



*Final Report*

# **The Marine Trades in Rhode Island: A Skills Gap Analysis**

**For: The Rhode Island Marine Trades Association  
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# I. Executive Summary

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## Quick Facts about Rhode Island's Marine Industry

The Rhode Island Marine Industry:

- includes over 2,300 businesses;
- accounts for \$1.6 billion in sales;
- provides 6,600 jobs; and,
- pays \$260 million in income to Rhode Island workers.



Source: New England Boatworks  
[www.neboatworks.com](http://www.neboatworks.com)

A survey of industry participants indicates that:

- there are now 450 vacancies in marine occupations in Rhode Island;
- growth plans call for an increase of nearly 600 jobs over the next four years; and
- three major expansion projects now on the drawing board are likely to create an additional 750 marine related jobs over the next several years.

Analysis of the demographics of the marine trades indicates that:

- the average age of workers in Rhode Island's marine trades is higher than the state average for all workers; and
- over 600 new employees will be needed to replace those likely to retire over the next decade.

**In sum, Rhode Island needs to train approximately 2,400 new workers over the next five to ten years to meet the current and anticipated future employment needs of the state's small and medium sized marine-related businesses.**

A survey<sup>1</sup> of the state's small and mid-sized marine related businesses conducted for this report provide evidence of both a supply shortage and a skills gap in the labor market:<sup>2</sup>

- The average vacancy rate within marine trade businesses is 10%;
- Only 24% of businesses feel that new job applicants are adequately or well prepared and 21% feel they are poorly prepared;
- Engine repair is the marine trade skill most in need today, followed by electronics, computers and woodworking;
- Teamwork and basic math skills are currently the greatest worker shortcomings cited by survey respondents, followed by punctuality and employees' sense of pride in their work;
- More than half of marine trade businesses offer or provide support for some form of employee training program; and
- The most commonly cited reason why marine trade companies do not offer training is that they are not aware of the program(s) that are available.

<sup>1</sup> The survey was conducted by the Rhode Island Marine Trades Association (RIMTA). It is a member-based organization representing all aspects of the marine industry. It is dedicated to the growth in recreational boating and the creation of marine-related jobs in an environmentally friendly, safe and responsible way.

<sup>2</sup> The survey did not attempt to gather responses from the state's largest ship builders – Electric Boat and Raytheon.

## Summary of Report

The marine trades in Rhode Island derive from boatbuilding and boating-related businesses. These include boat-related design shops, fiberglass and plastic fabrication, woodworking, sails/canvas and metalworking manufacturers, magazines and publishing businesses, yacht brokerage houses, chartering, rigging, engine repair, marina, moorage and docking services, marine-related retail businesses and yacht and sailing instruction and support services including a large community of professional sailors. In short, the marine trades include all the skills involved in building, repairing, selling, servicing, transporting and using sail and power boats.



Source: New England Boatworks  
[www.neboatworks.com](http://www.neboatworks.com)

In Rhode Island there are approximately 2,300 marine-trade related businesses. They account for over \$1.6 billion in sales and provide over 6,600 jobs paying nearly \$260 million in wages. These marine related businesses account for over 7% of all private employers in Rhode Island, and the jobs and wages they provide account for over 2% of Rhode Island's total employment and payroll. The average salary for these jobs amounts to \$39,400, well above the \$38,100 average pay for all industries in the state.

Excluding office and other general occupational skills required in all businesses, approximately 5,300 of the 6,600 jobs in Rhode Island's marine-related industries can be called marine-trade occupations. These include marine architects, drafters, project managers, construction-related occupations such as boat builders, painters, carpenters, plumbers and electricians and production-related skills such as welders, systems integrators, engine mechanics, laminators and metal workers.

Projections prepared by the Rhode Island Department of Labor and Training for marine-related businesses in the state call for growth of approximately 7% over the period 2004 to 2014. Focusing only on the smaller marine related businesses surveyed as part of this report, growth plans are even greater. Survey responses from these businesses indicate that there are approximately 450 unfilled job vacancies in the state's small and mid-sized marine trades businesses today and that these businesses plan to grow by an additional 550 to 600 jobs over the next four years.

In addition to the expansion planned by survey respondents, several large-scale marine-related projects may be developed over the next five years. One is the conversion to boat service capabilities of 23 acres of former Navy land located near the existing operations of Hinckley Yachts and New England Boatworks. This project should occur sometime in 2008. Another project is in Weaver Cove where property has been zoned to allow a 1,500-slip marina. The final project, which is still in the planning stage, would be the creation of a Mega-Yacht service center in North Kingstown. If these three projects come to fruition, they would create an additional demand for between 700 and 800 new workers over the

next five to six years.

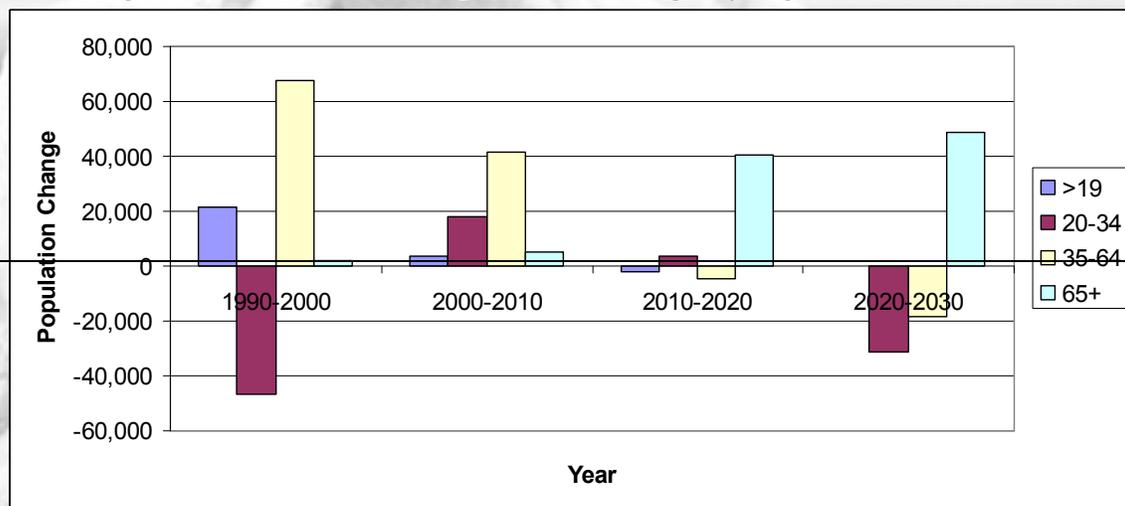
Finally, the average age of workers in Rhode Island’s marine trades is higher than the state average for all workers, and over 600 new employees will be needed to replace those likely to retire over the next decade.

In short, Rhode Island needs to produce approximately 2,400 individuals with marine trade skills—nearly 40% of its current labor force—to meet projected demand in the industry over the next five to ten years.

Rhode Island’s marine-related businesses face the additional challenge of filling this employment demand in an environment of generally slow growth in the labor force. While the state’s population increase between 2000 and 2010 will be composed predominately of people of traditional working age (in the 20 to 64 age cohorts), population growth in future years is expected to be composed predominantly of people age 65 and over. In fact, Census projections indicate that, after 2020, the number of people who make up the traditional labor pool, ages 20 to 64, will decline.<sup>3</sup>

In short, Rhode Island’s overall demographic trends indicate a general environment of growing demand pressure on the labor market. Thus, Rhode Island’s marine-related businesses will have to compete to fill its growing need for workers with marine-trades skills in an increasingly competitive labor market. Figure 1 illustrates this changing pattern of population growth.

**Figure 1 Rhode Island Population Change by Age Cohort, number**



Source: US Census, <http://www.census.gov/population/www/projections/statepyramid.html>.

To examine the nature of this potential skill shortage as it is perceived by marine-related businesses in Rhode Island, Planning Decisions, Inc. conducted a mail and web based

<sup>3</sup> It is interesting to note, in this regard, that the most recent Census population estimates indicated that Rhode Island’s population actually declined by approximately 4,000 between 2006 and 2007. <http://www.census.gov/popest/states/NST-ann-est.html>.

survey of a selection of businesses identified by the Rhode Island Marine Trades Association (RIMTA).

Surveys were mailed to 714 businesses. Useable responses were received from 136 businesses employing over 2,600 workers.<sup>4</sup>

The most obvious conclusion to be drawn from the survey is that Rhode Island's marine-trades businesses are experiencing a significant labor shortage today. Survey respondents reported an average vacancy rate of 10%, representing nearly 300 vacant positions. This ranged from a low of 2% for boat broker/dealers to a high of 17% for boat builders. The construction sub-sector (boatbuilding, boat repair, marinas and boat-related manufacturing) reported a significantly higher vacancy rate (13%) than the service sub-sector (boat brokers, retailers, wholesalers, charter operations) that reported a vacancy rate of 5%. This higher vacancy rate for the construction sub-sector is particularly important because that sub-sector also reported a significantly higher percentage of its current work force as being over the age of 55 (15% versus 11%).

Only 24% of respondents felt that new job applicants were adequately or well prepared. 47% felt that applicants were only partially prepared, and 21% felt that they were poorly prepared.

With respect to particular skills, respondents rated engine repair as the most serious shortage followed by electronics, computers and woodworking. The most striking fact about skill deficiencies, however, is the difference between small and large businesses. In each of the subject areas except two (Computer and Sales/Marketing) large businesses said skill deficiencies were a greater problem than did small businesses.

With respect to worker traits, respondents rated "teamwork" and "basic math" as the greatest problems, followed by "punctuality" and "pride in work." It is interesting to note that the "boat service/repair" sector indicated generally less significant problems with worker traits than did either the "boatbuilding" or "marina" sectors. Looking at these responses from the perspective of business size sheds further light on the issue of worker traits. By and large, the service sub-sector, particularly the larger businesses in that group suffers a greater problem with leadership, communication, basic math, initiative and problem solving.

Slightly more than half of all respondents (56%) offered some sort of training program. On the job training is, by a large margin, the predominant form of training, accounting for 38% of all responses. Other forms of training are relatively evenly distributed, running from 18% for vendor or manufacturer offered training to 13% for time off to attend classes. The most striking difference among the sectors with respect to training is the extremely high (70%) frequency of on the job training for the boatbuilding sector, far above any other sector. It is also notable that vendor/manufacturer classes are a much more common form

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<sup>4</sup> For a complete list of questions and responses, see Appendix B below. For a list of businesses that received surveys, see Appendix C. For a more detailed analysis of survey results, see pages 15 to 25 below.

of training for the service sub-sector, probably reflecting the need to know specific brands from specific manufacturers.

The most striking finding from the question about why companies don't offer training is that "not aware of any training program" is the most frequent response and represents nearly one-third of all responses. This lack of awareness is equally true for both the construction and service sub-sectors and is especially true for smaller businesses. Awareness of training programs falls markedly with size of business, from 18 of 29 larger businesses to 71 of 88 medium sized businesses to only 2 of 52 small businesses.

For those who are aware of training programs, the predominant reason for failing to use them is cost not quality or effectiveness. By far the least frequent reason for not using training programs was "don't believe the programs work." Together these responses indicate that marketing the training programs so that businesses know about them is a larger problem than the nature of the programs themselves.

Overall, the central finding of the survey is that there is indeed a skill shortage within Rhode Island's marine trades and that it is likely to grow worse over the near future, as a result of both expected growth in the industry and the need to replace a growing number of retirees. A second finding of the survey is that many marine-related businesses are not aware of training programs. A third finding, not reported in survey results but evident from an analysis of occupational projections is that to fill its skill shortages, Rhode Island's marine-related businesses will increasingly have to look to and compete with other industries such as the construction trades and other manufacturing sectors. The marine trades cannot continue to rely predominantly on workers with some prior connection to the marine industry. It must market itself as an attractive career with good pay and challenging work.



## II. Introduction: Purpose & Methodology

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This project was organized and overseen by the Rhode Island Marine Trades Association (RIMTA) and prepared by Planning Decisions of South Portland, Maine.

Founded in 1964, the Rhode Island Marine Trades Association represents all aspects of the marine industry. RIMTA's member companies and organizations are dedicated to the growth in recreational boating and the creation of jobs within the industry in an environmentally friendly, safe and responsible way.

The purpose of this report is to answer two questions:

1. What exactly is the Marine Trades Industry in Rhode Island? What industrial sectors does it include? How many people does it employ? How large is it in relation to the entire Rhode Island economy?
2. Does this industry face a shortage of skilled workers that does or could inhibit its potential growth?

The report addresses each question in turn.

### *1. What is Rhode Island's Marine Trades Industry?*

Defining Rhode Island's marine trades industry is a two-step process. First, it requires a definition of the industry's products. What goods and services may be defined as marine related? The report addresses this question by examining a variety of studies of the marine trades, by assembling and analyzing employment data from the U.S. and Rhode Island Departments of Labor and by assembling, analyzing and refining a list of businesses assembled by the Rhode Island Marine Trades Association (RIMTA). This list represents both RIMTA's membership and the judgment of its Skills Gap Working Committee of what constitutes a "marine trades" business.

The second step in the process of defining marine trades is to identify those particular skills within marine trades related businesses that are particularly marine-related. The report addresses this question by assembling and analyzing data from the U.S. and Rhode Island Departments of Labor on the occupational structure of both those industries defined as marine-related and those that are not marine-related but involve skills comparable to those required in marine-related businesses.

## *2. Does Rhode Island's Marine Trades Industry Face a Skills Gap?*

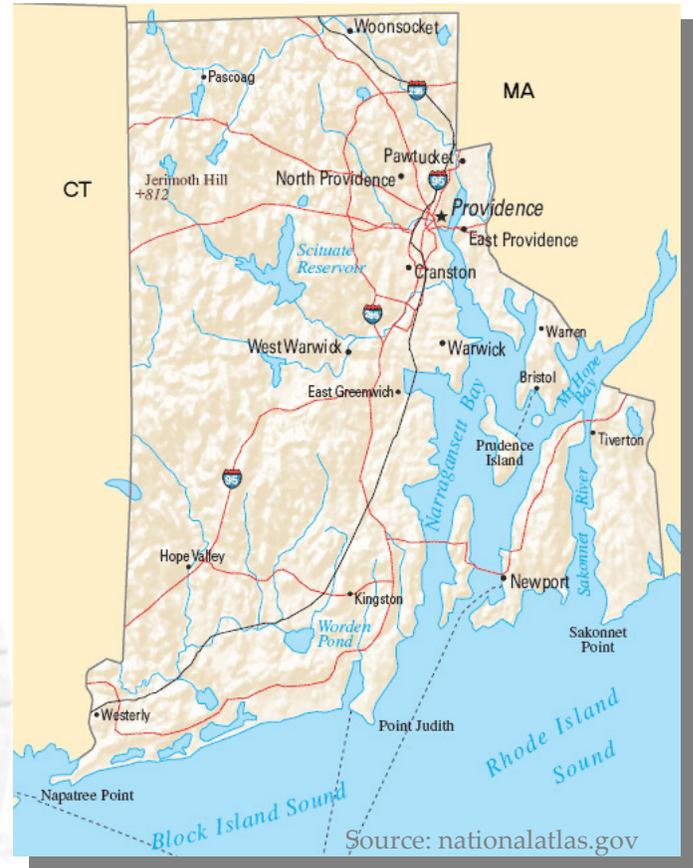
Having defined the products and the occupations that constitute the marine trades industry in Rhode Island, the report then examines the projected future demand for these products and occupations and compares them with the likely future supply of workers available to fill that demand. It makes these comparisons in three ways:

- a. by examining the industry and occupational projections prepared by the U.S. and Rhode Island Departments of Labor;
- b. by analyzing the results of a survey given to a wide selection of Rhode Island marine trade businesses; and
- c. by interpreting the comments of a selection of Rhode Island marine trade business owner/managers interviewed by phone as part of this project.



### III. What is the Marine Trades Industry in Rhode Island?

One look at a map or aerial photo of Rhode Island demonstrates the pervasive influence of the sea—miles of coastline, the deep inlets and scattered islands of Narragansett Bay, the dense network of houses and businesses and roads spoking out from the intersection of land and river and sea at Providence. Simple visual observation confirms the overwhelming importance of maritime activities on the state. While the marine trades are just as important to Rhode Island’s economy as is the sea to its geography, no such equivalently obvious measure of influence exists. Economic measure is based, largely, on category of product or service, and the sea is neither. It is, rather, a crucial input to all manner of products and services in Rhode Island’s economy—from boatbuilding to tourism to education and research. Measuring its economic influence is more difficult than taking an aerial photo. It requires careful analysis of the market demand behind the full range of goods and services produced in the state. The purpose of this report is to begin that task by undertaking three activities:



1. defining the marine trades industry in Rhode Island;
2. measuring its magnitude; and
3. explaining the nature of its influence throughout the state’s economy.

The agencies responsible for measuring the economy—the US Departments of Labor and Commerce for the most part—define an industry by its primary product or service. These are defined by the North American Industry Classification System (NAICS).<sup>5</sup> Each business, as part of its tax filing selects a code (NAICS Code) that best describes what it does. The problem with this system is that marine trades cut across a wide variety of products and services. Boatbuilding (NAICS Code 336612) clearly involves a marine related product. Canvas & related products (NAICS Code 314912), on the other hand, contains products that clearly are marine related—sails—and others that are not—tents. The major problem in attempting to define and measure the marine trades, therefore, is

<sup>5</sup> See <http://www.census.gov/epcd/www/naics.html> for an explanation of the NAICS system.

selecting which NAICS Codes to include and deciding how many businesses (or even parts of a single business) within each code are truly marine related.

Some studies of marine trades define the industry very broadly, including fishing, tourism, the manufacture of instruments and even real estate.<sup>6</sup> For the purposes of this study, however, we will take a somewhat more narrow approach. Following the example of The Rhode Island Economic Monitoring Collaborative we will define the marine trades industry as<sup>7</sup>:

“...boatbuilding and boating-related businesses including but not limited to related design, fiberglass and plastics, woodworking, metalworking, magazines/publishing, brokerage, chartering, rigging, engine repair, moorage/docking, sails/canvas, marine retail, and yacht/sailing activities (including the large community of professional sailors resident in the state).”<sup>8</sup>

### ***Rhode Island's Marine Trades by Industry: The Goods and Services Provided***

This definition takes building, repairing, selling, servicing and using ships and boats as the core of the marine trades industry. Virtually all activities within these NAICS sectors involve marine trades. This definition also includes portions of businesses supplying or serving these direct marine industries. These include both physical supplies like wood, metal and canvas and services like design, engineering, diesel repair, instruction and promotion. The full list with NAICS Codes includes:

#### **1. Ship & Boatbuilding, Repair, Storage (manufacture, repair and marinas)**



Source: Jamestown Boatyard  
[www.jby.com/projects/galadriel.html](http://www.jby.com/projects/galadriel.html)

- a. Shipbuilding & repair (NAICS 336611): Establishments primarily engaged in operating a shipyard. Shipyards are fixed facilities with drydocks and fabrication equipment capable of building a ship, defined as watercraft typically suitable or intended for other than personal or recreational use. Activities of shipyards include the construction of ships, their repair, conversion and alteration, the production of prefabricated ship and barge sections, and specialized services, such as ship scaling.

<sup>6</sup> See, for example, Clyde Barrow, Rebecca Loveland, David Terkla The Marine Science and Technology Industry in New England University of Massachusetts, Donahue Institute, May 2005, p. 21-22.

<sup>7</sup> Rhode Island's definition of the Marine Industry does not include large commercial companies such as Electric Boat, Senesco, etc. (as compared to other States). Thusly, these firms were not included in the survey universe displayed in Appendix C.

<sup>8</sup> Rhode Island Economic Monitoring Collaborative, RFP for Study of Marine Trades, June 1, 2007.

- b. Boat building (NAICS 336612): Boats are defined as watercraft not built in shipyards and typically of the type suitable or intended for personal use.
- c. Boat repair (NAICS 811490): Repair and maintenance services without retailing new boats (NOTE: this code includes types of repair services)
- d. Marinas (NAICS 713930): This industry comprises establishments, commonly known as marinas, engaged in operating docking and/or storage facilities for pleasure craft owners, with or without one or more related activities, such as retailing fuel and marine supplies.

**2. Boat Dealers (NAICS 441222) Establishments primarily engaged in:**

- a. retailing new and/or used boats or retailing new boats in combination with activities, such as repair services and selling replacement parts and accessories; and/or
- b. retailing new and/or used outboard motors, boat trailers, marine supplies, parts, and accessories, including boat/yacht sales and brokerage.



