

## Greg Dick

### *Nautique Boats*

Hello, my name is Greg Dick, the West Coast account manager for Nautique Boats. I was born and raised here in the Pacific Northwest, growing up on a small lake in Snohomish County where I fell in love with watersports. I started my watersports career at Mt. Pilchuck Ski and Sports in Everett. I worked there through high school where I spent winters selling snow skis and summers selling watersports equipment. With my growing passion of towed watersports, I applied for a job at HO Sports while attending college. Starting in shipping and receiving, I advanced through HO Sports into customer service, domestic sales, VP of marketing and ending 23 years later as VP of international sales. For the last 10 years I have been the West Coast account manager at Nautique Boats supporting over 25 retail locations across the western half of the US.



My wife of 16 years, who grew up on Puget Sound, and our 14-year-old daughter enjoy getting out on the water whenever we can. You can often find us on the sound or any number of lakes we have here in the state. Our boat usually travels with us wherever we go, and we love to promote boating and introducing more people to it.

In 2020, I was awarded the WSIA “sales rep of the year.” It was an honor to win this national award. When I won, I looked around the room at all the other worthy candidates and realized that I have become a leader and a mentor to so many in the room. I’d like to now take that leadership and my 33 years of watersports experience and apply it to the Northwest Marine Association Board. I would like to see more effort put towards protecting our waterways and growing boating in the Northwest.

I would appreciate your support to join the Northwest Marine Association Board of Trustees. Thank you for your consideration.

## Jeff Messmer

### *Fluid Motion Marine*

Hello! I am Jeff Messmer, a candidate for nomination to the NMTA Board of Trustees where I am currently serving an unexpired term.

I am fortunate to have grown up in a boating family. We spent our summers water skiing, sailing on our Prindle 16, and cruising in our converted diesel trawler. My wife, Christie, and I have enjoyed sharing our favorite anchorages and creating new adventures with our three kids. In fact, to this day, our kids will not miss our annual trip to Desolation Sound! Boating truly brings families together!

My first job in high school was cleaning boats and organizing the boat yard for Olympic Boat Centers on Lake Union. I began to realize that you could make a living while selling FUN! When I graduated from the University of Washington, I knew that I wanted to be involved in an industry that I was enthusiastic about. For the past 16 years I have been the Vice President of Fluid Motion, the builder of Ranger Tugs, Cutwater and Solara Boats. My role at Fluid Motion is all things Customer Service and Marketing related. I helped create the Tugnuts, one of the most passionate owners' groups in our industry. Tugnuts is as much about relationships as it is about our boats! During Covid shutdown, I recognized that we needed to keep our factory team engaged with our owners. We came up with the idea of producing a weekly webinar series called "As the Prop Turns". The first week we had over 500 households tune into our fun and informative webinar. Relationship building, going above and beyond, and when opportunities arise, being able to think from a new perspective are some of my strengths that will benefit our members during my time on the board.



During my two terms on the boat show committee (one as committee chair), I really did not understand the true scope of NMTA. Now, as an interim board member I have come to realize how fortunate we are as an association. NMTA not only puts on one of the finest boat shows in the country, but it is also an association that is actively involved in ALL aspects of our industry. There is no question that we have some challenges ahead of us as an association and I know that I have the skills to help navigate those challenges. I want to be a part of helping guide OUR association and I am asking for your vote. Thank you!

Jeff Messmer, (206) 940-0571, jeffmessmer@Fluidmotionmarine.com

## **Kelly Hawley**

*Master Marine & Tom-n-Jerry's Boat Center*

I've lived in Skagit Valley most my life except for 4 years. I was raised on a farm and love the outdoors. I went into the automotive industry in 1993 and enjoyed that career for many years. It was there that I learned retail from the best in the industry. As an avid hunter and fisherman I shared my passion with many customers. With my passion for the outdoors the natural thing to do was to purchase the local sporting goods store. At that time I also had a daily radio "Outdoor Report" and wrote for an outdoor magazine. I was also involved in Rotary International, President of the local Chamber of Commerce and sat on many fishing, hunting and local government boards. I closed that store and



became the GM of the 2nd largest RV dealer in the state. It was there that I was offered the opportunity to purchase Tom-n-Jerry's Boat Center in 2008. Since then we have acquired Master Marine from longtime successful businessman Larry Carpenter.

I have had the honor of serving NMTA on the boat show committee as a Board member and Chair, the NMTA Health Trust Fund, Anacortes Boat Show Committee and NMTA Board of Trustees.

I have always believed in giving back to the community and the organizations that I have been involved in. My experience over the past 40 years in retail and volunteer work I believe makes me a good candidate for this position.

NMTA plays an important role in so many aspects of its members, many of which a number of members do not realize or take advantage of. NMTA is a well-run organization with a great staff and I believe is in a position to help current and future members navigate the always changing landscape of our combined industries.

