

MIACC

At the Helm



Docktail Party at the Naples City Dock

October 2019



**OCTOBER 18TH - 20TH
NAPLES CITY DOCK**

www.MIACC.org

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Welcome Aboard New Members:

Bella Costa Charters

Kellie Butler Farrell
880 12th Ave South
Naples, FL 34102
Phone: (239) 450-3880
Kellie@bellacostacharters.com
Website: Bellacostacharters.com

Tri Sea Stabilizers

Barbara Kornegay
PO Box 21278
Fort Lauderdale, FL 33335
Phone: (305) 680-9499
Email: info@triseakeeper.com
Website: Triseakeeper.com

Tyte Lynz

Bobby Smith
PO Box 110322
Naples, FL 34108
Phone: (239) 444-8485
Email: tytelynz@tytelynz.com
Website: Tytelynz.com



From Your Board of Directors

- ◆ Annual Meeting November 12th 5:30-7:00pm at Naples Boat Club Clubhouse (909 10th St South) Please plan to attend!
- ◆ After many meetings with our lawyer, Roetzel & Andress, your Board of Directors has revised and approved amended Bylaws. The new Bylaws meet Florida statutes and are congruent to our operating procedures. NOW it is YOUR turn!! In order to approve these Bylaws we need YOU! We MUST have 51% member participation in a VOTE! This is SO IMPORTANT!!!
You will receive a series of emails from us over the next few weeks requesting your vote. PLEASE VOTE before November 12th or come to the Annual Meeting to cast your vote!
- ◆ Along with your Bylaws approval vote, you will cast your vote for new 2020 board members! 5 Director seats are open and there are 9 nominees. Learn more about them on Page 2-3 of this newsletter. We are in a growth phase of our organization and we are excited to bring in new blood to help us continue to improve!
- ◆ The new Bylaws cap board members to 2 consecutive terms (6 years) with 1 year off before they can re-run. This year Frank Perrucci and Kit Sawyer will term out and therefore take a minimum 1-year break. We are so grateful for their MANY MANY years of service to this organization!!!!



Meet Your Board of Directors Nominees



HUNTER DANE

Dane Insurance Group, Inc. & Dane Payroll Solutions, LLC

Hunter is an advisor to marine contractors, marina's and boat dealerships across SWFL. We provide Insurance, Payroll, HR Services, 401(k)'s and Health Insurance to our clients.

Darsey will do what is right for the local water community. She is a dedicated leader and will listen to all and make sound decisions to benefit all.

BOBBI HUNT

NPR Graphics



RAY JAHN

Fish Tale Sales and Service

Ray Jahn has have lived in Naples for close to 40 years, and knows the waterways from any direction from Pt. Charlotte to the keys and through the Bahamas. He is also very familiar with the Ten Thousand islands. He has been in the Marine Industry for the past twelve years and the G/M of Fish Tale since. His accomplishments that he feels may be some importance to help the board would be: he started and still to this day, has the largest Grady-White Club in the country, chaired three of the largest Grady-White festivals in the country, and is the recipients of the coveted Grady-White Gold Anchor Award. He

has also maintained the Admiral Circle Award since he became the G/M at Fish Tale. He sits on the Fl. Dealer council for Grady-White, Robalo and Chaparral Boats. He has had the honor to sit on the board of only 12 dealers in the country for new product and design for Robalo and Chaparral Boats. Thank you for this opportunity to be involved in an organization that I believe in.

DARSEY GABBARD

Cruise Cool

Darsey Gabbard was born and raised in northern Indiana and spent her summers at her families' lake cottage and most of her spring breaks fishing with her family in Canada, Minnesota or Wisconsin. In this day and age, kids would probably cry child abuse, being taken from one cold place to an even colder place for spring break! However, those experiences helped shape her character and instill respect for nature.

Darsey started out working in the IT industry, with no formal training or education. It was her 'feet first' attitude that sprung her to success. She grew from a help desk service technician to running multi-million-dollar accounts in the Healthcare industry, with MD Anderson being one of her biggest clients.

After years of growing her accounts, the corporate world took its toll. One day while visiting her family, she called her husband, Doug, and asked, "Do I need a job to quit my job?" His answer would shock most people as he replied, "Darsey, that is up to you." She put her two weeks' notice in and was ready for a new challenge.

