

## Cultivating Effective Industry Partnerships for Long-Term Sustainability



# Welcome!



## **Barbara Murray**

Director & PI

SMART Center

Tidewater Community College (TCC)

*Virginia, Beach, Virginia*

# Panelists



**Brad Mason**

Chair - SMART Maritime Technologies Consortium

Director - Maintenance, Modernization, and Technical Services (AMSEC LLC)



**Monica Pfarr**

PI –National Center for Welding Education and Training (Weld-Ed)

Lorain County Community College (Elyria, Ohio)



**Kipp Snowe**

Instructional Specialist - Transportation, Logistics and Cargo Security

Anne Arundel Community College (Anne Arundel, Maryland)

# SMART Center Mission

## **Our Focus:**

Build and sustain industry and education partnerships to create 21<sup>st</sup> century skilled maritime and transportation technicians.

## **Our Goals:**

1. Increase and impact career awareness
2. Develop and disseminate career pathways
3. Model effective industry-educator partnerships

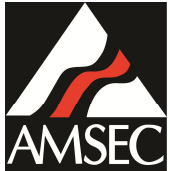






# Industry Partners

**BAE SYSTEMS**



A Subsidiary of Huntington Ingalls Industries



**Newport News Shipbuilding**  
A Division of Huntington Ingalls Industries



**NORTHROP GRUMMAN**



**Auxiliary Systems, Inc**

**GENERAL DYNAMICS**  
ROSSCO



A Division of Huntington Ingalls Industries



# Partners' Locations



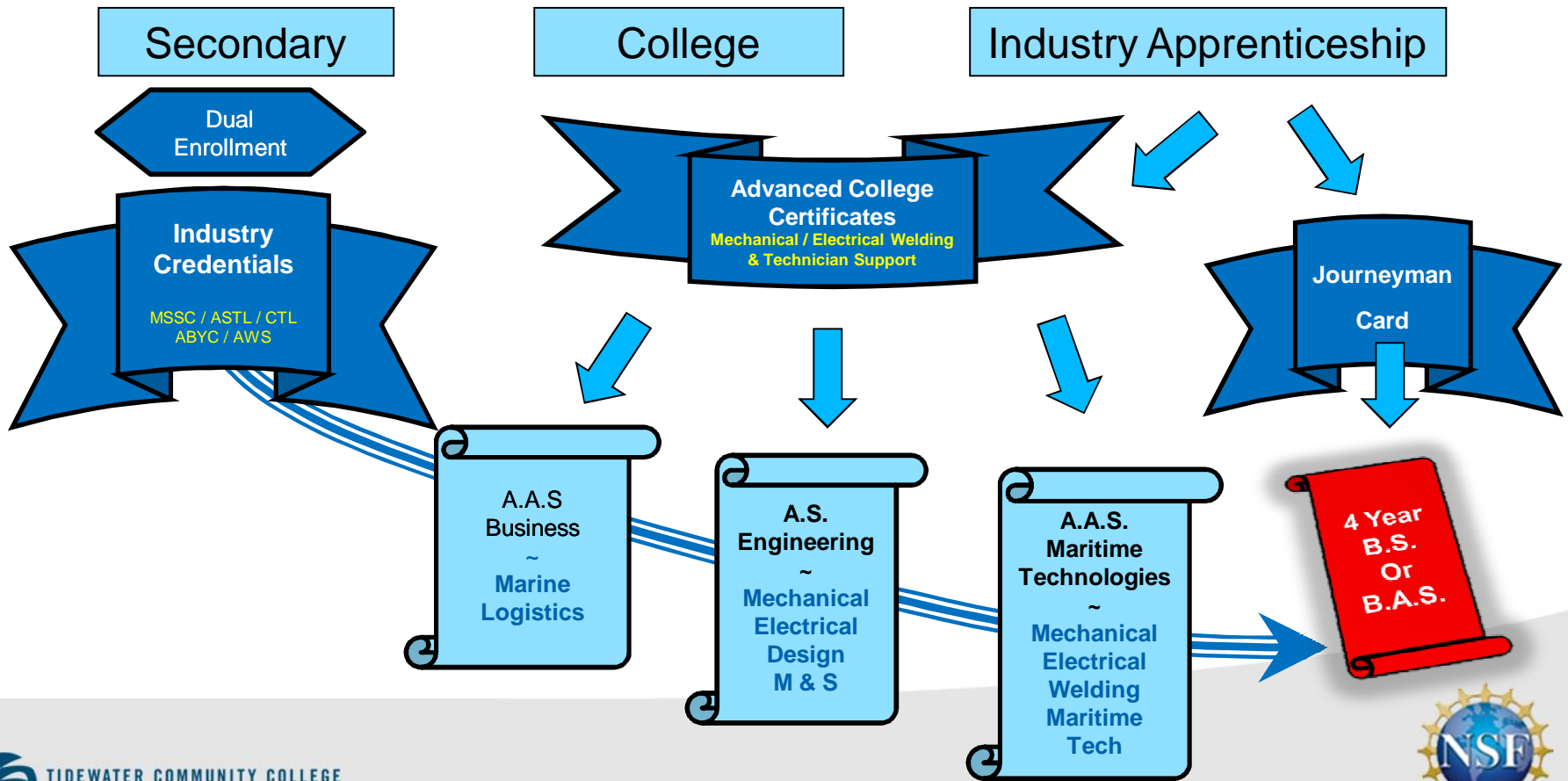


# Result: SMART-Certified Educators via Institute

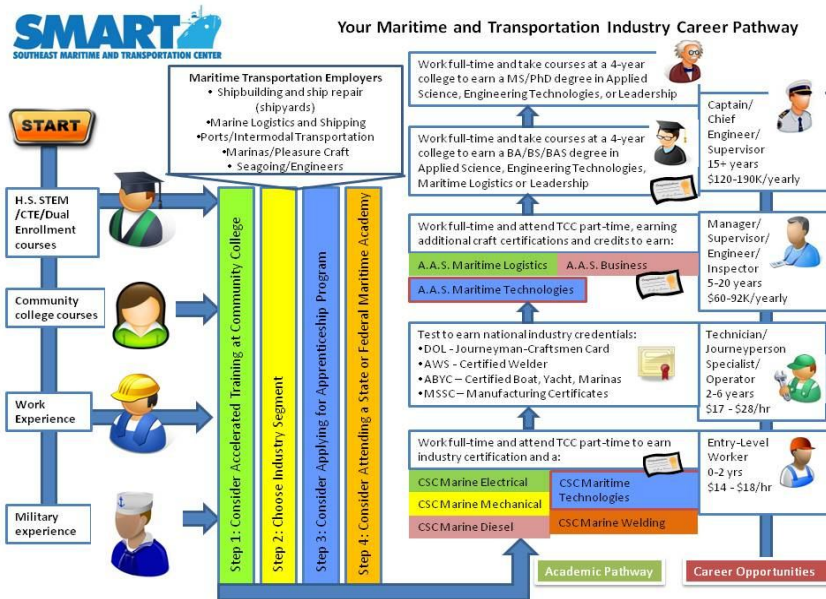




# Result: Industry-Validated Academic Career Pathway



# Result: New Career Awareness Materials



*Megan was a community college student who found a rewarding career in the maritime and transportation industry. Read her story at: [www.maritime-technology.org](http://www.maritime-technology.org)*

# Brad Mason





# Maritime Technologies Consortium

- Leaders from industry, education
- Represent all four industry segments
- Meet monthly at host site (TCC) with faculty, staff
- Advise on industry-needed curriculum
- Assess and validate SMART materials, pathway
