



EMPOWERING THE NEXT GENERATION

A SUPPLIER'S GUIDE TO ENGAGING WITH EDUCATION

Introduction

Suppliers within the submarine industrial base play a critical role in building the U.S. Navy's fleet—but your impact can extend beyond shipyards and shop floors. By partnering with local academic institutions, you have the opportunity to help shape the next generation of skilled workers, inspire students, and strengthen community connections.

When suppliers connect with schools, they help introduce young people to maritime manufacturing, skilled trades, and STEM careers. This exposure can spark student interest, correct outdated perceptions of modern manufacturing, and build a pipeline of motivated, job-ready talent. Partnerships also strengthen community ties, promote workforce sustainability, and reinforce a company's reputation as an industry leader invested in future generations.

Designed for maritime suppliers like you, this guide delivers clear, actionable steps for partnering with local educational institutions—from elementary schools through colleges. It includes collaboration ideas, ready-to-use templates, and outreach best practices.



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This resource equips submarine industrial base suppliers with proven methods to collaborate with schools and colleges. It features examples, outreach guidance, and customizable tools to help launch and sustain partnerships.

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Why Suppliers Must Invest in Education

The Case for Collaboration, Mentorship, and Partnership

The strength of the submarine industrial base — and by extension, our national security — depends on the availability of a skilled, motivated, and innovative workforce. Suppliers and industry partners play a critical role in ensuring that the workforce is ready to meet the challenges of tomorrow. Investing in education through collaboration, mentorship, and partnership with schools and post-secondary institutions is not just good citizenship — it is a business imperative. Here's why:

1. Securing the Future Workforce

The maritime industry faces a growing demand for skilled workers in welding, machining, additive manufacturing, engineering, and much more. By engaging with students early and often, suppliers help build awareness of career opportunities and cultivate interest in maritime trades. This ensures a reliable talent pipeline and reduces future recruitment challenges. Investing in school partnerships means students are introduced to careers that they might not otherwise consider. Whether through guest speakers, facility tours, or hands-on activities, suppliers can inspire students to pursue pathways that lead to meaningful, well-paying jobs. In turn, this reduces industry's reliance on external talent pools and fosters local hiring.

2. Strengthening the Industrial Base

When suppliers help shape educational programs — through curriculum input, equipment donations, internships, and apprenticeships — they help ensure that students graduate with the skills most needed by industry. This alignment improves productivity, innovation, and readiness across the supply chain. Suppliers who collaborate with academia can help close skills gaps, promote modern manufacturing techniques, and ensure that graduates are prepared for real-world challenges. These partnerships create a win-win scenario: educators gain insights into industry trends, and suppliers benefit from a workforce trained to their specifications.

3. Enhancing Community Ties

Strong partnerships between suppliers and schools demonstrate a commitment to the local community. These relationships foster goodwill, improve public perception of manufacturing and maritime careers, and inspire civic pride. Companies that are seen as community builders often have an easier time attracting both talent and business opportunities. By sponsoring local school initiatives, volunteering in classrooms, or supporting youth programs, suppliers show they care about the prosperity and development of their region. This can lead to stronger partnerships with local governments and other businesses.

4. Driving Innovation Through Mentorship

Mentorship programs connect seasoned professionals with students, offering real-world insights and guidance. This not only helps students succeed but also brings fresh perspectives to the supplier's workforce. Many innovations come from cross-generational collaboration, where experience meets new ideas. By mentoring students, suppliers gain access to new ways of thinking, stay attuned to emerging technologies, and build a culture of learning within their organizations. Mentorship also fosters leadership skills among current employees who serve as mentors, strengthening internal capabilities.

5. Supporting National Defense and Economic Security

Every submarine, ship, and maritime platform depends on a robust industrial base. By investing in educational partnerships, suppliers directly contribute to U.S. defense capabilities and economic resilience. Collaboration ensures the workforce is prepared to design, build, and sustain the platforms that protect our nation. A strong pipeline of skilled workers ensures that production schedules can be met, technological advancements can be incorporated, and critical missions can be fulfilled. Suppliers that support education are not only investing in their future but in the safety and security of the country.

Collaborating with Elementary Schools

Goals

- Spark early interest in maritime manufacturing, engineering, and skilled trades.
- Build excitement about building ships, submarines, and protecting our nation.
- Introduce the importance of building character and developing professional skills.

