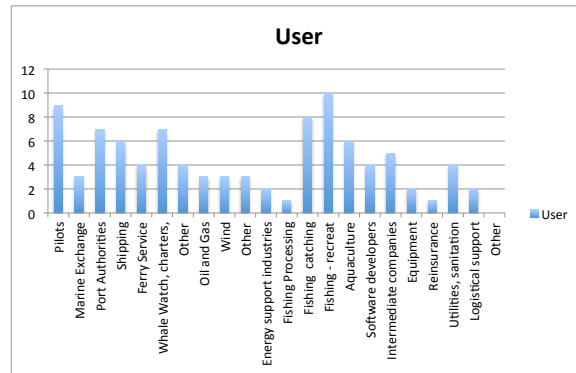


Director Industry Survey - 8.24.2015 n=8

1 Industry Partnerships

	User	Data provider	Contractor	Funder	Board member	RA Member	# of Respondents
Maritime	Pilots	9	0	1	0	3	10
	Marine Exchange	3	1	2	0	3	4
	Port Authorities	7	0	0	1	2	8
	Shipping	6	0	1	1	1	6
	Ferry Service	4	0	0	1	1	5
	Whale Watch, charters, etc	7	0	0	0	0	8
	Other	4	1	0	0	2	5
	Oil and Gas	3	2	1	1	2	4
Energy	Wind	3	0	1	0	0	3
	Other	3	0	0	0	0	3
	Energy support industries	2	1	0	1	0	2
Fishing	Fishing Processing	1	0	0	0	0	1
	Fishing catching	8	0	0	0	4	9
	Fishing - recreat	10	0	0	0	1	10
	Aquaculture	6	2	1	0	2	7
	Other	4	2	5	0	1	7
Other	Software developers	5	0	1	0	3	6
	Equipment manufacturers	2	1	4	1	2	9
	Reinsurance	1	0	1	0	0	2
	Utilities, sanitation districts	4	1	1	0	1	4
	Logistical support	2	0	2	0	1	5
	Other	0	0	0	0	0	0



2 Describe success with securing funding from industry partners

- 1 Unrestricted dues
- 2 We have industry members including aquaculture, whale watch, and water resources
- 3 awareness via their networks if existing observing assets are threatened, i.e. participate in campaigns to
- 4 Buckeye Inc. supports high-res wave and wind modelling for the SE Puerto Rico
- 5 JIP for data viewing software
- 6 island for wave buoy deployments several times a year. Also, donated chain for mooring anchors. Result
- 7 industry-collected Arctic data thanks to a data sharing agreement between the oil industry and NOAA, but
- 8 none
- 9 Sanitation Districts (LA and Orange County) Tesoro Oil

3 Challenges with industry partnership

- 1 somewhere else or for 'free' from the government.
- 2 Not clear how to re\$pond to inquiries like; How do I get our name on your web page
- 3 Oil/gas- although members and Board members, would say its mainly on paper.....
- 4 person to talk to.
- 5 we should be doing more outreach to connect with the fishing and shipping industry so we have more
- 6 lack of contact
- 7 Connecting: software folks could be competitors; maritime and fishing has been great but getting word
- 8 Getting effective membership on the Board. Helping industry understand the value they get out of IOOS
- 9 not willing to pay for environmental monitoring as they feel this should be covered by the port tax and

4 Topics for discussion at meeting

- 1 Also would like to get stronger commitments to help us with Administration, DOC, NOAA, Congress in
- 2 agreement and guidelines on the above issyue
- 3 How to truly engage them- they are supportive but doubt it goes beyond meetings, phone calls, etc
- 4 achieved it. I also would like to discuss the potential/strategies for getting industry to advocate for IOOS.
- 5 are there ways to develop joint/collaborative funding schemes (e.g., requiring industry to partner with
- 6 opportunities in the form of other success stories
- 7 Hear about other success stories for funding.
- 8 JIP for data viewing software
- 9 How to effectively get those who are using our services and making money to help contribute to the funding
- 10 Success stories, advice