Source: Point Jude Boats  
www.pointjudeboats.com

**3. Material Supplies for Boatbuilding & Repair (NOTE: these are industries that produce for markets other than the marine trades; the challenge is to estimate how much goes to the marine trades in Rhode Island):**



Source: Clear Carbon & Components  
www.clearcarbon.com

- a. Fiberglass & resin products (NAICS 325211);
- b. Paint, coating, & adhesive products (NAICS 3255);
- c. Other Plastic products (NAICS 326199);
- d. Other Rubber products (NAICS 326299);
- e. Wood products:
  - i. (NAICS 3211) sawmills;
  - ii. (NAICS 3212) engineered wood product;
  - iii. (NAICS 32191) millwork;
  - iv. (NAICS 321999) Masts/spars;
- f. Metal products:
  - v. (NAICS 332323) Architectural and Structural Metals Manufacturing;

- vi. (NAICS 3327) Machine shops, turned product, & screw, nut, & bolt mfg.;
- vii. (NAICS 3328) Coating, engraving, heat treating, & allied activities
- viii. (NAICS 3329) Other fabricated metal product mfg.;
- ix. (NAICS 3336) Engine, turbine, & power transmission equipment mfg.;
- x. (NAICS 333923) Overhead Traveling Crane, Hoist, and Monorail System Manufacturing;
- g. Sails & canvas products (NAICS 314912) Canvas & related products;
- h. Rope, cordage, & twine products (NAICS 31499).

#### 4. Services Supplying Boatbuilding & Repair

- a. Design/naval architecture, engineering services:
  - i. (NAICS 54131 architectural services);
  - ii. (NAICS 54133 engineering services);
- b. Engine maintenance (NAICS 8111 automotive repair);
- c. Systems integration: electronics, plumbing, HVAC (NAICS 8112 Electronic & precision equipment repair & maintenance);
- d. Marine supplies (NAICS 4238602 Marine machinery, equipment & supplies merchant wholesalers);
- e. Diving services & salvage operations (NAICS 561990 All other support services);
- f. Port and harbor operation (NAICS 488310); and
- g. Boat transport services (NAICS 48422).



Source: Newport Shipyard  
[www.newportshipyard.com/dockage.asp](http://www.newportshipyard.com/dockage.asp)

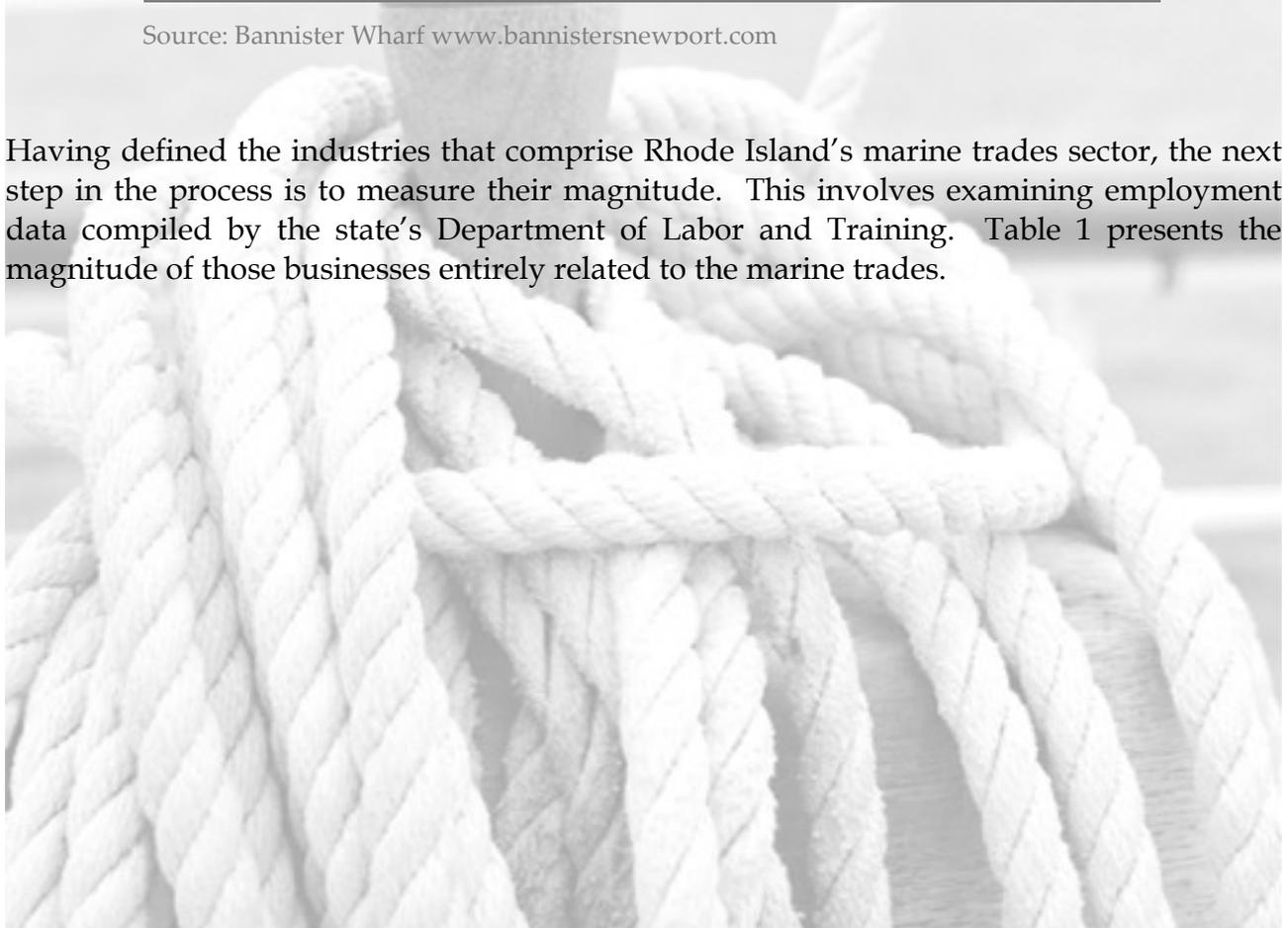
#### 5. Boating as an activity, especially sailing

- a. Chartering & boating clubs without marina & boat rental:
  - i. (NAICS 7139908 All other miscellaneous amusement & recreation services);
  - ii. (NAICS 487210 Scenic and Sightseeing Transportation, Water);
  - iii. Boat rental (NAICS 532292);
- b. Boating & Marine Related Instruction:
  - i. (NAICS 61162, Sports & recreation instruction);
  - ii. (NAICS 611519, Marine instructional schools);
- c. Magazines/publishing (NAICS 51112 Periodical publishers); and,
- d. Business associations (NAICS 81391 Business associations).



Source: Bannister Wharf [www.bannistersnewport.com](http://www.bannistersnewport.com)

Having defined the industries that comprise Rhode Island’s marine trades sector, the next step in the process is to measure their magnitude. This involves examining employment data compiled by the state’s Department of Labor and Training. Table 1 presents the magnitude of those businesses entirely related to the marine trades.



**Table 1 Rhode Island's Core Marine Trades Businesses, 2006**

NAICS Code	Industry Sector	Number of Businesses	Estimated Sales	Employees	Payroll
	<b>1. Core Marine Trades Industries</b>	<b>528</b>	<b>\$1,065,108,655</b>	<b>6,116</b>	<b>\$239,835,010</b>
336611	Ship building and repairing	8	\$383,297,868	2,200	\$108,322,000
336612	Boat building	40	\$181,817,211	1,130	\$44,930,000
811490	Boat repair	72	\$27,285,309	256	\$8,352,601
713930	Marinas	67	\$76,779,656	604	\$19,754,613
441222	Boat dealers	59	\$148,889,090	422	\$16,140,377
4238602	Marine machinery, equipment, and supplies merchant wholesalers	7	\$6,029,994	14	\$736,695
423910	Sporting and recreational goods and supplies merchant wholesalers	26	\$136,649,767	247	\$11,440,196
48833	Navigational services to shipping and salvage	11	\$11,450,805	57	\$2,999,627
48839	Other support activities for water transportation	5	\$7,833,704	51	\$2,226,894
532292	Boat rental	16	\$1,840,225	11	\$445,703
7139908	Chartering & boating clubs without marina	67	\$32,660,858	527	\$10,500,499
487210	Scenic and sightseeing transportation, water	46	\$15,169,782	178	\$3,616,382
611519	Marine instructional schools	17	\$15,140,900	143	\$5,233,412
61162	Sports & recreation instruction	87	\$20,263,487	276	\$5,136,011

Sources: Rhode Island Department of Labor & Training. Sales are estimated using payroll to sales ratios obtained from the 2002 Economic Census, <http://www.census.gov/econ/census02/data/ri/RI000.HTM>.

In short, there are over 500 businesses in the industries directly related to marine trades in Rhode Island. They employ over 6,000 people, provide a payroll of nearly \$240 million and account for business sales in excess of \$1 billion.

In addition to these “direct” marine trades businesses, however, there are other businesses in sectors clearly important to Rhode Island’s marine trades businesses. As noted above, the challenge for the purposes of this report is to estimate what proportion of these businesses are marine related. To make these estimates, we examined the major purchases of Rhode Island’s “direct” marine trades businesses as reported in the IMPLAN economic model for Rhode Island.<sup>9</sup> We compared the purchases this model attributed to the state’s “direct” marine trades industries to the total state employment in the “indirect” marine trades industries to estimate a share that derives from the “direct” marine trades industries. Tables 2 and 3 present the results of this analysis.

<sup>9</sup> IMPLAN (IMPact analysis for PLANing) is a computer input-output modeling program. It contains mathematical replications of the technological relationships and purchasing patterns that occur among sectors of the Rhode Island economy. IMPLAN uses 509 sectors benchmarked to actual Rhode Island employment in 2004.

**Table 2 Rhode Island's Indirect Marine Trades Businesses, 2006**

NAICS Code	Industry Sector	Number of Businesses	Estimated % Marine Related	Estimated Sales	Estimated Employees	Estimated Payroll
<b>A. Material Suppliers to Marine Trades</b>		<b>347</b>	<b>N.A.</b>	<b>\$43,014,211</b>	<b>310</b>	<b>\$10,414,944</b>
31499	All other textile product mills (canvas & rope)	12	5%	\$1,429,223	13	\$408,750
325211	Fiberglass & resin products	13	5%	\$1,243,100	6	\$273,700
3255	Paint, coating, & adhesive products	10	5%	\$1,717,450	9	\$496,300
326199	Other Plastic products, Boats, inflatable plastics	38	5%	\$7,145,130	58	\$2,068,250
321999	All other miscellaneous wood product mfg, Masts/spars	8	10%	\$1,489,723	9	\$375,600
3323	Fabricated structural metal manufacturing, Boat sections, prefabricated	52	5%	\$6,581,257	33	\$1,328,550
332510	Hardware manufacturing	6	5%	\$920,550	7	\$236,750
3327	Machine shops, turned product, & screw, nut, & bolt	98	5%	\$8,520,228	75	\$2,866,250
3328	Coating, engraving, heat treating	88	5%	\$7,857,300	74	\$2,359,950
332999	Other fabricated metal product	22	5%	\$6,110,250	27	\$844
<b>B. Service Providers to Marine Trades</b>		<b>1,124</b>	<b>N.A.</b>	<b>\$16,612,897</b>	<b>222</b>	<b>\$6,043,770</b>
4842204	Specialized trucking without storage, local (boat transport)	115	20%	\$4,076,600	42	\$1,545,800
51112	Periodical Publishing	35	1%	\$461,990	3	\$116,590
54131	Architectural & Design Services	84	10%	\$5,403,200	41	\$1,971,900
54149	Other Specialized Design Services	9	10%	\$229,346	16	\$83,700
541330	Engineering services	220	1%	\$2,945,250	23	\$1,215,350
561990	All Other Support Services (diving & salvage)	86	1%	\$270,914	3	\$79,630
81111	Automotive mechanical and electrical repair	418	5%	\$742,060	74	\$205,950
8112	Electronic & precision equipment repair & maintenance	87	1%	\$359,877	2	\$116,600
81391	Business Associations	70	5%	\$2,123,660	18	\$708,250
<b>Total Indirect Businesses</b>		<b>1,741</b>	<b>N.A.</b>	<b>\$59,627,108</b>	<b>532</b>	<b>\$16,458,714</b>

Sources: Rhode Island Department of Labor & Training. Sales are estimated using payroll to sales ratios obtained from the 2002 Economic Census, <http://www.census.gov/econ/census02/data/ri/RI000.HTM>.

In 2006, Rhode Island had approximately 1,700 businesses at least some of whose sales could be attributed to the state's "direct" marine trades industries. Exactly how much was attributable to marine trades is impossible to determine from employment data reported by the Rhode Island Department of Labor and Training. Using the inter-industry purchasing patterns included in the IMPLAN economic model for Rhode Island, Planning Decisions estimated these percentages. This analysis leads us to estimate that another \$60 million in Rhode Island business sales can be linked to the state's marine trades businesses. These

sales, in turn support another 530 jobs providing an income of approximately \$16.5 million.<sup>10</sup>

Adding the direct and estimated indirect sales indicates that the marine trades account for over \$1.6 billion in sales for approximately 2,300 Rhode Island businesses. These businesses provide over 6,600 jobs paying nearly \$260 million in wages. These marine related businesses represent over 7% of all private employers in Rhode Island, and the employment and wages attributable to marine trades amounts to over 2% of total state employment and total state wages. Finally, the average salary for all these jobs amounted to \$39,400. This was 3.4% above the state average pay for all industries of \$38,100.

### *Rhode Island's Marine Trades by Occupation: The Skills Required*

As noted in the introduction above, not all of the 6,600 jobs estimated to be dependent on Rhode Island's marine trades related goods and services involve marine-related skills. While a bookkeeper, or sales clerk or human resources manager working for a boat builder or marina may be able to do his or her job better by understanding the marine-related nature of the business, the job is not essentially dependent on marine-related skills. Understanding accounting or sales or health insurance forms are not, for purposes of this study, marine trade skills. The next step in the process of measuring the magnitude of the marine trades industry in Rhode Island, therefore, is to identify the specific nature of marine related skills and to estimate how many of the 6,600 people employed in Rhode Island's marine trades industries have (or should have) these skills.



Source: Nicholson Marine  
[www.nicholsonmarine.com](http://www.nicholsonmarine.com)

To make this estimate, Planning Decisions went first to the U.S. Department of Labor Industry Specific Occupational Employment and Wage Estimates for NAICS Code 336600, Ship and Boat Building.<sup>11</sup>

Table 3 shows the distribution of total employment in the Ship and Boat Building industries by occupational category for the U.S. as a whole and the occupational demand this implies for Rhode Island.

<sup>10</sup> It should be noted here that these so-called "indirect" marine trade sales may be much larger if the state in fact imports a disproportionate amount of its non-marine related supplies and services from outside Rhode Island. Short of an actual survey of the sales of these businesses, this percentage cannot be determined from published data.

<sup>11</sup> [http://www.bls.gov/oes/current/naics4\\_336600.htm#b00-0000](http://www.bls.gov/oes/current/naics4_336600.htm#b00-0000).

**Table 3 Distribution of Employment by Occupational Category,  
Ship & Boat Building, U.S. 2006 and Implied Rhode Island Demand**

Occupation Title	Percent of Total	Implied Demand
Management Occupations	3.5%	231
General & Operations Managers	0.8%	53
Industrial Production Managers	0.5%	33
Engineering Managers	0.7%	46
Business and Financial Operations Occupations	2.7%	178
Computer and Mathematical Occupations	0.3%	20
Architecture and Engineering Occupations	8.5%	561
Marine Engineers & Naval Architects	0.4%	26
Mechanical Drafters	2.1%	139
Industrial Engineering Technicians	0.3%	20
Arts, Design, Entertainment, Sports, and Media Occupations	0.3%	20
Healthcare Practitioner and Technical Occupations	0.2%	13
Protective Service Occupations	0.5%	33
Building and Grounds Cleaning and Maintenance Occupations	0.6%	40
Sales and Related Occupations	0.8%	53
Office and Administrative Support Occupations	7.3%	482
Construction and Extraction Occupations	16.4%	1,082
Installation, Maintenance, and Repair Occupations	6.4%	422
Production Occupations	48.3%	3,188
Transportation and Material Moving Occupations	4.0%	264
All Occupations	100%	6,600
Implied Rhode Island Marine Trades Demand		5,273

Source: U.S. Bureau of Labor Statistics [http://www.bls.gov/oes/current/naics4\\_336600.htm#b00-0000](http://www.bls.gov/oes/current/naics4_336600.htm#b00-0000).

The occupations that are considered marine-related for purposes of this report are highlighted in gray. They are predominantly in the production occupations and, to a lesser extent, in the construction occupations, the installation, maintenance and repair occupations and the transportation occupations. In addition, certain of the management and architectural/engineering occupations are clearly marine-related. Applying this national occupational distribution to the estimated total of marine industry jobs in Rhode Island (6,600) yields an estimated demand for approximately 5,300 workers in Rhode Island with occupational skills that can be called the marine trades.

## IV. Is There a Skills Gap for the Marine Trades in Rhode Island?

The demand for marine related skills depends on three factors—the growth of marine related industries, the growth of non-marine industries that require workers with marine-related skills and the demography of the labor force. To attempt to determine the nature of any skills gap relative to the marine trades in Rhode Island, we will address each of these factors. We will then examine the results of a survey sent to a wide range of Rhode Island marine-related businesses asking about their perceptions of the labor market for marine-related skills.

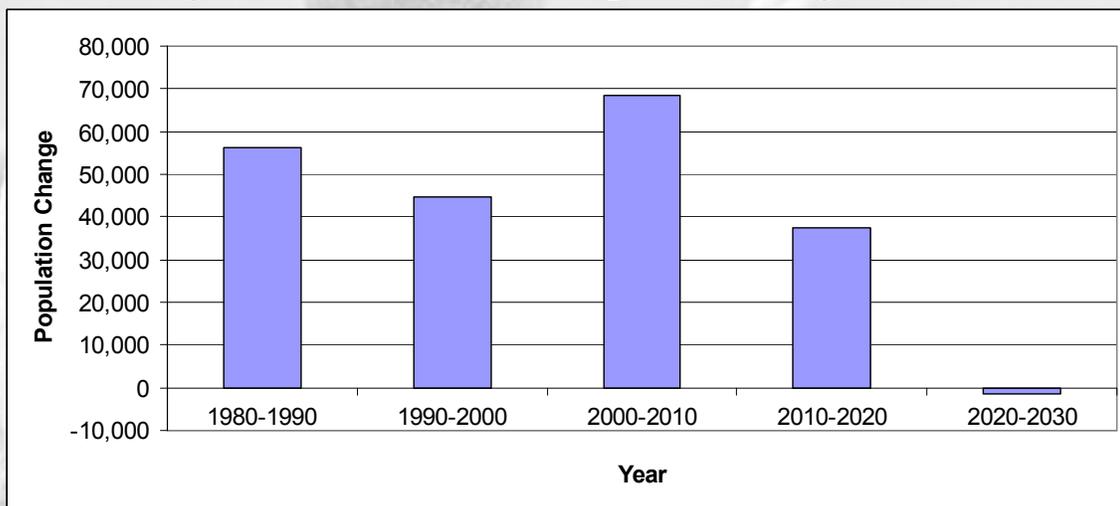


Source: New England Boatworks  
[www.neboatworks.com](http://www.neboatworks.com)

### The Demography of Rhode Island’s Labor Force

As is true for most states in the Northeast, Rhode Island is facing a general decline in its rate of population growth. Figure 2 presents the overall data from U.S. Census Bureau projections.

