



**Mavrik Marine  
Inc.  
La Conner, WA  
Port of Skagit**



## About us

**Medium sized shipyard**

**15 years**

**75 FTE**

**75,000 SqFt production space**

**Commercial aluminum vessels**



## Portfolio

- Sightseeing
- Passenger ferry
- Commercial offshore
- Commercial fishing



# Port of Skagit

## La Conner, WA

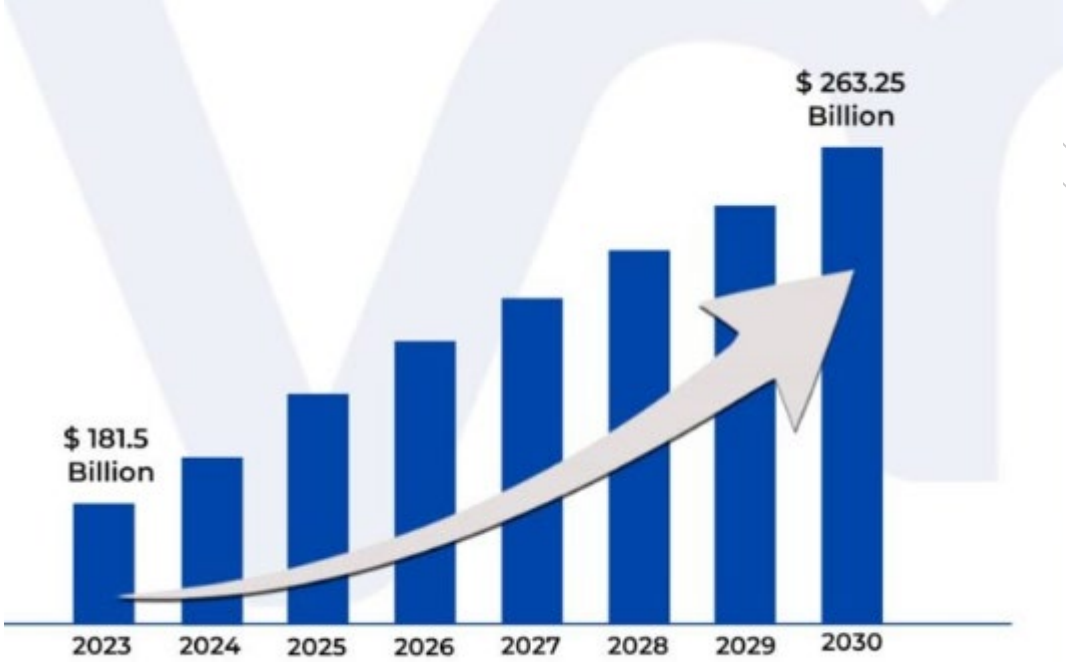
- 497 slips
- 17 marine businesses
- 100t travel lift
- Fuel dock



# US Shipyard Market Size

## Continued growth

- Global commerce – 80% of US trade
- Transportation - \$15B
- Energy
  - Offshore wind - \$70B
  - Offshore energy - \$7B
- Military - \$32B
- Recreational - \$50B
- Retrofit
  - Current vessel – new technology



