

## **Delmarva Charter Boat Operators Workshop Scheduled for April 7<sup>th</sup>, 2009 on Kent Island, Maryland**

The seventh annual Delmarva Charter Boat Operators Workshop will be held on Tuesday, April 7<sup>th</sup>, Kent Island, Maryland. The one-day program will run from 9:00 a.m. to 2:30 p.m. at Harris Crab House, Exit 42, Kent Narrows, Grasonville, Kent Island.

Organized jointly by the Sea Grant Extension Programs at the University of Maryland and the University of Delaware, the workshop will focus on charter business management, marketing strategy, boat safety, maritime law/legal issues, fishery resource updates for charter and head boats and developing eco-tourism based charter businesses. Marina operators, managers and staff are also invited to attend.

"We encourage all charter captains, owners, and marina business management staff to participate, as well as those individuals interested in entering the charter or eco-tourism industry," says Charlie Petrocci, maritime heritage specialist representing the Maryland Sea Grant Program. "The workshop will provide a great opportunity for boat owners to come together to learn about improving the management of their businesses and to discuss mutual issues and challenges," adds John Ewart, fisheries specialist with Delaware Sea Grant.

The workshop will offer a variety of presentations representing important topics for the charter boat operator including legal issues concerning your boat, business management, marketing/advertising, developing customer relations, and the truth about insurance needs. Program topics will also focus on current Coast Guard safety and security issues, and new fisheries management programs.

Seminar speakers are regional professionals in their respective fields. This is a good opportunity to participate in a casual program dedicated to helping the charter boat operator deal with current and anticipated challenges in small business management. Attendance will be held to 50 participants and available seating is expected to fill quickly, so advanced registration is strongly encouraged.

Registration cost for the workshop, which includes a continental breakfast, luncheon and all resource materials and handouts, is only \$35 per person. On-site registration will be limited and the registration fee will increase to \$45. Overnight accommodations are available at Best Western Kent Narrows [www.bestwestern.com/kentnarrowsinn](http://www.bestwestern.com/kentnarrowsinn). Please call 410-827-6767 for reservations.

To register, make your check payable to "University of Delaware," and mail it to Linda Milligan, University of Delaware Sea Grant Program, 700 Pilottown Road, Lewes, DE 19958-1507 ATTN: Charter Boat Workshop. The registration deadline is Friday, April 3, 2009.

For additional information about the program agenda, contact John Ewart at (302) 645-4060 or [ewart@udel.edu](mailto:ewart@udel.edu) or visit the workshop Web site [darc.cms.udel.edu/charterboat/cbw09.html](http://darc.cms.udel.edu/charterboat/cbw09.html).