

Minutes

North Coast Marine Manufacturing Alliance Meeting

Wednesday, January 10, 2018

1:30 to 3:00 PM

NWTC – Green Bay, WI

Type of Meeting:	Steering Committee Meeting
Note Taker:	Debbie Thompson
Attendees:	Mike Cattelino -FVTC/WTEA, Jerry Clusen -Navy League, Josh Delforge -Marquis Yachts, Joe Draves -NWTC, Alex Jerabek -Baum Machine, Steve Meyer -FVTC/WTEA, Tracy Schneider -KCS/Cruisers, Dave Young -Bay Shipbuilding, Ann Franz -NCMMA, Debbie Thompson -NWTC

AGENDA TOPICS

PRESENTER

2017 ACCOMPLISHMENTS & 2018 GOALS

2017 ACCOMPLISHMENTS

- Joint membership between NCMMA/NEWMA - July
- 3rd Annual SeaPerch Competition - February
- Partnership with New North for a Marine Manufacturing page on the New North Supply Chain Directory website
- NCMMA Partnership Breakfast - July
- Presentation by Dr. Dante Battocchi, assistant professor at North Dakota State University, regarding coatings and polymeric materials - September
- Promoted NCMMA Job openings at the Great Lakes Naval Station Job Fair – October
- Premiered Get Real Math videos including Fincantieri Marinette Marine’s “What does a sinking ship have to do with math?” - October
- Manufacturing First Expo & Conference - October
- Internship Draft Day – November
- Marine Center of Excellence Opened
- NWTC Designated as a Maritime Center of Excellence

2018 GOALS

- ✓ 4th Annual SeaPerch Competition - February 17
- ✓ NCMMA Partnership Breakfast - April 24
- ✓ Excellence in Manufacturing/K-12 Partnerships Awards – Nominations Begin May 1
- ✓ All Stars – Nominations Begin June 1
- ✓ Tech Ed Teacher Summer Program – June
- ✓ Get Real Math Premiere - October 2
- ✓ Manufacturing First Expo & Conference – October 23-24
- ✓ Internship Draft Day - November 8

TECH ED TEACHER OPPORTUNITY

**Mike Cattelino &
Steve Meyer**

A unique program for tech ed teachers to learn about the marine industry was discussed. Employers would have the opportunity to educate teachers about marine careers. The WTEA has hosted similar events called “High Tech Weekends. Wisconsin’s Academic Career Planning (ACP) requirements for students in grades 6-12 lend itself to this type of event.

- The event can be promoted at the March 2 WTEA Conference at the Chula Vista Resort in the Wisconsin Dells.
- SeaPerch can be discussed, with teachers who commit to participating being given a free SeaPerch kit.
- SeaPerch winners can give a talk about their experience, in addition to presenting their robot using a test pond.
- Friday afternoon and Saturday morning in June is considered the best timeframe to host this opportunity.
- The itinerary could include a plant tours, boat tour, networking social, and dinner program.
- Up to 20 teachers could be hosted the first year.
- Employability skills and career awareness will be discussed at the retreat. Demonstrate how the marine industry combines science and math. Viewing the Fincantieri Marinette Marine Get Real Math videos can be part of the event.

- A one page slick, highlighting the marine industry, will be developed as a takeaway.
- Teachers can possibly earn professional development credit towards their licensure.
- The WTEA is open to partnering in other ways with employers.

NEXT STEPS

- ✓ Josh will create an agenda for the event and share it with WTEA for their review.
- ✓ Members are asked to check with their company to see if there is interest in hosting this type of program.
- ✓ Contact Ann by February 10 to indicate whether or not your company will participate.
- ✓ If approved, the WTEA will help promote the event.

2018 SEAPERCH COMPETITION

Participating School	Contact	Email	# of Teams
Parkview Middle School	Phil Layden	playden@ashwaubenonk12.org	2
Proto	Dennis Rockhill	dennisrockhill@protogb.org	4
Seymour Middle School	John Ohlson	johlson@seymour.k12.wi.us	1
Oconto Middle School	Adam DeWitt	adam.dewitt@oconto.k12.wi.us	1
Leonardo da Vinci	Dan Dennis	dmdennis@gbaps.org	1
Marinette Middle School	Matt Whisler	mwhisler@marinette.k12.wi.us	1
Providence Christian Academy	Jim Kraft	Jskraft1@yahoo.com	1
Lombardi	Kevin Williams	kmwilliams@gbaps.org	1
Bay City Christian	Mary Fleming	mfleming@baycitychristian.org	1
St. Nicholas - Freedom	Travis Gerritts	tgerritts@stnicholasfreedom.org	1
Shawano Middle School	Chad Collier	collic@shawanoschools.com	1
Brillion Middle School	Matt Vanthiel	vanthie@brillionsd.org	1

Volunteers Needed

- Poster Presentation Judges – 6
- Pool Judges – 8
- Volunteers in the Water During the Competition – 2 Students
- Course Setup

Mark Hawkins, MHP Photography, will again be taking pictures at no cost to the NCMMA. Hillary Homa volunteered to serve as a judge. Tracy shared that she along with Grayson will volunteer from Cruisers Yachts.