We don't have a demand problem

# US Shipyard Market Opportunity

Ferry system electrification

**KILMER ANNOUNCES \$13.5 MILLION INVESTMENT FOR KITSAP TRANSIT TO PURCHASE NEW PASSENGER FERRY**

**\$7.9 million grant secured**

## FTA Ferry Grant Program 2024 Selected Projects

Washington announces \$300 million in grants to modernize US ferry systems

**New passenger-only ferry**

Finally! State ferry system

goes out to bid for new hybrid-electric vessels

## Passenger Ferry Grant Program

**Hydrogen-powered ferry**

SF Bay Ferry's Rapid Electric Emission Free (REEF) Ferry Program

**US rural ferry operations**

Mayor London Breed Announces \$55 Million Federal Grant to

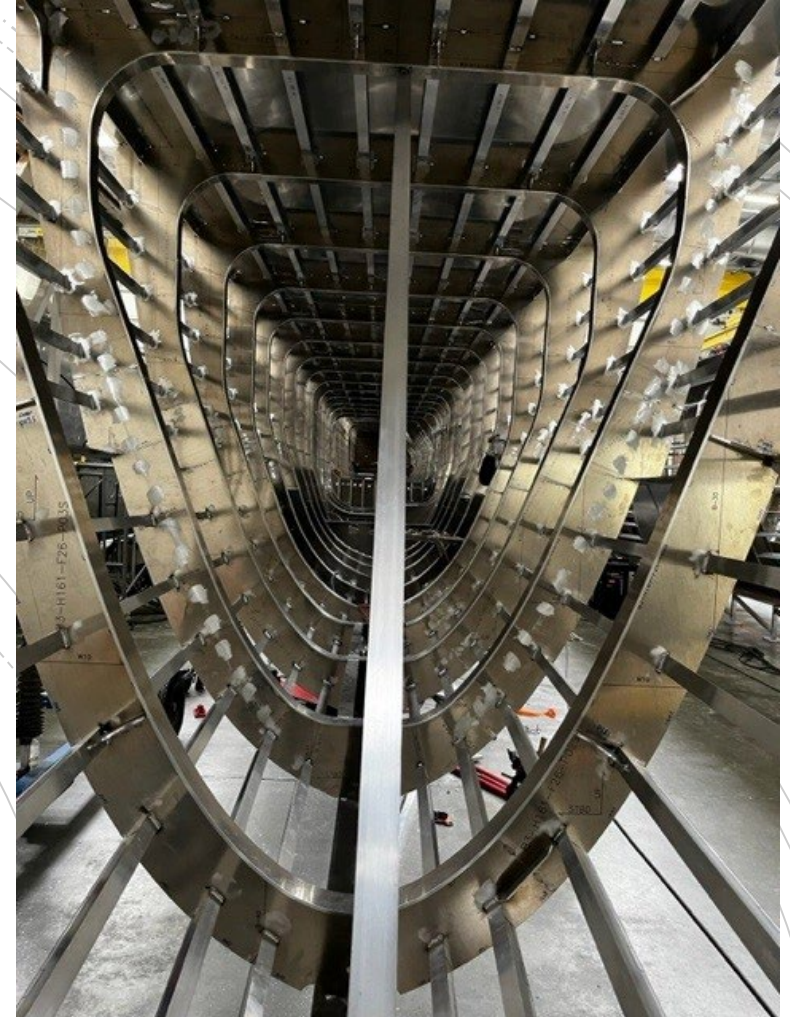
**California's Exciting New Ferry**

Advance the Country's First High Speed Zero-Emission Ferry Service

\$12M State Grant Awarded for Electrification

# US Shipyard Challenges

- **Workforce**
- Federal Infrastructure Bill
- New technology
- Shoreside infrastructure
- Environmental regulation



# US Shipyard Challenge #1

## Workforce

- Marine industry lost 100,000+
- COVID
  - Up to 66% reduction in available resources
- Trade school, apprenticeship, intern
  - Stigma attached – 74% negative view
  - Parental guidance – 79% neg versus 5% pos
  - Marine service versus marine construction
- Fab/Weld forecast 15% reduction workforce
  - 584,000 openings today
  - 1 in 10 retention

