

MIACC

At the Helm



Meet the Candidates: June 16th

We have a GREAT line up of candidates and we NEED YOU to show up and ask your questions!!

We will be sending out questionnaires to prepare for the forum. Please send in your responses. Also, we will organize a Live Zoom meeting if you prefer to watch remotely.

RSVP for the Forum- FREE

RSVP for the Dinner Cruise- \$50/person

June 2020

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Welcome Aboard New Members:

Your Strategy Partners LLC

Rick & Debra Perry
8891 Brighton Lane, #115
Bonita Springs, FL 34135
Phone: (239) 603-9992
Email:
support@yourstrategypartners.com

*Members Please Share
The benefits of membership
With your fellow colleagues!*

*Invite a new member to the
Next membership meeting
And earn a free meeting ON US!*

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Find Us on your favorite Social Media



MEET THE CANDIDATES

YOU ARE CORDIALLY INVITED TO ATTEND
A MARINE INDUSTRIES FORUM
QUESTION & ANSWER

Tuesday, June 16th
Naples Princess (Dockside) * 550 Port O Call Way
5:30-7pm Candidate Forum



THIS WILL BE A GOOD TIME TO MEET YOUR
CONGRESSIONAL, STATE & LOCAL CANDIDATES AND
ASK QUESTIONS ABOUT HOW THEY WILL BE
REPRESENTING YOU AND THE MARINE INDUSTRY

State Representative Bob Rommel

Congressional Candidates:

Rep. Byron Donalds * Rep. Dane Eagle * Rep. Heather Fitzenhagen * Daniel Kowal
*** Mayor Randy Henderson * Christy McLaughlin * William "Dr Fig" Figlesthaller**

County Commissioner Candidates:

Com. Bill McDaniel * Rick LoCastro * Mark Batchelor * John Jenkins
*** Raymond Christopher * William Douglas**

MIACC Member Meeting & Dinner Cruise To Follow 7pm-9pm * Business Attire *

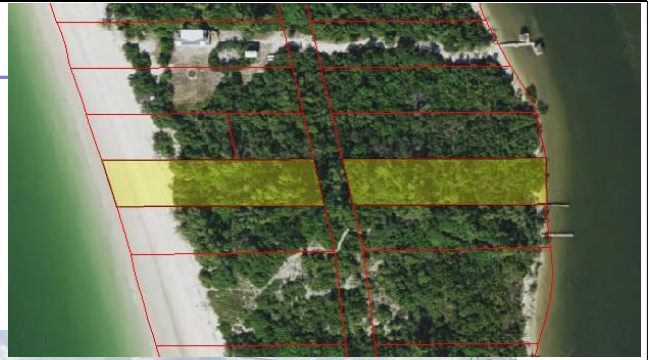
RSVP to Tiffany Sawyer-Schank: (239) 682-0900 or Director@MIACC.org by June 12th

____ Meet & Greet ____ Dinner \$50/person

Industry News

- ♦ The Keewaydin Committee took a field trip out to the new property last week. Plans are formulating and we will be reaching out to the community for support and island membership soon!

We are very excited about this legacy project and thankful to the Dean Family for their contribution!



SEAS THE DAY! Summer Savings! **BOOK TODAY!**
Ends June 30, 2020!

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Docked at
TIN CITY
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Naples, FL 34102

Thank you for supporting local businesses! Our boats are open-air vessels at 50% occupancy for plenty of social distance space. We are cleaning and sanitizing the boats for your safety and ours!

Cannot be combined with any other discount, promotional campaign, coupon or promotional certificate. Expires 06-30-2020

Member News

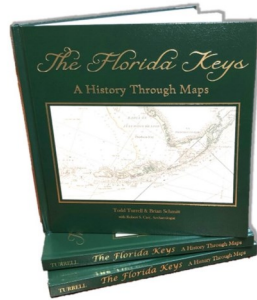
New Book Release

The Florida Keys, A History Through Maps
By Todd T. Turrell, P.E.

was released in March and will be our last book in the series following

Naples Waterfront—Changes in Time and A History of The Bahamas Through Maps.