Figure 2 Rhode Island Total Population Change, number

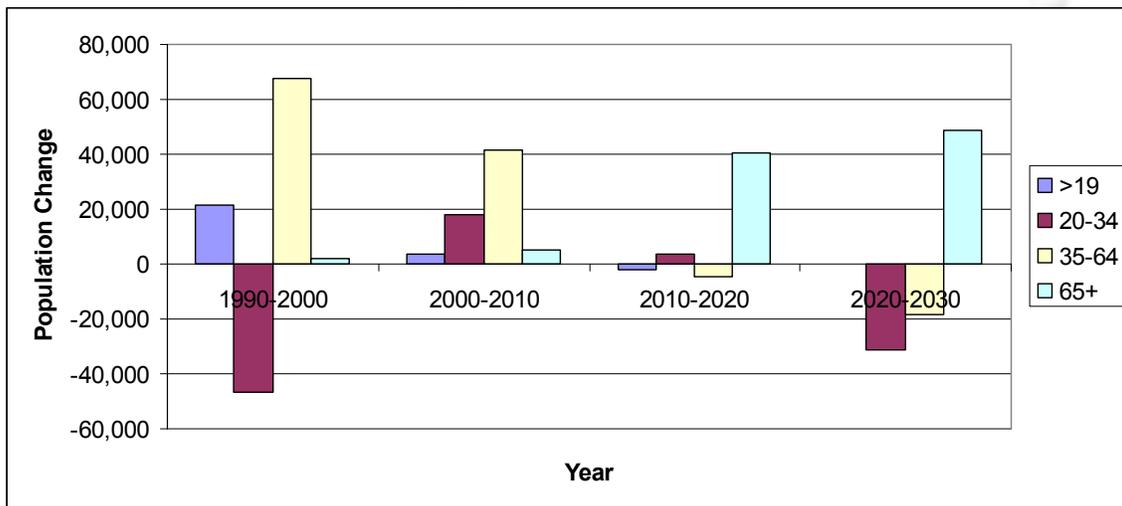


Source: US Census, Various years.

Between 1990 and 2000, Rhode Island’s population grew by approximately 45,000. From 2000 to 2010, that growth is expected to increase to nearly 70,000, largely as the result of a smaller expected out-migration of people between the ages of 20 and 24. From 2010 to 2020, however, growth is expected to fall to about 38,000, and in the following decade, the state’s population is actually projected to decline.

Figure 3 presents this population change by age cohort.

**Figure 3 Rhode Island Population Change by Age Cohort, number**



Source: US Census, Various years.

Figure 3 shows in greater detail the potential impact that overall demographic change is likely to have on Rhode Island’s labor market over the next 25 years. While the population increase between 2000 and 2010 is made up predominately of people of traditional working age (in the 20 to 64 age cohorts), the increase in future years is expected to be composed predominantly of people age 65 and over. In fact, after 2020, the number of people who make up the traditional labor pool, ages 20 to 64, is expected to decline.

In short, Rhode Island’s overall demographic trends indicate a general environment of growing demand pressure on the labor market.

### **Projected Demand for Rhode Island’s Marine Trades Businesses**

While the Rhode Island Department of Labor and Training does not conduct industrial projections in the level of detail presented in Tables 1 and 2 above, it does provide a general industrial employment projection that indicates a growth of approximately 7% between 2004 and 2014 for the transportation equipment sector (which includes boatbuilding) and the wholesale and service sectors that include many of the detailed sectors listed in Tables 1 and 2. Breaking this projection into an increase of 5.6% between 2006 and 2014 means that the state’s approximately 6,600 marine-trades jobs in 2006 will increase to approximately 7,000 jobs by 2014.

Further assuming that the occupational structure of the marine trades remains the same as was listed in Table 3 above, implies an increase of approximately 320 jobs requiring marine-related skills by 2014.

Table 4 presents the results of this analysis.

**Table 4 Projected Job Growth by Occupational Category, Rhode Island, 2006-2014**

Occupation Title	Implied Demand, 2006	Projected Demand, 2014	Job Growth, 2006-2014
1. General & Operations Managers	53	56	3
2. Industrial Production Managers	33	35	2
3. Engineering Managers	46	49	3
4. Marine Engineers & Naval Architects	26	28	2
5. Mechanical Drafters	139	147	8
6. Industrial Engineering Technicians	20	21	1
7. Construction Occupations	1,082	1,148	66
8. Installation, Maintenance, and Repair Occupations	422	448	26
9. Production Occupations	3,188	3,381	193
10. Transportation and Material Moving Occupations	264	280	16
Implied Rhode Island Marine Trades Demand	5,273	5,593	320

Source: U.S. Bureau of Labor Statistics [http://www.bls.gov/oes/current/naics4\\_336600.htm#b00-0000](http://www.bls.gov/oes/current/naics4_336600.htm#b00-0000), Rhode Island Department of Labor and Training, <http://www.dlt.ri.gov/lmi/proj/occprojocc.htm>.

To determine if these projected increases in demand for particular skills on the part of Rhode Island’s marine trades industries represent evidence of a current or imminent skills gap, it is necessary to consider the other two factors in the labor market—first, the breakdown of job growth into new job creation and replacement for those expected to leave jobs, and, second, the demand for these skills from businesses other than the marine trades businesses listed in Tables 1 and 2.

In addition to projecting job growth by industry (NAICS Code), the Rhode Island Department of Labor and Training projects job growth by occupational category (Standard Occupational Code, SOC) and estimates the break down of that growth (from all industries) between job replacement and new growth. We will examine each occupational category in more detail.

Table 5 presents the data for the managerial and technical occupations listed in rows 1 through 6 in Table 4 above.

**Table 5 Marine Trades Demand for Managerial and Technical Occupations, Rhode Island, 2006-2014**

Occupational Title	All Industries			Marine Trades Industries		
	Growth	Replacement	Total	Growth	Replacement	Total
General and Operations Managers	634	921	1,554	3	8	11
Industrial Production Managers	0	100	100	2	5	7
Engineering Managers	61	92	153	3	7	10
Architectural and Civil Drafters	7	76	83	2	6	8
Mechanical Drafters	9	59	68	8	31	39
Industrial Engineering Technicians	7	27	34	1	3	4
<b>Total Managerial/Technical</b>	<b>718</b>	<b>1,275</b>	<b>1,993</b>	<b>19</b>	<b>61</b>	<b>80</b>

Source: Rhode Island Department of Labor and Training, <http://www.dlt.ri.gov/lmi/proj/ocprojocc.htm>.

Table 5 shows the place the marine trades play within the overall labor market in Rhode Island for managerial and technical skills. For general operations managers, the marine trades play a relatively small role, accounting for only 11 of over 1,550 expected openings. For mechanical drafters, on the other hand, the marine trades are expected to constitute well over one half of expected future demand (39 of 68 expected openings).

Table 6 presents a similar arrangement for construction occupations.

**Table 6 Marine Trades Demand for Construction Occupations, Rhode Island, 2006-2014**

Occupational Title	All Industries			Marine Trades Industries		
	Growth	Replacement	Total	Growth	Replacement	Total
First-Line Supervisors/Managers	393	382	774	4	10	14
Carpenters	882	779	1,661	16	35	51
Construction Laborers	345	415	760	0	1	1
Electricians	322	334	657	11	30	41
Painters, Construction and Maintenance	230	174	404	6	12	18
Plumbers, Pipefitters, and Steamfitters	393	431	824	17	53	69
Sheet Metal Workers	77	109	186	6	19	24
Structural Iron and Steel Workers	9	37	46	1	3	4
Helpers, Construction Trades	0	28	28	6	13	20
<b>Total Construction Related</b>	<b>2,650</b>	<b>2,690</b>	<b>5,339</b>	<b>66</b>	<b>176</b>	<b>242</b>

Source: Rhode Island Department of Labor and Training, <http://www.dlt.ri.gov/lmi/proj/ocprojocc.htm>.

Two facts emerge from consideration of these data—first that the marine trades must compete with a much larger demand from other industries for workers with construction skills and second that replacement needs are likely to exceed the net new job growth in the industry.

Table 7 presents the results of a similar analysis for installation occupations.

**Table 7 Marine Trades Demand for Installation Occupations, Rhode Island, 2006-2014**

Occupational Title	All Industries			Marine Trades Industries		
	Growth	Replacement	Total	Growth	Replacement	Total
First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	117	262	379	2	6	8
Electric Motor, Power Tool, and Related Repairers	2	10	12	0	1	2
Security and Fire Alarm Systems Installers	7	14	22	2	5	7
Automotive Service Technicians and Mechanics	309	665	974	1	3	4
Bus and Truck Mechanics and Diesel Engine Specialists	65	117	182	1	3	4
Mobile Heavy Equipment Mechanics, Except Engines	9	27	36	2	5	7
Motorboat Mechanics	28	57	85	2	6	8
Maintenance and Repair Workers, General	322	613	935	5	13	18
Maintenance Workers, Machinery	0	60	60	2	6	7
Riggers	10	22	32	4	13	17
Helpers--Installation, Maintenance, and Repair Workers	99	194	293	1	6	7
Installation, Maintenance, and Repair Workers, All Other	32	66	98	4	11	14
<b>Total Installation Related</b>	<b>1,001</b>	<b>2,106</b>	<b>3,107</b>	<b>26</b>	<b>77</b>	<b>103</b>

Source: Rhode Island Department of Labor and Training, <http://www.dlt.ri.gov/lmi/proj/occprojocc.htm>.

Here again, similar conclusions appear evident:

- a much larger demand for installation skills will come from non-marine related industries than from marine-related industries; and
- a larger portion of new jobs will arise because of replacement demand than net new job growth.

One limitation of this analysis should be noted here. If the marine trades in Rhode Island have a heavier concentration of a particular set of skills than is true for the nation as a whole – say for riggers, for example, then the demand for this skill from the marine trades will be larger than is represented in this table. The overall points about demand from other industries and the larger relative role of replacement demand remain true however.

Table 8 presents the results of a similar analysis for production occupations.

**Table 8 Marine Trades Demand for Production Occupations, Rhode Island, 2006-2014**

Occupational Title	All Industries			Marine Trades Industries		
	Growth	Replacement	Total	Growth	Replacement	Total
First-Line Supervisors/Managers of Production and Operating Workers	0	514	514	16	44	59
Electrical and Electronic Equipment Assemblers	0	92	92	1	2	2
Fiberglass Laminators and Fabricators	7	78	85	31	107	138
Team Assemblers	34	1,023	1,057	27	93	120
Assemblers and Fabricators, All Other	0	56	56	6	19	24
Machinists	0	257	257	11	33	43
Welders, Cutters, Solderers, and Brazers	19	235	254	33	123	155
Metal Workers and Plastic Workers, All Other	0	35	35	15	48	63
Upholsterers	0	17	17	5	15	20
Cabinetmakers and Bench Carpenters	14	100	114	1	3	3
Furniture Finishers	0	11	11	2	4	6
Woodworking Machine Setters, Operators, and Tenders, Except Sawing	0	40	40	1	4	5
Grinding and Polishing Workers, Hand	0	38	38	4	15	19
Inspectors, Testers, Sorters, Samplers, and Weighers	0	303	303	5	14	19
Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	0	87	87	2	7	10
Painters, Transportation Equipment	18	41	58	7	25	32
Painting, Coating, and Decorating Workers	0	18	18	2	7	9
Helpers--Production Workers	0	410	410	25	94	120
Transportation and Material-Moving Machine and Vehicle Operators	102	252	354	16	50	66
<b>Total Production &amp; Transportation Related</b>	<b>194</b>	<b>3,607</b>	<b>3,802</b>	<b>209</b>	<b>706</b>	<b>915</b>

Source: Rhode Island Department of Labor and Training, <http://www.dlt.ri.gov/lmi/proj/occprojocc.htm>.

In the market for production workers, Rhode Island's marine industries play a larger role, accounting for approximately one quarter of total expected demand. This reflects the importance of marine trades industries in the state's manufacturing sector, but again underscores the fact that these industries must compete with other sectors for skilled workers.

## Results of the Survey of Marine Trades Businesses

To complement the analysis of aggregate data from the Department of Labor and Training, Planning Decisions conducted a survey of marine related businesses in Rhode Island.<sup>12</sup> Overall, the response to the Marine Trades Survey was good. The original mailing list consisted of 838 Rhode Island marine-related businesses. Through the course of several mailings, 132 of these businesses were found to have incorrect addresses. Out of these, 8 new addresses were found. The total mailing universe, therefore, was 714.

We received a total of 144 survey responses (40 through the web and 104 through the mail). Of these surveys, 136 were usable. Eight responses were unusable for analysis (3 respondents were no longer in business, 4 were blank responses and 1 was a test run done by RIMTA). Some of the respondents identified themselves as more than one business type, such as both a marina and boat repair facility. For categorization by business type, we treated these respondents as two businesses and divided employment equally between each reported business type.

If, for example, a business owner identified his business as being both a marina and boat repair shop employing 30 people, we reported 15 employees working at a marina and 15 at a boat repair shop. Table 9 shows these responses by business sector and business size.

**Table 9 Survey Response by Business Sector & Employee Size**

Business Sector	Total	Number of Employees		
		1 to 4	5 to 25	26 +
Boatbuilding	13	3	6	4
Boat service/repair	35	12	16	7
Marina/boat storage	36	7	21	5
Marine equipment manufacturer	10	3	6	1
<b>Construction Subtotal</b>	<b>94</b>	<b>25</b>	<b>49</b>	<b>17</b>
Boat dealer/broker	20	7	8	4
Boat rental/chartering/instruction	17	8	9	0
Marine products wholesale distributor	7	1	5	1
Marine products retailer	13	2	10	1
Marine related professional services	14	6	7	1
Marine towing and salvage	5	1	4	0
Other	10	3	4	3
<b>Service Subtotal</b>	<b>86</b>	<b>28</b>	<b>47</b>	<b>10</b>
<b>Grand Total</b>	<b>180</b>	<b>53</b>	<b>96</b>	<b>27</b>

Both “boat rental” and “marine towing” businesses are made up entirely of businesses with fewer than 25 employees. “Boatbuilding” has the largest share of large businesses. This

<sup>12</sup> See Appendix A for a description of the survey process, Appendix B for a list of the survey questions and a break down of response, and Appendix C for a list of companies to which the survey was sent.

industry, along with “boat dealer” and “boat service/repair” are more highly concentrated in the 26+ employee size grouping.

Since survey respondents listed employment by size category rather than by exact number, we had to extrapolate “implied” employment and “implied” vacancies by applying the midpoint of each category to the responses.<sup>13</sup> Using this method, we estimate that the 136 surveys received represent businesses employing over 2,600 people. Excluding the approximately 2,200 people employed in the state’s largest shipbuilders who were not included in this survey, this total represents approximately 60% of the 4,400 people we estimate are employed in Rhode Island’s total marine trades industry).

Applying the same method to respondents’ answers about vacancies implies approximately 270 current vacancies in reporting businesses. Table 10 presents the results of this analysis.

**Table 10 Survey Responses Reported Employment & Vacancies**

<b>Business Sector</b>	<b>Implied Current Employment</b>	<b>Reported Percent Vacant</b>	<b>Implied Vacant Positions</b>
Boatbuilding	262	17%	45
Boat service/repair	555	14%	78
Marina/boat storage	394	8%	32
Marine equipment manufacturer	395	15%	60
<b>Construction Subtotal</b>	<b>1,568</b>	<b>14<sup>0</sup>%</b>	<b>215</b>
Boat dealer/broker	185	2%	4
Boat rental/chartering/instruction	132	3%	5
Marine products wholesale distributor	300	4%	12
Marine products retailer	101	5%	5
Marine related professional services	124	8%	10
Marine towing and salvage	62	11%	9
Other	180	5%	9
<b>Service Subtotal</b>	<b>1,083</b>	<b>5%</b>	<b>54</b>
<b>Total</b>	<b>2,651</b>	<b>10<sup>0</sup>%</b>	<b>269</b>

The most striking fact evident in Table 10 is the larger reported vacancy rate for the construction sub-sector – an average of 14% compared to an average of 5% for the service sub-sector. According to these responses, there are over 200 unfilled positions among boatbuilding, boat service/repair businesses, marinas and marine equipment manufacturers.

For marine service related businesses, in contrast, only marine towing and salvage businesses reported a vacancy rate exceeding 10%, and the average for the sector as a

<sup>13</sup> The four businesses reporting over 100 employees listed actual totals.

whole was only 5%, or just over 50 vacancies.

If the 136 responding businesses are representative of the state’s marine trades industry as a whole and their 2,600 employees represent 60% of Rhode Island’s marine trades labor market, then Table 10 implies a total vacancy rate for the smaller employers in the industry of approximately 450 jobs.<sup>14</sup>

The information in Tables 9 and 10 was derived from survey question #2 that asked how many people a business *did* employ over the past year. Table 11 summarizes the response to survey question #3 that asked how many people a business *will* (given current plans) employ in three years. These data show the potential for job growth beyond current unfilled vacancies.

**Table 11 Expected Job Growth**

<b>Business Sector</b>	<b>Implied Current Employment</b>	<b>Implied Employment in 3 Years</b>	<b>Job Growth</b>
Boatbuilder	262	375	113
Boat service/repair	555	606	51
Marina/boat storage	394	437	43
Marine equipment manufacturer	395	395	0
<b>Construction Subtotal</b>	<b>1,608</b>	<b>1,812</b>	<b>206</b>
Boat dealer/broker	185	209	24
Boat rental/chartering/instruction	132	173	42
Marine products wholesale distributor	300	312	12
Marine products retailer	101	126	25
Marine related professional services	124	151	27
Marine towing and salvage	62	63	1
Other	180	183	3
<b>Service Subtotal</b>	<b>1,083</b>	<b>1,215</b>	<b>133</b>
<b>Total</b>	<b>2,688</b>	<b>3,027</b>	<b>339</b>

The column in Table 11 entitled “Job Growth” shows that in three years there will be approximately 340 more positions available within the businesses that were surveyed. All industry sectors, except marine equipment manufacturers expected some job growth. Assuming that these survey results apply to the small marine trades sector as a whole implies another 570 job openings over the next three years.

<sup>14</sup> We cannot assume that the respondents to this survey are statistically representative of the total Rhode Island marine trades industry because they were not randomly selected from a known universe. The sample universe was built from lists compiled by RIMTA, and response to the survey was voluntary and not necessarily representative of the industry as a whole. Nonetheless, these data represent the best available evidence of the industry’s assessment of its labor force, particularly of the bulk of smaller employers in the industry.

Looking further into the future, the survey points to additional job growth resulting from the need to replace current workers likely to retire over the next decade. Table 12 summarizes survey responses by age.

**Table 12 Survey Responses Reported Distribution by Age**

<b>Business Sector</b>	<b>Implied Current Employment</b>	<b>Implied % of Employees Over 55</b>	<b>Implied Number of Employees Over 55</b>
Boatbuilding	262	18%	47
Boat service/repair	555	14%	75
Marina/boat storage	394	19%	75
Marine equipment manufacturer	395	10%	39
<b>Construction Subtotal</b>	<b>1,606</b>	<b>15%</b>	<b>236</b>
Boat dealer/broker	185	10%	18
Boat rental/chartering/instruction	132	17%	22
Marine products wholesale distributor	300	6%	17
Marine products retailer	101	7%	7
Marine related professional services	124	12%	15
Marine towing and salvage	62	8%	5
Other	180	17%	31
<b>Service Subtotal</b>	<b>1,083</b>	<b>11%</b>	<b>115</b>
<b>Total</b>	<b>2,688</b>	<b>13%</b>	<b>351</b>

Boat builders report that 18% of their employees are age 55 or older. Marinas report that 19% of their employees are age 55 or older. The construction sub-sector as a whole reported an age 55+ employment level of 15%, well above the 11% reported for the service sub-sector. Applying these results to the implied employment level indicates that respondents will have to replace 350 potential retirees over the coming decade. If respondents are reflective of the state’s marine trades businesses in general, they need to replace nearly 600 workers over the coming decade.

Having noted what survey respondents expect for future employment growth, it is appropriate next to examine the data with respect to their assessment of the preparation of their current applicants. Table 13 presents the results for survey question #13 asking about the degree of preparation of new job applicants.