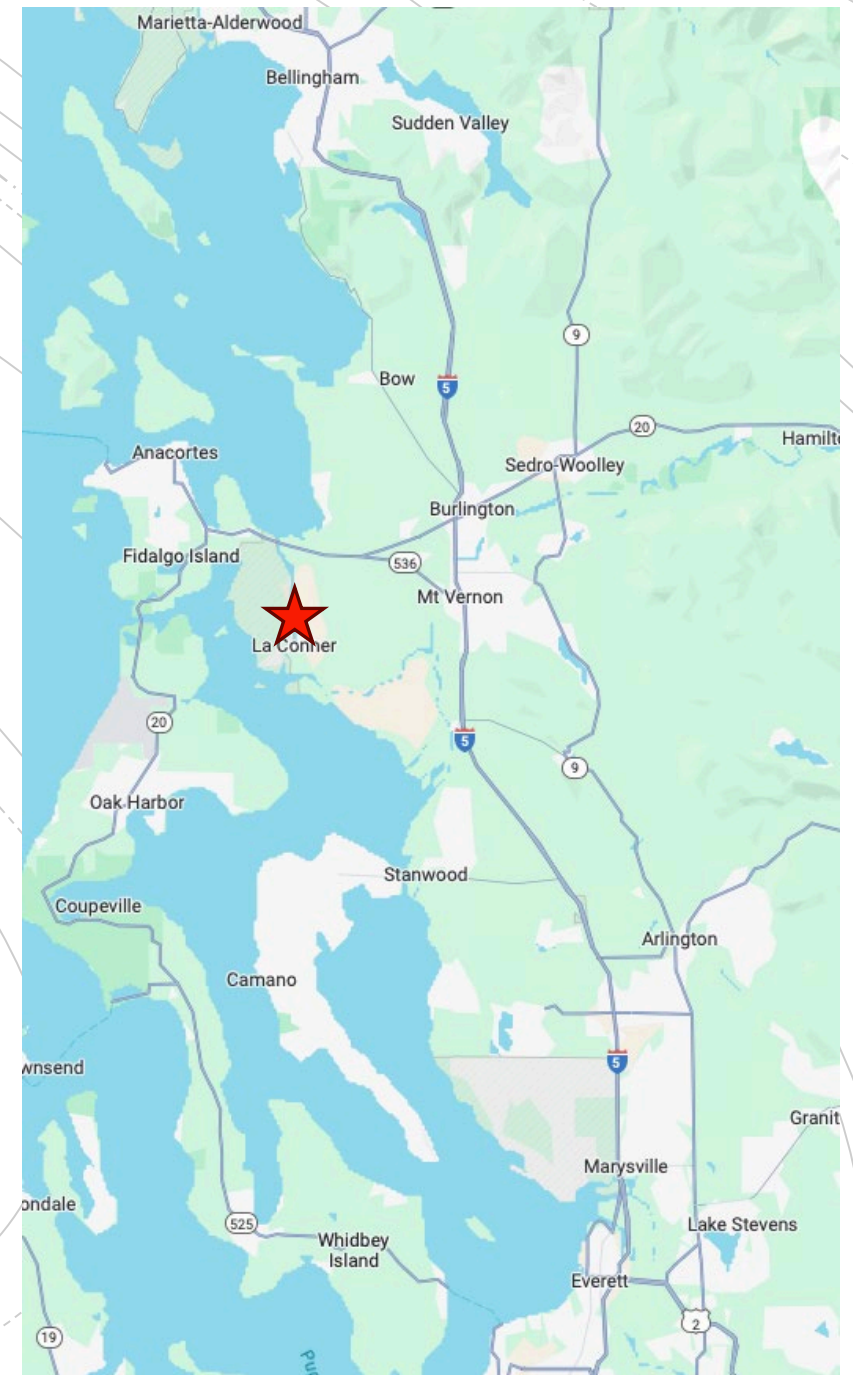




# US Shipyard Challenge #1

## Workforce competition

- Boeing to the south
- Bremerton Naval Yard
- Safeboat, Munson, NBBB, DCI, AAM
- La Conner, WA
  - Population 965
  - 5 properties for rent in La Conner
    - \$1,600 - \$5,900/mth
  - 342 rentals within 30 minute commute



# US Shipyard Challenge #2

## Federal Infrastructure Bill

- Competing labor force requirements
- No workforce development plan
- Trade workforce average age increasing
  - Migration to new technologies
  - Retirements
  - Training deterrents
  - Advanced manufacturing techniques
  - Financial assistance

