

Northwest Marine Trade Association - Election 2013

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

Ballots were mailed May 3 and are due in the NMTA office by June 7.

I have been honored to serve on the Northwest Marine Trade Association (NMTA) Board the past three years, as well as previously the chair of the NMTA Boatyard Committee. 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 recreational boating in the Pacific



Scott Anderson

Northwest for over 40 years. My partner and I started our yacht repair business, CSR Marine, over 30 years ago and operate two 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 have been engaged in the marine industry for the last thirty five years. I started in Anacortes checking out to charter boats and skippering when the opportunity came along. My time spent back then was all spent on the water. Today I spend my time trying to maintain access to the water that I worked on those beautiful summers long ago. We must maintain a loud voice for recreational boating while we work to protect our access to the water. We must keep the water clean and the critters plentiful. We must engage youth and keep them interested in this resource.



Neil Falkenburg

NMTA has great political access born from the work of others. We must use that access to continue to create and support legislation for funding which keeps our resource available to those wishing to use and protect it. There is no reason why every trade, even remotely related to our industry is not an NMTA member. Our seminars and boat show are industry leading, the staff hard working, NMTA's message clear and compelling.

We need to champion our industry, the builders, painters, manufacturers, retailers and boaters while guarantying access as the local jurisdictions

reauthorize their shoreline master programs required under the shoreline management act. These local shoreline programs, if poorly conceived, can kill marine related businesses. Boating is a multi billion dollar industry in the northwest, it is ours to protect.

I have been a twenty year advocate for boating and our industry through NMTA's marina committee. I have chaired the committee a number of times and since I no longer serve on my local school board I have decided to commit more time to the industry I care deeply about. Please place me on the NMTA board of Trustee's.

Neil Falkenburg
General Manager, Westbay Marina, Olympia

Richard "Rick" Gladych was born in Evanston, IL and raised in the city of Chicago. Rick is a proud graduate of Lane Technical High School in Chicago, Illinois

Prior to Co-founding the insurance brokerage Omni Risk Management Inc in Seattle WA, Rick's marine industry experience began as a Captain on large, non-commercial, yachts and expanded into construction and refit management, sales and shipping.

Rick is also involved in the



Rick Gladych

tourism side of yachting and insurance as a member of the Northwest Marine Trade Association, as Chairman of the Superyacht Committee, a very active member of the United States Superyacht Association and Washington Tourism Alliance along with various other trade organizations and clubs. He travels extensively throughout the world promoting his own business as well as the Pacific Northwest as a global tourist destination. Recently, Rick and business partner, Anthony Utley, formed Raven Offshore Yacht

Shipping a direct provider of yacht shipping between the East and West Coast.

Rick has extensive, hands on experience in the marine world in both commercial shipping and the pleasure yacht market.

Rick's speciality is "Thinking Outside The Box." He wholeheartedly believes that there is never a problem without a solution and if anyone ever says "No" it is because they are not interested in working toward a solution.

Rick and his wife Lara have three children and live in Blaine, WA.

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"He's a boat guy," is how most of my friends refer to me. Good times and bad, 17 years in the retail end of the business, both sales and service, has provided me a grounded perspective of many of the challenges that we continue to work through as a business and shared industry. Having been a past boat show committee member and currently on the NMTA Board of Trustees as Secretary Treasurer has widened that perspective and allowed an avenue to affect change as a group through the association. I ask for your vote to continue this work.

Along with the important projects that NMTA is currently engaged, I would add that our employee base is aging out of the business. As an associa-

tion, we must work together to bring in bright young people to build a career in our industry. As an association, we must drive down the age of our buyers and generate more diversity in the market and having this younger group involved as a career will add to that cause.

I am a lifelong resident of the Northwest and UW graduate. I am married with two great sons. My family had boats growing up including a classic Owens cruiser and lap-hull Reinell. I learned to water ski near Southworth on the freezing West Passage behind a 40 Evinrude and thought it had plenty of power! My sons will also have fond memories of our cabin on Lake Cushman.