Collaboration Ideas

- Offer guest speakers to introduce careers in a fun, age-appropriate way.
- Read books about boats and shipbuilding during classroom visits and discuss what it takes to build a ship.
- Donate maritime-themed or manufacturing-themed books for reading programs and classroom libraries.
- Fund field trips to museums, local shipyards, or manufacturing shops.
- Organize simple building activities using simple materials like cardboard, wood sticks, or recycled materials.
- Utilize the coloring pages and puzzles provided on BuildSubmarines.com/education.
- Set up interactive stations at STEM nights or career fairs.
- Provide models, videos, or educational kits for classrooms or libraries.
- Share real-world examples of how character and professional skills have shaped their careers.
- Bring small, safe tools and materials for students to touch and explore.
- Set up a basic simulation or virtual reality experience to introduce skilled trades in a fun, safe way.
- Role-play scenarios to practice conflict resolution, teamwork, and professional communication.
- Lead a hands-on demonstration showing how parts are measured and checked for quality using simple gauges or rulers.
- Show students how small components are assembled in manufacturing through a simple production line activity using everyday objects.

Dos and Don'ts When Talking to Young Audiences

Dos:

- Use simple, relatable language (e.g., “Ships are like giant floating cities!”).
- Emphasize teamwork, creativity, and how ships help keep people safe.
- Encourage curiosity: Ask questions like “What would you put on your ship?”
- Relate manufacturing to familiar experiences (e.g. “Building a ship is like putting together the biggest puzzle in the world.”).
- Highlight how manufacturing means making real things that people use every day.
- Be enthusiastic and positive — excitement is contagious.

Don'ts:

- Avoid technical jargon or complex explanations.
- Don't focus on dangerous or stressful parts of the job.
- Don't make manufacturing sound boring or repetitive – focus on problem-solving and creativity.
- Avoid making assumptions about what students are interested in — let them show you.
- Don't lecture — aim for interaction and fun.

Collaborating with Middle Schools

Goals

- Build awareness of maritime careers and skilled trades.
- Encourage curiosity about how things are made and how ships are built.
- Describe the functioning of the supply chain.
- Highlight the significance of cultivating strong character and enhancing professional skills.

Collaboration Ideas

- Present at career days to highlight real maritime manufacturing jobs.
- Offer mentoring or virtual Q&A sessions with welders, machinists, engineers, etc.
- Donate tools, safety gear, or raw materials.
- Sponsor robotics clubs or technology competitions.
- Provide virtual or in-person tours of facilities, showing how ships and components are built.
- Partner with educators to co-develop projects that connect industry knowledge with classroom learning.
- Organize a community event where parents and students can explore and gain insight into industry work.
- Host a design challenge where students sketch or model their own submarine or surface ship using free CAD software or basic craft materials.
- Sponsor challenges that encourage students to solve real-world problems related to industry.
- Lead a workshop that allows students to engage in practical, industry-related activities.
- Offer “Maritime Manufacturing Day” where stations cover topics like welding, blueprint reading, and quality control (simplified for middle school level).
- Judge or sponsor science fair projects focused on engineering, buoyancy, or propulsion.

Dos and Don'ts When Talking to Middle School Audiences

Dos:

- Use relatable comparisons (e.g., “A ship engine is like a giant car engine that moves a city across the ocean.”).
- Talk about problem-solving, creativity, and teamwork.
- Share personal stories about how you entered your career.
- Encourage students to ask questions or share ideas.
- Highlight how manufacturing involves designing, building, and improving real products that help people every day.
- Explain how manufacturing jobs require critical thinking and can lead to creating new technologies or processes.

Don'ts:

- Avoid overwhelming them with too much technical detail at once.
- Don't assume students already understand manufacturing concepts – explain clearly and build connections.
- Avoid negative talk about job stress or hazards.
- Don't make it a one-way lecture — keep it interactive.
- Don't make manufacturing sound monotonous – emphasize innovation and variety in the work.



Collaborating with High Schools

Goals

- Strengthen career readiness and career literacy.
- Provide real-world exposure to skilled trades and maritime careers.
- Demonstrate how supply chain components work together to meet demand.
- Emphasize the value of personal integrity and workplace readiness.

