

***** FOR IMMEDIATE RELEASE *****

Delmarva Charter Boat Operators Workshop Scheduled for April 8th, 2010 on Tilghman Island, Maryland

The 8th annual Delmarva Charter Boat Operators Workshop will be held on Thursday, April 8th, on Tilghman Island, Maryland. The one-day program will run from 9:00 a.m. to 2:30 p.m. and it will be hosted at Harrison's Chesapeake House, on the waterfront.

Organized jointly by both the Sea Grant Extension Programs at the University of Maryland and the University of Delaware, the workshop will focus on charter business management, maritime law and customer liability issues, charter boat business marketing, sport fishing resource updates and safety at sea demonstrations. This program is dedicated to assisting charter boat operators and maritime professionals deal with current and anticipated challenges in small business management and staying competitive.

"We encourage all charter boat captains, mates, marina management staff, ecotourism operators, as well as those interested in water related tourism to participate, regardless if they work around the Chesapeake or in the Atlantic," says Charlie Petrocci, maritime heritage specialist representing the Maryland Sea Grant Program.

The program will offer a variety of presentations representing important topics for both new and veteran charter boat operators, including legal/lawsuit concerns regarding your boat, marina and customers; business management finesse including marketing and advertizing; developing long term customer relations; and learning the facts about boat insurance costs and needs. There will also be presentations on new fishery resource issues, Coast Guard updates, and a waterfront hands-on demonstration using the latest marine safety gear. "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," added John Ewart, fisheries specialist with Delaware Sea Grant.

Attendance will be held to 40 participants, so advanced registration is strongly encouraged. Registration cost for the workshop, which includes a continental breakfast, luncheon buffet, and all resource materials and handouts, is only \$40 per person. On-site registration will be limited and the registration fee will increase to \$45. Special rate overnight accommodations are available at Harrisons Chesapeake House, 410-886-2121 for reservations.

To register, make your check payable to "University of Delaware," and mail it to Michelle Scorziello, University of Delaware Sea Grant Program, 700 Pilottown Road, Lewes, DE 19958-1507 ATTN: Charter Boat Workshop. The registration deadline is Friday, April 2, 2010.

For additional information about the program agenda, contact John Ewart at (302) 645-4060 or ewart@udel.edu or visit the workshop Web site <darc.cms.udel.edu/charterboat/cbw10.html>.