TURRELL, HALL &
ASSOCIATES, INC. 
Marine & Environmental Consulting



www.FloridaKeysBook.com

Patricia Luppy has volunteered to take the position of Vice President, fulfilling the position that Mike Donahue held for the last years. He unfortunately passed away in December 2019.

Patricia Luppy currently holds the position of Vice President and Marketing Associate at FineMark National Bank and Trust. Prior she spent 12 years in Naples, working for Cypress Capital Group and U.S. Trust Company.

Patricia holds a liberal arts degree from Buffalo State College in Buffalo, NY. Prior to moving to Southwest Florida, Patty ran her own catering and events business for 14 years, in Long Island, New York.

She's been married to her husband John for over 16 years.

She has been on the Board of FWF for the last 2 years and is excited and passionate about the future of the organization.

Freedom Waters Foundation's mission is: Enhancing the lives of individuals with special needs and veterans on the waters of South Florida.

Freedom Waters Foundation's Board and staff are delighted to have such wonderful Board leadership and looking forward to developing our strategic plan for the next five years.

www.Freedowatersfoundation.org
www.kindmarinersball.com



Freedom Waters Foundation (FWF) is excited and proud to announce that we have a new Board President and Vice President. At the FWF Board meeting held on May 21, 2020, Kevin Walsh was nominated and voted in as the Board President. Followed by the unanimous vote to have Patricia Luppy as our new Vice President of the Board.

Kevin will be replacing Andrew Cilla, of Luke Brown Yachts who has been our Board President for many years. Andrew has started a new boat business and will be concentrating on that venture. He will remain involved with FWF as time allows.



Kevin Walsh currently works for Freedom Boat Club as their Membership Executive in Naples, Florida. He has a strong business background

Kevin has extensive experience as a senior sales and management professional with more than 35 years in retail and healthcare customer support activities.

Kevin's accomplishments include designation as the #1 ranked sales team for Blue Cross Blue Shield Federal Employee Plan network for two years in a row. He also received the Xerox Services Operations Leader of the Year award in 2012 and receive their President's Club honors each year from 2011-2013. Kevin's most cherished professional opportunity was to work for a period of 12 years for H. Ross Perot.

Kevin has been involved as a volunteer with Freedom Waters Foundation for the last couple of years and has the heart for the organization and is committed to assisting the organization develop and grow to serve many.

He is married to Donna for 40 years, has three children and four grandchildren.



Hey fellow dealers and marina operators - don't forget if you need help moving boats we can transport them with our two hydraulic trailers! Give Ken or Steve a call at 239-774-0222 for moves or quotes.

There will soon be a time to vote for a person that shares your Quality of Life beliefs and private sector values. I am that person when it comes to the Collier Mosquito Control District!

Thank You for your consideration in sharing the Facebook page and contributing to the campaign

Facebook - Russell Burland for Collier Mosquito Control District
website - www.burlandknowscollier.com



Member News

Excerpt of the article in SW Florida Business Today, April 2019

APRIL 2019

Southwest Florida BUSINESS TODAY

Page 13

LAW & SECURITY

Business owners are over-paying their taxes

Most small businesses leave their federal tax credits and incentives unclaimed—and therefore overpay their taxes. U.S. Senator Charles Grassley, chair of the Finance Committee, recently told a group of small business owners that tax credits, like the R&D tax credit, are permanently available to them now. "You just have to show up."

Unfortunately, here in Southwest Florida and throughout the nation, small business owners (93 percent) are not showing up to claim their credit.

Most are too busy to know about it or they think that tax credits are only for large corporations. Some think the application process would be so complicated that they don't apply. Others may be afraid that it would increase their chance of audit. Many tax incentive experts say that is not true for those staying within the IRS perimeters in their industrial sector. This is backed up by court cases that clarified procedures for claiming these credits in favor of the business.