Available = 0

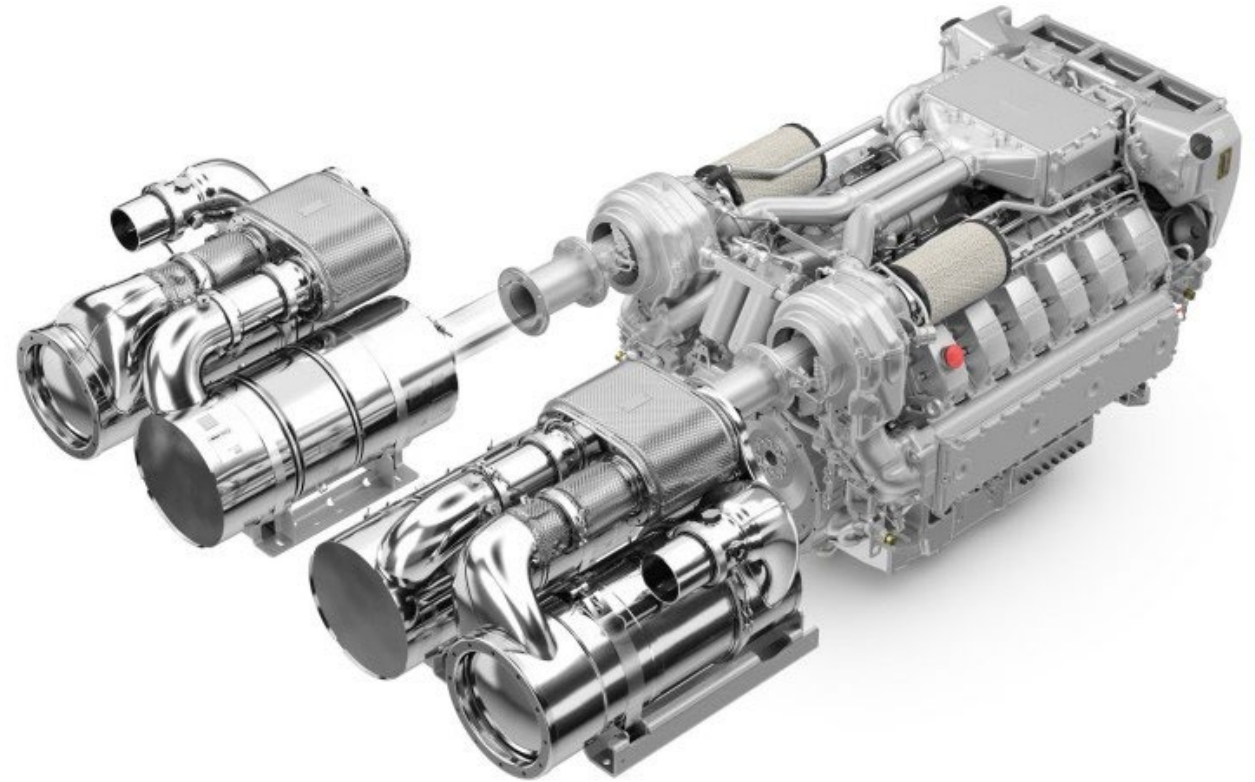
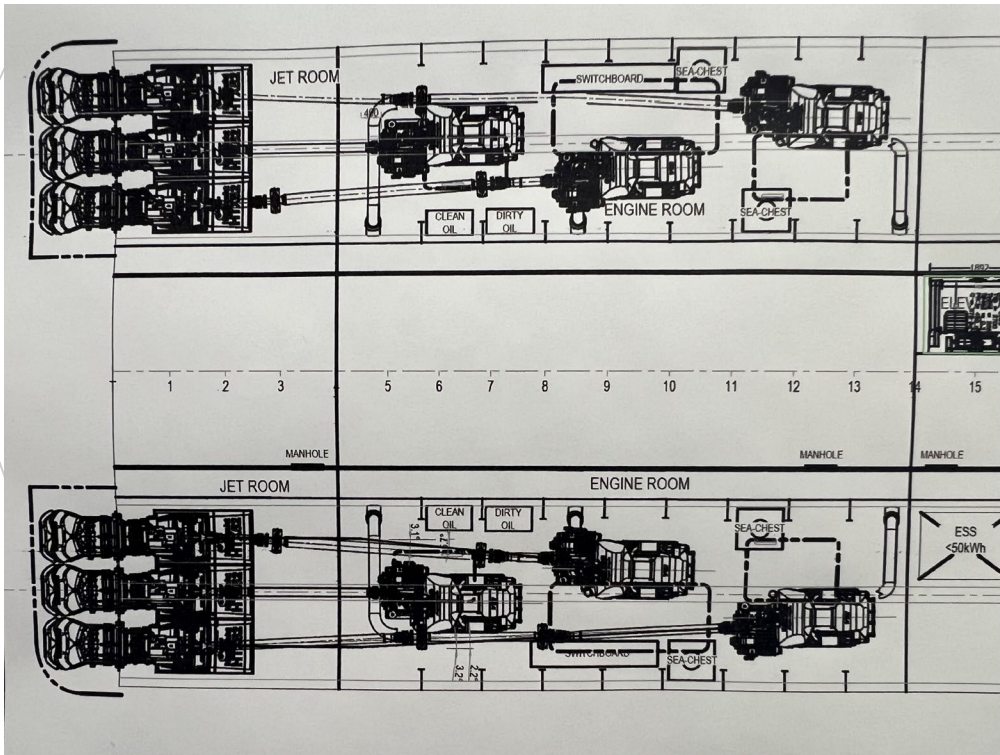
Demand = >350,000