Collaboration Ideas

- Host facility tours and job shadowing opportunities to show skilled trades in action, including welding, machining, and assembly processes.
- Partner on projects where students design or build components related to maritime manufacturing, such as model ship parts, mock sections of hull plating, or basic mechanical assemblies.
- Donate materials, tools, or equipment to support shop classes and CTE programs, including metal stock, safety gear, and measuring instruments.
- Sponsor SkillsUSA, FIRST, Project MFG or similar competitions that emphasize maritime or advanced manufacturing skills, including fabrication challenges, CAD design contests, or welding competitions.
- Provide guest instructors, participate on advisory boards, or offer curriculum input to align education with industry needs, including collaborating on the development of new maritime-focused CTE modules.
- Organize hands-on workshops where students practice reading blueprints, measuring components, or assembling simple mechanical systems.
- Set up employer panels where tradespeople and engineers discuss their work and answer student questions.
- Provide small scholarships or tool grants for students pursuing maritime trades or engineering studies.
- Offer mentorship programs pairing students with skilled workers or engineers for a semester-long career exploration experience.
- Arrange multi-day job shadowing experiences in welding, machining, engineering, or project management.
- Offer mock interviews, resume reviews, or career readiness workshops with human resources or technical staff.
- Host a “Build a Part” challenge where students fabricate a small component using supplied materials.
- Invite students to present their projects at your facility or to your team for feedback.

Collaborating with High Schools (Cont.)

Dos and Don'ts When Talking to High School Audiences

Dos:

- Highlight career pathways, salary potential, and opportunities for growth.
- Share personal journeys, including challenges overcome and successes.
- Emphasize how manufacturing careers contribute to national defense and community strength.
- Make discussions interactive; encourage questions about day-to-day work and future trends.
- Show how manufacturing careers involve precision, problem-solving, and the use of advanced technologies like CNC machines and robotics.
- Provide examples of how workers in manufacturing roles help design, build, and improve real-world products that matter.

Don'ts:

- Avoid focusing solely on entry-level tasks — show the full career ladder and growth potential.
- Don't overuse jargon or acronyms without explanation.
- Avoid speaking in a way that could seem condescending or dismissive of student ideas.
- Don't portray manufacturing as repetitive or outdated – highlight innovation and variety in modern manufacturing.
- Don't suggest that there is only one path after high school – emphasize that post-secondary education is important and can take many forms, from apprenticeship and technical certifications to college and university degrees. Success can come through multiple pathways.



Collaborating with Post-Secondary Institutions

Goals

- Develop the next generation of maritime professionals.
- Build direct talent pipelines.

Collaboration Ideas

- Offer internships, apprenticeships, or cooperative education (co-op) programs that give students meaningful, hands-on experience in shipbuilding, machining, welding, engineering, and related fields. Co-ops are structured partnerships where students alternate between classroom study and paid, real-world work placements, often over multiple semesters. For skilled trades students, co-ops or apprenticeships can focus on shop floor roles, fabrication, and testing. For university students, co-ops and internships can emphasize design, analysis, project management, or research-based tasks.
- Donate surplus equipment, tools, or software licenses to support technical programs. For skilled trades, this could include welding equipment, CNC machines, or precision measuring tools. For university programs, this might mean CAD software, simulation packages, or advanced metrology devices.
- Participate on curriculum advisory boards to ensure alignment between academic programs and industry needs. Provide insights about evolving technologies, safety practices, and production processes relevant to both hands-on technical certifications and engineering degree programs.
- Provide guest lectures, adjunct instruction, or co-teach applied courses. Trade-focused sessions could cover welding techniques, machining operations, or quality control processes. University-level talks might explore naval architecture principles, various engineering needs in maritime manufacturing, or additive manufacturing.
- Fund scholarships, grants, or tool stipends for students pursuing maritime-related studies. Create dedicated awards for technical certifications alongside scholarships for students in degree programs.
- Organize joint innovation projects where skilled trades apprentices build parts designed by engineering students, encouraging teamwork across career levels.
- Support capstone projects that combine design, analysis, and manufacturing, pairing student teams from both technical and degree programs to solve real-world challenges.
- Provide real-world design challenges. For skilled trades students, challenges might involve fabricating a prototype part or improving an assembly process. For university students, tasks could include developing a new tool, creating a digital model, or designing a process workflow to increase efficiency.
- Offer facility tours paired with professional panels where students can engage with both tradespeople (e.g., welders, machinists, inspectors) and degreed professionals (e.g., engineers, project managers) to see how different careers contribute to shipbuilding and maritime manufacturing.
- Establish “sponsor-a-lab” initiatives. For technical programs, this might include supplying welding booths, tools, or CNC practice parts. For university programs, this could mean providing software licenses, 3D printing equipment, or instrumentation for labs focused on marine engineering or design.