In 2016, the Gabbard's purchased Cruise Cool and put their hearts into running their new business. Their business services Marine HVAC and refrigeration on all types of vessels. Although it may seem that Darsey is not a likely candidate to own this type of business, but she brings a fresh perspective to the table.

Darsey's core values of honesty, hard-work, determination and optimism have propelled the ongoing success and growth of Cruise Cool. Her IT background has even proven to be a plus in updating the business!

When she is not tending to the day-to-day business, Darsey enjoys growing plants and trees from seed, spending time with family and taking care of her 3 fish (Buster, Chopper and Spaz) and her constant companion, her dog, Rocky Balboa. Her favorite event to volunteer is the Kid's Fishing Clinic hosted by the Marine Industries Association of Collier County.

In closing, what you will get with Darsey is loyalty, compassion and honesty.



KENNY MAIN

Arthur J Gallagher & Co

I am a Naples native. My wife, Jenna, and I met at Lely High. One year ago we had our first son named Duke.

We love SWFL and are very excited to raise the next generation here.

We enjoy spending time with friends and family, epically time on the water. I enjoy being involved and giving back to our community. Currently I'm a board member for the Naples Junior Chamber (Naples Jaycees) on the Great Dock Canoe Race Committee. I'm a past member for the Young Executive committee for the Naples Historical Society and 2017 graduate of Naples Chamber's GAIN program.

My family owns Gulf Shores Marina, I grew up at that marina and it gave me fond appreciation for the marine industry. After graduation from the University of Central Florida I returned to Naples and went to work for Gulf Shores Marina. I worked at GSM full time for about 8 years. Between growing up and working professionally at the marina I've done every job: chief barnacle scraper to marina management.

In 2014 I went to work for Lutgert Insurance which is now Gallagher Lutgert Insurance. At Gallagher I'm a 2-20 licensed insurance broker. I specialize in commercial insurance and do a great deal of work with clients in the marine industry. I would like to join MIACC's board to do my part in helping the local marine industry thrive.



.... Meet Your BOD Nominees.... Continued from Page 2

JOSH MAXWELL

Turrell Hall & Associates

Josh is an Ocean Engineer at Turrell, Hall & Associates, Inc. here in Naples and specializes in waterfront design for single family, multi family and commercial projects. He has been a director for MIACC for one term and in that time he has served as our Secretary, Treasurer, representative to the MIAF and represented our group during the last round of manatee speed zone regulations to ensure our inland waterways were protected from unnecessary speed zones. Josh now sits as a board member for MIAF and is the current secretary for the State. He would like to stay on as a board member for an additional term to continue to help push our organization forward.



and Congressman Rooney on a boat for the study of the impacts of climate change on Rookery Bay and Keewayden Island. I am not an overly political person, I just like learning all that I can about what effects our future and what we are leaving for our children. I have served on boards such as The Sports Council of Collier County, SW Florida Attractions Association. I have held several leadership roles in Business Networking International and I am an Ambassador for Local Chapters of Business Woman.



RAFAEL RAMIREZ

Hinckley

I am relatively new to the area and recently moved here to work with Hinckley as their Regional General Manager to grow and improve upon our footprint on the West Coast of Florida. Most recently I was with Lauderdale Marine Center which I joined during the acquisition by The Carlyle Group. I joined as Scheduling and Logistics Manager then Operations Manager and was in charge of all Vessel operations, scheduling and logistics prior to my departure to work for Hinckley yachts. During my time at

LMC I assisted and participated in a number of events with MIAF and was on the Workforce committee. Prior to Lauderdale Marine Center I Worked for Faststream Recruitment which was a Niche Maritime recruitment firm, I worked on a number of Marine projects there both domestic and international and worked both the commercial and pleasure craft sectors.

I am interested in helping to move our industry forward and would be happy to serve in any vacancy that I may be the most value to.

ROBIN ROSARIO

Pure Florida

Robin Rosario 51 year old mother of 6 and wife to one amazing husband....Our youngest is special needs so that kind of keeps things in perspective for us. That being said it helps you to learn what matters and what does not, so anything that I spend my time on has to be a passion of mine. I simply do not have time to waist. I am starting my 9th year with Pure Florida and have worked with several local events, Including having Governor Rick Scott to Tin City after Irma



STEPHEN STRASSEL

Naples Princess

Stephen Strassel was born in Newark New York. His family, along with his 5 brothers and sisters move to Plantation Florida on New Year's Day 1970. My father took a job at a little boat manufacturing company in Hialeah FL called Aquasport boats and was the SE Sales rep for the company. He grew up traveling around Florida on summer breaks with his dad and trailering a "Dealer Demo" usually a 170' or a 222' Aquasport signing up dealers to sell this relatively new boat line. He

grew up in Lamination departments and wood shops cutting fiberglass and wood for the workers to lay-up and build the hull and decks. That was the beginning of a life in the marine industry for Stephen.

