

The Board of Directors of the
MAINE MARINE TRADES ASSOCIATION

Cordially invites you to attend the

2016 Annual Conference & Business Meeting

Because 50 years means something!



Wednesday | November 30, 2016
Owls Head Transportation Museum | Owls Head, Maine
8:30 am -4:30 pm

Sponsored by



Anniversary Sponsor



Reception Sponsor

Workshops | Trade Fair | Business | Networking | Anniversary Reception

2016 Annual Conference & Business Meeting

We hope you will join us for Maine’s premier industry event and take advantage of this excellent opportunity to learn and network with your peers from around the state! This year’s event will be particularly special as we will be celebrating 50 years of service to the marine trades industry in Maine!

We will be honoring our past and looking forward to our future – so we hope that you can make time to join us on November 30th.

In addition to the Products & Services Trade Fair, our annual business meeting, timely workshops, the Members Showcase and the MMTA Swap Shop, we have carved out a little time at the end of the day to enjoy a special Anniversary Reception that includes a selection of beer, wine, soft drinks and tasty hors d’ oeuvres.

Please be sure to get your registrations in right away – you won’t want to miss this year’s event and we don’t want to miss seeing you in Owls Head!

Conference Agenda

TIME	MAIN EXHIBIT AREA	AUDITORIUM	BREAK OUT 1	BREAK OUT 2
8:30 – 9:00 am	Continental Breakfast TRADE FAIR Exhibits			
9:00 – 9:30	BUSINESS MEETING			
9:30 – 10:30	TRADE FAIR Exhibits NETWORKING			
10:40 – 11:25	TRADE FAIR Exhibits	Workshop	Workshop	Workshop
11:30 – 1:15 1 ¾ hours	LUNCH/Speaker/Awards TRADE FAIR Exhibits			
1:25 – 2:05	TRADE FAIR Exhibits	Workshop	Workshop	Workshop
2:15 – 3:00	TRADE FAIR Exhibits MEMBER SHOWCASE			
3:00 – 4:30	Anniversary Reception TRADE FAIR Closed Election Results Posted			

Workshops

Workforce Solutions*

Are you having trouble finding the skilled workers you need? Do you find that the cost of training for your incumbent workers is eating into your budget? Are you having difficulty navigating the workforce development system? If you answered yes to any of these questions than this is the workshop for you. A panel of professionals will discuss the various programs and services that are available to Maine small businesses, where to find funding for training and how to identify the programs that make the most sense for your company.

Lessons Learned: The Effects of Investing in Employee Training

Much of MMTA's work each year is devoted to providing incumbent worker training. And many of our members take advantage of the various offerings that are made throughout the year. We invited a few of those members to share what effect that investment has had on their companies relative to employee retention, morale, company culture and of course – the bottom line. Join us for a candid conversation with 'companies that train'!

Arctic Opportunities*

We've all been hearing about the Northwest Passage opening enough to allow for year-round passage. And we have been hearing about what a boost an increase in traffic in that region will be for Maine's economy. Obviously, Maine is in a good (geographic) position to benefit – but are there opportunities for small companies that are primarily engaged in the recreational boating industry? This session will help you explore and better understand what the opportunities may be, when they may be available to you and how the Maine International Trade Center can help you with decision making and moving forward if it makes sense for your company.

Transitional Work – Rethinking Return to Work*

Despite everyone's best efforts you may have a worker injured on the job. This person may need to be away from work for a period of time and when they do return they may not be able to do all that their job requires. While you don't want to rush someone and risk further injury, both you and your employee probably want a better situation than having a highly skilled technician sitting in the office stuffing envelopes all day. This session will explore how you can shift your paradigm from using the old 'restricted duty' model to using the more productive 'transitional work' model.

This 'transition' requires a full understanding of how each job is done so that there are clear guidelines established for the person returning to work. It involves the participation of company management, the employee, the company's 10 Day Provider and Workers Compensation carrier. Yes – it will take some effort, but when done well it can enhance employee morale and retention, minimize the effects of reduced production and have a positive impact on the bottom line.

*these sessions will be offered twice

Our Speakers

In another departure from our 'norm' we will be using the time normally set aside for a keynote speech to do something different. **Norm Pierce**, Pierce Yachts will regale us with the early years of MMTA. His parents Fran and Millie were key to creating the organization and Norm will help us take a look back.

And because we know we can't *live* in the past **Ben Ford**, Verrill Dana will interview two of our industry's next generation of leaders - **Jill Jacobs**, New Meadows Marina and **Audrey Hodgdon**, Hodgdon Yachts. Audrey and Jill have graciously agreed to share with us their experiences and perspectives on the future of the industry.

Paying it Forward

This has been an exciting year – we're celebrating 50 years of service to the industry and from what we hear, many of you are 'celebrating' the fact that you have had more work than you could handle. The Board felt that it would be a nice gesture to share our 'wealth' by inviting everyone to contribute to a charity that helps those less fortunate and that provides their service state wide. With that in mind, we are inviting you (whether you attend the conference or not) to make a contribution (of any size – no amount is ever too small) to the [Good Shepherd Food Bank](#). If you are coming to the conference you can bring a check (made payable to Good Shepherd) or cash and deposit it in the collection bin. If you can't come to the conference but would like to contribute along with your colleagues, you can send a check to MMTA and we will make sure it gets to Good Shepherd.

Thanks to all our sponsors and exhibitors!



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**MAINE MARINE TRADES ASSOCIATION
2016 Annual Conference & Business Meeting
REGISTRATION FORM**

(All information must be provided to process your registration)

Company Name: _____

Contact Person: _____

Phone & E-mail: _____

Please register the following individual(s) from our company:

(Please list names as they should appear on badges)

Name: _____

Name: _____

Name: _____

Name: _____

_____ # Registrations @ \$85.00/person – MMTA Members = \$ _____

_____ # Registrations @ \$115.00/person - Non-members = \$ _____

TOTAL Enclosed \$ _____

Please make checks payable to **Maine Marine Trades Association** and mail to:

Maine Marine Trades Association

2 Main Street Bldg. 18 Suite 128

Biddeford, ME 04005

Registrations must be received by Tuesday | Nov. 22, 2016

For ONLINE Registration – Please click [HERE!](#)