Collaborating with Post-Secondary Institutions(Cont.)

Dos and Don'ts When Talking to Post-Secondary Audiences

Dos:

- Discuss long-term career growth, continuous learning, and opportunities to innovate in maritime manufacturing—whether through skilled trades or advanced degree careers.
- Highlight how maritime manufacturing connects to national security, sustainability, technological advancement, and the creation of tangible, high-quality products.
- Share specific examples of manufacturing and engineering projects your company has worked on that demonstrate the value of both career paths.
- Encourage students to network, ask about internships, apprenticeships, co-ops, and mentorships, and explore all pathways equally.
- Emphasize the critical role of manufacturing in driving innovation and supporting complex shipbuilding projects.
- Provide your own story and describe your path into your career, showing how different routes—whether through technical training, apprenticeship, or university—can lead to success.

Don'ts:

- Don't speak only in generalities — provide concrete examples of both skilled trades and university-level career contributions.
- Avoid minimizing any role — showcase the diversity of careers in manufacturing and engineering and how they work together.
- Don't assume all students have prior exposure to manufacturing — explain processes accessibly.
- Avoid making the conversation purely about recruitment — focus on shared learning, collaboration, and how students can contribute to meaningful work in maritime manufacturing.

Collaboration Strategies by Institution Type

- Community Colleges: Focus on hands-on internships, apprenticeships, tool and equipment donations, and advisory board service. Community colleges often emphasize technical skills and certifications that align directly with supplier needs.
- Technical Colleges: Collaborate through equipment sponsorships, co-develop short-term training modules, offer guest instructors for highly specialized trades, and support industry-recognized credential programs.
- Universities: Engage through joint research projects, capstone project sponsorship, curriculum development input, advanced internship/co-op programs, and scholarships for maritime engineering or technology students.

Communication Best Practices

Strong communication builds trust, sets clear expectations, and creates lasting partnerships between submarine industrial base suppliers and educational institutions. Below are best practices for engaging effectively with schools, students, and program leaders.

Dos and Don'ts When Talking to High School Audiences

Build relationships early—not just when you have an immediate need.

Example: Attend local education advisory meetings, career fairs, and volunteer at school-hosted events before proposing formal partnerships. Regularly check in with faculty and program leads to offer support and stay connected.

Be clear about your offer and the benefits to students and schools.

Example: When offering a facility tour, specify what students will see (e.g., welding demo, CNC machining station, additive manufacturing showcase) and what they will gain (career exposure, hands-on learning, inspiration). Share how these experiences connect to real maritime manufacturing career opportunities in both skilled trades and engineering fields.

Share photos or success stories (with permission) to inspire others.

Example: Post on social media or your company's website about a student's internship success, a school partnership milestone, or a collaborative project. Tag the school or program (with consent) to promote goodwill and demonstrate your company's commitment to workforce development.

Communicate consistently and proactively.

Example: Provide periodic updates to schools about ongoing partnerships, opportunities for students, and upcoming events. This keeps relationships warm and shows your sustained interest in supporting education.

Tailor communication to your audience.

Example: Use accessible language when addressing students and provide detailed technical information when speaking with faculty. Always explain how both skilled trades and university degree pathways contribute to maritime manufacturing success.

Considerations When Working with Schools

Suppliers should be aware of key considerations when partnering with schools, which may involve extra coordination and planning:

Dos and Don'ts When Talking to High School Audiences

Background checks may be required.

Many schools require background checks for anyone interacting directly with students, particularly for classroom visits, mentoring, or facility tours involving minors. School leadership staff can help facilitate the fulfillment of this requirement.

School or district approvals may be needed.

Proposals for partnerships, sponsorships, or new programs often require approval from school administrators, CTE directors, or school boards. This process can take time and may involve presenting your plan formally.

Scheduling challenges.

Academic calendars, testing periods, and school events can limit availability for tours, presentations, or projects. Plan well in advance and be flexible.

Privacy and photo permissions.

Schools often have strict policies about photographing or naming students publicly. Always request written permission before sharing photos or student stories.

Alignment with curriculum requirements.

Some schools may only approve activities that clearly align with their academic or career readiness standards. Collaborating with an educator on alignment or referring to the standards information available on the state Department of Education website can support meeting this requirement.

