

Geoffrey F. Uttmark MM, MSc, Dip, BSc



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Geoff Uttmark MM, MSc, Dip, BSc - Narrative

Geoff went to sea after high school and two years later was admitted to the University of Michigan where he earned BSc in Marine Systems Engineering (NAME + Economics).

He started his professional career as Naval Architect at Sparkman & Stephens, NY where he was happiest when sent to shipyards to inspect repair, conversion and newbuild projects.

Taking a cue from that, he moved to Sun Shipbuilding Co., PA where he was Naval Architect in the General Cargo Ship Product Group, responsible for developing projects with partners to build and operate Ponce de Leon class (and later, stretched-PDL class) trailerships, of which ten were built for three trades. Geoff was the youngest member of the team that created Totem Ocean Trailer Express (TOTE), which is today is the dominant general cargo carrier in the "Lower 48" - Alaska trade. While at Sun, Geoff earned Diploma in Business Finance & Economics from the Wharton School two-year graduate evening Executive Management Program, University of Pennsylvania.

Recognizing that the Sun Ship model of designing, building, partnering to deploy innovative, value-creating marine transport solutions had broader application, Geoff formed TransTech Marine Co. in 1980 to independently offer project PDF (planning, design, finance) services to ship builders, operators, shippers group co-ops and investment houses. He also worked aboard coastal vessels to upgrade his seagoing credentials, achieving Master Mariner - Near Coastal Waters (200 nm) over seven license renewals.

A world-view move came when Geoff was asked to work in Hong Kong to assist a major shipowner raise USD 100 M and develop preliminary design for the first *Chinamax* class ULBC. Success on both fronts was rewarded with scholarship to attend graduate school of choice so Geoff became the first American to sit the MSc in *Shipping, Trade & Finance* at City, University of London, UK. His thesis, *Shipyard Ship Ownership – Merits & Methods for the Shipyard to Take Equity Stake in a Newbuild and Float Shares in a Public Market*, won honors and invitation to Piraeus for presentation before the Greek Ship Owners Association.

In 2005 Geoff formed ShipShares LLC as sister company to TransTech to advise capital formation for progressive marine shipping projects and technologies and enabling project development services from conception to capitalization. TT/SS's current initiative is creation of Marine Bluways Corp. (MBC) to redevelop with partners green, efficient marine passenger / freight service on New York state's Hudson River and Long Island Sound.

Geoff is optimistic about the future of US commercial shipbuilding and ship operating. For two centuries, the US led many of the world's major technological advances in commercial ship design and construction but then stagnated and became inefficient. Now maritime is again in ascent as must be the case for any major trading nation. Geoff sees the model of leading with America's greatest strengths - engineering excellence, innovative finance, entrepreneurial spirit, as essential ingredients of the renaissance to restore the US maritime industry to national prominence, international competitiveness and global leadership.

Geoffrey F. Uttmark MM200 MSc. BSc

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Professional Ashore Employment:

- 2024 Founded Marine Bluways Corp. to catalyze development of green, socially progressive maritime transport enterprises.
- Currently developing HEFTTCo (Hudson-Erie Freight Trade & Transportation Co.) and *The Short Escape to the Cape*™ to reestablish US coastal packet / passenger marine shipping service. Project includes design of HMP (hybrid marine propulsion) fuel-cell / battery ro-pax vessels and innovative capitalization using *ShipShares* MarineLease model.
- 2004 Founded *ShipShares LLC* as capital formation advisory for marine transport projects centered on *Transformation through Transportation* and *Green Revolutions in the Making* maritime.
- Developed MarineLease model to minimize vessel acquisition cost for eligible projects and operators.
- 1979 Founded TransTech Marine Co., a marine shipping development consultancy providing research, design and financial planning services to ship owners, builders, operators, government agencies, capital providers, port authorities, etc.
- Noteworthy Assignments: (add'l, please see www.shipshares.com...clients)
- 2020: Designed HMP ferry propulsion system for Asia-based shipyard.
- 2015: Designed *Eriemax RSS-80* (river-sea ship, 80' LOA) for NY State Energy Research & Development Authority.
- 2011: Investigated *VGER* (Variable Geometry Energized rotor for Ship Propulsion) for NYSERDA / major bulk ship operator.
- 2002: Senior Consultant to FedEx Corp.: for design of FedFerry, marine air-freight link between Newark International Airport and Manhattan.
- 1997: Researched / developed concept design of *Waypayer*, a kit-built, inter-atoll passenger / cargo vessel for RMI.
- 1992: Applied IBMSDS model to develop lines, weight estimates, financial projections of Chinamax ULBC for Asian marine shipping / shipyard group.
- 1989: Concept design of BWT (Big Wide Transport) for USDOE-led team to improve competitiveness of US coal in Asia-Pacific markets.