Fast Forward to today, he has worked in every facet of the industry from fuel dock attendant to forklift driver to Corporate captain holding a 100 ton USCG Masters license. He's worked at Tiara Yachts inc. for 5 Years in the sales and marketing department and in the engineering department for new product development. In 1991 he went to work for Hatteras of Lauderdale/ Allied Marine as the Tiara Yachts Service manager for one of the world's largest Marine dealers. In 1996 Stephen moved to Naples and eventually became a Florida Yacht broker selling Tiara Yachts for the last 20 years.

If you would like to serve on the Board of Directors

Email Tiffany.director@miacc.org

Before October 18th

Member News & Events



♦ FOR SALE: 1999 Wiggins WI80M-2 \$69,990

1999 Wiggins WI80M-2, 1999 WIGGINSWI80M2 MARINA FORK LIFT
18,000 TO 10 FEET
14,000 TO 21 FEET
8,500 TO 30 FEET
12 FEET NEGATIVE DROP
Deutz BF6M MOTOR DIESEL TURBO
This is a beast of a lift. She is a good working lift that would be great as a second or even a first lift at a dry or wet storage facility. Certainly could be refurbished or just use as is.
Has been in Naples Florida since new.
Was used at a wet marina, Has not been used at a wet marina in last 4 years.
Dry use only. Contact Gulf Shores Marina

♦



OCT
21

Florida's Living Shorelines Training Course for Marine Contractors

by Florida Fish and Wildlife Conservation Commission

[Follow](#)

Free

This is a training course for marine contractors to learn to install living shorelines for property owners, either alone or in addition to an existing seawall or other structure. Living Shorelines are softer, greener alternatives to stabilize shorelines from erosion, sea level rise, and other damage. They protect, restore, or enhance natural shoreline habitat and maintain coastal processes through the strategic placement of plants, oyster shell, and other structural organic materials. Demand for these structures is increasing, and this course offers a mechanism to increase the supply of contractors who can fill this need.

Six hours of Continuing Education Units will be offered to contractors through the Construction Industry Licensing Board. CEUs are contingent upon completion of the full course and the final exam on day 2.

NUCLASSICA HOLIDAY CONCERT

Featuring NUCLASSICA

Electric Pop Violin Orchestra as seen on America's Got Talent.

EMCEE FOR THE NIGHT - STACEY MASON - FORMER MISS MICHIGAN

THURSDAY, DECEMBER 5
5:30 - 9:30 PM
SEMINOLE CASINO HOTEL
TICKETS \$50



Includes Hors D'oeuvres, Cocktails, Concert, Dancing

Free motor coach transportation to and from the casino is available in Collier and Lee counties.

BENEFITING



GET YOUR TICKETS TODAY!
NUCLASSICA.GIVESMART.COM OR
239-263-2377

SPONSORED BY



MORE IN PARADISE

506 SOUTH 1ST STREET
IMMOCKALEE, FL 34142
800-218-0007
MOREINPARADISE.COM

NAPLES
ILLUSTRATED



MUST BE AT LEAST 21 YEARS OLD TO ATTEND NIGHT SHOWS. MUST BE AT LEAST 21 YEARS OLD TO PLAY SLOTS AND TABLE GAMES OR TO RECEIVE CURRENCY FROM CASH WINNERS. IF YOU OR SOMEONE YOU KNOW HAS A GAMING PROBLEM PLEASE CALL 1.888.4ADICE.

The course will run from 8:30 a.m. to 4:30 p.m. each day and will include 2 field trips. Please wear or bring clothing and shoes suitable for outdoor site visits in coastal areas. We will not be getting in the water, but participants will be conducting site assessments and follow-up evaluations for living shorelines. You may want to bring sunglasses, hat, sunscreen, and a reusable water bottle.

The classroom is on the third floor of the NOAA facility. You may park in the parking lot in front of the building, preferably on the third and fourth rows. The gate to the parking lot will raise automatically as you approach it. Please arrive 15 minutes early and wait in the lobby of the building to be escorted in group(s) to the third floor. You may tell the security guard that you are here for Tampa Bay Estuary Program.