# Marine Technology and Regulation #3

- Lower emissions

## Engine and exhaust technology



# Marine Technology and Regulation #3

- Electrification

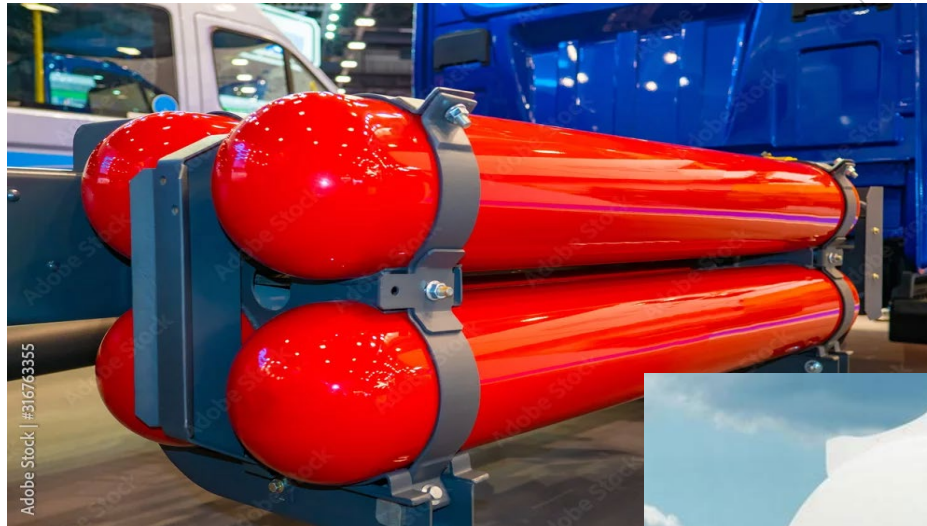
Hybrid and battery technology



# Marine Technology and Regulation #3

- Alternate fuels

## Storage and distribution challenges



# Marina Facilities and Services #4

- Emissions compliance
  - DEF (exhaust fluid – UREA)
  - Fuel dock facilities
- Power distribution
  - Shoreside infrastructure
  - Service provider capacity
- Alternate fuel infrastructure
  - Delivery and storage



# Language Barrier

## Ports versus Industry

### Port Strategic Initiative

- Preservation
- Urban design
- Sustainability
- Open spaces
- Community engagement
- Land use
- Ecology
- Resiliency

## Infrastructure/Innovation

- WiFi
  - Pump out station
  - Pilings/docks
  - Buildings
- 
- 65% Ports don't have decarbonization technologies
  - 35% believe grid can support electrification
  - 55% don't have space for new requirements
  - 25% of Ports already complain about power outages
  - 10% of Ports have identified need for alt. fuels

# Grants and Programs

- Diesel Emissions Reduction Grants
- Port Infrastructure Development Program
- US Marine Highway Program
- Charging & Fueling Infrastructure Program
- Clean Energy Financing Program

