXPERIENCE

### 2024- 2025 Sales Manager, ESTES Express

- Represents ESTES Express Lines in Alaska, the largest privately held freight carrier in the United States with a national network of over 280 terminals and full-service LTL, truckload, and offshore logistics divisions.
- Oversee weekly coordination of inbound and outbound freight moving via Matson, TOTE and Alaska Marine Lines through the Port of Alaska.
- Collaborates with corporate operations, customer service and mainland terminals to uncover operational efficiencies and streamline supply chain visibility.
- Responsible for all aspects of revenue growth to include negotiations for all contracted services for customers and vendors in Alaska.
- Management of all incoming RFP's, quote request and customer facing opportunities in the market.
- Leading sales and recruitment efforts in Alaska to support ESTES offshore.

### 2014 – 2024 Carlile Transportation, Director of Sales and Marketing

- Recruited and directed nationwide 10-member sales team responsible for \$160MIL in annual revenue.
- Responsible for all aspects of revenue generation for oil and gas, heavy haul, commercial, bulk, trucking, and warehousing.
- Responsible for RFPs and negotiating contracts with Fortune 500 companies including ConocoPhillips, Walgreens, Home Depot, Circle K, Staples.
- Worked directly with port operators, terminal stevedores and drayage providers to minimize dwell time and improve freight movement between the ships and Carlile's Anchorage terminal.
- Oversaw coordination and account management for large department of defense (DOD) shipments and troop movements requiring secret security clearance.
- Member of senior leadership team that developed business continuity plans for the pandemic. Served as liaison to SOA and MOA for supply chain pandemic readiness initiatives.
- Led 18-month corporate initiative to replace CRM system. Managed RFP, design, project development, internal integration, and training. The new software is now the system of record at Carlile.
- Serve on Carlile Continuous Improvement subcommittee prioritizing and implementing internal CI submissions and monitoring through PDCA cycle.
- Developed and implemented digital media campaign to promote consumer products for the Carlile MyConnect platform leading to nearly 2,000 new users and \$1MIL in revenues.
- Launched workforce recruitment marketing campaign in 2021 to attract, hire, and retain employees.
- Responsible for corporate brand awareness, community engagement, and philanthropy.

## **2004 – 2013 American Fast Freight (AFF), Alaska Operations Manager, Alaska Business Development Manager**

- Served as operations manager, sales director, and business development manager for the Alaska headquarters of a global freight forwarder.
- Responsible for management of all operational aspects of Alaska freight forwarder with full-service terminals in Anchorage, Kenai, and Fairbanks.
- Managed 125 employees statewide with a focus on safety, efficiency, and profitability.
- Responsible for creating a culture of safety and ensuring compliance with all state, federal and OSHA guidelines.
- Implemented CSA 2012 across companywide fleet of drivers to ensure compliance with federal guidelines.
- Responsible for promoting AFF to industry trade groups in Alaska.
- Prepared for and presented involved analysis of sales, operations and budgetary functions of the organization to the senior leadership.

## **2003-2004 Capitol Office Systems, Outside Sales Representative**

- Sales representative for all health care, transportation, real estate and local government contracts.
- Exceeded all sales goals and sold more than \$2 million worth of product in first year.

## **2002-2003 ICE International Global Transportation, Regional Sales Manager**

- Opened regional office and developed initial sales plan for current and emerging markets.
- Created business plans and identified and pursued potential partnership, sales, and marketing opportunities.

## **2000-2001 Special Olympics World Winter Games Alaska, Volunteer Coordinator**

- Recruited, trained and scheduled more than 6,000 volunteers for over 30,000 shifts.
- Served as logistic leader and coordinated volunteer supplies and services for 24 local venues.
- Worked with committees and board members to develop strategies and to resolve issues.

## **MILITARY EXPERIENCE**

### **1990—1994 United States Navy, Machinist Mate 3<sup>rd</sup> Class Petty Officer, USS Peleliu**

- Fuel oil lab technician. Maintained array of pumps, boilers and general equipment in vessel boiler room (LHA5).
- Responsible for piloting vessel in and out of domestic and international ports.
- Yeomen for Chief Commander of Engineering (CCE).
- Deployed overseas during Persian Gulf conflict 1990-1991/ Westpac 1993-1994.

## **COMMUNITY SERVICE**

**May 2019 – May 2025 Armed Services YMCA of Alaska Board Member**

## **EDUCATION**

**2001 – 2003 UAA School of Business**

**1997 – 1999 Seattle Community College**

**1986 – 1990 Dimond High School**