When asked about tax credits, most business owners think, if I qualified, my CPA would tell me. Not true! While a good Tax CPA is often a business owner's most trusted advisor, most tax CPAs do not calculate the 7,000-plus tax incentives for their clients. It's not their fault; it is just not what they do. Unfortunately, many business owners think they do, and therefore miss out by overpaying their taxes. Not



BY RICK PERRY

Guest Columnist

doing this for years or decades cost some business owners hundreds of thousands of dollars, that they could have used to re-invest in their company, tucked away for their retirement or children's education. Just ask Jerry Wright.

Mr. Wright missed out on the R&D tax credit for years. In 2015, he sold his company, Save Phace, the world leader in face protection. His company's clients were Marvel, Bass Pro Shops and Snap-on Tools, to name a few. The company that purchased Save Phace bought his assets and liabilities. Taxes are a liability, so after the purchase, the company quickly filed for the R&D tax credit. When Mr. Wright got the check in the mail from the IRS, he had to send it off to the new owner.

Wright lamented, "That was a tough day, and I was shocked and disappointed that my CPA I had for 18 years knew about the R&D tax credit, but did not file for it. When Mr. Wright asked his CPA why didn't he file for the R&D tax incentive, the CPA responded, 'Jerry, I do your taxes, I don't do Tax Incentives.'"

Mr. Wright learned the hard way that tax incentive CPAs are a specialty field, often with Master's in

taxation, and that tax CPAs are focused on your personal and business taxes, not all of the federal, state and local tax incentives.

Progressive CPAs are reaching out on behalf of their clients to business tax incentive specialists to help them claim these valuable federal, state and local credits. Because most CPAs are held in high regard by their clients, this outreach strengthens their relationship by helping their client get back the taxes they overpaid. It is a win-win.

A Fort Myers CPA recently told a group at the Bonita Springs Chamber of Commerce that they contracted with a tax incentive specialist to help one of their clients get back over \$100,000 with the R&D tax credit. This was a company related to the construction business. Do you think this business owner will ever leave their CPA after getting advice like that?

In the next edition, learn why "Research" is a key word with the QRA, and about some of the business sectors and local tax credits that are available in Southwest Florida.

Rick Perry, an Independent Broker for American Benefits Exchange, is managing member of Transatlantic and Your Strategy Partners, an economic and business development consulting firm in Bonita Springs. Contact him at rick@yourstrategypartners.com.

HHYC Certified Clean and Resilient Marina



Hamilton Harbor is proud to announce that they have not only received their Clean Marina renewal but have been recognized as Resilient Marina. Currently there are only 24 Resilient Marinas in the state of Florida. In March of 2013, the Clean and Resilient Marina Initiative was launched as a Gulf of Mexico Alliance (GOMA) project, with partners in the states of Alabama, Florida, Louisiana, Mississippi and Texas. The program aims to significantly increase regional collaboration to enhance the ecological and economic health of the Gulf of Mexico. The Clean and Resilient Marina Program calls for the "promotion and expansion of resilient and environmentally responsible operations and best management practices at marinas." It builds on the Clean Marina Certification Programs proven throughout the Gulf of Mexico states. This improved program complements Clean Marina practices already in place and provides additional recommendations to strengthen marinas' ability to withstand natural and man-made disasters.

Hamilton Harbor Yacht Club has been one of 319 marinas in Florida to have previously qualify for Clean Marina dating back to Jan 2009. We are honored to have been recognized as Clean & Resilient and will fly these flags with pride!

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

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Russell Burland
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Alternates: Darsey Gabbard, Robin Rosario

Tiffany Sawyer-Schank
Executive Director



MIPAC 2nd 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



2nd Quarter Contribution Requests are available

Make Checks Payable to MIPAC!

Upcoming Events

Meet the Candidates & Member Meeting: Naples Princess
Christmas Boat Parade
Naples Boat Show
Kids Fishing Clinic

June 16th 5:30pm-9pm
December 12th
January 21-24, 2021
March 6, 2021



Help the MIACC Foundation

Marine Industries Association of Collier County Foundation

DONATE YOUR BOAT



Receive a tax deduction and help others!

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.