



"I WANT MY ENTIRE STAFF TO SHARE MY *vision* AND FEEL LIKE THEY ARE NOT JUST WORKING FOR ME BUT WITH ME."

—ANDY SCHULZ, FISHERMAN'S INN

Andy Schulz of Fisherman's Inn in Grasonville is no stranger to running a restaurant or two—literally. Located on Kent Narrows, his family's establishment has been a landmark destination for generations of seafood lovers since 1930. What began as a local eatery and grocery store started by Andy's maternal grandparents has since grown into something resembling a "culinary campus." Schulz oversees what is commonly referred to as Fisherman's Village, consisting of the main restaurant (Fisherman's Inn), Fisherman's Crab Deck, and Fisherman's Seafood Market. A pavilion adjacent to the Crab Deck is the most recent addition, and is used for hosting weddings, corporate events, fishing groups, crab feasts, and other large groups during the season. "We have what people are looking for," Schulz says. "Good seafood, on the water, super location. But you can never take your eye off the ball." Schulz believes that "managing smart" is paramount to his long-term success. And that begins with a loyal staff. "You can't afford to do it all yourself



and when you are responsible for a business of this magnitude, one bad apple can be a real distraction," Schulz professes. "I want my entire staff to share my vision and feel like they are not just working for me but with me."

Menus here are easy to navigate and offer something for everyone, but seafood is the star. "At Fisherman's Inn, we offer daily specials and decided to actually print copies for the servers to hand out with the menu," Schulz adds. "It can be a bit labor intensive, but the customer can see right away what is offered, the cost, what it includes, how it's prepared—all of that. It also saves the server from having to recite the specials at each table. And, our special sales go up!" Schulz's insightful approach to management continues to steer Fisherman's Village down its successful path. "This business is in my blood and that is what drives me," Schulz says. "One of my biggest challenges is not to do too much and not be able to pull it off."