By anticipating these considerations, you can create dynamic, respectful, and impactful collaborations with educational partners that set the stage for success.

Supplier Success Stories

Success stories highlight the ripple effects of investing in students through workforce initiatives.

Moog Inc.

Building pipelines of skilled talent through education and workforce partnerships

Moog has built long-term partnerships with schools and workforce programs across New York, combining industry expertise with student opportunity to grow a skilled pipeline of future employees. These collaborations—from workforce training to hands-on student businesses and national STEM competitions—have boosted student entry into STEM and Skilled Trades and created direct pathways into Moog apprenticeships.

Jerry Irving – VP of Human Resources

“Moog has partnered with Northland Workforce Training Center in Buffalo, NY for the last 3 years. Northland is a great talent pipeline resource that we use for entry-level manufacturing staff. They genuinely seek out industry input to meet the needs of area employers. They do a great job!”

Kathryn Nowicki – Director of Knowledge Management

“Moog has worked for over 5 years with Alden Public Schools Bulldog Manufacturing Program. In this program students learn the manufacturing process hands-on by running a student business. Through this partnership, Moog has provided both equipment and mentorship through Moog employees and retirees. The results speak for themselves with an 8% increase in students entering STEM or Skilled Trades after graduation, and several students becoming Moog apprentices in our machine shop.”

“Moog has built partnerships with over a dozen schools, including Buffalo Public Schools, through support of the American Rocket Challenge. We have observed how exposure to engineering and manufacturing through this program has changed students’ trajectories toward careers in STEM and Skilled Trades.”

Scot Forge

Fostering respect, curiosity, and outward thinking in tomorrow's workforce

By opening its doors to high school students, Scot Forge has fostered a culture of mutual respect, curiosity, and outward thinking where both students and employees learn from one another.

John Cain – CEO

“The students come in with this very mature respect about their environment and what the journeyman is going to share with them, and they have this way of thinking outward instead of inward...”

Pindel Global Precision

Investing in students as innovators, collaborators, and future leaders

Pindel Global Precision sees student partnerships as both a talent pipeline and a catalyst for innovation, with mentoring that energizes employees, strengthens culture, and drives continuous learning.

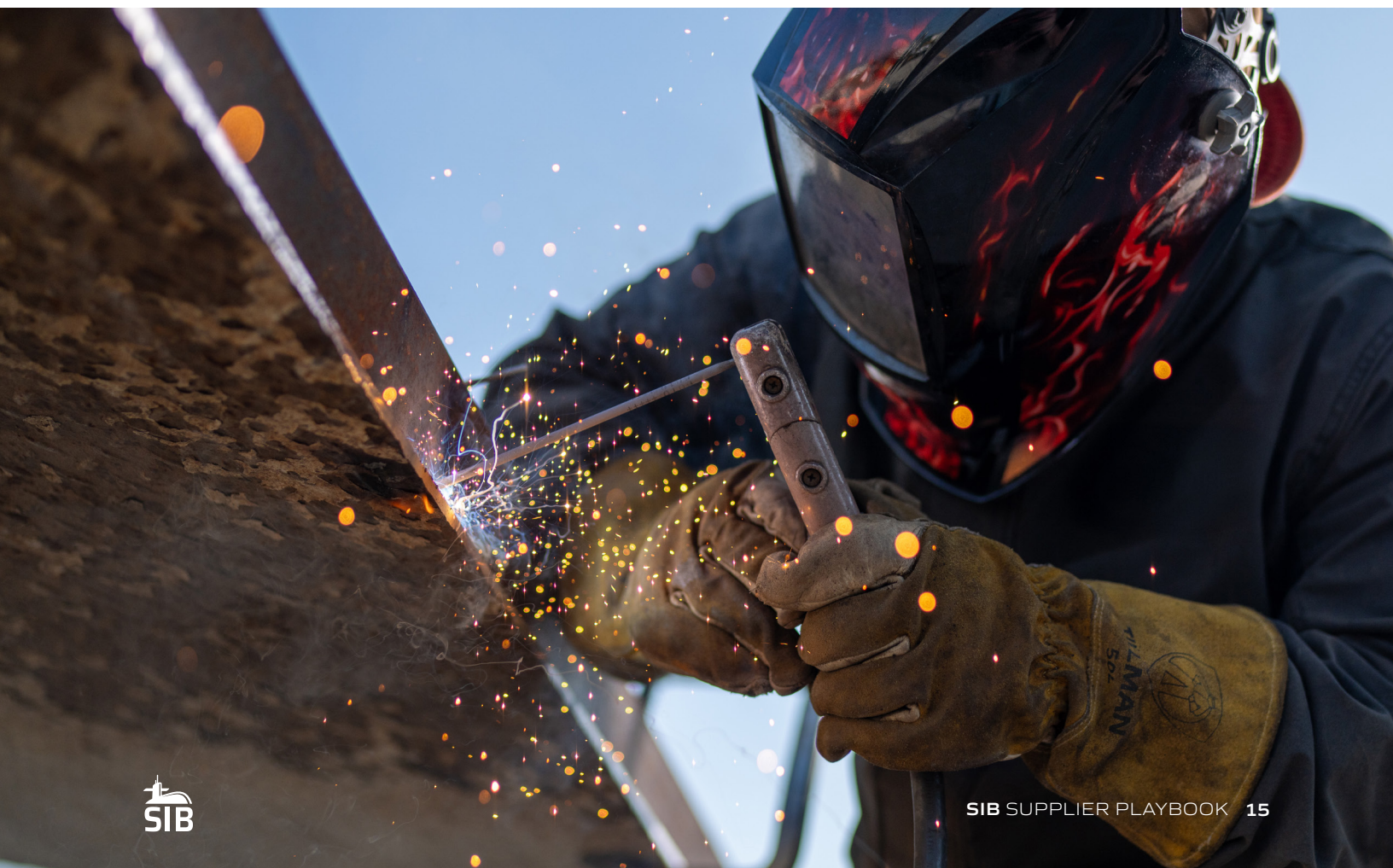
Thomas Deslongchamps – Director of Training & Continuous Improvement