**Table 13 Perceived Preparation of Applicants**

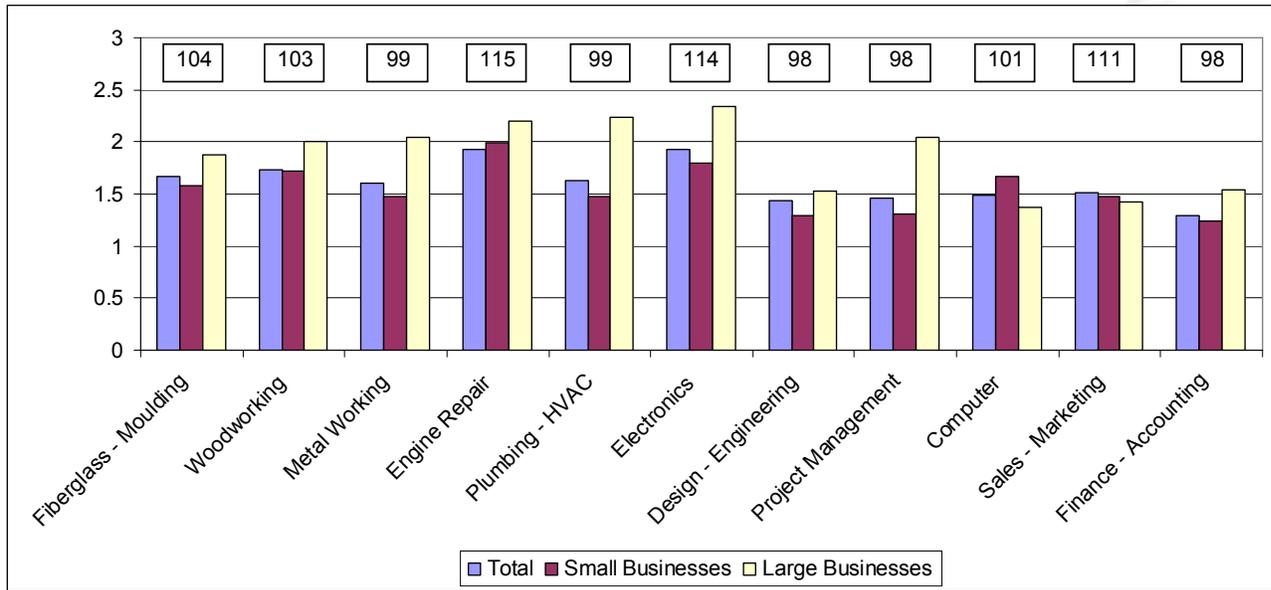
Business Sector	Poorly Prepared	Partially Prepared	Adequately Prepared	Well Prepared
Boatbuilding	31%	54%	15%	0%
Boat service/repair	29%	60%	11%	0%
Marina/boat storage	14%	47%	22%	3%
Marine equipment manufacturer	10%	70%	20%	0%
Boat dealer/broker	15%	45%	25%	0%
Boat rental/chartering/instruction	29%	29%	29%	0%
Marine products wholesale distributor	43%	29%	14%	0%
Marine products retailer	15%	46%	38%	0%
Marine related professional services	29%	29%	21%	7%
Marine Towing and Salvage	0%	20%	20%	60%
Other	0%	60%	20%	0%
<b>Total</b>	<b>21%</b>	<b>47%</b>	<b>21%</b>	<b>3%</b>

Overall, business owners feel applicants have some level of preparation. Many businesses ranked applicants as partially prepared. The overall average for all respondents was 47% of job applicants rated as partially prepared. However, very few businesses feel applicants are well prepared. Boatbuilders, service and repair, rental and instruction, wholesale distributors and marine related professional businesses feel that a large portion of applicants is poorly prepared. As these businesses tend to require a higher proportion of workers with technical skills, their reported levels of “poorly prepared” applicants indicates a shortage of the skills they require compared to the more customer service and general requirements of dealers and wholesalers.

Survey question #6 asked respondents to rank the importance of skill deficiencies in their business workforce.<sup>15</sup> Figure 4 displays these results for all respondents as well as for “small businesses” (1 to 4 employees) and “large businesses” (more than 25 employees). The numbers above each grouping of bar graphs indicates the number of respondents for each rating.

<sup>15</sup> Survey questions asked respondents to rank the importance of skill deficiencies in their business workforce on a scale from 1 to 3, where 1 was a critical problem, 2 was a moderate problem and 3 was no problem. In order to display survey results in such a way that larger numbers represented a more serious problem, we reversed the “1” and “3” scores for all these questions.

**Figure 4 Importance of Skill Deficiencies (Higher Score = Greater Problem)**



The most striking fact evident in Figure 4 is the difference between small and large businesses. In each of the subject areas except two (Computer and Sales/Marketing) large businesses said skill deficiencies were more of a problem than did small businesses. These responses reflect the different nature of small and large enterprises. Small business worries about sales (hence the higher rating for marketing) and basic management (hence the higher rating for computer skills). Large businesses, in contrast, have greater need for precise skills – electronics, engine repair, plumbing/HVAC – and for project management.

As far as the skills themselves, engine repair is the most serious problem followed by electronics, computers and woodworking. Table 14 lists the problem ratings for each business type, with the higher number indicating a greater problem.

**Table 14 Importance of Skill Deficiencies by Business Type**

	Fiberglass - Moulding	Woodworking	Metal Working	Engine Repair	Plumbing - HVAC	Electronics	Design - Engineering	Project Management	Computer	Sales - Marketing	Finance - Accounting
Boatbuilder	2.00	2.20	1.63	2.22	2.43	2.50	1.44	1.50	1.29	1.29	1.43
Boat service/repair	1.85	1.83	1.68	2.31	1.82	2.04	1.45	1.67	1.48	1.48	1.38
Marina/boat storage	1.72	1.83	1.64	2.11	1.64	1.73	1.33	1.46	1.39	1.40	1.29
Marine equipment manufacturer	1.00	1.33	1.43	1.33	1.17	1.50	1.57	1.17	1.83	1.43	1.17
Boat dealer/broker	1.50	1.78	1.63	2.09	1.56	2.00	1.13	1.78	1.89	1.56	1.38
Boat rental/chartering/instruction	1.43	1.78	1.50	1.90	1.38	1.70	1.43	1.50	1.50	1.38	1.43
Marine products wholesale distributor	1.00	1.00	1.67	1.33	1.67	1.67	1.33	1.67	1.75	1.86	1.33
Marine products retailer	1.50	2.00	1.57	2.14	1.83	2.11	1.17	1.50	1.71	1.38	1.29
Marine related professional services	1.40	2.00	1.83	2.29	1.80	2.38	1.00	1.25	2.20	1.50	1.00
Marine Towing and Salvage	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Other	2.00	1.60	1.40	1.60	1.40	2.00	1.60	1.40	2.00	1.71	1.43
<b>Total</b>	<b>1.67</b>	<b>1.74</b>	<b>1.61</b>	<b>1.93</b>	<b>1.63</b>	<b>1.93</b>	<b>1.43</b>	<b>1.46</b>	<b>1.49</b>	<b>1.51</b>	<b>1.30</b>

For many of the different industry sectors, such as Marine Towing and Salvage and Wholesale Distributors, there are few perceived problems in the different subject areas. Boatbuilding and Boat Service/Repair industries have some of the highest rated needs across all skill areas. This reinforces the conclusion that perceived shortages of construction related skills are the biggest problem for these businesses. Given that these are the largest businesses in the sample and represent the greatest source of potential new employment, this perceived skill shortage is an important fact for labor force development policy makers.

Survey question #7 asked business owners to rate their current employees with respect to working traits. The results of their responses are displayed in Table 15.

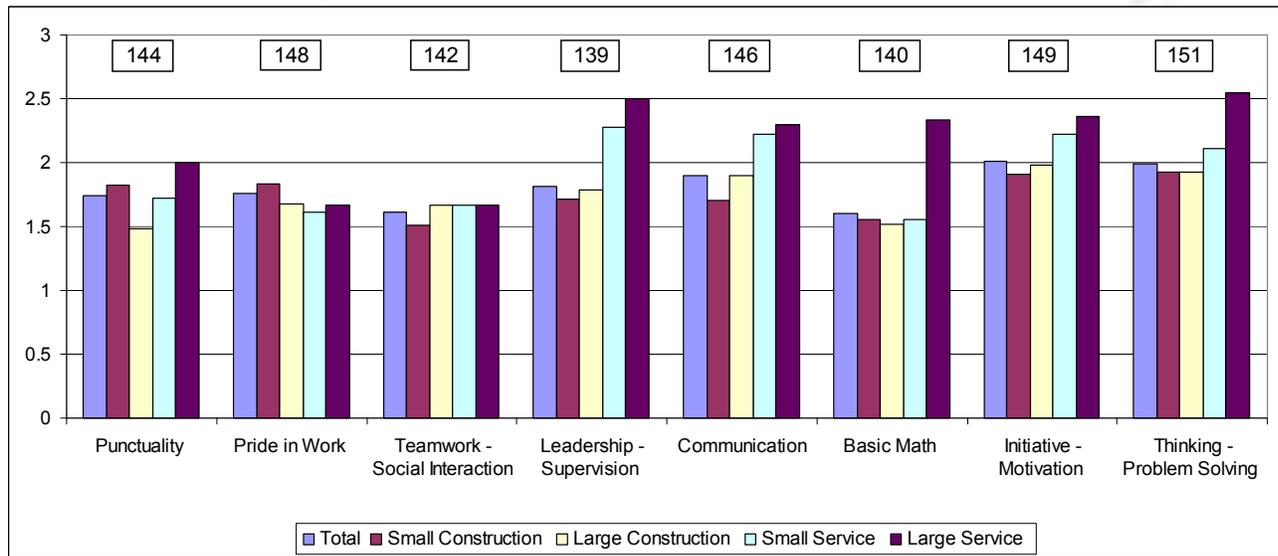
**Table 15 Importance of Worker Traits, by Business Type**

	Punctuality	Pride in Work	Teamwork	Leadership	Communication	Basic Math	Initiative - Motivation	Problem Solving
Boatbuilder	1.46	1.69	1.46	1.85	1.85	1.46	1.92	1.77
Boat service/repair	2.03	2.03	1.67	2.19	1.85	1.54	2.27	2.23
Marina/boat storage	2.32	1.81	1.57	1.61	1.79	1.67	1.70	1.93
Marine equipment manufacturer	1.44	1.44	1.33	1.33	1.80	1.56	1.44	1.67
Boat dealer/broker	1.69	1.77	1.69	2.15	1.92	1.62	2.29	2.14
Boat rental/chartering/instruction	1.29	1.73	1.80	1.71	2.07	1.60	1.93	2.07
Marine products wholesale distributor	1.50	1.80	1.75	1.80	2.00	1.50	2.33	2.17
Marine products retailer	1.70	1.44	1.56	2.11	1.70	1.67	1.90	2.00
Marine related professional services	1.67	1.75	1.58	1.91	2.00	2.00	2.08	2.17
Marine Towing and Salvage	1.00	1.00	1.25	1.00	1.50	1.00	1.25	1.25
Other	1.83	1.83	1.83	2.17	2.33	1.50	2.17	1.83
<b>Total</b>	<b>1.74</b>	<b>1.76</b>	<b>1.61</b>	<b>1.82</b>	<b>1.90</b>	<b>1.61</b>	<b>2.01</b>	<b>1.99</b>

Overall, respondents rated “teamwork” and “basic math” as the greatest problems, followed by “punctuality” and “pride in work.” It is interesting to note that the “boat service/repair” sector indicated generally lower problems with worker traits than did either the “boatbuilding” or “marina” sectors. This may deserve further investigation.

Looking at these responses from the perspective of business size sheds further light on the issue of worker traits. By and large, the service sub-sector, particularly the larger businesses in that group suffers a greater problem with leadership, communication, basic math, initiative and problem solving. As with question #6 earlier, respondents ranked worker trait deficiencies in their business workforce on a scale from 1 to 3, where 1 was a critical problem, 2 was a moderate problem and 3 was no problem. In order to display survey results in such a way that larger numbers represented a more serious problem, we reversed the “1” and “3” scores. Figure 5 summarizes these findings.

**Figure 5 Importance of Worker Trait Deficiencies**



These results are not surprising. Larger companies naturally have a greater need for communication and leadership skills. Overall, the survey indicates that there are greater perceived problems with skill deficiencies (an average score of 2.34) than with employee traits (an average score of 2.17).

Having addressed the issue of perceived worker skill and trait deficiencies, the survey next addressed the question of worker training. Survey question #8 asked respondents if they offered training programs to address the noted skill and trait deficiencies, either through in-house training programs or through an outside educational institution. Table 16 summarizes the results.

**Table 16 Number of Businesses Offering Training**

Business Sector	No	Yes
Boatbuilding	6	7
Boat service/repair	10	25
Marina/boat storage	16	15
Marine equipment manufacturer	3	6
<b>Construction Subtotal</b>	<b>35</b>	<b>53</b>
Boat dealer/broker	5	12
Boat rental/chartering/instruction	10	7
Marine products wholesale distributor	3	4
Marine products retailer	3	10
Marine related professional services	7	7
Marine towing and salvage	4	1
Other	7	1
<b>Service Subtotal</b>	<b>39</b>	<b>42</b>
<b>Total</b>	<b>74</b>	<b>95</b>

Slightly more than half of all respondents (56%) offered some sort of training program. The boat service/repair sector (25 of 35 respondents) and marine products retailers (10 of 13 respondents) had particularly high percentages offering some form of training. The boatbuilding and marina sectors were about evenly split between those offering training and those not offering training. The rental, towing and other sectors all had majorities not offering training.

Survey question #10 asked respondents to describe the training offered. It asked respondents to check as many forms of training as might apply, so the percentages listed in Table 17 below represent frequency of offering not share of businesses.<sup>16</sup>

**Table 17 Type of Training Offered, by sector**

<b>Business Sector</b>	<b>On the job training</b>	<b>Outside instructor</b>	<b>Time off to attend classes</b>	<b>Paid tuition to attend classes</b>	<b>Vendor or Mfg. classes</b>	<b>Total</b>
Boatbuilding	70%	9%	6%	8%	8%	100%
Boat service/repair	33%	16%	22%	11%	19%	100%
Marina/boat storage	49%	11%	12%	9%	19%	100%
Marine equipment mfg.	35%	14%	12%	32%	7%	100%
<b>Construction Subtotal</b>	<b>40%</b>	<b>14%</b>	<b>15%</b>	<b>18%</b>	<b>13%</b>	<b>100%</b>
Boat dealer/broker	28%	25%	6%	17%	24%	100%
Boat rental/charter/instruction	47%	23%	9%	8%	14%	100%
Marine products wholesale distributor	45%	0%	4%	6%	45%	100%
Marine products retailer	33%	15%	7%	7%	37%	100%
Marine related professional services	27%	11%	15%	15%	32%	100%
Marine towing and salvage	68%	0%	21%	11%	0%	100%
Other	0%	33%	33%	33%	0%	100%
<b>Service Subtotal</b>	<b>31%</b>	<b>17%</b>	<b>10%</b>	<b>13%</b>	<b>28%</b>	<b>100%</b>
<b>Total</b>	<b>38%</b>	<b>15%</b>	<b>13%</b>	<b>17%</b>	<b>18%</b>	<b>100%</b>

On the job training is, by a large margin, the predominant form of training, accounting for 38% of all responses. Other forms of training are relatively evenly distributed, running from 18% for training for vendor or manufacturer offered training to 13% for time off to attend classes. The most striking difference among the sectors with respect to training is the extremely high (70%) frequency of on the job training for the boatbuilding sector, far above any other sector. It is also notable that vendor/manufacturer classes are a much more common form of training for the service sub-sector, probably reflecting their need to know specific brands from specific manufacturers.

<sup>16</sup> For a listing of the actual number of responses, see P. 31 below.

Survey question #9 asked respondents for the reasons they did not offer training. Table 18 summarizes the results.

**Table 18 Reasons for Not Offering Training**

Business Sector	Can't afford employee leave	Cost of programs	Not aware of any training programs	Don't believe programs work	Other	Total
Boatbuilding	4	4	3	0	1	12
Boat service/repair	4	5	7	1	4	21
Marina/boat storage	3	5	6	2	9	25
Marine equipment mfg.	0	0	1	0	1	2
<b>Construction Subtotal</b>	<b>11</b>	<b>14</b>	<b>17</b>	<b>3</b>	<b>15</b>	<b>60</b>
Boat dealer/broker	1	1	2	0	2	6
Boat rental/charter/instruction	3	5	4	1	3	16
Marine products wholesale distributor	0	1	2	1	0	4
Marine products retailer	1	0	2	0	0	3
Marine related professional services	2	2	4	1	3	12
Marine towing and salvage	0	0	0	0	3	3
Other	2	3	1	0	3	9
<b>Service Subtotal</b>	<b>9</b>	<b>12</b>	<b>15</b>	<b>3</b>	<b>14</b>	<b>53</b>
<b>Total</b>	<b>20</b>	<b>26</b>	<b>32</b>	<b>6</b>	<b>29</b>	<b>113</b>

The most striking finding from this question is that “not aware of any training program” is the most frequent response and represents nearly one-third of all responses. This lack of awareness is equally true for both the construction and service sub-sectors and is especially true for smaller businesses. Survey question #11 asked if respondents were aware of grants to subsidize the cost of employee training. Table 19 summarizes the results.

**Table 19 Aware of Grants Available?**

	No	Yes	Total
<b>Construction Sectors</b>	66	22	88
<b>Service Sectors</b>	66	15	81
<b>Micro Businesses (1 to 4 employees)</b>	50	2	52
<b>Small Businesses (5 to 25 businesses)</b>	71	17	88
<b>Large Businesses (over 26 businesses)</b>	11	18	29

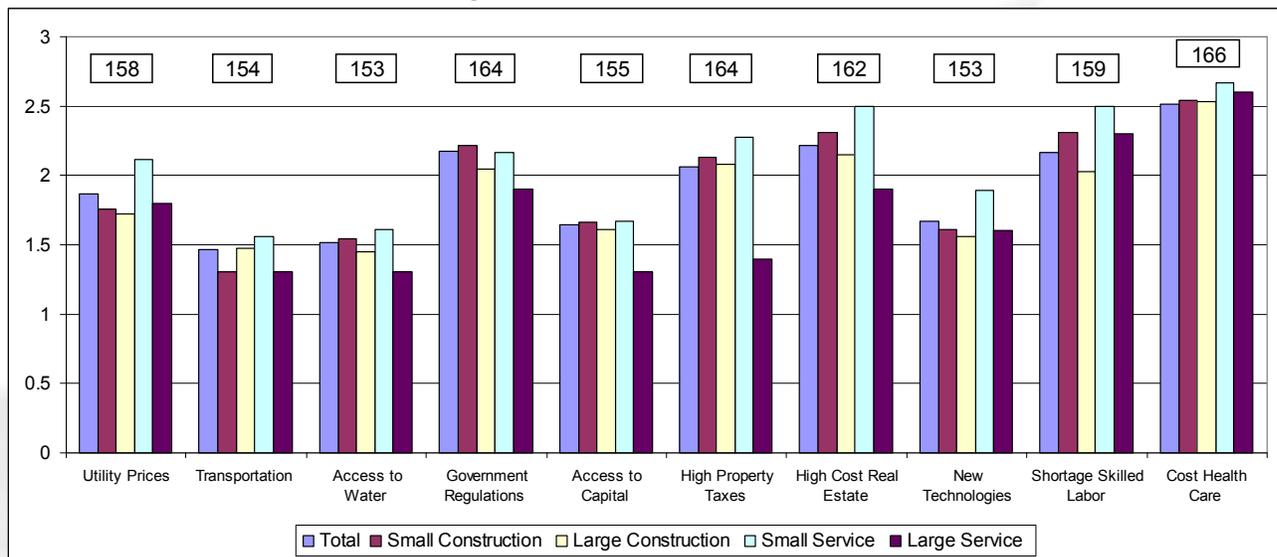
The awareness of training programs falls markedly with size of business, from 18 of 29 larger businesses to 71 of 88 medium sized businesses to only 2 of 52 small businesses.

For those who are aware of training programs the predominant reason for failing to use

them is cost not quality or effectiveness. By far the least frequent reason for not using training programs was “don’t believe the programs work.” Together these responses indicate that marketing the training programs so that businesses know about them is a larger problem than the nature of the programs themselves.

The final question posed to survey respondents concerned ranking potential obstacles to achievement of their business goals. As with earlier ranking questions 1 is no problem and 3 is a critical problem. Figure 6 presents these results.

**Figure 6: Potential Obstacles**



The two most important obstacles identified are the cost of health care and the shortage of skilled labor. Also identified is the high cost of real estate, as many marine trades businesses need access to water and are in competition with residential development. The results are largely the same for small and large businesses, indicating that the problems facing business growth are the same regardless of business size.

### Interviews

As part of the follow-up to the mail survey, Planning Decisions Inc. contacted business owners identified as “leaders” of the marine trades industry. A list of those contacted and interviewed is included on p. 54.

