

Announcements:

Offshore Wind Companies are Looking for Suppliers

If you are interested in selling goods or services to the offshore wind industry, several offshore wind companies and prime contractors are actively seeking suppliers.

Links to supplier registration portals can be found on the **NMC Member Online Portal**.

CT Airport Authority Considering Commercial Service at Groton-New London Airport

The CT Airport Authority is considering restoring commercial airline service at the Groton-New London Airport. They are conducting a survey to understand the air travel needs of local businesses. If you are local to the Groton, New London area, **please fill out their survey**, found on the **NMC Member Online Portal**.

Check out the *NMC Member Online Portal* for links to industry news articles, and other resources

Committee Updates:

Business Development Committee

Chairs: David Schill, VP Special Projects and Business Development,
Mohawk Northeast, dschill@mohawknortheast.com, 860-863-5581
Peter Legnos, President, LBI, plegnos@lbicorp.com, 860-857-4433

A very productive meeting with held with Electric Boat executives on May 20, 2019, to refine the goals and vision of the NMC – Electric Boat collaboration.

Strategic Partnership Committee

Chairs: Dexter White, President, EOCS, dexter@eocs.us, 860-859-7936
Bob Chenal, Program and Sales Manager, Hitachi Cable America, bchenal@machinefabrication.com, 401-315-2766

The Strategic Partnership Committee is working closely with the University of Connecticut School of Engineering, including the National Institute of Undersea Vehicle Technology (NIUVT), to increase NMC member engagement with university resources.

Workforce Development Committee

Chair: Milt Stretton, President and COO, Sonalysts, stretton@sonalysts.com, 860-326-3983

The Workforce Development Committee is supporting the survey of NMC members' capabilities and capacities, to first gather information about workforce needs, then work to address these needs.

Industry Representation Committee

Chair: John Evans, Director of Special Projects, RDSI, j.evans.rhode@rdsi.com, 401-847-7374

The Industry Representation Committee is working to plan events to highlight regional resources.

If you are interested in getting involved with any of the Committees, please contact the Chairs.

NMC NEWS:

NMC Meeting Held at Custom House Maritime Museum

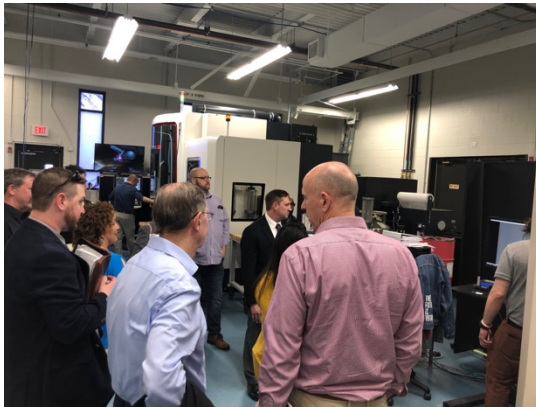
The Naval and Maritime Consortium held a meeting at the Custom House Maritime Museum in New London, CT on March 3, 2019. Dexter White, Chair of the NMC Strategic Partnership Committee, and David Schill, Chair of the Business Development Committee, gave overviews of their Committees' goals and efforts.



NMC Executive Director sat on State-Based Industry Clusters Panel at Navy FST Forum at UMass Lowell

UMass Lowell hosted the Department of the Navy Forum for SBIR/STTR Transition (FST) at UMass Lowell on April 8-11, 2019. During the Partnership Summit, Ali Halvordson, the NMC Executive Director, participated in a State-Based Industry Clusters panel. The Navy FST event brought small businesses together with Navy program sponsors and other resources to provide tools and guidance to successfully bid, win and commercialize SBIR developed technology.

NMC Meeting Held at the Connecticut Center for Advanced Technology (CCAT)



The Naval and Maritime Consortium held a meeting at CCAT's Advanced Manufacturing Center (AMC) in East Hartford on April 29, 2019. CCAT's AMC is a development and training center that maximizes the manufacturing sector's productivity (helping make parts faster, better and cheaper) by focusing on processes, technology introduction and education. Applied skills include metal and plastic additive, precision machining, composites, advanced design and scanning inspection. Contact Natalie Real (nreal@ccat.us) if you are interested in partnering with CCAT on a project.