“We have worked with high schools in our area through programs like the GPS program, Craftsman With Character, and Pindel’s intern program. We see these partnerships as an opportunity to invest in the future of Pindel and of Wisconsin, and we thoroughly enjoy and appreciate the insights and hard work that the students bring to our organization.”

Impact: Student partnerships provide fresh ideas, skilled talent, and long-term investment in both the company’s future and the regional workforce.

Bill Berrien – CEO

“When you have to teach something, it actually inspires you to learn it even better and to embrace it, and I think that’s one of the effects that our team working with the Craftsman With Character students have felt. When our employees are exposed to those fresh, new, inquisitive minds—asking questions they haven’t heard before—it invigorates them and actually makes the culture of our team that much stronger.”



Call to Action

Don't wait—take action today.

Visit BuildSubmarines.com/education now to download ready-to-use resources that make launching a school partnership simple and effective. From curriculum guides and lesson plans to interactive activities and outreach templates, you'll have everything you need to engage students, showcase exciting maritime careers, and build meaningful industry-education connections. Start your first school connection this month and help shape the future of the maritime workforce.

Whether you're seeking guidance to launch a partnership, need help creating an impactful outreach activity, or are ready to share your success story, our team is here to support you every step of the way.

For assistance, contact:

Dr. Carrie Curtis

Primary & Secondary Education Lead, Submarine Industrial Base Program Office Workforce Development

Email: Carrie.S.Curtis2.ctr@US.Navy.mil

Let's work together to build a stronger future for our industry and our nation. This is not just about individual company success — it's about securing our national defense, empowering local communities, and opening doors for students who may never have considered a maritime career. Every partnership, mentorship, or sponsorship helps spark curiosity, build skills, and create opportunities that can change lives. By working collectively, we can ensure that the submarine industrial base remains resilient, innovative, and ready to meet the challenges of tomorrow.





Appendix A: Email Templates for Outreach

Below are sample email templates suppliers can use to initiate collaboration with educational institutions. These can be adapted for elementary, middle, high school, and post-secondary partnerships.

Template 1: Initial Outreach to a School or Program

Subject:

[Supplier Name] – Partnership Opportunity to Support Student Career Exploration

Body:

Dear [Principal / Program Lead / CTE Director],

I hope this message finds you well. My name is [Name], and I represent [Supplier Name], a proud contributor to our nation's submarine industrial base. We are eager to partner with [School / Program Name] to help students learn about exciting careers in maritime manufacturing and skilled trades.

We can offer opportunities such as [guest speaking, facility tours, job shadowing, materials donations, or sponsorship of STEM activities]. I would welcome a conversation to explore how we can collaborate to support your students' career exploration and readiness.

