

A. ROSS PEARSALL

Offshore wind professional with a successful record of development, management, and leadership

CORE COMPETENCIES

- Leadership
- Strategic Planning
- Policy Development
- Policy Analysis
- Team Development
- Legal Research
- Stakeholder Engagement
- Cross-Functional Teams
- Partnership Management

PROFESSIONAL EXPERIENCE

ORSTED, PROVIDENCE, RI

2019 TO PRESENT

FISHERIES RELATIONS MANAGER

- Responsible for the management of all fisheries relations activities in North America including outreach, mitigation, and compensation.
- Lead team of four Fisheries Liaisons, six Fisheries Representatives and two external contractors.
- Oversee outreach in accordance with Orsted's Corporate Fisheries Outreach Plan, implement project-specific outreach plans including Construction and Operations Plan (COP) documentation.
- Develop and manage budget for the sponsorships of fisheries outreach activities including hosting a world-first fishing tournament within a wind farm and a first of its kind sponsored research partnership.
- Host fisheries stakeholders at full-mission navigation simulators in Baltimore, MD and Middletown, RI giving stakeholders a much deeper understanding of operations within wind farms.
- Collaborate across all of Orsted's six projects ensuring portfolio-wide consistent approach to outreach, mitigation, and compensation.
- Develop and implement industry-leading compensation and claims processes for fisheries stakeholders as part of federal and state permitting processes.
- Represent the company and projects in front of federal and state regulators to provide information on fisheries initiatives
- Co-Chair of the American Clean Power Fisheries Subcommittee.
- Serve as Marine Affairs representative on various internal teams including bid teams and task forces.
- Review, advise, and prepare comments on proposed regulations and legislation related to fishing and recreational boating.
- Brief federal and state elected officials on issues pertaining to fishing and recreational boating.

PERFORMANCE RESEARCH, NEWPORT, RI

2005 TO 2006; 2015 TO 2019

BUSINESS MANAGER/RESEARCH ANALYST

- Accountable for reviewing and drafting contracts, statements-of-work, employment handbooks, purchase and sale agreements, as well as other documents.
- Negotiated terms and changes to various contracts and agreements.
- Advised ownership on various topics impacting business and operations.
- Served as HR lead. Managed payroll, onboarding/offboarding, company benefits, and employment issues for seven FTEs and dozens of contractors.
- Mitigated company's risk by ensuring compliance with various laws, regulations, policies, and contractual agreements.
- Created and managed various project budgets as well as the main operating budget.
- Lead company's effort to win public and private contracts by finding opportunities and ensuring bids are accurate as well as legally sufficient.
- Led onsite research team of up to 16 employees at high-profile events such as Daytona 500 and NCAA Final Four; book team travel, coordinate with onsite clients, and obtain security credentials.

OFFICE OF NATIONAL MARINE SANCTUARIES, SILVER SPRING, MD

2012 TO 2014

POLICY ANALYST

- Worked with and coordinated an interdisciplinary team of staff to develop position papers and input in the development of marine spatial planning policies and a National Ocean Policy.
- Supported ONMS by reviewing permit applications for effects on sanctuary resources and drafted decisions based on findings.
- Tracked developments at the interagency level in marine spatial planning and the formation of a National Ocean Policy and as necessary provided input.
- Worked with general counsel to ensure proposed regulations and policies conformed to law.
- Guided team on major policy issues; topics included insurance and bonding requirements, offshore energy projects, cruise ship operations, unmanned aerial vehicles, marine spatial planning, aquaculture, commercial/recreational fishing, and fees assessed to commercial operations taking place in sanctuaries.
- Crafted and executed national policy plan for commercial special use permits.
- Wrote and co-wrote white papers, management plans, environmental assessments and impact statements, clearance memos, NEPA documentation, and other regulatory filings.
- Co-led project to analyze regulatory compliance for all eleven offices within National Ocean Service; recommendations from project were put into place by NOS leadership.
- Represented ONMS at various technical, regulatory, legal, and scientific meetings.
- Assessed outside agencies' actions that triggered consultations for compliance with National Marine Sanctuaries Act; agencies included US Navy, US Coast Guard, and National Marine Fisheries Service.
- Performed training on laws and regulations enforced by ONMS in conjunction with other agencies.
- Designated as ONMS Conservation, Policy, and Planning Division's climate change representative.