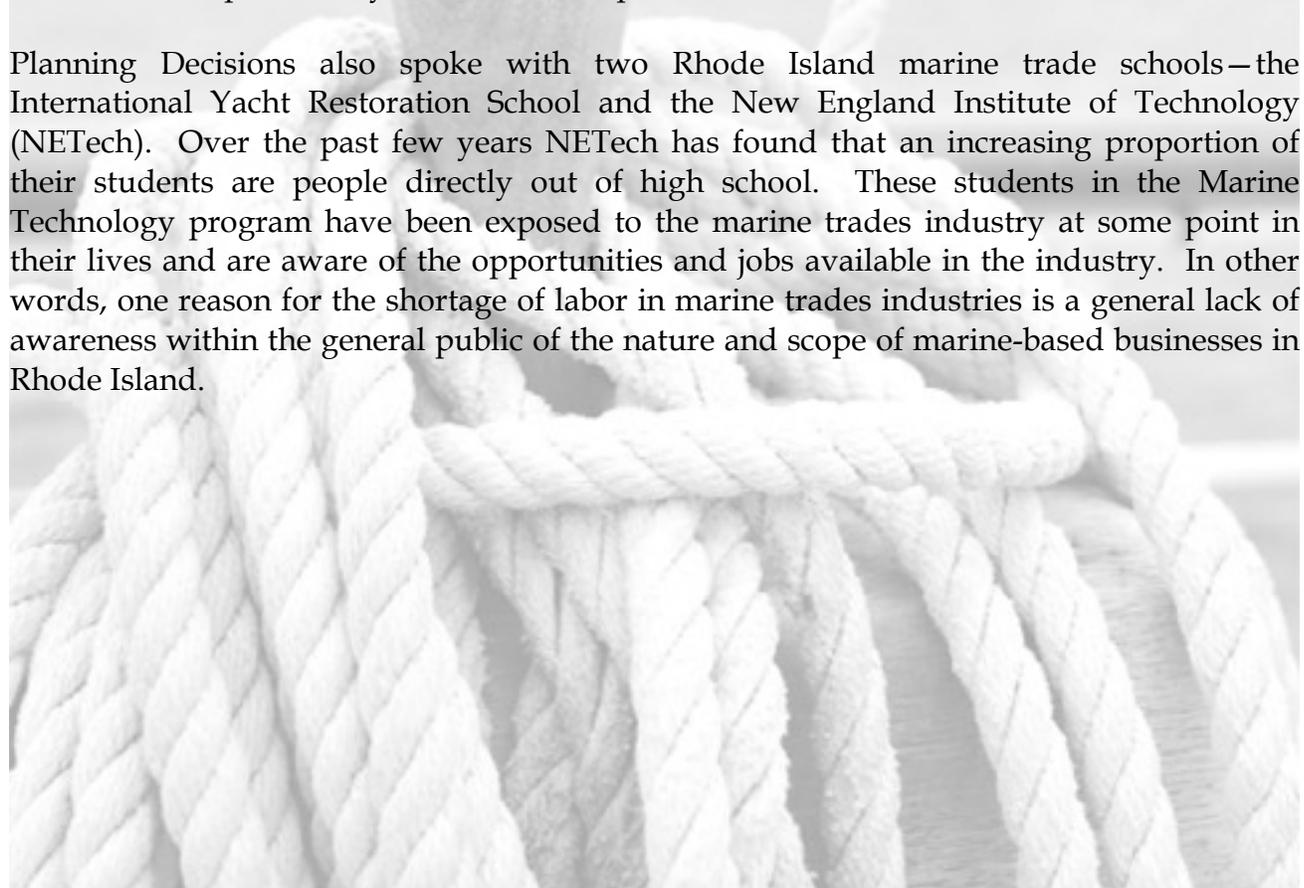
By and large businesses involved in the phone interviews felt that there is a shortage of skilled workers in the marine trades industry. The difficulty for these businesses lies in their ability to get qualified candidates in the door. The problem is not that new hires do not have the appropriate skills, in many cases they do. The problem according to many of the interviewees is that the labor pool is very limited.

Each business interviewed told a story regarding the difficulty in filling available positions, one business owner relaying that in order to fill a painting and finishing position they hired an automotive painter who had never worked on boats. The business owner posted ads for a boat painter and received no replies. In posting an ad for an automotive painter, he received many qualified candidates and hired and trained one.

Another common thread among those interviewed was their opinion on the work ethic of new hires. They felt that the people entering the work force do not want to work, and do not have the basic acumen to get the job done. While RIMTA or state organizations cannot lobby to have “common-sense” courses put into high schools, interviewees felt high schools should focus some of their attention on training students on employee/employer relations and work place ethics.

The above observations mirror the results from the survey. Many respondents felt worker traits and desire to work was a bigger problem than skill deficiencies in the industry’s labor pool. It is interesting to note in this regard however that motivation was the least problem among worker traits by survey results (1.99 score) and much lower than teamwork (2.39), punctuality (2.26) and pride in work (2.24). This seems to indicate that, if given basic training, workers are willing to do the required work—their motivation is OK—but that they simply do not understand the basic fundamentals of a professional working environment—punctuality, teamwork and pride in work.

Planning Decisions also spoke with two Rhode Island marine trade schools—the International Yacht Restoration School and the New England Institute of Technology (NETech). Over the past few years NETech has found that an increasing proportion of their students are people directly out of high school. These students in the Marine Technology program have been exposed to the marine trades industry at some point in their lives and are aware of the opportunities and jobs available in the industry. In other words, one reason for the shortage of labor in marine trades industries is a general lack of awareness within the general public of the nature and scope of marine-based businesses in Rhode Island.



## Conclusions

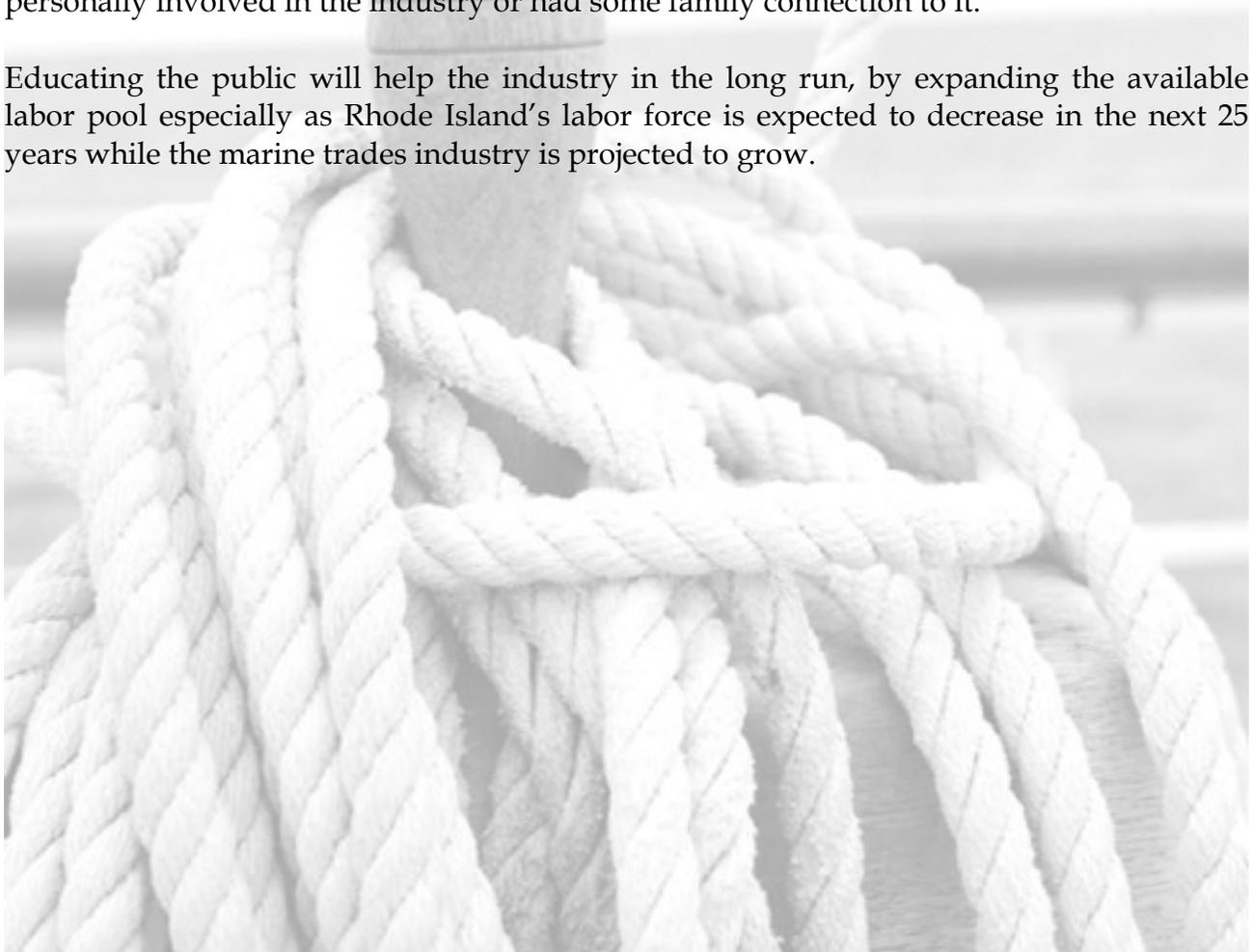
The most constant theme between both the survey and business interviews is not that there is a particular skill set that is missing in the repertoire of marine trade workers. Instead, the available labor pool from which businesses can draw workers is not big enough. The issue is not the programs or skill levels of students that are coming out of the marine trade schools. The issue is in the volume of the available marine trades labor pool.



Source: New England Boatworks  
[www.neboatworks.com](http://www.neboatworks.com)

It seems there is a need for a concerted effort to get the word out and educate the public, particularly people about to join the workforce, about the nature and extent of Rhode Island's marine-related businesses and the jobs available within it. At this point, the majority of new entrants into the marine trades appear to be individuals who have been personally involved in the industry or had some family connection to it.

Educating the public will help the industry in the long run, by expanding the available labor pool especially as Rhode Island's labor force is expected to decrease in the next 25 years while the marine trades industry is projected to grow.



## Appendix A: Survey Questions & Responses

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1. Which of the following categories best describes the primary marine related product or service your business provides? If you are a subsidiary of a larger company, please answer for your particular operation or location.

Boatbuilding:	13 businesses
Boat service/repair:	35 businesses
Marina/boat storage:	36 businesses
Marine equipment manufacturer:	10 businesses
Boat dealer/broker:	20 businesses
Boat rental/chartering/instruction:	17 businesses
Marine products wholesale distributor:	7 businesses
Marine products retailer:	13 businesses
Marine related professional services (engineering, repair, etc.):	14 businesses
Marine Tow and Salvage:	5 businesses
Yacht Clubs:	3 businesses
Miscellaneous:	7 businesses

2. On average over the past year, how many people did you employ (include full and part time employees)?

No employees:	1 business
1 to 4 employees:	46 businesses
5 to 25 employees:	69 businesses
26 to 49 employees:	9 businesses
50 to 100 employees:	4 businesses
100+ employees:	4 businesses
No response:	3 businesses

3. Based on your current business goals and your view of your market prospects, how many people do you plan to employ in three years?

1 to 4 employees:	39 businesses
5 to 25 employees:	77 businesses
26 to 49 employees:	7 businesses
50 to 100 employees:	5 businesses
100+ employees:	5 businesses
No response:	3 businesses

4. What percentage of your total positions/jobs are currently unfilled due to a lack of qualified applicants?

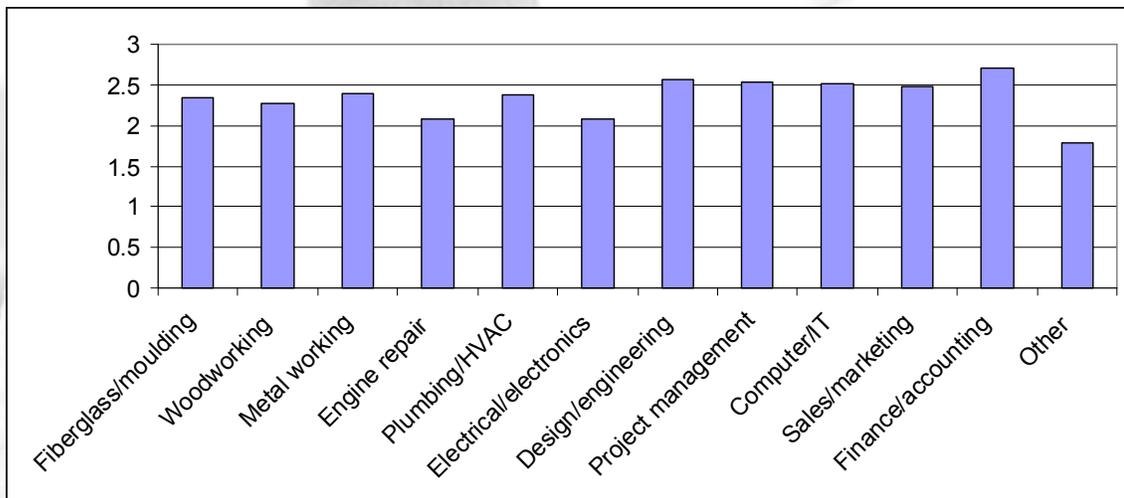
0% to 10%:	88 businesses
10% to 25%:	25 businesses
More than 25%:	14 businesses
Don't Know:	4 businesses
No response:	5 businesses

5. What percentage of your current workforce is older than 55?

Approximately 13% of the workforce surveyed is 55 or older.

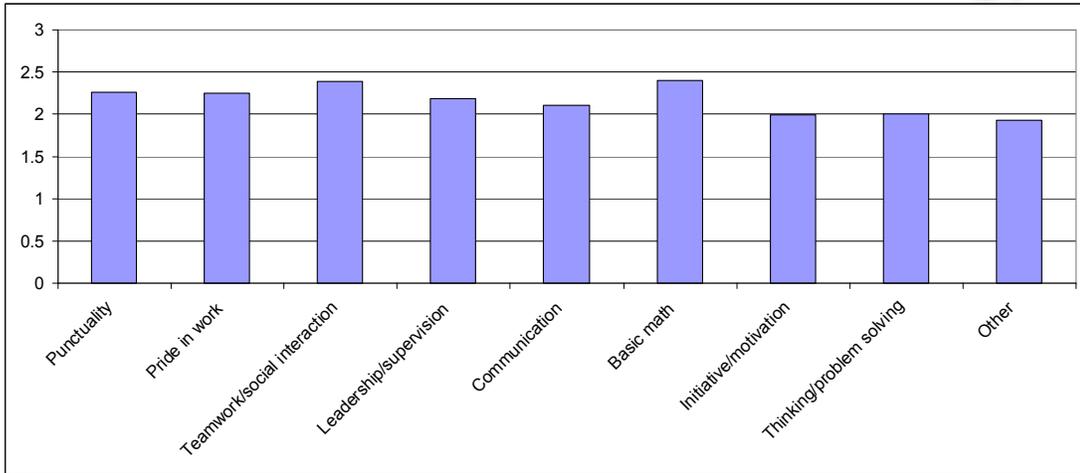
6. Please rate the importance of any skill deficiency or labor shortage in each of the following subject areas (1 = critical problem, 2 = moderate problem, 3= no problem).

Figure A1  
Importance of Skill Deficiency in Each Subject Area



7. Please rate the importance of any skill deficiency in each of the following worker traits (1 = critical problem, 2 = moderate problem, 3 = no problem).

Figure A2  
Importance of Skill Deficiency in Worker Traits



8. Has your company offered training programs to existing employees to attempt to address the above shortages, either in house or through an educational institution?

Yes: 63 businesses  
 No: 62 businesses  
 No response: 11 businesses

9. If no, why not (can choose more than one)?

Can't afford to give employees time off: 14 businesses  
 Can't afford cost of programs (in house or tuition out): 21 businesses  
 Not aware of any available training programs: 25 businesses  
 Don't believe available programs are effective: 6 businesses  
 Other: 26 businesses

10. If yes, what sort of training have you offered (can choose more than one)? Please specify how many employees participated in each form of training.

Training Type	# of Businesses	# of Employees
On the Job Training/Mentoring in house	59	975
Outside instructor brought in house	27	381
Offered employee time off to attend classes	32	431
Paid tuition for employee to attend classes	34	542
Employee attended manufacturer/service classes	35	369

11. Are you aware of any grants available to subsidize the cost of employee training?

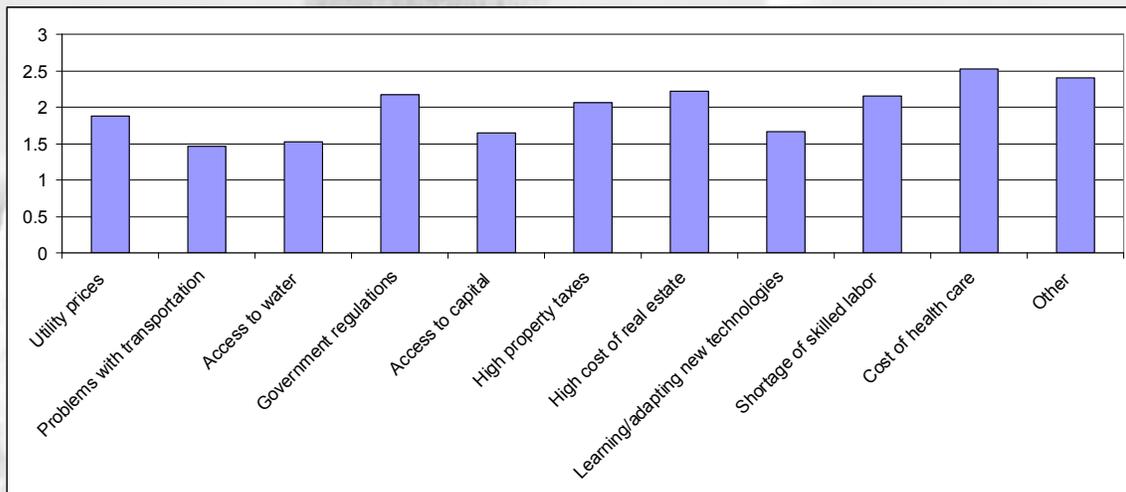
Yes:	26 businesses
No:	102 businesses
No Response:	8 businesses

12. Overall, how would you rate the applicants for a typical entry-level job in your company?

Poorly prepared:	31 businesses
Partially prepared:	62 businesses
Adequately prepared:	25 businesses
Well prepared:	5 businesses
No Response:	13 businesses

13. Overall, how important are each of the following potential obstacles to achieving your business goals (1 = not a problem, 2 = moderate problem, 3 = severe problem)?

Figure A3  
Obstacles to Business Growth



14. Use the following space to make any comments you think may be useful to our efforts to improve Rhode Island's workforce training for the marine trades.

## Appendix B: Survey Process

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PDI decided early in the process to administer the survey through the internet, using the website surveymonkey.com to collect survey responses. This website allows users to create and save a survey on its website. SurveyMonkey automatically saves responses into an excel spreadsheet that can be downloaded by the survey administrator (Planning Decisions). Survey respondents were directed to the survey by clicking on a link on another website.

PDI mailed a postcard notice announcing the survey to 846 businesses identified by the RIMTA Skills Gap Working Group as being in the marine trades in Rhode Island and requesting their response. A postcard was used instead of e-mailing potential participants for fear the e-mails would be treated as spam and blocked or respondents would simply delete them if they didn't know who sent the survey. Respondents were directed to go to either RIMTA's website or Planning Decision's website and click on the Marine Trades Skills Gap survey link.

Response to this initial mailing was weak, with 31 total responses by the end of August. PDI sent a second mailing at the end of August. 385 pieces were in the form of paper-based surveys and the other half in reminder postcards. The paper-based surveys consisted of the full survey and a stamped return envelope for participants to mail back the completed survey to Planning Decisions. This was done to see if there would be a better return rate, which in fact there was. At the end of September out of the 400 paper-based surveys mailed out, 55 were returned.

With this higher return rate, Planning Decisions decided to mail a paper-based survey in the middle of September to the remaining 335 participants who had not previously responded to the earlier postcards or had not received a mail-based survey. The response to this third mailing has been positive. In addition, 132 mailings were returned with bad addresses. Lisa DiRaimo found correct addresses for 8 of these businesses. This means the current estimate of survey universe is 722, as noted in Table B1 below.

**Table B1**

**RIMTA Survey Process**

Date	Activity	Businesses Affected
8/8/2007	survey posted to web	846
8/13/2007	postcard mailed	838
8/31/2007	surveys mailed	385
8/31/2007	follow-up postcard	400
	bad address returns	132
	revised addresses	8
9/20/2007	surveys mailed	335
9/27/2007	total surveys presumed to have been received	722

A copy of the postcard mailed to survey participants is provided below.

