

Homer Marine Trades Association Annual Meeting
MINUTES
September 29, 2021
Salmon Sisters

Call to order: The meeting was called to order by Vice President, Aaron Fleenor at 6:15 p.m.

Officers Present: Aaron Fleenor, Cinda Martin, Jen Hakala, Bruce Friend, Eric Engebretsen, Matt Alward, Kate Mitchell and Joshua Hankin-Foley. Mark Zeiset was excused.

Introduction of 2020/2021 Board of Directors

President, Mark Zeiset – South Central Radar VP, Aaron Fleenor – No. Enterprises Boat Yard Treasurer, Jennifer Hakala - NOMAR Secretary, Cinda Martin – AMRAKN Enterprises, LLC	Director, Eric Engebretsen – Bay Welding Director, Kate Mitchell – Hooligan Holdings, LLC Director, Matt Alward – Just Knots, LLC Director, Joshua Hankin-Foley – Vision Subsea, LLC Director, Bruce Friend – Skyline Sales, Inc.
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Approve Minutes of the previous Annual Meeting dated September 25, 2020 – Motion by Matt Alward to approve the minutes of the 2020 Annual Meeting, 2nd and carried.

Year End Financial Report – presented by Treasurer, Jen Hakala; copies of the YE Balance Sheet, P&L and A/R Aging report are attached for the record. All payables have been paid including Fish Expo booth space payment, membership renewal invoices have gone out, payments are coming in. We are celebrating our 10 year Anniversary! Last year we increased our dues to \$150 with \$25 of each membership going to support our workforce development endeavors, we now have \$1,875 to benefit our scholarships and training support. Last year we received \$5,000 from the Kachemak City CARES Act funds that we used to support scholarships. Jen also reported on new members Jermain & Duggan Law Office, George Hall, Dynamic Composite Solutions and Salmon Sisters Holdings – welcome!

Reports/Old Business:

- Advertising –
 - In Print – Kate Mitchell reported that we published the tidebook and brochures this past year, the 2021/22 Tidebook is underway with few changes and brochures will be updated with all of the new members; HMTA also ran a full-page ad in Pacific Fishing this past year which will continue into the coming year, this year’s ad was paid with Economic Development budget funds from the City of Homer
 - Radio – Anchorage marketing radio ads played for the group that played this spring and summer; Homer Harbormaster, Bryan Hawkins reported that his ad promoting the harbor expansion generated a great deal of interest and was a good value
 - Website – Josh Hankin-Foley demonstrated the proposed new website; we chose to hire Grady Avant of Good Works to build a new website on a platform that had the versatility necessary to handle membership applications/payments as well as the promotion of our members and their needs. Josh reported that the base platform (a work in progress) is expected to go live by the end of the week.
- Trade Shows –
 - Pacific Marine Fish Expo – November 18-20, 2021 (at this point) guidelines indicate either a 72-hour negative COVID test or proof of vaccine. Our banner production needs to be complete by November 1st, we are looking for new photos and advertisers.
 - Anchorage Boat Show – February 18-20, 2022 at the Dena’ina Center Eric Engebretsen reported that at this point the show is scheduled and our regular space is reserved (50’x60’ area). Bay Weld will

take up roughly 1/3 of the space for two boats to showcase. We'll be looking for member businesses to join us. COVID restrictions have not been part of the conversation at this point.

- Workforce Development – Jesus Trejo, Marine Tech Coordinator at KPC reported that the college is open for business, classes are scheduled for the fall on a limited basis due to COVID. The AB course will be online this year in connection with a company in San Diego that was able to match our price of \$500 for the 8-week course. The exams will be proctored in Homer at the college. He also reported that they are partnering with AVTEC on some of their courses and will offer a Master 100 Ton course in person in November. With regard to a shop learning facility, the college is going after some grant and government funds.
- Scholarship – Cinda Martin reported that HMTA has awarded \$7,000 to date in spring scholarships since 2015 and \$14,268 awarded among 88 KPC participants between 2016-2021, totaling over \$21,000 since 2015. This past year HMTA had \$9,000 available for distribution, including the \$5,000 K-City CARES Act grant, \$5,441 was awarded among 9 participants; 4 100-Ton and 1 AB PSC certifications were earned. Funds remaining for roll over to 2021/22 \$1,559. There is also \$1,800 available through our membership fees to not only support scholarships but also training supplies and equipment.

New Business:

- Nominations for Directors – per ballot:
Mark Zeiset – South Central Radar
Aaron Fleenor – Northern Enterprises Boat Yard
Jennifer Hakala - NOMAR
Cinda Martin – First National Bank Alaska
Eric Engebretsen – Bay Welding Services
Matt Alward – Just Knots, LLC
Joshua Hankin-Foley – Vision Subsea, LLC
Bruce Friend – Skyline Sales, Inc.
Kate Mitchell – Hooligan Holdings, LLC
Write In- Claire Neaton – Salmon Sisters, LLC

It was the consensus of the membership to elect all nominated to the 2021-22 Board of Directors and increase the board to 10 in accordance with the Bylaws of the Association.

Aaron Fleenor has volunteered to be President, Eric Engebretsen as Vice President, Jen Hakala will remain as Treasurer and Cinda Martin will remain as Secretary.

Guest Speakers:

- Aaron Fleenor – Northern Enterprises to date he has pulled 13 large vessels with the new lift and a few more are scheduled including the 105' Qualifier; they are seeing an increase in fleets from all over Alaska. In addition to the new dock, they did extensive work to the lot, brought in 117,000 yards of gravel, laid new Typar and Geogrid. The new dock has significantly closed the window on days where the tides are not large enough to pull boats.

Adjourn – There being no further business to come before the membership, the Annual Meeting was adjourned at 8:00 p.m.

Respectfully submitted,

Cinda Martin, HMTA Secretary