OCEAN STATE FRESH, NEWPORT, RI

2010 TO 2013

PRESIDENT/FOUNDER

- Founded organization designed to support Rhode Island's seafood industry and promote sustainable seafood by linking Rhode Island fishermen with local consumers.
- Oversaw daily operations including Department of Health licensing, legal matters of trademarking, incorporation, contracting, and purchases.
- Directed Community Supported Fishery Program by running organization, advocating for responsible stewardship, strategically planning, holding meetings, and educating the public.
- Streamlined organization's website weekly to reflect current status of inventory.
- Traveled to domestic and international conferences to represent organization.
- Upheld social media presence on Facebook and Twitter; composed newsletters using Constant Contact.
- Selected to be featured at Innovation Providence Implementation Council's Knowledge Economy as a socially-responsible organization.

BARBARA J. GOLDSMITH & CO. WASHINGTON, DC, 2010 TO 2011

RESEARCH ATTORNEY

- Offered legal and policy data to inform large corporations of trends in cases, laws, and regulations that impacted operations.
- Tracked federal and state environmental laws and regulations as well as legal challenges.
- Researched and provided insight on environmental remediation efforts related to the Deepwater Horizon Oil Spill including Natural Resource Damage Assessment process and area closures.
- Examined changes to American and European Union environmental laws such as CERCLA, Oil Pollution Act, and the EU Environmental Liability Directive.

WASHINGTON COUNTY REGIONAL PLANNING COUNCIL, WAKEFIELD, RI, 2009 TO 2010

LEGAL INTERN

- Helped Washing County become a better place to live and work by advancing climate change policy, land and wetland preservation, coastal resource protection, and alternative energy implementation; assisted with state and federal grant applications and drafted long-term energy service contracts.
- Attended board meetings as well as town council meetings.
- Served as part of group seeking to bring state-of-the-art fiber optic broadband network to the county; developed RFPs for alternative energy programs; advocated for legislation by meeting with officials.

- Delivered legal advice on general contracts and project funding.

EDUCATION

MASTER OF MARINE AFFAIRS (M.M.A.), 2010

University of Rhode Island, Kingston, RI

JURIS DOCTOR (J.D.), 2009

Widener University School of Law, Harrisburg, PA

BACHELOR OF ARTS (B.A.) IN GOVERNMENT, 2005

Franklin & Marshall College, Lancaster, PA

VOLUNTEER ACTIVITIES, AFFILIATIONS, & CREDENTIALS

MID-ATLANTIC FISHERIES MANAGEMENT COUNCIL, DOVER, DELAWARE, 2012 TO 2018

ADVISOR/AP MEMBER

- Selected to serve on Summer Flounder, Black Sea Bass, and Scup Advisory Panel as Rhode Island Representative.
- Reviewed fisheries' data to help develop and implement policies impacting fisheries on the East Coast of the United States.
- Provided input on the current state of fisheries in Rhode Island at various meetings.

RHODE ISLAND FOOD POLICY COUNCIL, PROVIDENCE, RHODE ISLAND, 2013 TO 2017

VICE CHAIR, GOVERNANCE CHAIR, STEERING COMMITTEE MEMBER

- Served in an organization composed of state leaders to help Rhode Island achieve food security, obtain optimal public health, make nutritious food more accessible to all communities, and create a food system that is a major component of the state's economy.
- Acted as Vice-Chair of Council, Chairman of Governance Committee, and Steering Committee member; served as Fundraising Chair and member of the Production Committee.
- Moderated "Food Matters" discussions focused on how seafood fits in Rhode Island's economy and what opportunities exist to keep seafood local.
- Provided commentary on legislative and regulatory initiatives that impact Rhode Island's food system.

CREDENTIALS

PENNSYLVANIA BAR ADMISSION

U.S. COAST GUARD NATIONAL MASTER 100 TON NC