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Manufacturers | Boat Builders | Refit & Repair Facilities | Dealers

Session Details

Old Boats, New Tricks: Transforming Legacy Boats with Modern Systems

Tuesday, October 6 | 8:00 AM - 9:30 AM ET

Location: Education Hall, 115

Refitting older boats with modern technology can unlock performance, efficiency, and capability, but it's rarely as simple as swapping components. This session explores the real-world challenges and opportunities of bringing legacy vessels up to current standards, from integrating lithium battery systems and advanced charging architectures to installing networked electronics and modern equipment. We'll also examine the complexities of re-powering, including structural considerations, load management, and system interoperability. Through case studies and field-tested insights, this seminar will help boatbuilders, technicians, and yard managers understand where legacy refits succeed and where they can go wrong.

Refits: Managing the Moving Parts

Tuesday, October 6 | 10:30 AM - 12:00 PM ET

Location: Education Hall, 117

Successful yacht refits require more than technical expertise—they demand disciplined project management. When projects encounter delays, changes, or unforeseen challenges, strong systems make the difference. This seminar breaks the process into three essential pillars: customer relations, employee and subcontractor time management, and comprehensive record keeping. Attendees will learn best practices for clear, proactive communication and managing expectations to keep projects on track and teams aligned. We'll share practical documentation strategies that demonstrate sound decision-making and adherence to scope. Participants will leave with tools to deliver difficult news confidently, reduce disputes, and protect their business while also reaching successful outcomes.

Boatyard Management Challenges: A Roundtable Discussion

Tuesday, October 6 | 1:00 PM - 2:30 PM ET

Location: Education Hall, 115

Boatyards share a spectrum of common challenges, regardless of size, location or specialty. From internal complications like quality control, billable hours, and employee conflicts, to external pressures like economic fluctuations, natural disasters and legislative changes, these persistent operational obstacles require fast thinking and flexibility. The yard managers on our panel come to us from around the country,

The Profitable Boatyard: Strategies for Pricing, Scheduling, and Smart Work Mix

Wednesday, October 7 | 1:00 PM - 2:30 PM ET

Location: Education Hall, 114

How you price your work—and which work you take on—can make or break a boatyard's profitability. This session explores how to structure a healthy mix of service work, refits, and new builds to improve efficiency and cash flow without burning out your team or eroding margins. Our panel of veteran yard operators will cover pricing strategies for refits, new construction, storage, and seasonal projects; how to set labor rates that

prepared to discuss openly unique solutions to some common problems. Not only will they share their reasoning and choices when confronted with critical issues, but they'll use the advantage of hindsight to present their honest assessments of those choices. Audience members are invited to offer their own challenges and perspectives so that boatyards everywhere can benefit from a wealth of shared experience.

truly reflect overhead; and when "competitive" pricing becomes costly. You'll leave with practical tools for adjusting pricing as scope changes, communicating costs with confidence, and protecting your bottom line while staying competitive in today's market.

[Register here](#)

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