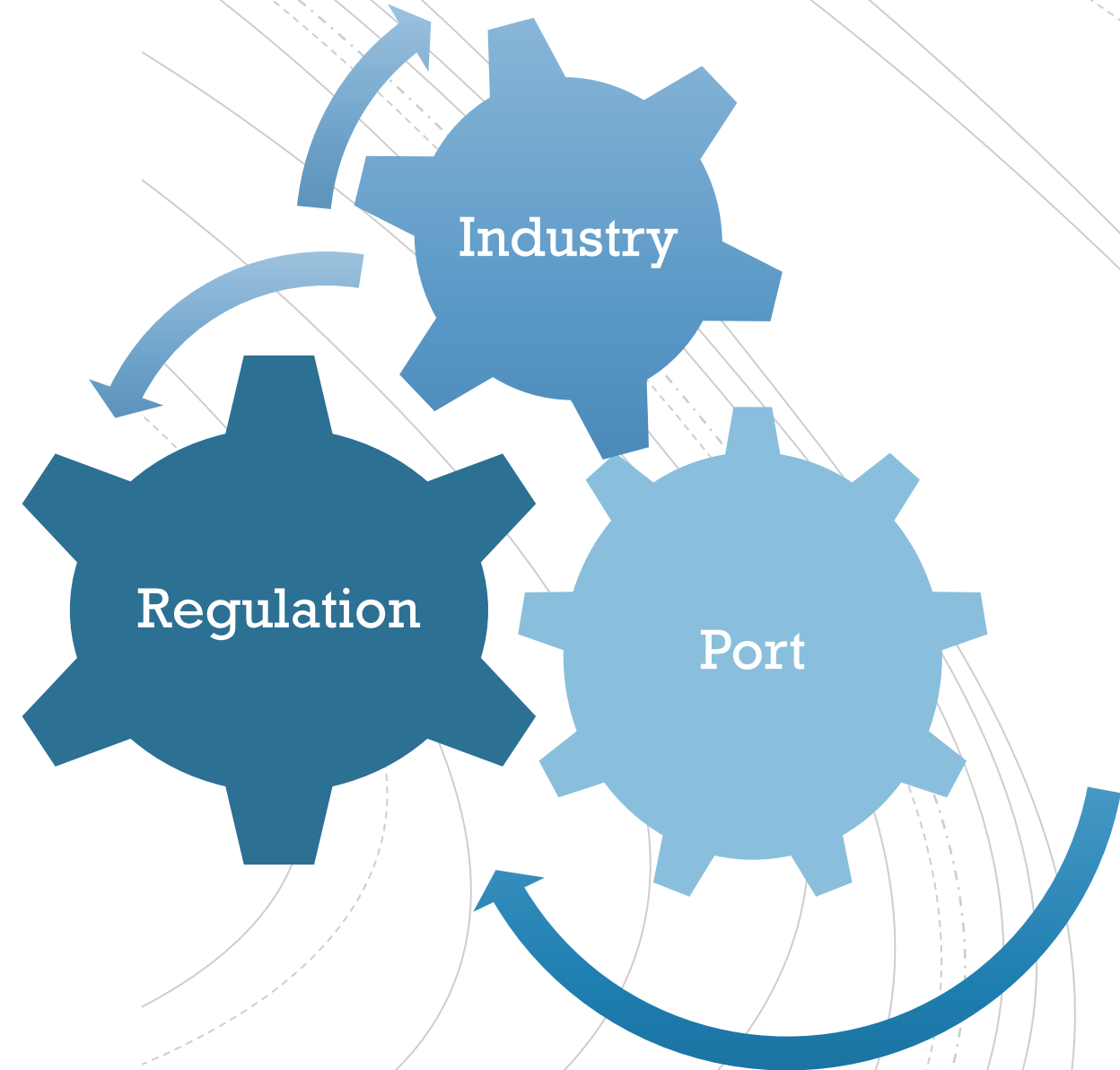


Grant language versus industry requirement



# Common Strategy

- Build relationships
- Identify current challenges
- Identify future trends
- Develop a common strategy
- Feedback to regulators
- Communication with legislators



## Summary

- **Shipyards need Port infrastructure**
  - New technology
  - Demand outpacing supply
- **Ports need industry expertise**
  - Environment
  - Regulation
  - Economics
- **Federal funding and regulatory plans need focus**
  - Economics
  - Military
  - Environment



## **An industry in need of repair**

- Worldwide status in decline
- Talent pool in decline
- Competition for dollars increasing
- Demand versus infrastructure



**Thank you!**

**Bailey Shewchuk**  
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