## **Mike Locatell**

### *Discovery Yachts*

I founded Discovery Yachts in 1996 as a new yacht dealer and yacht brokerage. Discovery Yachts today, is the USA agent/importer of Linssen Steel Trawlers of the Netherlands and the NW agent for Wauquiez Sailing Yachts of France. Discovery Yachts office has been located at 1700 & 1500 Westlake Ave North, in Seattle for the last 27 years.

In the past I served in the US Army, 2 years of active duty, Core of Engineers based in Germany, responsible for setting up MGM-31 1A Pershing Missile launch points, Top Secret Clearance, Honorable Discharge after serving 4 additional years in USA reserves.

NCR for 30+ years starting in Portland Oregon as a 315 main frame engineer. Then as a District Specialist, Regional Specialist, Group Leader and Zone Manger all in Portland. NCR Alaska District Manager for hardware and software support. Managed 18 employees in 4 Alaska offices. Director of sales and service, NCR do Brazil. Managed 95+ employees in 23 offices in Brazil.

I was a Officer and Commodore of William H Seward Yacht Club, responsible for building a 3 story waterfront club house in Seward Alaska. Officer and President of the NW Yacht-broker Association, 2000 to 2008. CPYB (Certified Professional Yacht Broker) National board member for 8 years.

As complete boating novices, I remember buying our first yacht in 1981, a new C&C 32 sloop, at the Portland Oregon Boat Show. Without that boat show my wife and I would not be boaters today! If I am elected to the NMTA board I would hope to assist the NMTA in working the NW Yacht-Broker Association in the growth of, and correct number of NW Boats Shows.

We all need to work together to grow the NW boating community via Grow Boating programs, Boating Education programs and the best possible NW boat shows.



## Nick Graf

### *Aspen Power Catamarans*

In the early 90's my dad, Larry Graf, founded Glacier Bay Catamarans. I would accompany him to the boat shows often. I remember him pulling me from school to replace drain plugs by shimmying through a hull to hold a wrench; I was just the right size. This happened a few times in the 1st grade, and this was my introduction to the marine industry. Throughout my childhood, he included me on annual business trips to visit dealers all over the country.

In my early 20's, I began my career at I-90 Marine Center in Issaquah, WA. I was hired as a forklift driver, eventually becoming sales manager who wore many hats, gaining extensive knowledge of all types of boating. I was a sponge for knowledge, always learning about sales, business, and marketing. Over several years, I helped build I-90 Marine into one of the largest Glacier Bay dealers in the country. In 2008, my dad had a NEW boat idea and asked me to help start the new business, Aspen Power Catamarans.



As we developed Aspen, I learned how to start a business and manufacturing fiberglass. Despite challenges from 2020, we are still growing strong after 15 years. In addition, to working alongside my dad, I am fortunate enough to work with my brother Steve; CFO, and my brother-in-law Brandon; Service Manager, all while building incredible boats.

From my experiences exhibiting in national boat shows, the NMTA organizes one of the top 3 shows in the country. It's a pivotal resource for our local manufacturers, dealers, and boat yards. Boaters and boat builders are getting older. In order to sustain growth, we need to introduce our youth to the lifestyle and career opportunities our industry offers. With over 20 years of experience, serving on the NMTA board would be a meaningful way to contribute my time, talents, and resources to our community of boaters. The growth of our future leaders and new customers depends on us.

## TJ Quandt

### *Port of Olympia*

TJ Quandt serves as the Senior Harbor Manager for the Port of Olympia. He has over two decades of experience working in the Maritime Industry. As a third-generation fisherman, he grew up commercial fishing the waters of Alaska. He made an early career in the Marine Trades, doing everything from boat repair, equipment manufacturing, and vessel transportation.

Over the last 14 years, he has worked for the Public Ports sector serving the Port of Port Townsend and the Port of Olympia. In his roles, he has overseen the operation management, maintenance, capital improvement investments, and budget strategy for four Marinas, five launch ramps, a fuel dock, and two Boatyards. In his current position, he oversees four Port business departments, 14 staff, 30 volunteers, and the Port of Olympia's Harbor Patrol program, which assists local agencies in emergency response.



He strongly supports maritime community events and has actively partnered in coordinating events such as the Port Townsend Woodenboat Festival, Summer Nights at the Port, and Olympia Harbor Days. He holds a Certified Marina Manager (CMM) designation through the Association of Marine Industries, is the current Chairman of the New Market Skills Center Marine Technology Advisory Board, serves on the WPPA Marina committee, and is one of the Pacific Coast Congress Board Directors representing Washington State.

He believes that Marine Trade Associations are the key to the continued vibrance of the Marine Trade Industry, especially in the Puget Sound. The networking, knowledge, training, and opportunity that the Northwest Marine Trade Association provides in our area is invaluable. He hopes to contribute to the NMTA's mission and provide his insight and experience to the board in dealing with the many challenges and changes in the Marine Industry in the future.