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Northwest Workforce Development Council

From Sam Devlin, President

Subject: Intracoastal Marine and Advanced Manufacturing (high skills, high wages)

Attn: Alex Kosmides

Dear Alex: My name is Sam Devlin and I am the president and founder of Devlin Designing Boatbuilders of Olympia, Washington. Last fall our company was the recipient of training funds from the Intracoastal partnership (HSHW), which made possible a DVD/Video production that created a product that impacts our entire workforce by visually demonstrating our construction methods and standards. This investment has provided a training tool that we will be able to use for many years to come and is an invaluable asset to our company.

In a world that seems at first glance to de-value the concept of building and manufacturing products, it is particularly heartening to find the cooperation with amongst the Bellingham, Olympic, and Pacific Mountain Workforce Development Councils under the Northwest Workforce Development Councils leadership and to have them consider something as obscure as a small wooden boat building company for assistance and help is really amazing! I love my company and the boats that we build but I am not naïve to the world that we live in, but finding that others believe in my company and our products to the degree that they will devote time, money and energy into the assistance to help make us a better company is nothing short of miraculous. And Devlin Designing Boat Builders is just one of many small (in many cases cottage industry) shops that build wooden boats stretched across Washington State. For years I have watched the State of Maine support and assist their Boatbuilding Community with envy, but now to find my own local region helping to improve my company in a way that allows us a more easy transition into even more sophisticated work and potentials is really valuable.

I am very hopeful about my business and its potential success these days with good work that we can plan on (for at least the next calendar year) and a workforce that has much of the training and

orientation that we always struggled to achieve in the past, and as stated above the support from the Northwest Workforce Development Council and the partnership of the Bellingham, Olympic, Pacific Mountain Workforce Development Councils in helping us to achieve and reach our goals.

We have recently been contracted by Kitsap Transit (of Kitsap County) to build a modification to the Passenger Ferry the “Admiral Pete” for the purpose of increasing her capacity from 75 passengers to 120 passengers. The “Admiral Pete” was a vessel built with Wood/Epoxy Technology 18 years ago for the purpose of hauling foot passengers from Port Orchard, to Bremerton, Washington. In the calendar year of 2010 she hauled over 410,000 passengers on this route and Kitsap Transit anticipates that the traffic will increase up to and possibly exceed over 600,000 passengers in the next two years with the basing of another Aircraft Carrier to the Bremerton Shipyard for repair and re-furbishing.

To assist and to help give our company the capability of taking on this work in addition to our normal Yacht construction work we have recently signed a 3 year lease for a 15,800 sq. ft. boatbuilding facility located at the Mottman Industrial Park in nearby Tumwater, Washington, and have hired an additional 8 employees above our normal crew. While it has been necessary for us to hire new people to help us with this new work we have had a bit of a disconnect in the training of these new employee’s to our construction method and standards; fortunately the training DVD/Video provides the visuals and dialogue to support their learning.

The staff wants to recognize both the PMWDC and the NWWDC for their valuable assistance and support in the on-going process of training our workforce.

Thank You So Very Much

Samual Devlin President Devlin Designing Boatbuilders Inc.