Mark Helgen

My position at Lake Union Sea Ray as VP overseeing our service and sales operations allows me to interact with manufacturers and vendors on a national level, buyers on a local level, repair and parts on the ownership level, and engage with employees at every level. I believe my tenure and experience will continue to bring value to the board.

Our industry is interdependent and NMTA allows us to work together on common issues and new initiatives. It allows us to attack and understand many of the fundamental shifts we are seeing of how and what people are buying, how they are using and experiencing their boats, and where they are spending their time. I respectfully ask for your vote in order to serve our industry on the NMTA Board of Trustees.

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Like many in our industry, my life has revolved around boats from a very young age. Growing up in the Puget Sound area, I was fortunate to have the opportunity to experience the many ways our region's residents take to the water for enjoyment – fishing, sailing, wakeboarding and pleasure cruising aboard both power and sail. On any given weekend, you are likely to find me enjoying one of these activities with family and friends.

I have always sought a way to make a living near the water. My high school and college summers were spent teaching

youth sailing and winters were spent working at a local marina and on the floor of a sail loft. After graduating from the U of W Business School, I furthered my experience in the industry working for the Northwest Marine



Ryan Helling

Trade Association organizing the Seattle Boat Show. In 2007 I joined Swiftsure Yachts in Seattle as a yacht broker and became a partner in the business in 2010. I am a Certified Professional Yacht Broker, a licensed California Yacht Broker and serve on the board of The Sailing Foundation, the Seattle based organization that created the Lifesling and promotes youth sailing and boating

safety.

As a younger member of our industry, I bring to the table a finger on the pulse of present and future boaters and boat buyers. I am actively engaged in the boating community and believe that my unique experience across the industry will be valuable to the NMTA board. I take a long term approach to my business and I believe that as an industry we must do the same to insure our future success. I appreciate your consideration for this important position.

I was born and raised in Spokane, WA. And currently live there as well. I attended Arizona State University and then finished up at the University of Idaho. I am married to my wife Sara and we have three great kids. Ben (12) Gabriella (10) and Angelina (5).

I am currently the National Sales Manager for Norman-Spencer Marine Insurance and the past two years I have been an active member of the NMTA board as well as chairman of the Grow



John Nielsen

Boating Committee. I feel I bring a very unique and unbiased opinion to the NMTA board as I work with every aspect of the marine industry from boat yards to service centers to dealerships to marinas.

I look forward to working with the NMTA board the next three years as well as with all of the current NMTA members.

I would really appreciate your support. Thank you.

Greetings boating community! I am Paul Nielsen, Director of Sales at Hagadone Marine Group in beautiful Coeur d'Alene Idaho. I have been in the boating industry in the Northwest for more than 30 years. When I am not working at my office on Lake Coeur d'Alene, I am spending time with my wife Marianne, my three sons and their families, and my dog, Winston.

In 1979, I started out managing a sporting goods store in Moscow, Idaho, selling aluminum fishing boats with outboards. I was promoted to District Manager of Herman's Sporting World. Over-



Paul Nielsen

seeing 9 stores from Eugene to Spokane, I gained a very broad knowledge of the Pacific Northwest business environment.

In December 1992, I went to work for with Trudeau's Sea Ray and was quickly promoted to Sales Manager. With Trudeau's I was very involved in sales from 17' sport boats to 46' yachts. In November 2005, I accepted the Director of Sales position at Hagadone Marine Group. I was instrumental in adding Carver, Malibu, Axis, Marquis Yachts, Regal and Harris Flote Bote to the Hagadone Marine Group lineup. With my direction, Hagadone Marine became the largest

marine dealer in the Inland Northwest. We are also one of the top Cobalt dealers in the country. The dealership has been a MRAA Top 100 Dealer since the award began.

As you can see, I have great experience and influence in boating in the Inland Northwest. One of my main goals is to make boating and the boating experience available to more people. I would also like to build strong relationships between boaters and dealers across the Northwest. The eastern side of the Cascades has a lot of great boating and everyone should know about it! I would love to be a bigger part of NMTA and represent the east side. I hope you will see fit to give me your vote.



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