Please let me know a convenient time to connect. I look forward to hearing from you.

Sincerely,

[Name]

[Title]

[Supplier Name]

[Email]

[Phone]

Template 2: Follow-up After an Event

Subject:

Thank You for Partnering with [Supplier Name]

Body:

Dear [Educator / Program Lead],

On behalf of [Supplier Name], I want to thank you for the opportunity to [describe activity — e.g., present to your students / host a facility tour]. We enjoyed engaging with your students and sharing insights into maritime careers.

If there is interest in further collaboration — whether additional presentations, mentorships, or other opportunities — please let us know. We'd be delighted to support your program's goals.

Thank you again for your partnership.

Best regards,

[Name]

[Title]

[Supplier Name]

Template 3: Internship or Co-op Proposal to a Post-Secondary Program

Subject:

[Supplier Name] – Internship / Co-op Partnership Opportunity

Body:

Dear [Faculty Contact / Program Director],

I am reaching out from [Supplier Name] to explore the possibility of establishing an internship or co-op partnership with [College / University Name]. We are committed to developing future maritime professionals and believe this collaboration could provide valuable experience for your students while helping us strengthen our talent pipeline.

We'd love to schedule a time to discuss how we might align this opportunity with your program's objectives.

Thank you for considering this partnership.

Sincerely,

[Name]

[Title]

[Supplier Name]

[Email]

[Phone]

Template 4: Offering Sponsorship

Subject:

[Supplier Name] – Available Sponsorship Opportunity

Body:

Dear [Recipient Name],

On behalf of [Supplier Name], I am writing to express our enthusiasm in supporting [Event Name / Program Name] at [School Name]. As a proud contributor to the submarine industrial base, we are committed to investing in the future workforce and inspiring students to explore careers in maritime manufacturing, skilled trades, and engineering.

We would like to offer sponsorship in the form of [describe sponsorship: financial contribution, materials donation, volunteer support, or other]. Our goal is to help ensure the success of this event while introducing students to exciting career opportunities that contribute to national defense and local economic strength.

Please let us know how we can best coordinate this support and if there are any additional steps we should take. We look forward to working together to make [Event Name] a meaningful experience for your students.

Thank you for the opportunity to partner with your school.

Sincerely,

[Name]

[Title]

[Supplier Name]

[Email]

[Phone]

Appendix B: Sample Facility Tour Agenda

Below is a sample agenda suppliers can adapt when hosting educational groups for facility tours. This structure helps ensure visits are engaging, educational, and aligned with workforce development goals.

[Supplier Name] Facility Tour Agenda

Date: [Insert Date]

Location: [Insert Facility Address]

Group: [School / Program Name and Grade Level]

Time: [Insert Tour Start-End Time]

Agenda

Welcome and Safety Briefing (15 minutes)

- Greet visitors and provide an overview of the facility.
- Review safety procedures and distribute protective equipment (e.g., safety glasses, hard hats).

Facility Overview Presentation (15 minutes)

- Share company mission, role in maritime manufacturing, and careers represented.
- Highlight connections to national defense and local economy.

Guided Tour of Key Areas (45–60 minutes)

- Shop floor: machining, welding, or assembly stations.
- Design and engineering workspaces (if applicable).
- Quality control and testing areas.
- Optional: demonstration of specific processes (e.g., robotic welding, 3D printing).

Career Panel / Q&A Session (20–30 minutes)

- Feature employees from skilled trades, engineering, and operations.
- Invite students to ask questions about careers, education paths, and daily work.

Closing Remarks and Next Steps (10 minutes)

- Encourage students to explore related classes, programs, or internships.
- Provide handouts or materials about maritime careers and your company.
- Thank participants and school chaperones.

Appendix C: One-Page Company Flyer Template

Below is a simple one-page flyer template suppliers can adapt to introduce their company to students, educators, and community partners during outreach activities.

[Supplier Name]

Our Mission:

[Briefly describe your company's mission, e.g., "We support national defense by building and supplying key components for U.S. Navy ships and submarines."]

What We Do:

- [Product / service 1 — e.g., Precision machining for submarine parts]
- [Product / service 2 — e.g., Advanced welding for shipbuilding]
- [Product / service 3 — e.g., Engineering support for maritime systems]

Careers at [Supplier Name]:

We offer rewarding careers in:

- Welding
- Machining
- Engineering and Design
- Quality Control
- Project Management

Why It Matters:

Our work helps protect our nation, strengthens our local economy, and provides high-quality jobs that support families.