The Rhode Island Marine Industry Skills-Gap Survey  
Initiated & Funded by the Rhode Island Marine Trades Association

Dear Rhode Island Marine Trades Participant,

As you know the future prosperity of our industry depends on a steady flow of skilled and motivated workers. The Rhode Island Marine Trades Association (RIMTA) has an opportunity to help direct over \$50 million in state labor force training funds toward the Marine Industry. We need your help. Please take a few minutes to complete an online survey about your work force training needs. You will not be asked to provide any sales or financial information and all responses will be held confidential.

RIMTA has hired Planning Decisions, of South Portland, ME, to administer this survey and prepare the resulting report.

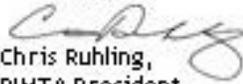
The online survey can be accessed through RIMTA's or Planning Decisions' websites at:

<http://www.rimta.org>  
<http://www.planningdecisions.com>

Just click on the link on one of these websites and you will automatically be redirected to the online survey.

Thank you in advance for helping. If you have any questions about the survey or RIMTA please call 401-615-5419. If you would like a paper copy of the survey, please call Planning Decisions at 207-799-2226.

Please tell your business associates about this survey and encourage them to participate. Please get your response to us by August 31, 2007. Thanks again for your attention to this important matter.

Sincerely,  
  
Chris Ruhling,  
RIMTA President

 RHODE ISLAND  
MARINE TRADES ASSOCIATION

 PLANNING  
DECISIONS  
Research & Planning

A list of the companies who received a copy of the survey follows.



## Appendix C: Survey Mailing & Interview Lists

Company	City 1	State	Company Type	Survey Response
A&D Boat Trailers	Tiverton	RI	Transport Service	
A&D Marine Surveyors	Wyoming	RI	Support Services	
AASP of Rhode Island	Warwick	RI		
AB Marine	Middletown	RI	Marine Supply	M
ABR Transport	Middletown	RI	Transport Service	
Abruzese Yacht Sales	Newport	RI	Boat Dealer	
ABYC	Wickford	RI	Marine School	
AC Marine	Tiverton	RI	Marine Supply	
Accredited Marine Survey	Cranston	RI	Marine Supply	
Acme Tackle Company	Providence	RI	Recreation Supply	
Action Propellor Inc	Coventry	RI		
Adrianna Charters	Coventry	RI	Boat Charter	
Advanced Booth Concepts	Westford	MA	Marine Supply	
Advanced Electrical	Smithfield	RI	Support Services	W
Adventure Charters	Pawtucket	RI	Boat Charter	
Adventure Water Sports	Newport	RI		
Aerie One Charters	Wakefield	RI	Boat Charter	M
AFC Boat Yard	Warwick	RI	Boatbuilding	
Agents International Newport	Newport	RI		
AH Edwards Marine	Block Island	RI	Marine Supply	
Airco Of New England	Newport	RI		
Albin Manufacturing	Portsmouth	RI	Boatbuilding	
Alden Yachts	Bristol	RI	Boatbuilding	
All Paint, Inc.	Bristol	RI	Support Services	W
Allen Harbor Marina	North Kingstown	RI	Marina	M
Alliance Marine Risk Managers Inc	Newport	RI	Marine Supply	BA
Al's Marine	Chepachet	RI	Marine Supply	
Aluminum Marine Fabricators	East Greenwich	RI	Boating Metal	M
American Boat Stands	Tiverton	RI	Boatbuilding	
American Canadian Carribbean Line	Warren	RI		
American Foam Technologies	Newport	RI	Fiberglass	
American Safety Programs Inc.	Providence	RI		BA
America's Cup Charters	Newport	RI	Boat Charter	
Anacko Cordage Company	Jamestown	RI	Boating Textiles	
Anchor Insulation	EastProvidence	RI	Marine Supply	
Anchor Yacht & Ship Sales	Barrington	RI	Boat Dealer	
Andy's Outboard Service	EastProvidence	RI	Engine Repair	
Angel's Marina, Inc.	Warwick	RI	Marina	
Anja-Euro/Antal-Euro Marine Trading	Newport	RI	Marine Supply	M
Anthony Point Marine	Tiverton	RI	Marine Supply	M
Applied Marine Science Corporation	Newport	RI	Marine Supply	
Apponaug Harbor Marina (Dickerson's)	Warwick	RI	Marina	M
Apponaug Harbor Yacht Club	Warwick	RI	Marina	
Apponaug Marine Supply	Warwick	RI	Marine Supply	
Aqua Vista Marina, Inc.	Warwick	RI	Marina	
Aquidneck Custom Inc.	Bristol	RI		W
Aquidneck Island Diving	Newport	RI	Support Services	
Aquidneck Island Marine	Middletown	RI	Marine Supply	BA
Aquidneck Island School of Boatbuilding	Newport	RI	Marine School	BA
Aramid Rigging, Inc.(South Spars New Zealand Corporation)	Portsmouth	RI	Boating Textiles	
ARC Boats	Newport	RI	Boatbuilding	BA
Archies Bait & Tackle	Riverside	RI	Recreation Supply	
Askeland Inc	Cranston	RI		BA
Atherton Yachts Charter	Providence	RI	Boat Charter	
Atlantic Coastal Yacht Brokers	Newport	RI	Boat Dealer	
Atlantic Divers	Portsmouth	RI	Support Services	BA
Atlantic Diving	Wakefield	RI	Support Services	M
Atlantic Marine Construction	Westerly	RI	Support Services	
Atlantic Marine Group	Portsmouth	RI	Marine Supply	
Atlantic Marine Surveyors	Barrington	RI	Marine Supply	
Atlantic Yacht Services	Newport	RI	Support Services	M
Atlantis Yacht Charters	Newport	RI	Boat Charter	
Atomic Concept Group, Inc.	Portsmouth	RI		BA
Atomic Concept Group, Inc.	Portsmouth	RI		

Company	City 1	State	Company Type	Survey Response
Autoprop USA-AB Marine, Inc.	Middletown	RI	Marine Supply	
Avenger Charters	Wakefield	RI	Boat Charter	
Avondale Boatyard Inc.	Westerly	RI	Boatbuilding	M
B&D Boat Repair	East Greenwich	RI	Boat Repair	
B&G Discount Marine, Inc.	East Greenwich	RI	Marine Supply	BA
Babcock & Helliwell Inc	Wakefield	RI		
Ballard's	Block Island	RI	Marina	
Baltic Yachts USA	Newport	RI	Boat Charter	M
Banks Sails New England	East Greenwich	RI	Boating Textiles	
Bannister's Wharf Company	Newport	RI	Boat Dealer	
Bannister's Wharf Marina	Newport	RI	Marina	
Bare Bones Charter	Warwick	RI	Boat Charter	
Bareboat Sailing Charters	Newport	RI	Boat Charter	
Barrington Newport Sailing School & Cruises	Barrington	RI	Marine School	BA
Barrington Yacht Club	Barrington	RI	Marina	
Bartram & Brakenhoff, Inc.	Newport	RI		M
Bassett Boat Company	Warwick	RI	Boat Dealer	
Bay Boat Sales	Warwick	RI	Boat Dealer	BA
Bay Marina, Inc.	Warwick	RI	Marina	W
Bay Sailing Adventures	North Kingstown	RI	Boat Charter	BA
Bay WatchRI	Warwick	RI	Support Services	W
Bay Yachts	Warren	RI	Boatbuilding	BA
Bayview Boat Haulers	Warwick	RI	Transport Service	BA
Bayview Marine, Inc.	Warwick	RI	Marine Supply	
BB & S Treated Lumber	Wakefield	RI	Marine Supply	
Beachfront Bait & Tackle	Newport	RI	Recreation Supply	BA
Beacon Boats Inc	Warren	RI	Boatbuilding	
Beckman Boatshop, Limited	Slocum	RI	Boatbuilding	
Belle Vue Yachting Center	South Kingstown	RI	Boat Charter	
Bellingham Marine	Fairfield	CT	Boat Repair	M
Besette Marine Finishes	Wakefield	RI	Marine Supply	
Best Boat Sales Co Inc.	Cranston	RI	Boat Dealer	
Big Boy II Charter	Warwick	RI	Boat Charter	
Bigelow Marine Repair	Warren	RI	Boat Repair	BA
Bill Richards Yacht Design	Bristol	RI	Design Services	BA
Billington Cove Marina	Wakefield	RI	Marina	
Billy Black, Photographer for Sail	Portsmouth	RI	Support Services	
Black Dog Corp.	Portsmouth	RI		
Black Horse Charters	Newport	RI	Boat Charter	BA
Block Island Boat Basin	Block Island	RI	Boat Charter	M
Block Island Club	Block Island	RI	Boat Charter	M
Block Island Fishworks	Block Island	RI		
Block Island Marina	Block Island	RI	Marina	M
Block Island Marine Repair	Block Island	RI	Boat Repair	
Block Island Marine Store	Block Island	RI	Marine Supply	
Block Island New Harbor Marina	Block Island	RI	Marina	
Block Island Old Harbor Dock	Block Island	RI	Navigation Services	
Block Island Sails & Canvas	Block Island	RI	Boating Textiles	
Block Island Town Dock	Block Island	RI	Navigation Services	
Blount Boats	Warren	RI	Boatbuilding	M
Blue Fin Yachts	Bristol	RI	Boatbuilding	
Blue Water Sailing	Middletown	RI	Boat Charter	
Bluewater Outboard & Tech Services	Charlestown	RI	Engine Repair	
Boat Guys	Warwick	RI	Boat Dealer	
Boat House Marina	Warren	RI	Marina	
Boat U.S. Marine Center	East Greenwich	RI	Marina	
Boat Works	Block Island	RI	Boatbuilding	
Boat World	Warwick	RI	Boat Dealer	
Boats Unlimited, Inc.	Wakefield	RI	Boatbuilding	
Boatwise Training	Hampton	NH	Marine School	
Boatworks Yacht Sales	Newport	RI	Boat Dealer	
Bonita II Sportfishing Charters	Westerly	RI	Boat Charter	

Company	City 1	State	Company Type	Survey Response
Bourne Consulting Engineering	Providence	RI	Engineering Services	
Bowen's Wharf Company Inc	Newport	RI	Navigation Services	M
Braitsch Performance Boatworks Inc	Middletown	RI	Boatbuilding	
Brandaris Sailing Charters	Newport	RI	Boat Charter	
Breachway Bait & Tackle	Charlestown	RI	Recreation Supply	
Breezeway Resort	Misquamicut	RI		
Breezy Point Marina	Warwick	RI	Marina	
Bremer & Hood, Ltd.	Bristol	RI		
Brenton Cove Moorings	Newport	RI		
Brewer Cove Haven Marina	Barrington	RI	Marina	
Brewer Greenwich Bay Marina	Warwick	RI	Marina	W
Brewer Sakonett Marina	Portsmouth	RI	Marina	
Brewer Street Boatworks	Newport	RI	Boatbuilding	M
Brewer Wickford Cove	North Kingstown	RI	Marina	
Brewer Yacht Sales	Portsmouth	RI	Boat Dealer	
Brewer Yacht Sales	Warwick	RI	Boat Dealer	M
Brewer Yacht Sales	Wickford	RI	Boat Dealer	
Brewer Yacht Yard Cowesett	Warwick	RI	Marina	
Bridge Harbor Boats	Barrington	RI	Boatbuilding	
Bristol Cushions	Warren	RI		
Bristol Harbor Boats Inc.	Bristol	RI	Boatbuilding	
Bristol Marine	Bristol	RI	Marine Supply	W
Bristol Yacht Club	Bristol	RI	Marina	
Bristol/Prudence/Hog Island Ferry	Bristol	RI	Transport Service	
Brown & Howard Wharf Marina	Newport	RI	Marina	
Buccaneer	Saunderstown	RI	Support Services	M
Bud Phillips Charter Boat Inc	LittleCompton	RI	Boat Charter	
Bullivant Marine Service	LittleCompton	RI	Marine Supply	
Bullock Cove Marine, Inc.	EastProvidence	RI	Marine Supply	
C P Devitt Corporation	Tiverton	RI		
C&C Fiberglass Components	Bristol	RI	Fiberglass	
C&C Marine, Inc.	Bristol	RI	Marine Supply	
C&M Marine Towing, Inc.	Bristol	RI	Marine Supply	
C.J. Charter	Wakefield	RI	Boat Charter	
C.L. Marine	Warwick	RI	Support Services	
C.R. Scott Marine Woodworking	Newport	RI	Boating Wood	
Caito's Marine	Warwick	RI	Marine Supply	
CAM Machine Corporation	Bristol	RI	Marine Supply	
Cape Yacht Sales	Warwick	RI	Boat Dealer	BA
Cap'n Jack's Marina	South Kingstown	RI	Marina	
Carnegie Harbor and Yacht Club	Portsmouth	RI	Marina	
Casey's Bait & Tackle	Warwick	RI	Recreation Supply	BA
Casey's Boat Hauling	Newport	RI		
Casey's Marina & Boat Hauling Service	Newport	RI	Marina	BA
Casey's Village Bait & Tackle	Warwick	RI	Recreation Supply	
Castle Hill Marine Enterprises	Newport	RI	Marine Supply	BA
Cay Electronics, Inc.	Portsmouth	RI	Navigation Equipment	
Central Scale Company	Warwick	RI	Boatbuilding	
Certified Yacht Sales	Warwick	RI	Boat Dealer	M
Champlin's Marina	Block Island	RI	Marina	
Channel Marina	Wakefield	RI	Marina	
Charter Newport	Newport	RI	Boat Charter	
Che Bellezza Charters	West Greenwich	RI	Boat Charter	
Choice Marine Brokers LLC	Wakefield	RI	Marine Supply	M
Christopher Regan Insurance	North Kingstown	RI	Support Services	
Churchill Yacht Partners	Newport	RI	Boat Dealer	
Clam Harbor Yacht Club	Warwick	RI	Marina	BA
Clark Boatyard, Inc.	Jamestown	RI	Boatbuilding	
Classic 12 Meter Charters	Newport	RI	Boat Charter	
CLE Engineering	East Greenwich	RI	Support Services	
Clean Water Solutions	Newport	RI	Marine Supply	
ClearCarbon & Components	Bristol	RI	Marine Supply	M
Coastal Diving Services LLC	Middletown	RI	Support Services	
Coastal Yacht Rigging Inc	Wickford	RI	Boating Textiles	
Coasters Harbor Navy YC	Newport	RI	Marina	
Commar Sales, LLC	Tiverton	RI	Boat Dealer	
Commercial Marine Electronics	EastProvidence	RI	Navigation Equipment	BA
Compass Point Marine Inc.	Warwick	RI	Marine Supply	BA

Company	City 1	State	Company Type	Survey Response
Composites One	Bristol	RI	Marine Wholesale	
Conanicut Marine Services, Inc.	Jamestown	RI	Marina	M
Conanicut Yacht Club	Jamestown	RI	Marina	M
Consail Corporation	East Greenwich	RI	Boat Charter	
Constellation Yacht Charters	Bristol	RI	Boat Charter	
CONTAINER YACHTS	Middletown	RI	Boatbuilding	M
Continental Bait & Tackle Shop	Cranston	RI	Recreation Supply	
Continental Sloop Providence (Providence Maritime Heritage Foundation)	Providence	RI	Boat Tour	BA
Cooky's Marine Transport	Tiverton	RI	Marine Supply	
Corliss Diesel Engine Works	Middletown	RI	Engine Repair	BA
Cox Marine Charters	Newport	RI	Boat Charter	BA
Cruising Direct Sails	Portsmouth	RI	Boating Textiles	
Cruising Yachts, Inc.	Riverside	RI	Boatbuilding	
Custom Boat Repair	Warwick	RI	Boat Repair	BA
Custom Marine Plastics	Bristol	RI	Plastics	
Custom Marine Services	Barrington	RI	Marine Supply	
Custom Navigation Systems, Inc.	Portsmouth	RI	Navigation Equipment	M
Custom Yacht Outfitters LLC	Newport	RI	Marine Supply	
D&C Marine Boatbuilders, Inc.	Bristol	RI	Marine Supply	
D&L Marine	EastProvidence	RI	Marine Supply	BA
Davidson Yachts	Barrington	RI	Boat Dealer	BA
Davit Engineering	Cranston	RI	Engineering Services	
DePaul Diesel Service	Portsmouth	RI	Boat Repair	W
Derek Escher Multihull	Tiverton	RI		
DeWolf Boats	LittleCompton	RI	Boatbuilding	
Dockside Marine	Warwick	RI	Marine Supply	BA
Donald's Machine Shop	North Kingstown	RI	Marine Supply	
Don's Marine Sales & Service, Inc.	Tiverton	RI	Boat Dealer	
Doorley Agency Inc	East Greenwich	RI		
Dorrado II Charters	Warwick	RI	Boat Charter	
Dutch Harbor Boat Yard, Inc.	Jamestown	RI	Boat Charter	M
Dutch Harbor Yacht Sales	Jamestown	RI	Boat Dealer	W
Dyer Boats	WARREN	RI	Boatbuilding	
Early Bird Charters	Narragansett	RI	Boat Charter	
East Bay Marine Service	Bristol	RI	Marine Supply	
East Chop Yacht Club	LittleCompton	RI	Marina	
East Coast Yacht Sales	Portsmouth	RI	Boat Dealer	
East Greenwich Marina	East Greenwich	RI	Marina	
East Greenwich Yacht Club	East Greenwich	RI	Marina	
East Passage Boatwrights	Bristol	RI	Boatbuilding	
East Passage Sailing Inc	Portsmouth	RI	Boat Charter	
East Providence Yacht Club	EastProvidence	RI	Marina	
Eastern Yacht Sales, Inc.	Portsmouth	RI	Boat Dealer	
Edgewood Sailing School, Inc.	Cranston	RI	Marine School	
Electra Yacht of Newport	Portsmouth	RI	Boat Charter	BA
Electric Bill Marine	Tiverton	RI	Boat Repair	
Electric Boat Corporation	North Kingstown	RI	Shipbuilding	
Electro Marine Services	East Greenwich	RI	Boat Repair	
Elite Marine Repair, Inc.	East Greenwich	RI	Boat Repair	
Eric Goetz Custom Sailboats	Bristol	RI	Boatbuilding	M
Ericson Brothers Bait & Tackle	Warwick	RI	Recreation Supply	
Erinrose Charters	Charlestown	RI	Boat Charter	
F G Marine Design, Inc.	Bristol	RI	Marine Supply	
Fan Sea V Charters	Warwick	RI	Boat Charter	
Flaherty Charters	Middletown	RI	Boat Charter	
Fleetguard Marine	Coventry	RI	Marine Supply	
Fleming & Company	Newport	RI	Marketing	
Flying Colors Ltd	Newport	RI	Boat Charter	BA
Fontaine Design Group	Portsmouth	RI		
Forty One North	Newport	RI	Yacht club	
Frances Fleet Charters	Peace Dale	RI	Boat Charter	
Frank Hall Boatyard, Inc.	Westerly	RI	Marina	
Frank Pearson Marine Surveyors	Middletown	RI	Marine Supply	
Freedom Yachts, Inc.	Middletown	RI	Boatbuilding	
Fusion Sailcraft	Middletown	RI	Boatbuilding	

