



ONEWATER CONNECT

March 7, 2023

OneWater Marine Announces the Appointment of Carmen Bauza to its Board of Directors

Ms. Bauza currently serves as a member of the board of directors for Zumiez Inc., Destination XL Group, Inc., and the board of managers of Claire's Stores Inc. She is also an advisor to RoundTable Healthcare Partners, a private equity firm focused solely on the healthcare industry. Throughout her career, Ms. Bauza has also held senior level roles at Fanatics, HSN, and Walmart.

Ms. Bauza was born in Ponce, Puerto Rico and is a graduate of Seton Hill University where she studied fashion merchandising and business management. She has received numerous prestigious awards including Latina Executive of the Year, from Latina Style Magazine; Top Women in Pharmacy, from Drug Store News; and Most Influential Woman of the Year, from Mass Market Retailer.

[View Press Release](#)

CONTENTS

1

FEATURES

- New Board Member

2

EVENTS

- Mobile Boat Show
- Emerald Coast Boat & Lifestyle Show
- Indian Lake Boat Show
- Tampa Bay Boat Show
- Bonita Springs Boat Show
- Atlantic City Boat Show
- Employee Appreciation Day
- NBM Grady Grill & Chill
- TSS Pizza Party

3

Training

- Pollen Protection
- Covieo Training

4

TRAINING AND UPCOMING EVENTS

- Central Marine Review
- The Slalom Shop Review
- Andy Andrews
- Upcoming Events

COMPANY CONFIDENTIAL

EVENTS



Sunrise Marine Alabama, Sunrise Marine Orange Beach, Legendary Marine Orange Beach, and Legendary Marine Pensacola had a blast at the Mobile Boat Show March 3rd-5th.

This was Sunrise Orange Beach's first boat show ever as part of the OneWater Marine family!

The Emerald Coast Boat & Lifestyle Show returned this year after a two-year hiatus.

With 35 units contracted, this was a record show for the **Legendary Marine Destin** and **Legendary Marine Panama City** teams.



BOATS & Baseball

AMERICA'S FAVORITE PASTIMES

Take me out to the boat show!

This year's Indian Lake Boat Show was baseball-themed. There were even singers to perform the National Anthem each day.

More than 5,000 people attended the event in three days; there were cars parked up and down the road on the bridge to get there.

The Spend-a-Day team hit this one out of the park!

STATS:

OF DEALERS

3

DONUTS

1,560

POUNDS OF POPCORN

60



EVENTS



Quality Boats displayed 11 Grady-White boats at the Tampa Bay Boat Show this past weekend.

The show lined up perfectly with the Grady-White Chart Your Course Sales Event.

This year marked the 34th Bonita Springs Boat Show. It was a great turnout for the size of the show.

Walker's Marine had an impressive layout with 14 units on display including models from Pursuit, Regal, Chris-Craft, Cobia, Jupiter, and Yamaha Jet Boats!



The Atlantic City Boat Show was a huge success for the **Stone Harbor** and **Taylor Marine** teams!



EVENTS



EMPLOYEE APPRECIATION DAY

The Texas Marine Conroe store celebrated Employee Appreciation Day last week by having a little friendly competition on the go cart track with the parts and service teams.

We're grateful for all our teams that keep us running on the water and off.

Submitted by Jennifer Kesler



NAPLES BOAT MART GRADY GRILL & CHILL

On the third Friday of each month, Naples Boat Mart is hosting a Grady Grill & Chill event from 11a.m. to 2 p.m. at their store.

Customers are welcome to stop by to meet the Naples Boat Mart team, enjoy lunch, and check out all of the beautiful Grady-White boats on display at the location.



Submitted by Leslie Love



The Slalom Shop Pizza Party

If you were wondering if Bob Denison's amazing prizes really get delivered to the stores, they do!

The Slalom Shop enjoyed the pizza party they won for receiving 5-star Google reviews!

Submitted by Toby Blackney

New Store Manager

Meet Brendan Oxnard, the new store manager for SunDance Marine Jensen Beach.

Brendan is from Savannah, GA, and is a graduate of Stetson University. He has a wife and three children!

He worked in outside sales for Release Marine for 8 years and as the Sales and Marketing Manager for Jupiter Marine for 3.5 years.

We're very excited to have Brendan as part of the OneWater team!



Submitted by Joey Jones

Protect Your Boats Against Pollen

If you live in the south, you're undoubtedly familiar with the coniferous trees that leave a fun yellow film on anything left outdoors. During this time of year, it's especially important that we are protecting the boats on our lot from the effects of pollen. If left on the boat, pollen can damage the paint and settle so deep into the interior crevices that it can be impossible to remove later.

If you have boats on display outdoors, be sure that you are washing the boats down multiple times per week. If you are keeping a customer's boat on your lot for service, keep the boat cover on as much as possible.

Protect the boats now, so you don't have to repair them later!



On the Portal

HOW TO USE COVIDEO ON DESKTOP

[View Training](#)

On the Portal

HOW TO USE COVIDEO ON YOUR PHONE

[View Training](#)

Sales Tip: At Texas Marine, the sales team uses Covideo as a tool for collecting phone numbers for leads that come in with only email addresses. You can email the customer to let him or her know that you will be sending a custom video of the boat. Tell the customer that you would love to speak beforehand to see if there is anything specific he or she would like to see in the video; the majority of the time, they will agree to a phone call!

TRAINING AND UPCOMING EVENTS

“ Central Marine ”

There is only one word that adequately describes my recent experience with Central Marine and that word is EXCELLENT. Matt Marchitto’s response and service was extremely professional and thorough. EJ in parts not only found what I needed but shipped them to me the same day requested. These guys are “Gold Stars” for anyone’s marine needs.

Thanks again Central Marine team.

Best,
Burton Brevda

“ The Slalom Shop ”

I bought a Supra from Drew Wilson and it was a great experience. I am a first time boat owner and he made the process very simple. He spent a day with my son and me teaching us all about the boat and giving us pointers on how to take advantage of everything the boat does. He even made how to videos for us. He had great follow through and was so easy to work with. He has been a resource for questions after the sale. The parts and service department have also been very helpful.

Jon Sayah

Andy Andrews

Andy delivered a great message last week.
[Click here](#) to rewatch the Friday meeting.



UPCOMING EVENTS

March 11-14	March 17-19	March 23-26	April 13-16
Punta Gorda Boat Show	The Wharf Boat & Yacht Show	Palm Beach Boat Show	Baybridge Boat Show