Coffee and light snacks will be provided, and lunch is on your own from 11:45 a.m. to 1:00 p.m. Field trips will take place immediately after lunch, so you may choose to eat near the classroom or the field site. You will be given one hour and 15 minutes total to eat lunch and travel to the field site.

All learning materials will be provided, including a course workbook, so you only need to bring your identification to the course.

You may contact Fara Ilami of the Florida Fish and Wildlife Conservation Commission with any questions: fara.ilami@myfwc.com, 386-754-1668



Member News

SYC YACHTS

SYC Yachts owners Steve and Kelly Sprigg are staying very busy! Our staff of brokers have been moving quite a bit of inventory with current closings on our 68 Hatteras, 48 Viking of Jason Walton's and a pending deal on a 52 Viking by Steve. Kelly has been busy making guided tour videos of the Horizon Power Catamaran fleet over at their Ft. Lauderdale office. As of last season, SYC Yachts became the authorized dealer for the entire Gulf Coast region for Horizon Power Catamarans. They sold their last PC60 stock boat before it even left the factory and currently have another one on order AVAILABLE for a Spring 2020 launch. See our Horizon PC52 ON DISPLAY at the Naples Docktail Party October 18-20th!

We have had numerous owners in the last few months wishing to upgrade their PC for a new one creating used inventory. This has given SYC Yachts a huge opportunity to sell 5 brokerage Horizon PCs currently available to see on the SYCYACHTS.COM website. Steve & Kelly have been with the Horizon brand selling Powercats since its inception and have been very successful. Power Catamarans are perfect for cruising the shallow waters of the FL Gulf Coast, the Keys, or the Caribbean and provide you much larger accommodations with superb performance & stable sea keeping. SYC can give you a private tour to help you discover your new Horizon & the world of Power Catamarans.



SYC's premier listings also include a 2008 Westport 112 for \$6,375,000. She has 4 large staterooms with 6 heads, has had a full time crew of 3 & is easy to see located in downtown Naples. To complete this cruising package - the Dock & Crew are available as well. Call Steve Sprigg for serious inquiries.



Located in the heart of Naples at the Olde Naples Seaport, SYC currently has a 2017 75' Princess and a 2016 68' Princess Motor Yacht both having separate full beam master suites plus 3 more guest staterooms and crew quarters for 2. The 75 Princess equipped with a SeaKeeper Gyro was just reduced and offered at \$4,295,000 and the 68 Princess is \$2,975,000.



On the same dock, if fishing is your pleasure...Come see the 2003 65' Viking Enclosed Bridge offered at \$995,000 with MTU 16V2000's and 4 staterooms.

If you are in the market for a new yacht this summer...stop by the SYC Yachts office at Rose Marina on Marco Island or call Steve's cell at 239.825.6174 to help find you your next boat.

SYCYACHTS.COM Rose Marina, 951 Bald Eagle Drive, Marco Island, 34145



♦ Seakeeper is Serious About Small Boats

Multiple efforts confirm commitment to making stabilization a reality for all boaters. With the goal to stabilize every boat on the water, Seakeeper, the leader in marine stabilization, is taking large strides to make that goal a reality.

There is no one-size-fits-all guide to stabilization, but one thing is certain - the smaller the boat, the more affected it is by wave and weather conditions. Seakeeper recognizes the smaller boat sector is unique and its stabilization needs are as well. Therefore, it's committed to adding new products, improving current products, and creating tools specifically for small boat sizing. Here's what's new:

SEAKEEPER 2 – NEW PRICE AND PERFORMANCE

Thanks to new software developments allowing for enhanced performance, the size range for the Seakeeper 2 has been expanded to include boats up to 35 feet (10.5 meters) and the retail price has been adjusted to \$19,900 (reduced from \$22,700). This represents a 10% increase in the Seakeeper 2 target boat size and a 12% decrease in the model's retail price. Now all boat owners can enjoy the

comfort of Seakeeper stabilization.

SMALL BOAT SIZING GUIDE

Using real sea trial results, Seakeeper created the new Small Boat Sizing Guide to enable customers to select the Seakeeper model that best fits their boat and how they plan to use it. When two comparable Seakeeper models are available, such as the Seakeeper 2 and Seakeeper 3, the Small Boat Sizing Guide will assist users in selecting the best Seakeeper model for them based on how they use their boat.