1985: Developed vessel acquisition / conversion scheme for America-Bermuda Sea Transport (AMBEST) as low-cost, unsubsidized, US-flag carrier in USA – Bermuda trade.

1980: Developed business plan / Fast Ferry model for European ferry builder seeking entry to newly developing US ferry commuter markets.

1974 – 1980 Sun Shipbuilding & Dry Dock Co., Chester, PA: Naval Architect

Naval Architect in New Ship Sales Group, responsible for development of new ship construction and conversion opportunities centered primarily on PDL and SPDL trailership design. Member of teams that researched, designed, developed TTT, TOTE. MedSpan trailership liner services.

1973 – 1974 Sparkman & Stephens, Inc. New York, NY: Naval Architect

Naval Architect in power vessel design group. Performed weight, hydrostatics, stability, powering calculations, on-site superintending engineer for ocean passage maker newbuild in Maine.

Sea-going Employment:

1967 – 1971 Three years of sea-going experience comprising deep-sea, Great Lakes, Near-Coastal, Lakes, Bays & Sounds aboard all main vessel types; rose to rank of Master Mariner 200 GT + Towing in NC / LBS waters, six renewals).

Teaching: University of Washington, Michael G. Foster School of Business, Hyundai Heavy Industries Global Management Training Program: Instructed "*Strategic Planning in Shipping & Shipbuilding Industry*".

Columbia University, School of International Public Affairs - Center for Energy, Marine Transportation and Public Policy: Developed "Sea Transport Systems", a series of lectures on design, development, finance of marine shipping services.

Stevens Institute of Technology, Schaefer School of Engineering & Science: Adjunct Professor of "*Ocean Engineering & Marine Transport Systems*".

U.S. Merchant Marine Academy, Global Maritime Transportation School (GMATS): Instructor of "*Introduction to Tanker Chartering*".

World Trade Institute, Port Authority of New York and New Jersey: Developed / instructed "*Shipping Venture Analysis & Financial Planning*".

Education:

1993 - 1994 City, University of London Business School, MSc - Shipping, Trade & Finance Thesis: "Shipyard Ship Ownership" awarded honors and selected for presentation to Greek Shipowners Assn., Piraeus.

1981 - 1982 Association of Ship Brokers and Agents, New York, Diploma (Honors) in Ship Chartering and Brokerage.

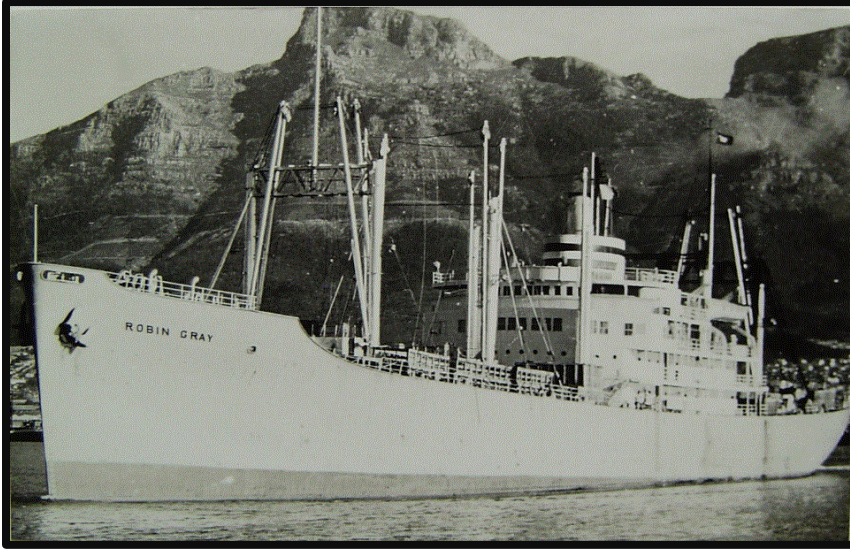
1978 - 1979 Wharton School, University of Pennsylvania, Philadelphia, Diploma, Graduate Management Program.

1970 – 1973 University of Michigan, Ann Arbor, Michigan BSc - Engineering: Naval Architecture / Economics.