The NCMMA already has the certificates and medals. Jerry shared that the Navy League is pleased to serve as a 4th year sponsor, due to the program's success.

NEXT STEPS

- ✓ Ann will invite NEWMA's K-12 and STEM Task Force members to volunteer the day of the event.
- ✓ Joe Draves will follow-up with Ann regarding the college students who will participate.
- ✓ Volunteers are asked to confirm their participation with Ann by February 1.
- ✓ Ann will follow-up with Nate and/or Josh regarding t-shirts and will coordinate getting refreshments.
- ✓ Ann will reach out to PMI for Green Bay Gambler Tickets.
- ✓ Jerry will send Ann a couple of dates at the end of January so the paperwork that is given to each team on the day of the competition can be updated and finalize. Dennis Rockhill will be invited to this meeting.

NCMMA PARTNERSHIP BREAKFAST PLANNING

April 24, 2018 – 8:00 to 10:00 AM - @ NWTC’s Corporate Conference Center on the Green Bay campus

AGENDA

- Buffet Breakfast
- NCMMA Overview
- Report out by each marine builder regarding their company, sales projections/new developments and preference for how suppliers can connect with their company.
- Each associate member will give a 3 minute presentation about the goods and/or services they can provide.
- U.S. Commercial Services – Short Presentation
- WEDC – Short Presentation
- Networking - The marine builders will be at designated tables, allowing for the manufacturers to go and network with them.

NEXT STEPS

- ✓ Establish NCMMA needs prior to the event.
- ✓ Send, prior to the event, the list of NCMMA needs to NEWMA.
- ✓ Ann will reach out to WEDC and US Commercial Services in regard to each organization providing a short presentation.
- ✓ **Each marine builder should have at least two people from their organization in attendance, including their purchasing manager**

Alex Jerabek of Baum Machine gave his experience of last year’s event. Alex’s comments included that it was great to network and learn about potential opportunities to grow your business.

WEDC & NMMA GRANT FOR TRADE SHOWS, ETC.

Ann shared that the WEDC has grant dollars available for companies that want to go to a boat show they have not attended before. This state grant can pay up to \$10,000. If more than one marine builder is interested, a joint grant request can be submitted. Two of the opportunities are trade shows, featuring a USA Pavilion. The other is a Fact Finding/Trade Mission to an emerging boating market. Members can contact Ann if they are interested in learning more about these opportunities.

Colombia Nautica International Boat Show: Cartagena, Colombia

June 1 – 3, 2018 – USA Pavilion – <http://colombianautica.co/en/>

9m2 Turnkey Booth rates: \$2,790 NMMA members/\$3,100 non-members

Applicable for boat builders, service providers and equipment/accessory manufacturers

METSTRADE – Marine Equipment Trade Show: Amsterdam, The Netherlands

November 13 – 15, 2018 – USA Pavilion – www.metstrade.com

12m2 Turnkey Booth rates to be determined for 2018 but can give you 2017 rates for planning purposes.

Applicable for accessory and equipment manufacturers only. No boat builders allowed to exhibit.

Fact Finding Mission to Croatia

October 14 – 20, 2018

Open to NMMA members only due to limited space.

Registration fee is TBD.

MARINE CENTER OF EXCELLENCE UPDATE

The Marine Center of Excellence is up and running and is also serving as an incubator for startup companies.

NEXT MEETING DATE/TIME/AGENDA/LOCATION

There will not be a February meeting due to the SeaPerch Competition on 2/17/2018. The next NCMMA meeting will be on **Wednesday, March 14 at NWTC’s Business Assistance Center 1:30 to 3:00 p.m.** Agenda items include the following.

- ✓ 4th Annual SeaPerch Competition Recap
- ✓ NCMMA Partnership Breakfast
- ✓ Tech Ed Teacher Opportunity
- ✓ Tall Ship Festival