Company	City 1	State	Company Type	Survey Response
Gallup Marine Services	South Kingstown	RI	Marine Supply	
Gapmar Industries Inc	Warwick	RI		
Gardiner Marine, Inc.	North Kingstown	RI	Marine Supply	BA
Gencorp	East Greenwich		Marine Insurance	M
Gene's Mobile Marine	West Greenwich	RI	Marine Supply	BA
Gil's Custom Tackle & Sporting Goods	Wakefield	RI	Recreation Supply	BA
Ginalski's Boatyard	Warren	RI	Boatbuilding	
Givens Marine Survival Company, Inc.	Tiverton	RI	Marine Supply	
Gloucester Boat Sales	Chepachet	RI	Boat Dealer	
GMT Composites Inc	Bristol	RI	Boatbuilding	
Goat Island Marina, Inc.	Newport	RI	Marina	M
Goat Island Yacht Club	Newport	RI	Marina	
Gooseberry Marina & Dock Building	Wakefield	RI	Marina	
Gowrie, Barden & Brett Marine Insurance Specialists	Middletown	RI	Marine Insurance	
Gray's Boat Yard, Inc.	Westerly	RI	Marina	
Greenwich Cove Marina & Yacht Sales	East Greenwich	RI	Marina	
Grimes Marine Composites, Inc.	Middletown	RI	Marine Supply	
Grinnell Phillips Corp	Charlestown	RI		
Gunboat Catamarans	Newport	RI	Boatbuilding	
Haarstick New England	Wickford	RI	Boating Textiles	
Hall Spars	Bristol	RI	Fiberglass	
Hall's Marine Supply	Westerly	RI	Marine Supply	
Halsey C. Herreshoff Inc.	Bristol	RI	Museum	
Halsey-Lidgard Sailmakers	Barrington	RI	Boating Textiles	BA
Hanse North America	North Kingstown	RI		
Hansen Marine Associates, Inc.	Newport	RI	Marine Supply	
Harbor Boat Sales	Warwick	RI	Boat Dealer	
Harbor Light Marina, Inc.	Warwick	RI	Marina	
Harbor Marine Corporation	Providence	RI	Marine Supply	
Harbor Road Yacht Basin	Block Island	RI	Boat Charter	
Harbor Supply	Newport	RI	Marine Supply	M
Harken Newport	Newport	RI	Marine Supply	M
High-Tech Marine Supplies	Lincoln	RI	Marine Supply	M
Hinckley Yachts	Portsmouth	RI	Boatbuilding	M
Hiz & Herz Charters	Wakefield	RI	Boat Charter	BA
Hob Yacht Sales, Inc.	Westerly	RI	Boat Dealer	
Holby Marine Company	Bristol	RI	Boatbuilding	M
Honda Suzuki World	Warwick	RI	Boat Dealer	
Hood Ocean Systems	Portsmouth	RI	Boating Textiles	BA
Hood Sailmakers	Middletown	RI	Boating Textiles	
Hope Valley Bait & Tackle	Hope Valley	RI	Recreation Supply	
Hose Connection, Inc.	Tiverton	RI	Navigation Equipment	
Hula Charters	Block Island	RI	Boat Charter	
Hunt Marine LLC	Narragansett	RI	Support Services	
Hunt Yachts	Portsmouth	RI	Boatbuilding	M
Hydro Engineering Group	West Yarmouth	MA	Marine Supply	
I Broomfield & Son Inc	Providence	RI	Boatbuilding	
Ian's Marine Works	Newport	RI	Marine Supply	
Ida Lewis Yacht Club	Newport	RI	Marina	
Ideal Windlass Co.	East Greenwich	RI	Navigation Equipment	
Independent Marine Systems	Middletown	RI	Marine Supply	
Industrial Marine Marketing Inc.	Saunderstown	RI	Marine Supply	
Industrial Pump Sales & Service	Tiverton	RI	Navigation Equipment	
Inflatable Experts of Newport	Portsmouth	RI	Boat Dealer	
Inland Marine, Inc.	Chepachet	RI	Boat Dealer	M
Inner Tech Commercial Diving	Warwick	RI	Support Services	
International Marine Industries, Inc.	Newport	RI	Marine Supply	
International Yacht Collection	Newport	RI	Boat Dealer	
International Yacht Restoration School	Newport	RI	Marine School	M
Invader Charters	Narragansett	RI	Boat Charter	
Irish Jig Charters	Wakefield	RI	Boat Charter	
Irwin Yacht Sales North, Inc.	Warwick	RI	Boat Dealer	
Island Boat & Mooring Service	Newport	RI	Support Services	
Island Boat Hauling, Inc.	Middletown	RI	Transport Service	
Island Gypsy & Halvorsen Yachts Ltd	Warwick	RI	Boat Charter	

Company	City 1	State	Company Type	Survey Response
Island Marine Services, Inc.	Newport	RI	Marine Supply	
Island Outfitters & Dive Shop	Block Island	RI		
Island Sports			Boat Dealer	
Itchiban Yacht Painters	Bristol	RI	Support Services	M
J Boats	Newport	RI	Boatbuilding	
J World	Newport	RI	Marine School	
J&A Boat Body Shop	East Greenwich	RI	Boat Repair	BA
J&D Sea Products	Narragansett	RI		
J. Goodison	East Providence	RI	Marine Supply	M
J.C. Rice International	Saunderstown	RI	Boat Dealer	
Jack Ellis Yacht Sales	Warwick	RI	Boat Dealer	
Jackie Sea Charters Sportfishing, Inc.	Warwick	RI	Boat Charter	
James Cross Marine Surveyor	West Greenwich	RI	Support Services	
Jamestown Boatyard	Jamestown	RI	Marina	M
Jamestown Distributors, LLC	Bristol	RI	Marine Supply	
Jamestown Marine Services, Inc.	Jamestown	RI	Marine Supply	
Jamestown Yacht Club	Jamestown	RI	Marina	
Jasper & Bailey Sailmakers	Newport	RI	Boating Textiles	M
Jatco Marine	Warwick	RI	Marine Supply	
JCDC Operations, Inc.	Bristol	RI		BA
Jibe Tech	Portsmouth	RI	Boatbuilding	
Jim's Dock, Inc.	Wakefield	RI	Marine Supply	
Jody Lexow Yacht Charters Inc	Newport	RI	Boat Charter	
Joe's Boatyard	Warren	RI	Boatbuilding	
John W. Furrh Associates, Inc.	Taunton	MA	Marine School	
John's Bait & Tackle	North Kingstown	RI	Recreation Supply	
Johnson's Boat Top	Wakefield	RI	Boating Textiles	
Johnson's Boat Works	Cranston	RI	Boatbuilding	M
Johnson's Boat Yard	North Kingstown	RI	Boatbuilding	
Johnson's Marine & Service, Inc.	Middletown	RI	Marine Supply	
Johnston & Blackwood Sailmakers	East Greenwich	RI	Boating Textiles	
Joint Ventures Inc. & The Strip Joint	North Kingstown	RI		
Joule Yacht Transport	Warren	RI	Transport Service	BA
Julie C Charters	Narragansett	RI	Boat Charter	BA
Just Service	Warwick	RI	Boat Repair	M
Kahn, Litwin, Renza & Co., Ltd	Providence	RI	Support Services	
Kahuna Sportfishing Charters	Block Island	RI	Boat Charter	
Karuna Charters	Charlestown	RI	Boat Charter	
Kayak Centre of Rhode Island	Wickford	RI	Boat Dealer	
Kellogg Marine Supply, Inc.	Old Lyme	CT	Marine Wholesale	M
Kenport Marina, LLC	Wakefield	RI	Marina	
Kerritim Charters, Inc.	Shannock	RI	Boat Charter	
Kiki Marine	South Kingstown	RI	Marine Supply	
Kinder Industries	Bristol	RI	Boating Textiles	
King Marine	Barrington	RI	Marine Supply	
Kiwi Marine Services	Portsmouth	RI	Marine Supply	
KMS Young Mariners & Shipwrights Program	Warren	RI	Marine School	
Kubic & Conradi	Charlestown	RI	Support Services	
KVH Industries	MIDDLETOWN	RI	Navigation Equipment	M
Lakeview Marine	Coventry	RI	Marine Supply	
Larry's Outboards	Tiverton	RI	Engine Repair	
Lavins Landing	Charlestown	RI		
Lavin's Marina, Inc.	Barrington	RI	Marina	M
Let's Go Diving	Middletown	RI	Support Services	
Life Raft & Survival	Portsmouth	RI		M
Lighthouse Marine Inc	Portsmouth	RI	Marine Supply	
Lightship Group LLC	Wickford	RI	Support Services	
Little Harbor Marine	Portsmouth	RI	Marine Supply	M
Little Harbor Yacht Brokers	Portsmouth	RI	Boat Dealer	
Little Rhody Yacht Club	Warwick	RI	Marina	
Livingston Marine Associates	Jamestown	RI	Marine Supply	
Long Wharf Landing Charters	Newport	RI	Boat Charter	BA
Lotteryville Marina	Westerly	RI	Marina	M
Loughborough Marine Interests LLC	Newport	RI	Marine Supply	M

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Lucky Bait & Tackle	Warren	RI	Recreation Supply	
Luthers Repair Shop Inc.	Bristol	RI	Boat Repair	M
Mack Insurance Associates, Inc.	Pawtucket	RI		
Mahall Marketing	Cumberland	RI	Marine Wholesale	
Maridee Canvas- Bait & Tackle	Narragansett	RI	Recreation Supply	
Maridee II Sportfishing	West Kingston	RI	Boat Charter	
Marina Bay Docking	Wakefield	RI	Support Services	
Marina Pond	Coventry	RI	Marina	
Marine Documentation Inc.	Newport	RI	Marine Supply	M
Marine Electrical Works	Newport	RI	Boat Repair	W
Marine Machinery Service, Inc.	Warwick	RI	Marine Supply	
Marine Machining Welding	Newport	RI	Marine Supply	
Marine Marketing Services	Bristol	RI	Marine Supply	
Marine Mechanics	East Greenwich	RI	Marine Supply	
Marine Metal Fabricators	Barrington	RI	Boating Metal	
Marine Placement Center, Inc.	North Kingston	RI	Marine Supply	
Marine Projects International	Newport	RI	Marine Supply	BA
Marine Rescue Services, Inc.	Wickford	RI	Marine Supply	M
Marine Safety International	Middletown	RI	Marine Supply	M
Marine Systems Consultants	Newport	RI	Marine Supply	BA
Marine Systems Inc.	Wakefield	RI	Marine Supply	
Marine Tronics	Newport	RI	Marine Supply	BA
Marine Woodwork	East Greenwich	RI	Boating Wood	BA
Maritime Consultants, Inc.	Tiverton	RI	Engineering Services	
Maritime Solutions	Portsmouth	RI	Support Services	W
Maverick Charters Ltd.	Hope Valley	RI	Boat Charter	
Mcclintock Marine Enterprises	Newport	RI	Marine Supply	
McConnell Marine Service, Inc.	Narragansett	RI	Marine Supply	M
McMillen Yachts Charters	Newport	RI	Boat Charter	
McMillen Yachts, Inc.	Portsmouth	RI	Boatbuilding	
Megrew's Boats, Inc.	Charlestown	RI	Boatbuilding	
Microweld Company, Inc.	EastProvidence	RI	Boat Repair	M
Middlebridge Marina	Narragansett	RI	Marina	
Mill Cove Yacht Sales	Wickford	RI	Boat Dealer	
Miller Marine Company	Warren	RI	Marine Supply	BA
Milt's Marina	East Greenwich	RI	Marina	M
Miss Debbie Charters	Westerly	RI	Boat Charter	
Misty Charters	Wakefield	RI	Boat Charter	
Mi-Vi Charters	Charlestown	RI	Boat Charter	
ML Traps	Bristol	RI		
Mobile Marine Service	Bradford	RI	Marine Supply	
Mobri-Euro Marine Trading	Newport	RI	Marine Supply	
Moore Marine Products	Westerly	RI	Marine Supply	
Mount Hope Boatworks	Bristol	RI	Boatbuilding	
MTTI	EastProvidence	RI	Marine School	
Mullaney, Ed & Associates	Tiverton	RI		
Murphy Marine	Newport	RI	Marine Supply	
MV Spirit of Newport Newport Harbor & Narragansett Bay Cruises	Newport	RI	Boat Charter	
MV Vista Jubilee Charters	Warren	RI	Boat Charter	
Mycin Marine	Tiverton	RI	Marine Supply	
Naiad Inflatables of Newport, Inc.	Portsmouth	RI	Boatbuilding	M
Narragansett Bay Boat Hauling	Providence	RI	Transport Service	BA
Narragansett Bay Cruises	Providence	RI	Boat Tour	
Narragansett Bay Sailing Company	Narragansett	RI	Boat Charter	
Narragansett Boat Club	Providence	RI	Boat Charter	
Narragansett Dock Works, Inc.	Narragansett	RI	Marine Supply	W
Narragansett Kayak Company	Charlestown	RI	Boat Dealer	BA
Narragansett Pier Dive Shop	Narragansett	RI		
Narragansett Salt Water Fishing Club	Narragansett	RI	Boat Charter	
Narragansett Shipwrights, Inc.	Newport	RI	Boatbuilding	
Narragansett Terrace Yacht Club	Riverside	RI	Marina	
Narrow River Kayaks	Narragansett	RI	Boat Dealer	
Nauset Marine, Inc.	Providence	RI	Marine Supply	
Nautical Enterprises	Pawtucket	RI	Boat Dealer	

Company	City 1	State	Company Type	Survey Response
Nautor Swan Charters	Newport	RI	Boat Charter	
Navinvest Marine Services, Inc.	Portsmouth	RI	Marine Supply	BA
Navtronics, Inc.	Westerly	RI	Navigation Equipment	
NEIT	Warwick	RI	Marine School	W
New England Boatworks Inc.	Portsmouth	RI	Boatbuilding	W
New England Jet Dock	Narragansett	RI	Marine Supply	
New England Marine	East Providence	RI	Marine Supply	
New England Marine Supply	Providence	RI	Marine Supply	
New England Marine Surveyors Inc.	Warwick	RI	Support Services	M
New England Saltwater Fishing Show	Coventry	RI	Boat Charter	
New England Shipyard	North Kingstown	RI	Boatbuilding	
New England Skiff Builders	Wakefield	RI	Boatbuilding	M
New England Yacht Rigging	East Greenwich	RI	Boating Textiles	
New Harbor Kayak Rental	Block Island	RI	Boat Rental	
New Weekapaug Bait & Tackle	Westerly	RI	Recreation Supply	
New York Yacht Club	Newport	RI	Marina	
New Zealand Wooden Boat Works	Providence	RI	Boatbuilding	
Newport & Narragansett Bay Portbook	Newport	RI	Publications	
Newport & Vineyard Boat Rentals	Newport	RI	Boat Rental	
Newport Boat Rentals Inc.	Newport	RI	Boat Rental	
Newport Diving Center Inc.	Newport	RI	Support Services	
Newport Down Under Diving Services	Portsmouth	RI	Support Services	
Newport Exhibiton Group	Newport	RI	Support Services	
Newport Harbor Hotel & Marina	Newport	RI	Marina	
Newport Harbor Marine Charters	Newport	RI	Boat Charter	
Newport Harbor Marine Services	Newport	RI	Marine Supply	
Newport Marina Inc	Newport	RI	Marina	
Newport Marine Electronics, Inc.	Newport	RI	Navigation Equipment	M
Newport Marine Survey Company	Middletown	RI	Marine Supply	
Newport Marine Surveyors Group	Middletown	RI	Marine Supply	BA
Newport Mooring Services	Newport	RI	Marine Supply	
Newport Nautical Supply	Newport	RI	Marine Supply	
Newport Nautical Supply Wickford	Wickford	RI	Marine Supply	
Newport Offshore International, Inc.	Newport	RI		
Newport On-shore Marina	Newport	RI	Marina	
Newport Power Cruises	Middletown	RI	Boat Tour	
Newport R&D	Portsmouth	RI	Engineering Services	
Newport Rigging Company	Portsmouth	RI	Boating Textiles	BA
Newport Sailboat Harbor Tours	Newport	RI	Boat Tour	
Newport Shipyard	Newport	RI	Boatbuilding	
Newport Yacht Charters	Newport	RI	Boat Charter	BA
Newport Yacht Club	Newport	RI	Marina	
Newport Yacht Joinery Co	Portsmouth	RI		
Newport Yacht Management	Portsmouth	RI		M
Newport Yacht Services	Newport	RI	Marina	BA
Newport Yachting Center	Newport	RI	Marina	M
Nicholson Marine Services, Inc.	Warwick	RI	Boat Repair	M
Nicholson Yacht Charters	Newport	RI	Boat Charter	
Night Heron Harbor & Nature Cruises	Wakefield	RI	Boat Tour	BA
Ninigret Divers	Charlestown	RI	Support Services	W
Ninigret Marine	Charlestown	RI	Marine Supply	
Nor'east Gypsy Charters	East Greenwich	RI	Boat Charter	BA
North Atlantic Marine Salvage	North Kingstown	RI	Support Services	
North Rip Boats	Bristol	RI	Boatbuilding	
North Sails	Portsmouth	RI	Boating Textiles	
North Star Sailing Club & School	Warwick	RI	Marine School	
Northeast Diving Services, Inc.	Newport	RI	Support Services	
Northeast Engineers	Portsmouth	RI	Engineering Services	
Northeast Jet Dock	North Kingstown	RI	Marine Supply	
Northeast Marine Pilots - Sound Pilots	Newport	RI	Marine Supply	
Northeast Marine Salvage & Towing Company	Newport	RI	Support Services	
Northeast Signs	Chepachet			
Northeast Yacht Services	Riverside	RI	Marine Supply	
Northern Marine Services	Warwick	RI	Marine Supply	W

Company	City 1	State	Company Type	Survey Response
Northern Star Shipping	Providence	RI		BA
Northrop & Johnson	Newport	RI	Boat Charter	
Northrup & Johnson Yacht Charters LLC	Newport	RI	Boat Charter	M
Northwind Sports	Bristol	RI		
Nortons Shipyard & Marina, Inc.	East Greenwich	RI	Marina	W
Oakland Beach Yachting Center	Warwick	RI	Marine School	
Oaklawn Marine Canvas	North Kingstown	RI	Boating Textiles	
Oberg Boat Company	Warren	RI	Boatbuilding	BA
Ocean Avenue Marina Inc.	Wakefield	RI	Marina	
Ocean House Marina	Charlestown	RI	Marina	W
Ocean Instrumentation Ltd.	Portsmouth	RI	Navigation Equipment	
Ocean Link Inc.	Portsmouth	RI		W
Ocean Options	Tiverton	RI		M
Ocean Props, Inc.	Middletown	RI		W
Ocean State Boat Movers	Warwick	RI	Transport Service	
Ocean State Marine Railway Inc	Wakefield	RI	Marine Supply	BA
Ocean State Marine Supply	Cranston	RI	Marine Supply	
Ocean State Marine Surveying	Cranston	RI	Marine Supply	
Ocean State Mooring & Diving	Warwick	RI	Support Services	BA
Ocean State Scuba	Jamestown	RI		
Ocean State Tackle	Providence	RI	Recreation Supply	
Ocean Yacht Systems	Portsmouth	RI	Navigation Equipment	
Oceaneer Charters	LittleCompton	RI	Boat Charter	BA
Offshore Subsea Inc.	North Kingstown	RI		
Old Harbor Marina	Providence	RI	Marina	
Old Salt Charters	Wakefield	RI	Boat Charter	M
Old Warren Marina	Warren	RI	Marina	M
Oldport Marine Services, Inc.	Newport	RI	Marine Supply	
On-Line Charters	Saunderstown	RI	Boat Charter	
Outboard Motors Exchange Inc.	North Kingstown	RI	Boat Dealer	M
Outerlimits Offshore Powerboat	Bristol	RI	Boatbuilding	
Overland Small Boat Movers, Inc.	North Kingstown	RI	Transport Service	
Oyster Harbors Marine	Portsmouth	RI	Marine Supply	W
Oyster House Marina	EastProvidence	RI	Marina	
Oyster Marine Ltd. USA	Newport	RI	Marine Supply	M
P & C Marine	Newport	RI	Marine Supply	
P&J Marine Services	Westerly	RI	Marine Supply	
P&M Marine Services	Jamestown	RI	Marine Supply	BA
Pacific Shipwrights	Portsmouth	RI	Engineering Services	BA
Parker Marine, Inc.	Bristol	RI	Marine Supply	M
Paul Cobble Marine & Surveyor	Jamestown	RI	Marine Supply	BA
Pawtuxet Cove Marina	Cranston	RI	Marina	
Pawtuxet Marine Electronics	Cranston	RI	Navigation Equipment	M
Payne & Franklin, Inc.	North Kingstown	RI		BA
Payne's New Harbor Dock	Block Island	RI	Navigation Services	
Pearson Yachts	Warren	RI	Boatbuilding	
Pedrick Yacht Designs	Newport	RI	Design Services	
Pequot Marine	Warwick	RI	Marine Supply	
Perfect Fit Glove/A Bacou-Dalloz Company	Smithfield	RI	Boating Textiles	
Perfect Settings	North Kingstown	RI		
Performance Boat Service	Bristol	RI	Marina	BA
Performance Marine Systems, Inc.	Providence	RI	Marine Supply	BA
Perotti Performance Design LLC	Newport	RI	Engineering Services	M
Persuader Sportfishing Charters	Narragansett	RI	Boat Charter	
Pettis Boat Yard	Warwick	RI	Marina	
Pier 36 Marine Center	Warwick	RI	Marine Supply	W
Pier 65 Marina	Westerly	RI	Marina	M
Pirate Cove Marina	Portsmouth	RI	Marina	
Pisces Diving Service	Tiverton	RI	Support Services	
PK Marine Service	Bristol	RI	Marine Supply	

