

# Peter J. Pantuso

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## Proven President, CEO and Leader

**Respected and high-profile leader** who uses **innovative development strategies** and empowerment of individuals to **drive strategic and financial growth**. Expert at **building and strengthening relationships and engagement**. **Visionary** behind legislative, regulatory, media, and business campaigns, funding mechanisms, and plans resulting in **creative dynamic outcomes**.

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## Professional Experience

### **Pantuso Advisors LLC, Washington, DC area 2024-present**

Principal

### **American Bus Association (ABA), National Bus Traffic Association (NBTA), American Bus Association Foundation (ABAF), Washington, DC 1996-2024**

**President and CEO** of ABA, NBTA and ABAF with a proven track record of leadership, innovation, growth, success, and strategic implementation resulting in ABA becoming the largest and most respected organization in the bus, motorcoach, group travel, and travel industry. Led every aspect of the ABA's operations, including its 3,800 members, a \$7 million budget, 27 employees, and outside consultants and advisors.

### **Select Accomplishments**

- Grew membership **over 100 percent** and grew meeting attendance by **400 percent**, resulting in an **additional \$2 million** in annual revenue.
- Obtained federal grants to private bus companies and passenger vessels **totaling more than \$2 billion**
- Expanded non-dues revenue streams and increased direct revenues; **grew assets from \$5 million to \$13 million**, while purchasing and building out a new 9,000 sq. ft. office condo
- Created a new foundation to fund scholarships, innovative research, and collect data, and awarded over \$1.2 million in scholarships while **increasing the endowment to \$9 million**
- Fully automated the NBTA (ticketing clearing house) from a paper process to an electronic format that managed nearly **\$200 million in annual transactions**
- **International spokesperson and recognized leader** for the motorcoach and group travel industry through appearances on hundreds national and local television and radio outlets and interviews in national, local, and trade publications
- Created a **24/7 crisis communications program** to respond to accidents as an industry, and to assist members directly during accidents or similar crises
- Expanded ABA's publishing from two to more than **eight print and online publications**
- Initiated a rigorous **financial reporting structure** that includes forecasting, and ties goals to financial and program achievements resulting in clean, non-adjusted annual audits
- Established eight **diverse and inclusive** sector councils to represent all segments of the industry
- Established a **new governance structure** for the Board of Directors to ensure full representation and diversity of every membership segment
- Created the only bus **industry census** and economic profile of the group travel industry that can be accessed on a state, Congressional district, city, and zip code basis

## **Rubber Manufacturers Association, Washington, DC 1990-1996**

**Vice President of Government and Regulatory Affairs** for the tire and industrial rubber industry. Industry spokesperson for all legislative, regulatory, and media issues.

### **Select Accomplishments**

- Created an independent industry-wide initiative to contract air and water testing programs that **saved** members **millions of dollars** and **generated over \$1 million** in non-dues revenue annually, while providing positive environmental outcomes.
- Secured passage of storm water provisions in environmental legislation that **saved the industry tens of millions of dollars** annually.

## **National Confectioners Association, Washington, DC 1983-1990**

### **Vice President of Government Affairs**

Developed and managed all federal, state and local legislative efforts. Served as on-site manager for bi-annual convention.

### **Select Accomplishments**

- Increased PAC giving by **50 percent**.
- Grew convention revenue by **25 percent** at each show.
- Created a consumer and media campaign to address concerns at Halloween about safe candies in the wake of the nationwide Tylenol tampering scare.

## **Glass Packaging Institute, Washington, DC 1980-1983**

**Director of Government Affairs** for the nation's manufacturers of glass packaging for food, beverages and personal care products. Advocated in 37 states and managed 3 state-wide referenda campaigns.

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## **Education**

**George Washington University**, School of Business and Government, Washington, DC, Masters of Association Management

**University of Pittsburgh**, Pittsburgh, PA, Bachelor of Arts, Economics and Political Science

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## **Memberships and Affiliations**

### **Current**

Board and Executive Committee Member, **National Capital Area Council**, Scouting America (formerly Boy Scouts of America)

Advisory Board Member, **Sandy Spring Bank**, Olney, MD

Lifetime Member, National Eagle Scout Association

Partner, multiple commercial development projects in Washington, D.C.

### **Past**

Executive Committee and Board Member, American Highway Users Alliance, Washington, DC

Member, U.S. Chamber of Commerce, Committee of 100 Associations, Washington, DC

Member, U.S. Department of Transportation Motor Carrier Safety Advisory Council, Washington, DC (2007-2014)

Member, U.S. Department of Transportation National Advisory Committee on Travel, Tourism, Infrastructure, Washington, DC

Member, President's Advisory Board, University of Pittsburgh at Bradford, Bradford, PA (2004-2016)

Member, Policy Committee, American Society of Association Executives, Washington, DC (2004-2006)

Board Member, Servco Services, Inc., Bradford, PA (1997-2006)

Board Member, U.S. Travel Association, Washington, DC (2004-2007)

Board Member, Museum of Bus Transportation, Hershey, PA (2003-2007)

President and Board Member, GroupConnect LLC, Washington, DC (2005-2016)

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## **Awards and Recognition**

National Eagle Scout Association Outstanding Eagle Scout Award (2016)

Alumni Award of Distinction, University of Pittsburgh, Bradford, PA (2018)

Certified Travel Industry Specialist (2015)