FOR IMMEDIATE RELEASE
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Gowrie Group Increases Sponsorship, Named Official Insurance Sponsor of 2022 USVI Charter Yacht Show – November 12-15, Yacht Haven Grande Marina, St. Thomas, U.S. Virgin Islands

St. Thomas, U.S. Virgin Islands. The Gowrie Group is the official insurance supplier of the USVI Charter Yacht Show for the sixth year, according to event organizer, the Virgin Islands Professional Charter Association (VIPCA). What's more, Gowrie has enhanced its sponsorship of the 2022 show, set for November 12-15, at IGY's Yacht Haven Grande Marina St Thomas. Gowrie Group's stalwart and now stronger sponsorship comes on the heels of the company's landmark offering in February of affordable health insurance to shore-based VIPCA-member vendors and businesses, a move that helps to strengthen the marine services that support the territory's charter fleet.



Rick Bagnall, Senior Vice President, Risk Strategies | Gowrie Group, shared, "We are seeing a continued increase in demand for Travel & Travel Medical Plans. We advise that all charterers have a plan in place otherwise it is recommended to purchase this type of coverage. Gowrie Group has multiple options and can assist in the selection process. We can also help captains, charterers, travel agents, and brokers line up Travel Insurance and Travel Medical insurance for the guests/passengers on each yacht. Trawick's Safe Travels Voyager continues to be our most popular solution. Gowrie and Trawick have partnered with local evacuation carrier, AeroMD, as the preferred provider for all client policies. AeroMD is recognized in the industry for its quality medical care and transportation. Gowrie works with CIGNA to provide health insurance for yacht crew and shore-based VIPCA members."

Photo: L to R, Gowrie Group's Rick Bagnall, Lovongo Resort's Matt Snider, and Governor of the USVI, the Honorable Albert Bryan, Jr. Credit: Phil Blake.

Gowrie Group Webinars in June



VIPCA's announcement of Gowrie Group's sponsorship is timed to publicize two webinars the company will offer in June.

June 9, 1 p.m. (UTC -4 AST) vipca.org/insurance-webinar-registration/
Travel Medical Insurance with Trawick: What you need to know for 2022/3.
Bagnall will present this topic and provide an update on the evolving market. He will be joined by special guest, Kevin Leys, a travel insurance head underwriter. Together, Bagnall and Leys will take a deep dive into key industry points including Cancel For Any Reason, Travel Medical, Travel Evacuation, Coordination of Care, Claims, and more.

June 22, 1 p.m. (UTC -4 AST) vipca.org/insurance-webinar-registration/ Shore-Based and Crew Health Insurance with CIGNA.
In February 2022, the VIPCA health insurance coverage was extended to shore-based active members. In this webinar, Rick Bagnall will discuss the insurance program highlights. This health insurance program is underwritten by CIGNA and managed by the insurance specialist at Gowrie Group. CIGNA provides global benefits and assistance services to millions of members in almost every country in the world. This health insurance plan brings VIPCA members the products they need, backed by the service they deserve.

Yachts & Yacht Brokers - Register Now!

Yachts that register (usvicharteryachtshow.org) by July 1, 2022, receive a 20% Early Bird discount. Yachts showing in the 2022 USVI Charter Yacht Show pay only $1.65/foot/day from one week before to one week after the show and additionally on arrival 5% fuel discount.

Over 70 exhibiting charter yachts are anticipated for the 2022 show. Seaclusion, a Sunreef 80, is one of the first 20 to register.

Photo: Seaclusion, a Sunreef 80. Courtesy Seaclusion.

"Participating in the 2022 USVI Charter Yacht Show is the perfect way to showcase the luxurious Sunreef 80 and what she offers. Seaclusion has a unique interior design that boasts warmth and a sense of home comfortability that we believe appeals to all clients. She is a 2020 build and new to the Caribbean charter fleet. The show provides the opportunity for brokers to view Seaclusion and to meet the fantastic team of four crew, consisting of myself, Chef Jess Muller, First Mate Jacob

Telford, and stew Nyla Dugle. The show allows the crew to introduce themselves to ensure that brokers have the confidence and comfortability to match their clients to Seaclusion and know that the guests are in good hands and being taken care of during their time on board," says Captain Ricky Moss.

