

NMTA TRUSTEE NOMINEE BIOGRAPHY QUESTIONNAIRE

Please Return to katieg@nmta.net by April 3, 2026

Name (include nicknames you go by): Jason Hanleybrown

Company Name: Marine Floats

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Email address: jhanleybrown@marinefloats.com

BACKGROUND and INTERESTS

Date of Birth: 6/6/71

Education: Princeton University, Bachelor of Science
Harvard Business School, MBA

Electrical Administrator 01 Administrator in State of WA

Hobbies or other non-work interests: Cyclist (road and gravel), single sculler. Three kids (although empty nest), married almost thirty years, now parents of two large Bernadoodles.

Going to our cabin on Lopez Island!

What are your current job responsibilities: CEO of Marine Floats

Past Work Experience:

CEO, FWH Acquisition Co., a multi-state (WA, OR and CA), multi-trade (Electrical, Mechanical and Plumbing) construction/service company. Approximately 220 employees.

McKinsey & Co, Consultant/Associate.

Past Board Experience (including NMTA): Board Member of FWH and Marine Floats (both for profit boards with PE investors)

How long have you been a member of this Association? Our company has been a member for 10-20+ years and both Wendell and Logan were previous board members, but I have only been involved since last year.

Have you volunteered for this Association before? Yes _____ No **X**

In what capacity did you serve? NA

Have you held a leadership position on a Board in the past? Yes: **X** No: _____

Name of Organization: FWH **Position:** CEO and Board Member
Marine Floats, CEO and Board Member.

Both were/are backed by financial investors.

Why would you like to be a member of the NMTA Board of Trustees? _____

I would like to serve on the NMTA Board of Trustees to contribute practical, on-the-ground expertise in marina construction, permitting, repair and infrastructure—areas that are increasingly critical to maintaining and expanding access to boating in Washington.

Given the growing complexity of environmental regulation, aging marina infrastructure, and rising capital requirements, I would aim to provide a perspective grounded in execution—supporting NMTA’s mission by helping ensure our marine facilities remain viable, accessible, and positioned for long-term growth.

More broadly, I would look forward to being an engaged and collaborative board member, contributing where I can to strengthen the overall marine ecosystem.

What, in your opinion, are the NMTA’s strengths and weaknesses? _____

Strengths:

- Strong advocacy on key industry issues, particularly at the state level in Washington
- Effective communication of regulatory changes and best practices to members
- Solid understanding of macro trends impacting the marine industry

Opportunities for Improvement:

- Continued expansion of membership depth and engagement
- Strengthening presence and influence in Oregon and Idaho to better reflect the full regional market

What issues are important to our organization in the short term? _____

1–3 year major impacts on our industry:

- Infrastructure: Washington is one of the most challenging regulatory environments for reinvestment. Lengthy permitting timelines drive high pre-construction costs and significant uncertainty. Mitigation costs are rising faster than inflation (now >\$2K per credit), in some cases exceeding construction costs.
- Decarbonization: The push toward electrification and alternative fuels is creating uncertainty and requiring additional infrastructure investment at ports and marinas.
- Potential margin pressure: These factors are increasing cost structures and putting pressure on operator margins.

- Slip demand mismatch: Continued shift toward larger boats is creating imbalances—underutilized small slips and long waitlists for larger slips.
- Utility constraints: Many marina power systems are outdated and require upgrades to meet current and future demand.
- Boaters: Rising costs across all of the above are increasing the cost of ownership and creating potential demand pressure among younger and less affluent boaters.

What issues are important to our organization in the long term?

3–10 year major impacts on our industry:

- Climate resilience: Sea level rise, increased storm intensity, and environmental changes will drive significant reinvestment needs and could impact fisheries and overall marine activity.
- Cost of ownership and demographics: Rising costs may reduce accessibility for end users, while an aging boater population creates long-term demand risk.
- Industry structure: Consolidation is accelerating nationally (e.g., Suntex Marinas, Southern Marinas, Safe Harbor Marinas), which is likely to drive higher expectations around capital investment, amenities, and professionalized operations.

Members of the NMTA Board of Trustees are requested to serve on one or more NMTA committees. Whether or not you are chosen to serve as a Trustee, you may serve on other committees. Which of the following committees would be of most interest to you? Mark in order of preference: (1) = first choice (10) = no interest

BOAT SHOW 7

BOATYARD 4

FISH 3

GOVERNMENT AFFAIRS 2 (*but we already have a team member on this committee so it may not make sense to have both of us.)

GROW BOATING 5

MARINA 1

MEMBERSHIP 6

PAC 8

SUPERYACHT 9

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