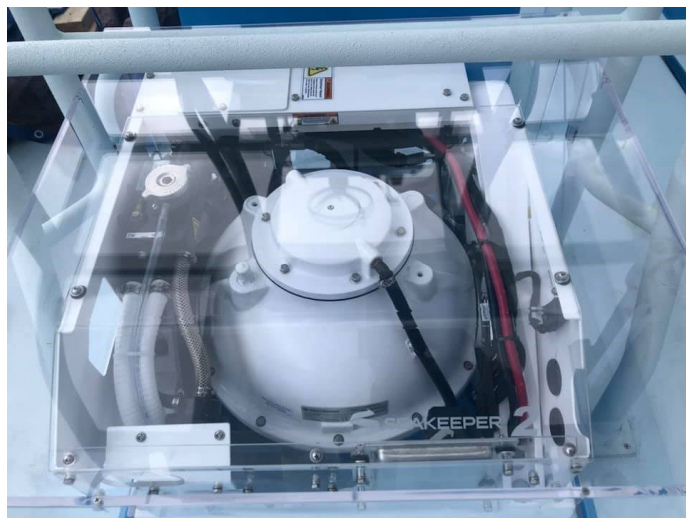
SEAKEEPER 5 – BETTER THAN BEFORE

The new and improved Seakeeper 5 is back in the Seakeeper lineup and aims to better segment the market of boats in the 40-49-foot (12-15 meters) size range. The Seakeeper 5 won't be the same unit that existed in the past. It will implement all the improvements made to the current Seakeeper 6, leveraging the current design, weight, envelope and footprint, but offered at a lower price of \$38,900 and is ideal for boats 40-45 feet (12-14 meters). Between the Seakeeper 5 and the Seakeeper 6, which is now installed on more than 35% of new boats 40-49 feet (12-15 meters), customers will get more freedom to choose what best suits their needs.

"The small boat market is so diverse, and the way people use their small boats can vary drastically," said Seakeeper President & CEO Andrew Semprevivo. "We want to give boat owners options when it comes to stabilization so they're able to choose a Seakeeper option that is best for them, their boat, and how they use it."

About Seakeeper

Founded in 2003 by a successful entrepreneur and a naval architect, Seakeeper is the global leader in marine stabilization. Seakeeper's innovative technology changes the boating experience by eliminating up to 95 percent of all boat roll, the rocking motion that causes seasickness, fatigue and anxiety. Since selling its first Seakeeper in 2008, the company has developed a growing catalog of models for an expanding range of boat sizes. Based in California, Maryland, USA, the company has more than 200 employees globally, based in the U.S., U.K., Italy, Germany and Singapore.




Member News & Events



A NIGHT OF BLUES & BBQ
SATURDAY, OCTOBER, 12th 2019

Featuring



uptown shufflers

BAHAMA BLUES BASH
\$5

\$5 SHOT SPECIALS (selected)

MUSIC- 6pm-9pm
ALL YOU CAN EAT BBQ-5pm-8pm

Burgers, hot dogs, chicken, baked beans & potato salad
 \$14.99 ADULTS & \$7.99 for Children 10 & under

FOR RESERVATIONS CALL-239-213-1441 ext 204
 Walker's Hideaway Marina of Naples
 475 North Road, Naples (located behind Naples airport)
www.walkersmarine.com or www.wahoosriverbarandgrill.com



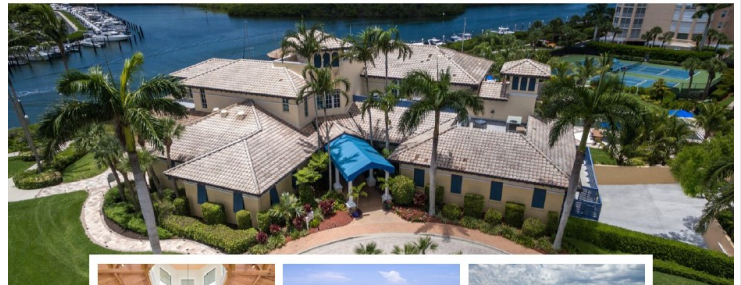
991 Chalmer Dr Marco Island, FL 34145

Marco Canvas is please to announce its partnership with Sunstream SwiftShield System. SwiftShield is a automatic push button system designed to protect your boat very quickly and easily. It is a great complement to our Mechanical System called the Liberty Boat Cover. Both products are growing fast! If you want to be apart of this exciting market and would like more information please feel free to contact us at GM@marcoCanvas.com



PIYC Preview Event

Saturday, October 26th 10am-2pm



Five Minute Gulf Access Exclusively Located at Wiggins Pass in North Naples!



