NEW YORK STATE | NYSERDA | Department of State

# Maritime Technical Working Group

## Fall Meeting

November 5, 2026 | Zoom



# Purpose of today's meeting

To gather feedback on 2027 M-TWG Priorities Workplans including a Maritime Industry Factsheet and Shipyard Development Needs in New York State, and share State and member updates.

<u>Agenda</u>

9:05 Member Updates
9:20 Relevant State Updates
9:50 2027 M-TWG Priorities Workplan Discussion
10:50 Next Steps
11:00 Adjourn



# Member Updates

# Member Updates

What is a priority for your organization in 2027? Share your name / affiliation.

# State Updates

# Maritime Prosperity Zones (MPZs)

- Called for in Executive Order 14269 *Restoring America's Maritime Dominance*
- Maritime Action Plan states "Organize Maritime Prosperity Zones, modeled off of Opportunity Zones, to incentivize and facilitate domestic and allied investments in U.S. maritime industries and waterfront communities
- Two bills have been introduced to write them into tax code
  - H.R. 9911 the Shipbuilding Investment and Workforce Act
    - Designates up to 100 census tracts as qualified opportunity zones
  - H.R. 9921 the American Shipyard Investment Act
    - Creates a shipyard investment credit that is increased for facilities in MPZs

# What are Opportunity Zones?

- Opportunity Zones are economically distressed communities
  - Encourage investment in targeted areas through Tax incentives
  - Eligible census tract are nominated by each State to become Qualified Opportunity Zones

| Reduction | Deferral | Exclusion |
|---|---|---|
| • Investors that hold qualifying Opportunity Zone investments for at least **5** years can receive, step-up basis on deferred gains | • Postpone tax on capital gains that you roll into Qualified Opportunity Zones | • If an investor holds their Opportunity Zone investments for at least **10** years, investors pay no capital gains produced on their investment in Opportunity Funds |




Map: [hud.gov/opportunity-zones](hud.gov/opportunity-zones)

# Maritime Prosperity Zones

Concept:

- Take a place-based approach to address maritime needs
- Concentrate public incentives, permitting attention, infrastructure planning and private capital

- Emphasis appears to be on “shovel ready” or scalable projects

- Opportunity for early coordination

Resources: gCaptain: The 3 MAP Provisions That Could Matter Most, NYS ESD OZ Program

# Questions for the group?

1. Are your organizations tracking Maritime Prosperity Zones (MPZs) news?
2. Is there a need for more coordination in our region?
3. Are MPZs of interest for the M-TWG?
4. Would a guest speaker on MPZs be of interest to the group?

# Workplans for Maritime/OSW Fact Sheet & Shipyard Workforce Development Study

# Offshore Wind Factsheet Overview

Develop a concise, visually engaging fact sheet that explains how offshore wind supports New York's maritime industry.

**THE PRODUCT**

**A one-to-two-page public-facing fact sheet**

**WHAT IT WILL EXPLAIN**

The role of New York ports, vessels, shipyards, maritime businesses, and workers in supporting offshore wind.

**WHAT IT WILL HIGHLIGHT**

Economic investment, workforce opportunities, maritime activity, and supply-chain participation.

**WHO IT WILL SERVE**

M-TWG members, agency partners, policymakers, industry stakeholders, and the public.

**The fact sheet will use available local data, examples, metrics, and simple visual elements.**

# Why This Effort Matters

A concise communications resource to make the maritime contribution to offshore wind visible.

### The Central Idea

**Show how offshore wind supports and strengthens New York's maritime industry.**

### Make the connection

Ports, vessels, shipyards, maritime businesses, and workers enable offshore wind activity.

### Show the benefits

Highlight investment, workforce opportunities, supply-chain participation, and industry activity.

### Reach multiple audiences

Create a high-level resource for M-TWG members, agency partners, policymakers, industry stakeholders, and the public.

# Offshore Wind Factsheet Goals

A fact sheet that is credible, relevant to New York, visually clear, and easy to reuse.

### Clarify the story

Explain the maritime industry's critical, sometimes unseen role in enabling offshore wind development.

### Ground it in evidence

Use available New York-specific data, statistics, case studies, and examples.

### Make it memorable

Translate key findings into concise public-facing narratives, callouts, and "by the numbers" elements.

### Support broad use

Produce a clean one-to-two-page PDF suitable for electronic distribution and limited print use.

**Success depends on the availability and validation of useful data.**

# Factsheet Workflow




**FRAME**

Confirm objectives, audience, messages, themes, metrics, and visual opportunities.

**RESEARCH**

Review public sources and compile New York-specific information; conduct targeted outreach for input.

**DEVELOP**

Draft concise content, supporting narratives, and one to two reusable infographic elements.

**DESIGN**

Create a clean one-to-two-page layout with callout statistics, metrics, and simple visuals.

**FINALIZE**

Incorporate NYSERDA, NYSDOS, and M-TWG comments and prepare the final PDF.

