

Northwest Marine Trade Association - Election 2010

Six candidates running for three open positions on NMTA's Board of Trustees

Ballots were mailed April 30 and are due in the NMTA office by June 4.

In the past I have been honored to serve as the chair of the Northwest Marine Trade Association's Boatyard Committee and I am very excited about the opportunity to serve this diverse community as a member of the Board of Trustees. I have also served as a board member for the Footloose Sailing Foundation and am a recent member of the Puget Sound Maritime Historical Society.

I have been involved with rec-



Scott Anderson

reational boating in the Pacific Northwest for over 40 years. My partner and I started our yacht repair business, CSR Marine, over 30 years ago and have grown to three locations and now have over 40 employees. CSR Marine has been a leader in high tech laminate repair, linear polyurethane paint application, electronics and other yacht systems using the latest techniques available. In light of current events it is also significant that CSR Marine has been involved

in extensive research into environmental issues such as stormwater quality and treatment, and the pursuit of ecologically friendly anti-fouling solutions for the recreational boater.

Over the years I have met and worked with a large segment of the recreational marine group from brokers to end users as well as other repair professionals. I have developed an understanding of the issues and the concerns of this group. As a board member I will be able to assist NMTA to make appropriate decisions to enhance and grow the marine industry here in Washington.

I am running for a second term on the NMTA Board of Trustees and would like your vote and support. We have accomplished a lot during my first term and also while I have been involved with Grow Boating and for the last 5 years on the Boat Show Committee. We are coming out of the Great Recession which has changed the recreational boating for what will be years to come. My goal is to continue to promote the Pacific Northwest as one of the best boating areas in the world, through the articles I write for numer-



Mark Bunzel

ous magazines, the books I publish and the seminars I present. Promoting boating in the NW and the Inside Passage is the best means of building up our boating economy.

As a board member I look at our business as an ecosystem that promotes boat sales and also the sales of accessories, marinas, resorts, charter boats and services. I think we have tremendous potential and with a few additions to our marketing will increase our share in a tough market. We need to keep boating fun and interesting in the Northwest!

In addition to my experience on the NMTA board, I have served successfully on several other trade organization boards in my career. Previously, I was a management consultant with PriceWaterhouseCoopers as a Managing Director and worked in Director and VP roles at Intel, an IBM/Apple venture, and several businesses I have owned. I still work as a marketing and strategy consultant for companies in this area and around the country. In addition, I hold a USCG Masters license in Power and Sail.

The NMTA is one of the strongest boating organizations in the world. I am proud of it and look to contribute to make it even better. I look forward to your support.

Thank you for the opportunity to introduce myself and appear on the ballot to serve on the NMTA Board of Trustees.

As a District Sales Manager for Suzuki Marine in the Pacific Northwest, I travel the region and engage with many of our member dealers and businesses on a daily basis. I started my career in retail sales at the dealership level. Since that time I have served two tours of duty with Suzuki Marine, sandwiched around stints with two local boat builders.

I've had the privilege of having been involved with the NMTA as an association member, as



Troy Cline

a member of the NMTA Staff (2006 Seattle Boat Show), as member of the Boat Show Committee (2000-2005), and currently as chair of the Fish Committee and member of the Board of Trustees. This makes me uniquely qualified to attest to the history of the association, its current organization, and the direction I believe it should move.

We continue to face a challenging time for our industry, association and members. I care deeply about our industry and the member businesses with whom I work. I believe the NMTA is fortunate to have a staff that is skilled and motivated, an active and engaged

Board of Trustees, and the support of a number of volunteer committees. I would like to continue to work with these groups in an effort to keep the association moving forward with its mission – to the benefit of all members, as we move beyond current economic and market difficulties.

My priorities are to continue to grow the portfolio and value of member benefits so as to attract and retain membership, and to continue to work to increase the visibility of the NMTA and the economic value and importance of our boating industry in the state and region.

To continue serving on the NMTA Board of Trustees would be an honor – and I would truly appreciate your vote.

I am currently employed with Westmar Marine Insurance as their Northwest Territory Manager. I am currently married to my wife Sara and we have three wonderful children Benjamin 9, Gabriella 7, and Angelina 2. Outside of work I enjoy boating, golf, snow skiing, and tennis. I was born and raised in the Northwest and have remained in the Northwest. We live in the most beautiful part of the country with amazing lakes, mountains,



John Nielsen

rivers and waterways. With this being said it is extremely important to promote them as well as protect them.