Company	City 1	State	Company Type	Survey Response
Point Judith Yacht Club	Wakefield	RI	Marina	
Point View Marina and Narragansett Yacht Repair	Wakefield	RI	Boat Repair	
Points East Magazine	North Kingston	RI	Publications	
Ponaug Marina	Warwick	RI	Marina	
Pond Yacht Sales	Newport	RI	Boat Dealer	
Port Edgewood Marina Ltd.	Cranston	RI	Marina	M
Portsmouth Marine	Portsmouth	RI	Marine Supply	
Poseidon Charters	Narragansett	RI	Boat Charter	
Power Brokers Inc.	Warwick	RI		BA
Power Marine, Inc.	East Providence	RI	Marine Supply	
Pray, Donald & Associates - Marine Surveyors	Jamestown	RI	Marine Supply	
PRDB Inc.	Westerly	RI		
Precision Boat Repair	Portsmouth	RI	Boat Repair	BA
Pressure Drop Charters	Newport	RI	Boat Charter	
Pro Mar, Inc.	Portsmouth	RI		
Pro-Divers, Inc.	Warwick	RI	Support Services	
Professional Diving Services	Newport	RI	Support Services	
Promet Marine Services Corporation	Providence	RI	Boat Repair	W
Proper Yachts Ltd.	Bristol	RI	Boat Dealer	BA
PropWorks.com	North Kingstown	RI		BA
Pro-Tech Marine	Portsmouth	RI	Marine Supply	
Providence Community Boating Center Inc	Providence	RI	Marine School	M
Providence Lacquer & Supply Centre, Inc.	Cranston	RI	Marine Wholesale	
Providence Piers	Providence	RI	Marina	
Providence River Boat Tours	Providence	RI	Boat Tour	
Providence Steamboat Company	Providence	RI	Boatbuilding	
Prowler Sportfishing Charters	Narragansett	RI	Boat Charter	
Quaker Lane Bait & Tackle	North Kingstown	RI	Recreation Supply	M
Quality Yacht Services	Tiverton	RI	Marine Supply	W
Quantum Electronics Corporation	Warwick	RI	Navigation Equipment	BA
Quantum Marine Electronics	Middletown	RI	Navigation Equipment	
Quantum Marine Engineering, Inc.	Portsmouth	RI	Engineering Services	
Quantum Pure Aire Corporation	Warwick	RI		BA
Quantum Thurston Sails East Bay	Bristol	RI	Boating Textiles	
Quantum Thurston Sails West Bay	East Greenwich	RI	Boating Textiles	
Quest Charters	Newport	RI	Boat Charter	
Quonset Davisville Navy Yacht Club, Inc.	Davisville	RI	Marina	M
R&L Fisheries Inc	Charlestown	RI		
R&N Marine	North Providence	RI	Marine Supply	
R.E. Hall Company	Cranston	RI	Boating Textiles	BA
Race Resources	Newport	RI		
Ram Point Marina, Inc.	Wakefield	RI	Marina	W
Ray's Bait and Tackle	Warwick	RI	Recreation Supply	BA
RDB Marine Inc.	Middletown	RI	Marine Supply	BA
Reading Yacht Sales, Inc.	Warwick	RI	Boat Dealer	BA
Rentacruise Inc. Charters	Warren	RI	Boat Charter	W
Re-Sails P.O.S.H. Yachting	Newport	RI	Boating Textiles	
Restless Charters	Lincoln	RI	Boat Charter	
Rhode Island Boat Moving Co., Inc.	Warwick	RI	Transport Service	
Rhode Island Boating & Seamanship School	Wickford	RI	Marine School	BA
Rhode Island Diving Services	Newport	RI	Support Services	BA
Rhode Island Fisherman & Whale Museum	Newport	RI		
Rhode Island Marine Archaeology Project RIMAP	Newport	RI	Marine Supply	M
Rhode Island Marine Contractors	Tiverton	RI	Marine Supply	
Rhode Island Marine Surveyors	Kenyon	RI	Marine Supply	W
Rhode Island Mooring Services, Inc.	North Kingstown	RI	Marine Supply	
Rhode Island Yacht Club	Cranston	RI	Marina	
Richard's Marine Repair Service	Westerly	RI	Boat Repair	
Rickerich Designs	Portsmouth	RI	Design Services	BA
Rig Pro	Portsmouth	RI	Boating Textiles	
Rigging Company	Portsmouth	RI	Boating Textiles	BA
Rig-Rite, Inc.	East Greenwich	RI	Boating Textiles	BA
Rijo Sports Shop	Warwick	RI		BA
Rinsepure Technologies	Scituate	RI		

Company	City 1	State	Company Type	Survey Response
Rivendell Marine	Portsmouth	RI	Marine Supply	BA
River's Edge Marine, Inc.	Barrington	RI	Marine Supply	
Riverside Bait & Tackle	Bradford	RI	Recreation Supply	BA
Riverside Marine	Tiverton	RI	Marine Supply	
Riverside Marine Parts & Service, Inc.	Riverside	RI	Marine Supply	
Robert Daigle Marine Surveys	North Kingstown	RI	Marine Supply	BA
Roberts Marine Canvas	Barrington	RI	Boating Textiles	
Rodger Martin Yacht Designs	Newport	RI	Design Services	
Ronstan International	Portsmouth	RI	Marine Supply	W
Round House Boat Yard	Jamestown	RI	Boatbuilding	
Russ Tatro Yacht Sales	North Kingstown	RI	Boat Dealer	
Russo Marine	Wakefield	RI	Boat Dealer	
Rusty's Marine	Coventry	RI	Marine Supply	
S&S Fabrics	Portsmouth	RI		
Safe/Sea Marine Towing	Wickford	RI	Marine Supply	M
Sail Away Sailing School	West Kingston	RI	Marine School	
Sail U.S.A., Inc.	West Greenwich	RI	Marine School	
Sailboat Charter	Bristol	RI	Boat Charter	
Sailboat Engineering	LittleCompton	RI	Engineering Services	BA
Sailing Company, The	Newport	RI	Publications	W
Sailing Specialties LLC	Bristol	RI	Marine Supply	
Sailing Yachts Rhode Island	Lafayette Village	RI	Boat Charter	M
Sakarak Charters	Narragansett	RI	Boat Charter	BA
Sakonnet Boathouse	Tiverton	RI	Boatbuilding	BA
Sakonnet Boathouse	Tiverton	RI		
Sakonnet Point Marina	LittleCompton	RI	Marina	BA
Sakonnet Skiffs, Inc.	Portsmouth	RI	Boatbuilding	
Sakonnet Yacht Club	LittleCompton	RI	Marina	M
Salt Pond Marine Railway, Inc.	Wakefield	RI	Marine Supply	
Salt Pond Watersports	Wakefield	RI		
Saltpond Charters	Narragansett	RI	Boat Charter	
Saltwater Edge Fly Fishing Company	Newport	RI		BA
Sam's Bait and Tackle	Middletown	RI	Recreation Supply	
Sand Dollar Charter Boat	Newport	RI	Boat Charter	
Sandpiper Services	Westerly	RI	Marine Supply	
Sandy Bottom Bait & Tackle	Coventry	RI	Recreation Supply	
Sanford-Covell Villa Marina	Newport	RI	Marina	
Sapowet Marsh Canoeing Adventure	Providence	RI	Boat Charter	BA
Saunderstown Yacht Club	Saunderstown	RI	Marina	M
Scandinavian Yachts, Inc.	Newport	RI	Boat Dealer	M
Scandia Marine	Tiverton	RI	Marine Supply	
Schooner Adirondack II	Newport	RI	Boat Charter	
Schooner America	Newport	RI	Boat Charter	BA
Schooner Aurora	Newport	RI	Boat Charter	
Scuba Too	North Kingstown	RI		BA
Sea Fox Charters	Narragansett	RI	Boat Charter	
Sea Gypsy Charters	Narragansett	RI	Boat Charter	
Sea Hawk Charters	Warwick	RI	Boat Charter	
Sea Safari Sailing Charters	Tiverton	RI	Boat Charter	
Sea Watch	Narragansett	RI		
SeaBoats, Inc.	North Kingstown	RI	Boatbuilding	
Seacure Marine Brokers	Westerly	RI	Marine Supply	
Seascope Systems	Newport	RI	Marine Supply	M
SeaTow Services of Rhode Island	North Kingstown	RI	Transport Service	M
Seaward Charters, Inc.	Warwick	RI	Boat Charter	
Seaward Yacht Repair	Warwick	RI	Boat Repair	
SeaWave LLC	Middletown	RI		
Seaway Marine	Middletown	RI	Marine Supply	
Seitech Marine Products, Inc.	Portsmouth	RI	Support Services	
Seven B's V Sportfishing Charters	Narragansett	RI	Boat Charter	M
Shannon Yachts (Schultz Boat Company Inc.)	Bristol	RI	Boatbuilding	
Sheen Gone Marine, Inc.	Warren	RI	Marine Supply	BA
Shelter Cove Marina	Charlestown	RI	Marina	BA
Shelter Cove Marina	Charlestown	RI		W
Sherman Marine	North Kingstown	RI	Marine Supply	
Ship to Shore	Newport	RI	Labor Placement	BA
Ship's Store & Rigging	Portsmouth	RI	Boating Textiles	W

Company	City 1	State	Company Type	Survey Response
Shore Sails Ltd.	Newport	RI	Boating Textiles	
Shoreline Diving Services, Inc.	Saunderstown	RI	Support Services	BA
Silver Spring Marine	Wakefield	RI	Marina	
Skip's Dock	Wakefield	RI	Marine Supply	
Smooth Sailing	Barrington	RI	Boat Charter	
Snappa Charters	Wakefield	RI	Boat Charter	
Snug Harbor Marine Service Center	Wakefield	RI	Marina	M
Sobstad Northeast	Jamestown	RI	Boating Textiles	
Source to Sea Paddle	Wakefield	RI		
South County Marine	South Kingstown	RI	Marine Supply	BA
Southern View Yachting Center	Wakefield	RI	Boat Charter	
Southworth-Milton Power Systems, Inc.	Cranston	RI	Engine Repair	
Specialty Diving Services, Inc.	North Kingston	RI	Support Services	
Speed's Diesel Service	Warren	RI	Engine Repair	BA
Speed's Diesel Service	Warwick	RI		
Spindle Rock Club	Adamsville	RI	Marine School	
Spinnaker Magazine	Newport	RI	Publications	M
Spirit of the Blackstone River Valley	Pawtucket	RI	Boat Charter	
Sponberg Yacht Design, Inc.	Newport	RI	Design Services	BA
Standish Boat Yard, Inc.	Tiverton	RI	Marina	W
Stanley's Boat Yard, Inc.	Barrington	RI	Marina	M
Stan's Outboard Services	Jamestown	RI	Engine Repair	BA
Star Marine Surveyors	North Providence	RI	Marine Supply	BA
Starlight Tours	Newport	RI	Boat Tour	
Stephen Baker Yacht Designer	Jamestown	RI	Design Services	BA
Steve's Boat Repair	Warwick	RI	Boat Repair	
Steve's Marine	Warren	RI	Marine Supply	
Stone Bridge Marina	Portsmouth	RI	Marina	
Stone Cove Marina, Inc.	Wakefield	RI	Marina	W
Striper Marina, Inc.	Barrington	RI	Marina	
Strong Work Diving	South Kingstown	RI	Support Services	
Stuff It Charters	Cranston	RI	Boat Charter	
Stur-Dee Boat Company	Tiverton	RI	Boatbuilding	M
Subsalve USA	North Kingstown	RI		
Subsalve USA	Providence	RI		BA
Sumner Boatworks	Newport	RI	Boatbuilding	BA
Sun & Fun Marina	Coventry	RI	Marina	BA
Sun Tan Yacht Charters	Warwick	RI	Boat Charter	
Sundeer Yachts LLC	Barrington	RI	Boatbuilding	BA
Sunshine Auto & Boat Sales Inc.	Tiverton	RI	Boat Dealer	BA
Superior Outboard	Bristol	RI	Boat Dealer	BA
Superior Trawl	North Kingstown	RI	Boat Charter	
Surf Scoter Sporting Adventures	Westerly	RI	Boat Tour	
Swamper Products, Inc.	Charlestown	RI		
Symbol Yacht Sales, Inc.	Warwick	RI	Boat Dealer	
Tackle Box	Warwick	RI	Recreation Supply	
Tad Underwater Works	Tiverton	RI		
Taipan Catamarans & Boyer A-Class Cat Sailboats	Bristol	RI	Boatbuilding	
Tarpin Charters	Tiverton	RI	Boat Charter	
Tartan C&C Yachts of Bristol	Bristol	RI	Boat Dealer	
Taylor, Dave - Marine Services	Jamestown	RI	Marine Supply	
Team One Newport	Newport	RI	Marine Supply	
Teezer Fishing Charters, Inc.	Portsmouth	RI	Boat Charter	
Thames Street International Yacht and Athletic Club IYAC	Newport	RI	Yacht Club	
Three D's Charters	Westerly	RI	Boat Charter	W
Thundermist Boats	Bristol	RI	Boatbuilding	
Thurston & Haigh Yacht Sales	Newport	RI	Boat Dealer	
Tiverton Boat Works	Tiverton	RI	Boatbuilding	
Tiverton Yacht Club	Tiverton	RI	Marina	
Todd Enterprises - Marine Products Division	Cranston	RI	Marine Supply	
Tom Denick's Island Marine Service	North Kingstown	RI	Marine Supply	BA
Toni Marine Sales & Service, Inc.	Middletown	RI	Boat Dealer	
Topsail Yachts	Portsmouth	RI	Boat Dealer	BA
Touisset Point Marina	Warren	RI	Marina	
Tracy International	Cranston	RI		
Trahan's Canvas Repair	Pawtucket	RI	Boating Textiles	BA
Trawlworks, Inc.	Narragansett	RI	Boatbuilding	M
Treasure Island Yachts	Ashaway	RI	Boat Dealer	
Trimble Navigation Ltd.	Middletown	RI	Navigation Equipment	

Company	City 1	State	Company Type	Survey Response
Twin City Marine	Central Falls	RI	Boat Dealer	
UK Sailmakers Rhode Island	Jamestown	RI	Boating Textiles	BA
UK Sailmakers Rhode Island	Jamestown	RI		
Unique Auto & Marine Services	Hope Valley	RI	Marine Supply	BA
United Divers	Providence	RI	Support Services	BA
URI Foundation	Kingston	RI	Boat Dealer	
US Sailing	Portsmouth	RI	Marine Association	M
Vanguard Sailboats	Bristol	RI	Boatbuilding	
Vetter, & White	Providence	RI	Support Services	M
Viking Marina	Westerly	RI	Marina	
Viking Marine & Power	Portsmouth	RI	Marine Supply	BA
Viking Yacht Club Marina, Inc.	Westerly	RI	Marina	
Viper Boats	Tiverton	RI	Boatbuilding	
Virtual Marine Concepts	Bristol	RI	Marine Supply	
Volta Oil	Plymouth	MA	Marine Supply	
Waldman Michael Marine Surveyor	Richmond	RI	Marine Supply	BA
Walmsley Marine	Warren	RI	Marine Supply	BA
Walmsley Marine	Warren	RI		
Warren Marine Exchange Equipment	Warren	RI	Marine Supply	
Warren Marine Supply, Inc.	Warren	RI	Marine Supply	
Warren River Boatworks, Inc.	Barrington	RI	Boatbuilding	
Warwick Cove Marina	Warwick	RI	Marina	
Watch Hill Boatyard, Inc.	Westerly	RI	Boatbuilding	M
Watch Hill Fly Fishing Company	Westerly	RI		BA
Watch Hill Yacht Services LLC	Westerly	RI	Marine Supply	
Water Street Yacht Services, Inc.	Warren	RI	Marine Supply	BA
W-Class Yacht Charters	Newport	RI	Boat Charter	M
Weekapaug Bait & Tackle	Weekapaug	RI	Recreation Supply	
Weekapaug Surfcasters	Charlestown	RI		
Weekapaug Yacht Club	Weekapaug	RI	Marina	
Weissenfels USA, Inc.	Portsmouth	RI	Marine Supply	
Wellington Marina	Newport	RI	Marina	
West Bay Sailing	Warwick	RI	Boat Charter	
West Bay Yacht Club	East Greenwich	RI	Marina	
West Main Bait & Tackle	Portsmouth	RI	Recreation Supply	
West Shore Sportsman Bait & Tackle	Warwick	RI	Recreation Supply	BA
West Wind Marina	Newport	RI	Marina	
Westerly Marina	Westerly	RI	Marina	
Westerly Yacht Club	East Westerly	RI	Marina	
Wharf Marina, Inc.	Warwick	RI	Marina	
White Ghost Charters	Coventry	RI	Boat Charter	M
White Marine Company	Warren	RI	Marine Supply	BA
White Rose Sail Charters	Narragansett	RI	Boat Charter	BA
Wickes Marine Inc.	Tiverton	RI	Marine Supply	
Wickford Bait and Tackle	Wickford	RI	Recreation Supply	BA
Wickford Marina	Wickford	RI	Marina	
Wickford Shipyard	North Kingstown	RI	Boatbuilding	W
Wickford Yacht Club	Wickford	RI	Marina	
Wilcox H N Fishing, Inc.	LittleCompton	RI		
Wilcox Marine Supply of Rhode Island	Narragansett	RI	Marine Supply	
Wilcox-Crittenden, Inc.	Middletown	RI	Marine Supply	
Winstead's Marina	Warwick	RI	Marina	
Winter's Marine	Warwick	RI	Marine Supply	
Wood & Water Marina	North Kingstown	RI	Marina	BA
Wood Boat & Motor	Warwick	RI	Boatbuilding	
Yacht Charters International	Newport	RI	Boat Charter	
Yacht Charters Unlimited	Middletown	RI	Boat Charter	
Yacht Doctor LLC	LittleCompton	RI	Boat Repair	W
Yacht Headquarters Inc	Portsmouth	RI	Marine Supply	
Yacht Rigging Services	Portsmouth	RI	Boating Textiles	
Yacht Salvage.com	Warwick	RI	Support Services	
Yacht Service & Resources Inc	Newport	RI	Marina	M
Yacht Shop	East Greenwich	RI	Boat Dealer	
Yachting Magazine	Middletown	RI	Publications	
Yachtman LLC	Bristol	RI		
Yankee Boat Peddlers Inc	Newport	RI	Boat Dealer	
Zeek's Creek Bait & Tackle Shop Inc	Jamestown	RI	Recreation Supply	
ZF Marine Controls	Warwick	RI	Marine Supply	M

### Interview Responses

Company Name	Contact Name	Contacted	Spoke With?
Albin Manufacturing	Fred Peters	X	
Aramid Rigging, Inc.	Trixie B. Wadson	X	
Brewer Cove Haven Marina	Michael Keyworth	X	
Brewer Greenwich Bay Marina	Chris Ruhling	X	X
Brewer Street Boatworks	Skipper Helme	X	X
Bristol Marine	Andy Taska	X	X
Cay Electronics, Inc.	Rufus Van Gruisen	X	
Conanicut Marine Services, Inc.	Bill Munger	X	X
East Passage Boatwrights	Seth Hagen	X	
Eric Goetz Custom Sailboats	Eric Goetz	X	
Gowrie, Barden & Brett Marine Insurance Specialists	Steve Prime	X	
Gunboat Catamarans	Peter Johnstone	X	
Hall Spars	Eric Hall	X	
Hinckley Yachts	Paul Mathais	X	
International Yacht Restoration School	Susan Daly	X	X
Kubic & Conradi	Ken Kubic	X	
KVH Industries	Jim Dodex	X	X
Maritime Solutions	Dick Cromwell	X	
New England Boatworks Inc.	Tom Rich	X	X
New England Technical Institute	Steve Kitchen	X	X
Newport Exhibiton Group	Nancy Piffard	X	
North Sails	Heather Skrzypiec	X	X
Point Judith Marina	Don Vivenzio	X	
Ronstan International	Scot West	X	X
Silver Spring Marine	Lynn Fiorenzano	X	
Snug Harbor Marine Service Center	Al Conti	X	X
Vanguard Sailboats	David Graham	X	