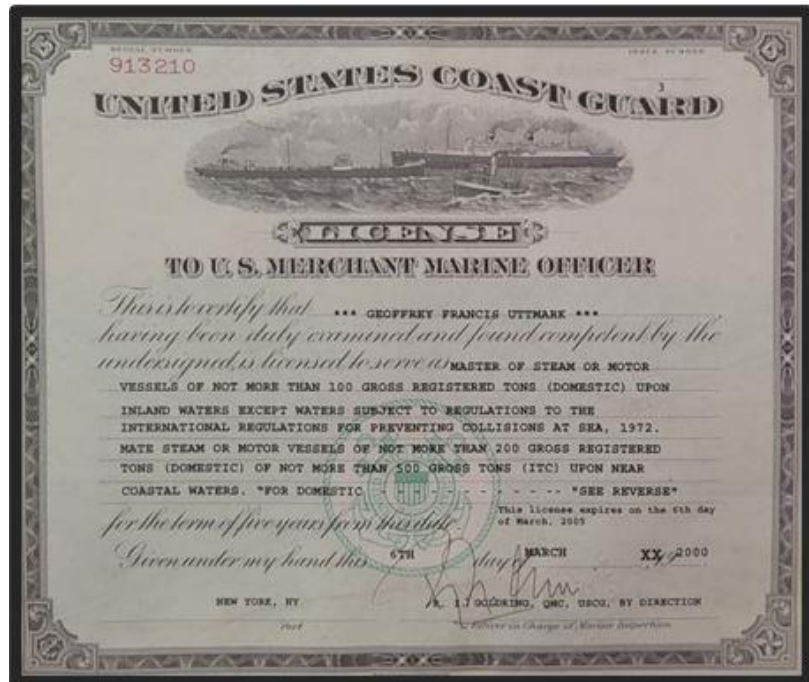
Memberships: Society of Naval Architects & Marine Engineers (50 year member)
City, University of London Business School – NYC Alumni Chapter
University of Michigan Alumni Assn. – Lifetime Member

Interests: Electronics (RC modeling), History, Foraging / Tinkering / Repurposing.

Geoffrey F. Uttmark - Seagoing Experience



First Ship = First Love, never forgotten.



It's not about where we start, it's about where we finish and how we get there.

TransTech / ShipShares LLC Professional Education Courses

Shipping Venture Analysis & Financial Planning:

Semester-long college level course covering how to research and develop all components of the marine shipping service business plan. First half of the course covers qualitative research and quantitative analytic techniques applicable across all sectors of marine shipping. Second half of the course comprises sector-specific case studies, including: formation of liner shipping company, investment in tanker ships, identification and development of specialty niches and trades. The course concludes with a look at future directions in international shipping and opportunities and challenges presented to existing and prospective participants in the industry.

Taught at Port Authority of New York & New Jersey, World Trade Institute

Economic Issues in Maritime Systems

Semester-long graduate level course on function, size, composition of global shipping industry. First half of semester examines reasons to participate in shipping and develops financial models of major types of shipping services; includes port economics / finance. Second half of semester presents case studies on specific shipping / seaport development projects, including emerging maritime technologies.

Taught at Stevens Institute of Technology, Wesley J. Howe Graduate School of Technology Management, Hoboken, New Jersey / Taught as Seminar at University of Washington, Seattle.

Fundamentals of Chartering and Brokerage: Voyage Estimating

One day seminar covering all sectors of tanker shipping industry. Morning session examines vessel size classes and cargoes / trades in which they specialize, various types of charter arrangements under which tankers are employed. Afternoon session covers quantitative computation of voyage cash flow, calculation of World Scale Equivalent rate, break-even time charter equivalent rate and derivation of ship-owner's rate of return over range of voyage charter freight rates.

Taught at U.S. Military Sealift Command, Washington D.C. through Graduate Management Transportation School (GMATS), United States Merchant Marine Academy, Kings Point, New York.

Marine Shipping: A Quartet of Lectures

Four industry, including motivations to participate, sectoral differentiation, history of laws and policies defining the current framework, technological developments / innovation, emergence of "*Transformation through Transportation*" and "*Green Revolutions in the Making*".

Presented through the Graduate Center for Energy, Marine Transport and Public Policy (CEMTPP), Columbia University, New York.lectures addressing unique aspects of geo-politics / economics of global marine shipping

Transportation and Infrastructure: New and Emerging Technologies

Presentation on methods to forecast port infrastructure needs to enable shipping to efficiently serve developing / transforming economies.

Taught as part of two-week intensive course SUSTAINABLE PORT DEVELOPMENT and MANAGEMENT hosted by Port Authority of New York and New Jersey for port administrators, operators, planners from developing and less developed countries.

