



# MITEC to Launch Industry Needs-Analysis Survey

By Caroline Chetelat,  
ABYC Marketing and Communications Director

The Marine Industry Technical Education Council (MITEC) is now on its way to conducting an industry-wide needs analysis that will reveal what the true industry situation is in terms of training requirements, as well as work force sector needs. MITEC initially looked to have such a project conducted by an outside research or educational organization, but the costs proved prohibitive, ranging anywhere from \$50,000 to \$90,000. Although this expense currently is out of reach for MITEC's budget, MITEC members felt very strongly that our industry could not go on without the project and decided to conduct a survey on their own.

To start the survey-development process, MITEC division directors Ed Sherman of the Professional Development Division



© Jojojojo | Dreamstime.com

and Ed Lofgren of the Workforce Development Division analyzed a variety of survey formats. They solicited input from MITEC members and then developed a questionnaire that would allow MITEC to gather data that represent the needs of both the manufacturing and service sectors nationally.

Steve Kitchin, MITEC chair and vice president of corporate education and training at the New England Institute of Technology, explained that “having industry work force needs data is a necessity for any sort of grant application. The very first thing that funders want to see – whether you are applying for work force development funds, economic development funds or any other grant source – is a viable need supported by empirical data. The information collected through this survey will show us what the marine industry's true needs are and provide us with this valuable information.”

Sherman added, “Educational institutions or people looking to develop marine training programs will also benefit from this information. For example, if a school wants to develop a marine training program or curriculum, it must be able to show that there is an industry need for a program in that particular geographic area. Because this survey will be distributed nationally, we are hoping to be able to analyze the answers from both a national and regional perspective.”

Lofgren also stated, “It's important to realize that this survey is not just for MITEC but for the entire industry. Many marine trade organizations that would like to apply for funding can't afford to collect regional data on their own. Once we analyze the data and are able to develop a comprehensive work force report, our hope is that this document will be made available for any and all to use to obtain work force funds that will grow our industry.”

MITEC plans to make this an electronic survey and will distribute it to marine-industry employers in the United States and Canada. We will be asking for assistance from other industry associations to achieve the broadest reach possible. The survey also will be posted on the MITEC Web site, [www.boatingcareerinfo.org](http://www.boatingcareerinfo.org).

The council asks that you keep an eye out for the survey and please take a moment to fill it out! You may also contact Sherman at [esherman@abycinc.org](mailto:esherman@abycinc.org) or Lofgren at [erl@3amarine.com](mailto:erl@3amarine.com) with any questions.

the Reference Point  
EDUCATION

**CON-O-LIFT** by **KROPT MARINE**

*"Delivering superior performance and boat handling efficiency through innovative design and an uncompromising commitment to quality"*

SP-10 • Self-Propelled Yard Trailer

**Marine Hydraulic Trailers for Power and Sail**

- Highway Models - Capacities from 6,000 to 60,000 lbs
- Yard & Self-Propelled Models - from 6,000 to 250,000 lbs.
- Expanding width frame to accommodate wide-beam boats
- Independent hydraulic frame-lift for adjustable ride height and maximum versatility

Con-o-lift by Kropf Marine  
1 Quebec Drive, RR#2  
Parry Sound, ON  
P2A 2W8

Tel: 888-480-3777  
Fax: 705-378-5068  
E-mail: [sales@con-o-lift.com](mailto:sales@con-o-lift.com)  
Web: [www.con-o-lift.com](http://www.con-o-lift.com)