- Support SMART: serve on NVC, host Institute meetings and tours, provide outreach material, etc.

# Value of SMART Partnership

- synergy between industry leaders in region that have national reach
- creation of stackable academic and industry credentials – key to developing future leaders
- successes: relevant industry training with academic credit and apprentice-relevant courses such as
  - refrigerant
  - PLC courses
  - electrical Trades training
- expansion of apprentice curriculum: welding – mechanic – electrician – logistician
- nationwide curriculum goal and partnership



# Case Study Success: Partnering to Produce PLC Course

- Programmable Logic Controllers (PLCs)
- Increasingly the standard for machinery control on U.S. Navy ships
- Shipbuilding/ship repair industry leaders require training for technicians on PLCs to serve Naval ships
- SMART coordinated first-ever West Coast/East Coast synchronous PLC training between SDCC and TCC





# Monica Pfarr



National Center for Welding Education and Training



# SMART Industry Focus Group Findings re: Maritime Welding



Higher Education = Higher Income

[Learn More](#)

The top five jobs most needed in the maritime industry today are (#1) WELDERS, (#2) marine electricians, (#3) marine mechanics, (#4) ship fitters, and (#5) machinists

- 2012 SMART Center Focus Group Findings Report  
Terryll Bailey, The Allison Group

# Partnering to Meet Industry-Identified Employment Need

- Professional development workshops for secondary and post-secondary welding educators
- Send individual instructors to Weld-Ed summer workshop offerings
- Offer Weld-Ed workshop for SMART faculty and industry partners during academic year
- Weld Quality and Inspection, Codes, Specifications and Safety hybrid workshop in November/December 2013



 **Weld-Ed**  
National Center for Welding Education and Training



# Kipp Snowe



# Baltimore Partnership Formation through Institute



# Questions?



# Table Sessions

# How Can We Help?

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