

## Presidents Message by Mark Drexler

Fellow TMTA Members,

It sure will be nice when Spring arrives! These days of cold, snow and ice will all be forgotten when the weather begins to get warm.

As we prepare for the upcoming boating season, let us all get involved with important TMTA issues that have an effect on every member. The top priority of your TMTA Board and Officers is to keep our membership up to date on things that are impacting the Marine trades and will impact us in the future. These items include: Boat Tax relief and equalization, insuring we have a good job force, training and education and knowledge of pending legislation targeting the Marine Industry.

I ask each of you to please attend the meetings and share with us your thoughts and ideas on items of interest to the members. The focus of our meeting in February will be discussing the creation of a marine trades school. This school is intended to foster an interest in the marine trades as a career and to provide training for those involved. The membership has identified this as a extremely important item that is currently lacking in our area. Now is the time to make it happen.

Please try to attend this important meeting on February 19. Be prepared to share your ideas and goals in order to make this a informative and productive meeting.

See you on the 19th.

Mark

### **February 19 Meeting Speaker—Don McCann**

Don McCann will bring us up to date on the status of a Mid-Atlantic Trade School project that he has been working on.

This project could be a huge asset to the marine industry in our area and provide much needed skilled labor for each of our member's operations. This should be an interesting discussion so please plan to attend.

### **Janice Clark Volunteers as Membership Committee Chair**

Janice Clark of Marine Electronics of Hartfield has volunteered to take on the responsibilities of Membership Chairperson for TMTA.

Janice is a native of Chesterfield County and now resides in the Urbanna area. She has worked for the past nine years in the marine industry. She presently works at Marine Electronics of Hartfield in sales and purchasing. She has worked previously both at Yankee Point Marina and Rappahannock Yachts. Thanks to Janice for volunteering.

## **Top Ten List of ECO-Boating Practices**

The following list of ecologically prudent boating practices was printed in the latest VAMI newsletter. We think that it is an important reminder that you may want to put out to your boating customers. The list is a project of the Foundation for Recreational Boating Safety and Education and the Environmental Council for the Boating Industry.

1. Observe local and federal marine toilet rules.
2. Always pump out on shore if you have a holding tank.
3. Know and use legal bottom paints.
4. Use biodegradable cleaning agents when possible.
5. Don't litter on water, bring it home.
6. When fueling, don't top off tanks. Mop up fuel spills.
7. Watch your wake and propeller wash.
8. Keep your motor(s) finely tuned.
9. Control your bilge water.
10. If fishing practice "catch and release".

Government Affairs: **No Discharge Zone** by Pete Hall

HB 2832 No Discharge Zones - An issue that has passed before the legislature on several previous occasions had once again failed to get adequate support and has thus been

withdrawn from consideration is this session of the general assemble. I speak of HB 2832 No Discharge Zone, a bill designed to remove the restriction on the State Water Control Board that prohibits it from promulgating no discharge regulations that are more restrictive than federal law. Removing this restriction on the Board's authority would have enabled the Commonwealth to enforce the Commonwealth's no discharge regulations at Smith Mountain Lake.

Not knowing the entire background of this proposed bill or the particulars of the situation at Smith Mountain Lake I hesitate to take a position on the outcome of this bill. However, as a marina operator and an environmentalist I would suggest to all marina operators that they take it upon themselves to designate their marinas no discharge zones. This move requires no additional BMP measures beyond those

that you already are implementing to protect and preserve the environment and the quality of Virginia's waters.

By doing this you send a message to the boating public and,

more importantly, to the legislature that you are taking a proactive stance. That you are keenly aware of the environmental damage that overboard discharge can cause and that you are taking it upon yourself to prevent such damage by declaring your marina a No Discharge Zone. This done without being forced to by some legislated directive. Think about it and make it happen.

## **Marinas Generate Jobs!**

Ron Stone writing for *Marina Dock Age* reports that “In the United States, studies indicate that marinas generate an average of 0.3 jobs per berth.” This can be translated as follows: a 100 slip marina could provide 30 jobs with resultant payrolls of at least \$500,000.

Of course, these jobs are not all local to the marina, but as new marinas are developed and existing marinas are enlarged or improved, satellite businesses will gravitate toward the area. Rural locations which are capital-hungry and face a shortage of jobs should look to these numbers in their economic planning and taxation rates.

The International Council of Marina Industry Associations (ICOMIA) supports a web site ([www.icomia.com](http://www.icomia.com)), where the 105-page report, “*The Economic Impact of Recreational Boating Facilities*” is posted and maintained.

## **TMTA Requests VIMS Assistance in Developing A Study on the Boat Tax Issue**

The following is a copy of the letter that the Board of Directors has sent to Tom Murray to request VIMS assistance in developing data that may assist us in the elimination of the Boat Tax in our area:

Thomas J. Murray  
Marine Business and Coastal Development Specialist  
Virginia Institute of Marine Science  
P. O. Box 1346  
Gloucester Point, VA 23062

Mr. Tom Murray:

As chairman of the Tidewater Marine Trade Association's Boat Tax Committee, I am asking you to design and execute a three-part study. I would like the study to include the four counties comprising the majority of the TMTA membership. I would also like the study to determine the following:

- the number of boats taxed by county and the amount of money collected by each county
- the allocation of those monies by each county
- the amount of money spent by the average boat owner within the county in which the boat is taxed.

I understand there is little chance, in today's economic environment, of presenting a case to each county whereby the boat tax will be eliminated or seriously reduced, but TMTA would like to be prepared, when conditions change, to aggressively pursue our objective of eliminating the tax and thereby increase the boating activity within our geographic area.

This study and the pursuit of our objective may dovetail nicely with the ongoing Northern Neck endeavor to attain National Heritage Status. Attainment of that designation can bring to the area up to \$1,000,000 annually in federal funds for the next ten years as well as the increased prosperity realized from the increase in tourism.

I and the Board of Directors of TMTA appreciate the work you and VIMS have done on our behalf in the past and are looking forward to the results of this study. We will be available to answer any questions you may have related to this request.

Yours truly,  
John D. Hornby

## **Marina Training**

A new company providing on line certified training for those in the marine industry has been established by Paul Dodson, founder and former president of the International Marina Institute. The company, Marina Training . com, has training for marina and boatyard staff that is available on the Internet 24 / 7. Courses available now include "Fire Safety for Marina Staff" and Marina Fuel Attendant". More information may be obtained by going to their web site at [www.MarinaTraining.com](http://www.MarinaTraining.com) click on Online Training.

## **TMTA Welcomes Another New Member!**

We would like to welcome David and Patty Fitch of Hallieford to our membership roster. David and Patty recently purchased the Gwynn's Island Boatel.

The Fitch's plan to continue the tradition of operating a family business that makes people feel warm and welcome.

The Gwynn's Island Boatel is situated on 10 acres and provides indoor housing for boats up to 28 feet in length.

The Fitch's who will operate the boatel themselves, said their plans for the business include adding equipment, increasing the clientele, landscaping the property and remodeling office space. Patty's nephew is the new yard manager.

## **Boat U.S. Foundation Offers Life Jacket Loaner Program for Kids**

The application deadline for the Foundation's Life Jacket Loaner Program for Kids is February 21, 2003. It is open to waterfront businesses and is particularly appropriate since the US Coast Guard rule requiring all children under the age of 13 to wear life jackets in boats underway. The program provides a free kit of 12 children's life jackets, which are to be lent to boaters in your community at no charge. The program has reached over 50,000 children since it began in 1997.