Completed \$4.8 Million Club Renovation!

- Redesigned Bar with Casual Indoor Outdoor Dining Areas
- State-Of-The-Art Kitchen & Second Floor Fitness Center
- Newly Upgraded Dining Room with Enhanced Water Views
- Full Array of Fine Dining, Social & Cruising Activities
- Hourly Beach Shuttle Service with Direct Gulf Access
- 190 Boat Slip Marina with Floating & Fixed Lifts for Vessels up to 55'
- Sport Amenities such as Tennis, Pickleball, Kayaks & Paddleboards
- Two Bocce Courts & Firepits by Resort Pool Area
- Awarded #7 Yacht Club by Platinum Clubs of America

Tours provided at this Private Club by appointment only.
 Get in touch now for pricing & information!

RSVP Appreciated!
Kathie@piyc.net
 (239) 566-1606 ext. 102

SATURDAY
OCTOBER 26TH
 2019
7-10 PM

FEATURING THE BEN ALLEN BAND

3rd ANNUAL HALLOWEEN

COUNTRY BASH

9pm Costume Contest

475 NORTH ROAD NAPLES FL 34104
WAHOOSRIVERBARANDGRILL.COM
 239-213-1441

Wahoo's River Bar & Grill

WALKERS Hideaway MARINA OF NAPLES

\$15 per person- Complimentary BBQ
 Pulled Pork, Baked Beans & Cole Slaw

Marine Industries Association of Collier County
PO Box 9887
Naples, FL 34101

Phone: (239) 682-0900
Fax: (239) 236-9000
Email: director@miacc.org
www.miacc.org

Stephen Strassel
President

Russell Burland
Vice President

Chris Burkard
Secretary

Josh Maxwell
Treasurer

Frank Perrucci
Past President

Directors: Hunter Dane, Ray Jahn, Jim Kalvin, Kenny Main, Kit Sawyer, Kelly Sprigg

Tiffany Sawyer-Schank
Executive Director



MIPAC 4th Quarter Contributions

Marine Industries Promoting Access for Citizens

In 2002 the Marine Industries Association of Collier County formed a Political Action Committee named Marine Industries Promoting Access for Citizens (MIPAC). This action was taken so that we can support issues and legislative candidates who assist the goals and purposes of the marine industries community.

On a quarterly basis, the MIPAC seeks donations of \$50.00 from each member. The MIPAC's mis-

sions and goals are to act upon problematic issues that must be addressed at the legislative level for the growth and protection of the marine industry. Monies collected from the MIPAC donations are used in supporting political decision makers that will tackle the very issues that affect all members of our industry. As a good steward of our member's donations, MIPAC adheres to uniform contribution criteria when determining how much and

to which candidate assistance is allocated.

MIPAC will educate you about the political landscape and issues facing our organization and will strategize political impact. In addition, the committee is always open to suggestions, questions and comments.

Please send your quarterly donations to MIPAC, PO Box 9887, Naples, Florida 34101



4th Quarter Request will be available soon
Please make checks payable to MIPAC

Upcoming Events

Docktail Party

Annual Meeting: Naples Boat Club

Christmas Boat Parade

Naples Boat Show

Kids Fishing Clinic

The MIACC website is LIVE! Check us out!!
Check your listing and make sure we have your logo!



The MIACC represents you, the marine business owner and your business interests to the government and to the public. At a time when government regulations are expanding, the MIACC is striving to work with government - locally, statewide and nationally to protect equally all marine business concerns. Our goal is to inform our members how their business will be affected and how solutions can be reached if new regulations are at odds with marine business interests. In addition, it is equally important to work with the public in preserving their right to safe and fun boating. The MIACC works with educators and safety organizations to educate the public to practice safe boating. The MIACC also encourages members to put in place hands-on environmental business practices that will prevent pollution and damage to our coastal waters thus protecting boaters' enjoyment of healthy waterways and ensuring a sustainable future for the environment and the marine industry.

October 18-20, 2019

November 12th 5:30-6:30

December 14, 2019

January 16-19, 2020

March 7, 2020