# Where M-TWG Guidance is Most Valuable

Members can help ensure the final resource reflects the industry accurately and emphasizes what matters most.

1. **Prioritize messages**

   Identify the most important takeaways for policymakers, partners, industry, and the public.

2. **Point to evidence**

   Recommend credible data, reports, examples, metrics, or case studies that should be considered.

3. **Fill gaps**

   Flag New York maritime activities, businesses, workforce efforts, or infrastructure investments that may be overlooked.

4. **Validate the story**

   Review whether language, examples, and visuals accurately represent maritime industry contributions.

# Discussion Questions for M-TWG Members

Use today's discussion to shape the fact sheet before research and drafting advance.

- What works well within the plan? What could be done differently / missing?
- What do you most want audiences to understand after reading this fact sheet?
- Which maritime contributions or benefits are most important to highlight?
- What New York-specific numbers, examples, projects, or stories would make the strongest case?
- What would make this fact sheet most useful to M-TWG members after it is published?
- Do you have recommended data sources or industry stakeholders to help provide information?

**Desired outcome today: clear priorities, useful sources, and a shared definition of success.**

# Shipyard Workforce Development Overview

A concise technical memo identifying shipyard workforce needs and gaps in New York State, focused on offshore wind and related maritime activity.

**Helps the M-TWG understand:**

- Where workforce gaps exist
- How industry direction relates to federal and state policies
- What opportunities exist among public agencies, industry, labor, and training providers

**Approach**

- Framed by New York State and M-TWG priorities
- Informed by shipyards, OSW developers, vessel operators, labor and training organizations, and public agencies
- Focused on OSW industry direction and workforce gaps
- Highlights alignment between industry needs and state objectives

## Maritime functions examined

**Vessel construction and fabrication**

**Repair and maintenance**

**Vessel operations**

**Port services**

# Key Research Themes & Questions

### State of the Industry

Industry direction and New York's needs and opportunities

### Shipyard Infrastructure Trends Driving Workforce Needs

Facilities, infrastructure, and clean energy systems

### Workforce Gaps Analysis

Labor availability, continuity, training, and new technology

### Partnerships and Alignment

Industry needs, state priorities, and partnership models

# Shipyard Workforce Development: Scope

**1 Draft Memo Framework**

Outline, research questions, terminology, and organizing framework

**2 Literature, Policy, and Market Scan**

Studies, plans, funding programs, and federal and state policy

**3 Industry and Stakeholder Outreach**

1:1 interviews and focus groups, plus a digital questionnaire

**4 Needs and Opportunities Assessment**

Recurring themes, convergence, and differing viewpoints

**5 Partnering Opportunities**

Organized around industry needs and New York State priorities

**6 Draft and Final Technical Memorandum**

Findings, needs, uncertainties, and partnering opportunities

# Anticipated Technical Memo Organization

**01**

**Executive Summary**

**02**

**Industry and Policy Context**

**03**

**Shipyard Infrastructure Needs and Development Activity**

**04**

**Workforce Gaps Analysis**

**05**

**Partnership Opportunities**

**06**

**Summary of Key Workforce Development Takeaways**

# Shipyard Workforce Development: Workflow

**1 FRAME**

Confirm outline, research framework, stakeholder list, and interview guide

**2 RESEARCH**

Review industry, policy, infrastructure, workforce, and funding information

**3 ENGAGE**

Conduct targeted outreach with industry, labor, training, and public-sector stakeholders

**4 SYNTHESIZE**

Prepare draft memo, consolidate comments, and finalize findings and takeaways

## Planned deliverable

A concise technical memorandum covering industry and policy context, shipyard infrastructure needs and development activity, workforce gaps, partnership opportunities, and key workforce-development takeaways.

# How M-TWG Members Can Help

Member input should shape the questions, outreach, interpretation, and usefulness of the final memorandum.

| | |
|---|---|
| **REFINE** | Confirm the priority questions and the right balance between offshore wind and broader maritime needs. |
| **CONNECT** | Identify shipyards, developers, vessel owners/operators, labor, training organizations, and agencies for outreach. |
| **TEST** | Pressure-test emerging findings, flag missing perspectives, and distinguish statewide patterns from isolated examples. |
| **GUIDE** | Help connect findings to New York priorities, public resources, partnership opportunities, and potential future work. |

**Best outcome: a focused memo that reflects industry realities and gives M-TWG a useful basis for next-step planning.**

# Discussion Questions for M-TWG Members

Use today's discussion to shape the fact sheet before research and drafting advance.

- What works well within the plan? What could be done differently / missing?
- Which workforce gaps or occupations are most important to understand?
- If the study could answer only three questions, which three should they be?
- Which stakeholders must be included for the findings to be credible and useful?
- What existing studies, data, programs, or initiatives should the team build from?
- What would make the final memorandum useful upon completion?
- Do you have recommended data sources or industry stakeholders to help provide information?

# Next Steps


NEW YORK STATE
NYSERDA
Department of State
Thank you!