Connect With Us:

- Website: [Insert website URL]
- Email: [Insert company email]
- Phone: [Insert phone number]
- Facility Location: [Insert address]

Opportunities for Students:

- Facility tours
- Job shadowing
- Internships / co-ops
- Scholarships (if applicable)

Appendix D: Recommended Classroom Visit Agenda & Discussion Points

Below are suggested talking points you can use during classroom visits to engage students and inspire interest in maritime manufacturing, the submarine industrial base, and skilled trades. These can be adjusted based on grade level, audience type, and timeline.

Introduction

- Share your name, company, and what your company does to support national defense and shipbuilding.
- Explain your role and what a typical day looks like.

About the Submarine Industrial Base

- The SIB is made up of thousands of companies across the United States that work together to build the ships and submarines that protect our nation.
- It includes suppliers, manufacturers, engineers, welders, and many other skilled professionals.
- The SIB helps keep our country safe and our economy strong by supporting the U.S. Navy and maritime industries.
- Every part made, no matter how small, plays a role in building and maintaining these complex vessels.

Why Maritime Manufacturing Matters

- Talk about how ships and submarines help protect the nation and enable global trade.
- Share how the work done in your facility supports sailors and helps keep our country safe.

Exciting Aspects of the Work

- Describe cool technologies (e.g., welding, robotics, 3D printing).
- Share a fun fact (e.g., “Did you know some submarines can stay underwater for months at a time?”)
- Highlight teamwork — explain how no ship gets built by just one person.

Career Paths and Opportunities

- Explain different jobs (e.g., welder, machinist, engineer, inspector) and what kind of schooling or training they require.
- Share how students can start preparing now (e.g., pay attention in math, science, and technology classes; join robotics or shop clubs).

Inspire Questions and Participation

- Ask students what they know about ships, submarines, or the Navy.
- Encourage students to imagine what kind of ship they’d design.
- Invite students to make guesses about the work or materials used at your facility.

Closing Message

- Emphasize that there are many paths into exciting, good-paying jobs that help the country.
- Encourage students to keep learning and exploring careers that build, create, and protect.
- Remind them that companies like yours are part of the SIB working to keep the nation strong.

Appendix E: Final Suggestions and Takeaways for Successful Partnerships

Building strong, lasting partnerships with educational institutions requires thoughtful planning, communication, and collaboration. Below is a consolidated list of recommendations and overall takeaways for submarine industrial base suppliers:

Find a teacher or instructor champion.

Identify an educator who can serve as your primary partner. This individual can help navigate school processes, coordinate activities, and advocate for collaboration within the institution.

Build relationships early.

Engage with schools before you have an immediate need. Attend advisory meetings, volunteer at school events, and show your commitment to education consistently.

Be clear and transparent.

Clearly outline what you are offering (e.g., tours, internships, and equipment donations) and explain the benefits for students, educators, and the school community.

Tailor your communication.

Adjust your messaging depending on whether you are speaking with students, teachers, or administrators. Highlight how both skilled trades and university degree pathways contribute to maritime manufacturing success.

Provide your personal story.

Share how you entered your career and the different routes that can lead to success in maritime manufacturing—whether through apprenticeships, technical certifications, or university degrees.

Follow up and maintain relationships.

Send thank-you notes after activities, share event highlights, and provide updates on partnership outcomes. Stay in touch to build trust and continuity.

Showcase success stories.

With permission, highlight positive outcomes on your website or social media to inspire other partners and demonstrate your commitment to workforce development.

Anticipate logistical requirements.

Be prepared for background check requirements, school board approvals, scheduling around academic calendars, and strict photo/privacy policies. Plan ahead and respect school protocols.

Focus on shared goals.

Emphasize how your collaboration supports both student success and the submarine industrial base. Keep the partnership focused on mutual benefit, growth, and opportunity.



With Sincere Thanks

Thank you for actively seeking out partnerships and engaging with educational institutions on behalf of the Submarine Industrial Base Program Office. Your commitment to bridging the gap between industry and education plays a crucial role in developing the skilled workforce needed to support national defense and maritime manufacturing. By working together with schools, you are helping shape the future of our industry, providing students with valuable insights into career opportunities, and contributing to the growth and success of maritime manufacturing. We deeply appreciate your dedication and look forward to continued collaboration in building a strong, sustainable talent pipeline for the future.