Viewers are invited to review proposed new course *Shipping Venture Analysis & Financial Planning*. This is a one-week in duration intensive presentation for top decision-makers in marine shipping and shipbuilding enterprises who are designing their next growth strategy, including accessing new capital markets including US markets. The course can be taught at any established hosting university or it can be tailored to specific project(s) and taught in-house at the corporate C-suite level. Please contact TransTech / ShipShares LLC for additional details.

Geoffrey F. Uttmark
Formal Papers / Presentations

“Project Ulysses: The Journey Home for America’s Maritime Industry”, Presented at SUNY Maritime College, The Bronx, New York, February 27, 2025.

“Ya Caan Get Theyah From Heyah!” ...Fast-Tracking Redevelopment of US Inland and Coastal Marine Packet Freight / Passenger Services”, Presented to NYC sections of: ASME, IMarEST, SMPE, SNAME, January 2024.

“Designing, Financing & Building Future-proof Ships for New York’s Hudson River, Canals, Coasts and Harbors”, co-author, Hudson River Maritime Museum, November, 2022.

“LH2 Tanker Design Based on WIT Operating Model and CAPEX as Competitive Advantage”, co-author, Society of Naval Architects & Marine Engineers, Annual Convention, Providence, RI, October. 2021.

“IMO’s Energy Efficiency Design Index: Moving Ships Towards a Net Zero Emissions World”, co-author, Society of Naval Architects & Marine Engineers, Annual Convention, Bellevue, WA, November. 2016.

“The Future of the Global Maritime Industry: A Different Perspective”, co-author, Society of Naval Architects & Marine Engineers, New York Section, October, 2012.

“Flettner Rotors: Theory, Development, and Application”, co-author, Society of Naval Architects & Marine Engineers, New York Section, October, 2011.

“An Automated Freight Ferry Alternative to the Proposed Cross Harbor Freight Tunnel”, presented to North Jersey Transportation Planning Authority, October, 2004.

“Prospects for US Short Sea Shipping - Coastal Cruising & Ferries”, presented at *Marine Money Week*, New York, June, 2001.

“Ship Design Innovation as Alternative To Deep Channel Dredging”, presented at Port Financing - Challenges & Solutions for the Americas, Miami, February, 1999.

“RIMS / Waypayer™ – Remote Islands Maritime Services: Providing Economical, Environmental, Empowered Seaborne Transport Between Remote Pacific Islands”, presented at Pacific Islands Development Program, East-West Center, Honolulu, February, 1996.

“Merits and Methods for the Shipyard to Take Ownership Stake in a Newbuilding and Float Equity in a Public Market”, presented at World Economy and Ship Finance - 12th Annual International Piraeus Meeting, November, 1994.

“Capesize Vessels and the Special Aspects of Certain Asian Markets”, co-author, presented at Chemical Bank Global Shipping Conference, Hong Kong, March, 1993.

“Prospects for U.S. Coastal and Cross-Ocean Ferries - The 1990's and Beyond”, presented at New York Section of SNAME, March, 1991.

“Innovative / Alternative Transport System for Movement of U.S. Coal Exports to the Asia Pacific Basin”, presented at Asia Pacific Coal Technology Conference, Honolulu, November, 1989.

“Shipping Capitalization Using Public Equity Markets”, presented at meeting of American Waterways Transportation Accounting Officers, New York, October, 1987.

“Capital Formation in a Depressed Industry - A Survey of Maritime Lending, Leasing and Investment Banking Practices”, presented at Ship Operations & Economics Symposium, U.S. Merchant Marine Academy, Kings Point, New York, September, 1987.

“Full Speed Ahead - Commercial Viability of Private Ferry Services in the Metropolitan Region”, presented at FERRIES '87 conference, New York, March, 1987.

“Testimony in Favor of H.R. 3697: A Build-And-Charter Program”, presented before House Merchant Marine and Fisheries Committee - Subcommittee on Merchant Marine, Washington, D.C., March, 1986.

“A Rational Automated Approach to Integrated Ship Design”, co-author, presented at Fleet Management Technology Conference, San Francisco, May, 1985.

“Response to a Proposed Lower Delaware Bay Deep Draft Port”, presented at International Conference on Ports of the Future, Philadelphia, June, 1984.

“Using Computers for Planning & Managing Ferry Systems - A Structured Approach to Planning New Services”, presented at International Marine Transit Association annual meeting, Stockholm, September, 1983.

“General Cargo Ship Design - Impact of the Transportation Consumer”, co-author, presented at Philadelphia Section of SNAME, April, 1978.

“Stowage Considerations for Large Ro / Ro Ships: Design and Practical Aspects”, co-author, presented at RO - RO '77 conference, London, June, 1977.