NMC and NMC Member, LBI, Hosted STEMFems Workshop

The Connecticut Women's Hall of Fame sponsored STEMFems, a series of workshops to spark middle school girls' interest in STEM careers. The NMC and NMC member company, LBI, hosted *Buoyancy, It Floats Your Boat!* Will a clementine with its rind intact sink or float? Will a peeled clementine sink or float? Try it! The event was held at the BioCT Innovation Commons on May 8, 2019.



NMC Sponsored Leading the Way, a General Dynamics Procurement Event

The Southeastern CT Enterprise Region (seCTer) hosted *Leading the Way*, a General Dynamics Procurement event held at the Mystic Marriott on May 9, 2019. The event connected General Dynamics business units, including Electric Boat, with prospective suppliers. The sold out event was a great opportunity for supply chain businesses to engage directly with procurement agents. The NMC sponsored the event and gave a presentation on the Consortium.

Upcoming NMC Meetings:

Please join us, and invite others who may be interested!

Naval and Maritime Consortium Meeting

Featuring:

StoryMatters and Electric Boat

Wednesday, August 21st

4:00p - 6:00p

BioCT Innovation Commons

93 Shennecossett Rd., Groton, CT 06340

Join the Naval and Maritime Consortium for a *Storytelling Basics for Business* workshop, hosted by **StoryMatters, LLC**, and networking with colleagues.

Electric Boat will be joining us on August 21st to present subcontracting opportunities. Additional details to follow.

Storytelling Basics for Business

Is the story you tell potential new clients about what your company does, deceptively simple? Or is it very complex?

Either way, how do you tell *a new* client what you do in a way that **sticks** and makes your company **stand out** from your competitors? And how do you get across how *you are the company* to solve their problem because you have done it before in a way that is compelling?

Master Storytelling Coach, Bridget K. Brown of StoryMatters, LLC, will take you through a workshop that uses your product, and the achievements of your company to tell the story of what you do and how what you do solves the problem of new customers. At the end of the hour you will be able to tell your story in a compelling manner that sticks, so that when you are face to face within a business development session, you can apply your storytelling prowess to get the new customer to say "yes"!

Please bring 2 examples of successes with past clients, what you did how that solved a problem for them. (Company names not necessary).

NMC Members

ACMT
AMK Welding
Aquabotix
Atlantic Diving and Welding Co.
Boat Works of South Windsor
Chas G. Allen
Clear Carbon & Components
Collins & Jewell Company
Comtran
CCAT
Cursor
CTO Controlled Interfaces
CT District Export Council
D.W. Clark
Decision Options
Design Automation Associates
Diversified Metals
Eagle Electric Engineering Enterprise
EnviroVantage
EOCS
Fuss & O'Neill
General Network Business Consulting
Gibson Capital
Godman Power Group
Hillery Company
Hitachi Cable America
Hull Forest Products
Joining Technologies
LBI
McGill Hose & Coupling
MIDE
Milone & MacBroom

Mistras Group
Mohawk Northeast
New England Metal Finishing, Inc.
New England Seafood Distributors
Noank Electric
Noelle Simpson Slifka Law
North American Metal Services
O&G Industries
Ocean Surveys, Inc.
OR&L Construction
Paradigm Precision
Pat Munger Construction
Precision Combustion
Presco Engineering
PVI Systems
RDSI
Rhoads Industries
Robinson & Cole
Shipman & Goodwin
Sonalysts
StoryMatters
Straton Industries
Tectonic Technologies
Thayer Mahan
Tipping Point Resources Group
Treadwell Corp.
The United Tool and Die Company
The Vince Group
Voice Glance
Yarde Metals
Ward Leonard

If you have not yet done so, please fill out and submit the New Member Survey found on the **NMC Member Online Portal**.

41.3557° N
TR
72.0995° W
THAMES RIVER

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