

# TMTA NEWS

Volume 13, Issue 13

Our 39<sup>th</sup> Year

April 2004

*EDITOR'S NOTE: This new format for the newsletter will be used in the future so that we can distribute the newsletter primarily by email. If you are getting the newsletter by email, we will not send it by snail mail to save the Association the cost of printing and mailing. IF you would like it to be sent to several email addresses, please let us know, that is no problem at all. If you don't have email, we will continue (reluctantly) to mail the newsletter the old way. Thanks for your cooperation.*

## President's Message by Mark Drexler

Your presence at the April meeting is needed. We have many important issues that we need to address. First, since this is our last meeting until September we want to let everyone know about our progress concerning the "Marine Trades School". Our goal is to have the first class ready to go in August. We are getting some assistance from "The Landing School". We may even have a representative from "The Landing School" at the April meeting.

If you feel that the Marine Trade School is important to your business and our Industry then it is extremely important that you attend this meeting. If you can not make it, please send a representative. We need your input.

Secondly, we have the election of Officers and Directors. Once a year you have a chance to decide the leadership for TMTA for the next year. Please take this opportunity to show support for the TMTA Leadership.

Third, we will have a drawing for a trip to see Baltimore play baseball in July. We will also be adding a little extra bonus to this drawing. The more people you bring to this meeting will increase the chances of someone from your Company winning the drawing.

Ladies and Gentlemen. Your Officers and Directors are working very hard to make the Trade School a reality. I am happily to report that we anticipate we will have our first class in August of 2004. Since this is our last meeting before August, I strongly suggest that you come to our April Meeting. Your input will determine how successful we will be in this endeavor. We need your thoughts and suggestions to guide us in making some very important decisions.

Thank you and I look forward with meeting with you on April 21st.

Mark Drexler

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### **Next Meeting's Speaker will be Glen Shivel of the Landing School of Kennebunk,ME. The meeting will be held on April 21, 2004 at 6:30 PM**

- Pilot House Restaurant, Topping, VA Call (804) 462-7018 to make your reservation. If there is no answer, please leave a message!
- Guest Meal Fee: \$15.00
- Menu: Deviled Crab, BBQ Ribs, Baked Potato, Cole Slaw.
- PLEASE BE SURE TO CALL FOR RESERVATIONS AT LEAST BY MONDAY SO THAT THE PILOT HOUSE CAN BE READY FOR US!

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**We have several honored guests joining us for this meeting.** Glen Shivel who is an ASSOCIATE DIRECTOR at the Landing School will be giving the main presentation. Glen joined the staff in July 2001 assuming alumni affairs, marketing and recruitment activities duties, and assisting with development

efforts. He holds a Baccalaureate Degree in Mechanical Engineering and a Masters Degree in Engineering Administration from Virginia Polytechnic Institute in Blacksburg, VA. He is a 2000 graduate of the Landing School's Cruising Boat program, and served as a Teaching Assistant for the Boat Building program. Prior to coming to the Landing School, Glen spent ten years working as a Corporate Engineer focusing on manufacturing and business systems evaluation and design. We welcome Glen and his wife at our April meeting.

Also hopefully joining us will be Skip Burdon, ABYC President/CEO, member of the Westlawn Board of Directors Skip Burdon holds a B.S. in Marine Transportation from SUNY Maritime College and an M.B.A. in Marketing and Strategic Planning from the University of North Florida. He has a career background in both marine and nonprofit association management. In addition to his seventeen years as an officer in the United States Navy, Mr. Burdon has been the director of the nation's only public high school maritime career academy.

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**TMTA OFFICERS AND DIRECTORS** will be voted on at the April meeting. They are:

President	Mark Drexler
Vice President	John Hornby
Secretary	Dianne Franck
Treasurer	Pete Hall
Directors:	Janice Clark, Ken Knull, Louis Muse, Rob Redfern, Guy Sorenson

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Tom Murray, VIMS Marine Business and Coastal Development Specialist and Don McCann of the Northern Neck Planning District Commission completed and submitted the Virginia Marine Trades Feasibility Study as requested by the Virginia Department of Housing and Community Development under the auspices of the Economic Assistance Planning Grant PG#04-PG-02 on March 31, 2004.

The report provides a detail accounting of the survey results and projects a significant need for marine trades schooling in our area. The survey, which incorporated results from Maryland, Virginia, and North and South Carolina provided a detailed insight into what training priorities exist and whether certification is desired/required. It further stipulates what percent of operations are willing to pay for that training and what the proposed training will do for jobs in the affected areas.

Here are a few of the key statistics:

1. Is Certification Required to Increase Service Quality:
  - a. Virginia: 85% said yes it is required
  - b. Overall: 73% said it was required (North Carolina brought the average down with only 48% of respondents saying it was required.
2. The priority of Skills needed was
  - a. Certified Outboard Mechanic
  - b. Certified Diesel Mechanic
  - c. Fiberglass Technician
  - d. Electrical Technician
  - e. Yacht Painter/Refinisher
  - f. Generator Technician
  - g. Carpenter/Joiner
  - h. Clerical & Business Support
  - i. Computer Technology
  - j. Welder/Fabricator
  - k. Human Resources
3. Best methods of training:
  - a. Classroom Seminars
  - b. Videos or CD-ROM, On and Off site customized training (statistically even)
  - c. Internet and self study (statistically even)
  - d. Cable or satellite TV
4. If you contracted for employee training would you be willing to send employees off-site:
  - a. Overall 84% said yes (84% said yes in VA)
5. Would you be willing to pay for enrolling and travel and lodging expenses:
  - a. Overall 72% said yes (83% said yes in VA)
6. Economic Impact on Virginia if the school is located here:

- a. Direct (actual boatyard) employment gains of 86 jobs which account for \$3.4M in additional business and \$2.3M in wages.
- b. Indirect (supporting services to boatyards, etc.) employment gains of 22 jobs which account for \$1.1M in additional business and \$0.4M in wages.
- c. Induced (local businesses, restaurants, etc.) employment gains of 78 jobs for \$1.6M
- d. A total of \$13.5M in additional business for the local economy!

The next step in the process is to set up an initial course (tentatively set for August) and to begin to develop the long term plan. The Landing School of Maine and ABYC have indicated an initial willingness to partner with our program which could make our job much simpler in that we do not have to develop curricula from scratch and they bring an immediate credibility to the level of training.

**We need as much participation as possible from our members to ensure that the school gets off to the right start. Please plan on sending a candidate to the first session if at all possible. The tentative plan is to have a diesel mechanic class but that is still under debate.**

Tentative New member: Don McCann of Tranquil Waters Marine Surveying (and a part timer at the Northern Neck Planning District Commission) has promised to join our group. He will be attending the April meeting so everyone please take a moment to greet him and welcome him to the fold. He is also a key player in the Marine Trade School and can give you an up-to-the -minute update on what's happening there.

If you are receiving this Newsletter via mail and would like to get it via Email, please contact Ken Knull at [ken@yankeepointmarina.com](mailto:ken@yankeepointmarina.com) or call 804-462-7018

Note: There are still fourteen "members" who have not yet paid their dues. We will send out the newsletters to these companies in April but will have to discontinue sending them after that unless dues are paid in full. Please send in your dues! Your membership is vital and the work that TMTA is doing for the Trade School, the Boat Tax issue and the Bottomland Royalty legislation is pretty important stuff that will benefit all of us. We need everyone's support.

Editors: TMTA Board of Directors  
Tidewater Marine Trade Association of Virginia  
P.O. Box 40, Cobbs Creek, VA 23035

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