I know I can be a great asset to the NMTA board by being able to promote the growth of our boating industry. Currently I am in a unique position where I work with owners of boat dealerships, marinas, repair facilities and other marine businesses on a daily basis in my territory that

consists of Washington, Oregon, Idaho, and Montana. Many of the dealers and businesses I work with feel that I am the eyes and ears of the marine industry for what is currently happening as well as what the near future might bring. I can be a voice to their concerns and share with the NMTA board the broad spectrum of needs from these marine businesses. I can also help positively influence these marine businesses on any future NMTA events or promotions. By being on the board I would like to continue the NMTA's reputation as being a long standing positive promoter of the marine industry.

Thank you for considering me for a position on the NMTA board. I currently serve on the NMTA Gov Affairs Committee and Board of Directors, and have served on the promotion committee. I have also served at US SAILING on the Board of Directors, and am current chair of the Commercial Sailing Committee at US SAILING. I also currently volunteer as member of the Washington Boaters Alliance.

I have been in the retail side of the marine business since 1992, and am the CEO of Windworks Sailing and Powerboating Center, a full service sailing and powerboating center offering lessons, charter, brokerage, new boat sales and vessel management. We currently employ 6 full time and 27 part time employees, serve over 600 sail-



Greg Norwine

ing club members, and handle 26 boats under management contract. I reside in Shoreline, and have two sons, 11 and 15. My wife, Amanda, is also involved part-time at Windworks. Besides sailing, we enjoy hiking in the Cascades, travel and homelife.

Some of our top industry hot button issues right now are related to Government policy and/or intervention. Here are a few of our top concerns:

- 1) The boatyard permit issue. Ongoing issues with Puget Soundkeeper Alliance and their sponsored lawsuits under the federal Clean Water Act, our own state Dept of Ecology.
- 2) The battle for state revenue previously marked for and spent on boating projects and programs, but which has been striped in the current budget

crisis. This is over \$2,000,000 in funding.

- 3) Threats of new taxes or tax law changes that would negatively affect our businesses.
- 4) NOAA related issue to protect Orca whales. Proposed boating "no-go zone" on the west side of San Juan Island, in a 6.2-square mile area stretching from Mitchell Bay down to Eagle Point. We are questioning the science and impact.

It is critical that we continue to have a strong voice in Olympia and in politics. It is equally important that we support our members as governmental regulation and/or bureaucracy affects their businesses individually.

In a more general sense, and as related to issues that arise at the board level, I basically try to work on behalf of our entire membership and take actions that would best suite all of our businesses as well as the association's own good health.

Patricia Segulja-Lau currently manages Dunato's Boatyard on Lake Union. In addition, she established and oversees the Second Wave Marine Consignment Store in Fremont. Patti also operates a new marina at Dunato's Boatyard that she helped design and worked through all phases of the permitting process. Patricia also has experience in the field of yacht brokerage and most recently due to well-publicized events has become an expert on environmental issues that can have long-term adverse affects on the boating community. She has been actively involved in the boating industry for more than twenty years. Her unique hands-on experience in a variety of different areas of the boating industry give her the skills and vision that will help the NMTA continue to



Patricia Segulja-Lau

grow recreational boating and marine businesses in this challenging time.

Patricia Segulja-Lau grew up in Seattle. As a child she spent many of her weekends helping her grandfather, Joseph Dunato, at the original Dunato Boatyard. She graduated from the University of Washington and earned a Bachelors Degree in Business. Patricia and her husband have three children and live in Snohomish.

Just before Christmas, Dunato's and four other boatyards received Intent to Sue Letters from the Puget Sound Keepers Alliance. This very negative experience has prompted Patricia to get involved in the battle to help prevent this from happening to other unsuspecting marine businesses. The overwhelming

support she received made her want to give back to not only marine businesses but the boating community as well. She is determined to pursue a favorable resolution to this very serious and real threat to the boating industry.

Patricia understands the many challenges the boating community is facing. The current economic environment makes it challenging for any business. She strongly feels that being proactive, creative and patient is necessary to achieve the NMTA's goal to grow recreational boating and marine businesses.

Patricia Segulja-Lau is a hard working, down to earth individual. She has the experience and the desire to help the NMTA continue to be the leader it has become in marine trade organizations. Thank you for considering electing her to the Northwest Marine Trade Association Board of Trustees position.