Charter brokers can register at usvicharteryachtshow.org. Charter brokers can join VIPCA at vipca.org/brokers-associates-vendors-membership to receive one free broker show registration in addition to many other membership benefits. Brokers can receive a 20% discount on accommodations at Bluebeard's Castle by booking by phone and giving the discount code 'VIPCA Yacht Show'.

"Each fall, brokers travel from around the world to the USVI to get a glimpse at the best in the crewed charter yacht industry. As brokers, we aren't just selling stats on a brochure, we're selling the experience. I put myself in the client's shoes as I step aboard. I'm greeted by the Captain and Crew with a cold lavender towel and the chef's specialty cocktail. I'm sitting at the cockpit table for lunch experiencing five-star cuisine and hospitality. I feel the linens and smell the cabins and tune into those finite details that set this yacht apart from the next. I can then speak about the experience and share personal details of my interaction with the crew and when I deliver that to my client, they can feel what it's like to be on board and what they can expect. You can't get that from an e-brochure. This year, I'm looking forward to reconnecting with veteran crews and viewing the new yachts joining this fall's show, in addition to the new features such as the educational seminars and the FAM trip," says Casey Grimes, broker with the Yacht Collective.

What's New

A re-energized schedule for the 2022 USVI Charter Yacht Show is now published online. The yacht show website, usviyachtshow.org, is home to a wealth of information for show attendees, brokers, and crew alike. Information on events, exhibiting yachts, and sponsors are all at the click of a button. Go to usviyachtshow.org to find out how show participants this year have new opportunities to build their network, learn, shine and certify all at one show.

"There is so much to announce this year from crew training with the 'Charter Yacht Professional Excellence' certification by Seven Seas Preparatory, to a half-day sail FAM trip on the last show day, and an exciting theme for this year's culinary competition being 'Posh Picnics', where chefs will bring their creations to an elegant beach setting for the judges, rather than have judges come aboard their vessels. Culinary Competition registration will open in early July. So, stay tuned for more information," says Oriel Blake, VIPCA Executive Director.

Sponsors of the USVI Charter Yacht show include the USVI Department of Tourism; Yacht Haven Grande; IGY Marinas; the Gowrie Group representing Trawick and Cigna; Parts & Power Ltd., distributor of Northern Lights; Mango Media; Offshore Marine; Catamaran Central; Moe's Fresh Market; Grey Goose, distributed by West Indies Company; Veuve Clicquot and Captain Morgan, distributed by Bellows International; Cardow Jewelers; Harbor Shoppers; VIYA Business Solutions; Maho Apparel and the Charter Yacht Broker Association.

For more information about the USVI Charter Yacht Show, visit: usviyachtshow.org
For information about VIPCA and its programs, visit: www.VIPCA.org, Email: info@vipca.org, or call 340-642-0656

ABOUT VIPCA

VIPCA is the territory's 501(c)(6) non-profit marine association, whose purpose is to preserve, protect and promote the charter yacht sector of the U.S. Virgin Islands marine industry and the businesses that sustain them. VIPCA's focus is multi-faceted and includes offering membership benefits such as access to health and hull P&I insurance; sharing pertinent and timely industry updates and information; producing a Marine Directory of marine vendors and services; promoting USVI marine charter tourism; liaising with USVI, BVI and PR to assist in cooperative efforts; seeking relevant official rulings from Customs and Border Protection (CBP); developing USVI marine infrastructure, including moorings; providing compliance guidance for mariners and vessels; and providing marine vocational training for USVI youth under VIPCA's charity, the Marine Rebuild Fund, which is fiscally sponsored by the Community Foundation of the Virgin Islands (CFVI.net). www.vipca.org

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