



# MIACC

## At the Helm



### 2020/2021 Event Schedule

### August 2020



#### CHRISTMAS BOAT PARADE ON NAPLES BAY

Saturday, December 12, 2020  
6:15-8:30 p.m.

The parade may be viewed from:  
Naples City Dock, Pincher's,  
Riverwalk Restaurant, Naples  
Landing, Kelly's Fish House, The Boat  
House Restaurant and Bayview Park

100% of the proceeds benefit  
Ricky King Foundation

#### NAPLES BOAT SHOW

January 21-24, 2021  
10 a.m. - 5 p.m. Daily

The Naples Boat Show is the largest  
premier recreational show in the  
Naples-Marco Island area. On  
Land at the Naples Airport, In-  
Water at the Naples City Dock with  
complimentary shuttle service.

**Where:** Naples Airport  
526 Terminal Dr | Naples, FL 34104

#### KIDS FISHING CLINIC

Saturday, March 6, 2021  
Registration: 9 a.m. - 12 p.m.

The primary goal of this program is  
to create responsible marine resource  
stewards by teaching children the  
vulnerability of Florida's marine  
ecosystems and ethical angling skills. The  
Clinic also teach fundamental saltwater  
fishing knowledge and skills while  
promoting a positive fishing experience.

**Where:** Naples Pier  
25 12th Ave S, Naples, FL 34102

NEW  
DATES

#### DOCKTAIL PARTY

April 9-11, 2021

Fri 5-8pm Sat 10am-5pm Sun 10am-2pm Naples City Dock

DONATE YOUR BOAT



Receive a tax deduction and help others!

#### Let Us Help You!

Please donate your boat even if it is not in running condition. We make all the arrangements to pick up your boat, yacht or vessel at no cost to you.

Avoid all the headaches of selling a used boat- there are no expensive want ads, no taking phone calls, no showing the boat, no price haggling.

**Immediate Free Wonderful Service:** We supply you with the necessary legal paperwork so you can receive a lawful IRS tax deduction for your vessel...Donate A Boat Today!



#MARINEINDUSTRIES



@NAPLESBOATSHOW



/MIACCBOATSHOW /MARINEINDUSTRIES

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#### Welcome Aboard New Members:

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!

Follow Us! Like Us!  
Find Us on your favorite Social Media





## Member News



We have various specials going on

\$25 for sightseeing cruises 12-2 & 4 during the week

And save 20 on everything else.

We also are very proud to announce a special promotion we are doing with the Community Blood Center.



### Convalescent Plasma Needed!

Those recovered from Covid-19 can help patients whose Covid-19 reactions are serious or life-threatening by donating their **Convalescent Plasma**. It only takes 45 minutes to help save a life!

Recovered Covid-19 Donors can register at [www.givebloodcbc.com](http://www.givebloodcbc.com) or by calling 239.624.6504.

The Community Blood Center is a non-profit organization who works directly with NCH (North Collier Hospital), keeping all donations here in Collier County and does NOT sell any donations.

\*Donors get \$50 Pure Florida Gift Certificate at the time of donation. Maximum 2 Certificates per donor.

### ◆ Your Strategy Solutions



Len Garofoli, owner of Pier One Yacht Sales is happy to announce that Tom McColgan a long time yacht broker in SW Florida as well as a longtime friend has joined the Pier One Team. "Tom and I have had the pleasure of working together since I started this company and I am honored to have him on board" said Len. Tom will be working out of Pier One's new Fort Myers office located at the Fort Myers Yacht Basin.



Molly is home and recovering well!! Thank you for your prayers! Molly's Marine is and has been open for business and invites you to come in today!

◆ Mike Esterline needs our help again! Please fill out the form emailed to you separately listing all marine tech positions with your company. **Remember it's not a commitment it's simply a projection. The more job openings the better.**

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Southwest Florida BUSINESS TODAY ©

OCTOBER 2019

## SALUTE TO ENTREPRENEURS

### 'Change would do you good' always the right tune

Sheryl Crow's song "A Change Would Do You Good" came to mind when I thought about what to write in the Entrepreneur edition. Why? As an entrepreneur, I've made a number of changes between "then" and "now."

Most people hold 10 jobs before the age of 40, (I had five); and younger workers will hold 12 to 15 jobs in their lifetime, predicts Forrester Research. I believe serial entrepreneurs have often leveraged their past education, work and personal life to move to the "next best thing." That gave me reason to ponder what led me to my current career. I've always had an entrepreneurial spirit and wanted to learn "how" and "why" things are done the way they are to be able to either do it myself or teach others.

In high school and college, I learned French, then German. As a language student, you aren't perfect and you make mistakes. Same with an entrepreneur; starting out nothing is perfect and you make plenty of mistakes. The key is to keep improving, don't chase rabbits (stay focused) and practice the foundation of good core skills.

My first larger entrepreneurial endeavor was a travel agency I purchased in 1991, at the height of the first Persian Gulf War. No one was traveling, and I was able to get the agency for a song and a dance. So I had to put my Marketing hat on (my college minor) to build this business from the ground up.

While I had extensively traveled Europe and the USA, and had a business and government background (legislative staff in the Michigan House of Representatives); it was imperative to quickly assess the situation before the purchase and devise a plan to cash flow



BY RICK PERRY

Guest Columnist

the business. I identified who the potential customers were and how to contact them. The fax machine blasts and travel promo flyers were key to mass distribution of the latest fares and rates. Then we honed in on a few suppliers and maxed our business with them to receive the best treatment and commissions.

In three years, we built the business from \$30,000 in annual sales to \$2.7 million.

I was doing this part-time with three agents and a bookkeeper, while holding down a job that spun off of my time in the Michigan House of Reps. My day job was as the executive director of a state association for vocational educators and administrators. My background as an exchange student in Wiesloch, Germany put me in contact with their former mayor. He knew of my government work and interest in international education and asked me to head up a new non-profit he was starting. We wrote and held seminars on cross-cultural training for German and American executives on how to do business abroad; and also on how to do business in China.

My friend was promoted to become Minister of Economics of one of the German state governments; and shortly thereafter appointed me as the North American Representative of Economic Development for the USA and Canada for the State of Brandenburg, Germany. My office helped small and medium-sized companies with their international supply chain, export,

relocation and assisted them with state and federal tax incentives. After this appointment ended, I teamed up with him and others to help automotive and technology companies do business in China for three years before moving to Florida. If you are open to change, it can bring you to some interesting places.

Southwest Florida is a place to reinvent yourself with a new career, and I started a digital marketing company in 2006. This was before the iPhone. The technology and pace of the digital industry has been breathtaking in the past 12 years (Training!)

Then about a year ago, I learned that the U.S. Congress passed the PATH Act to ease and expand business tax incentives to small and medium-sized business, and that most business owners knew nothing about this. Wow, a niche. Change will do you good. After hearing that local tax CPAs generally don't do this, it seemed like a logical fit with my background. So my wife, Debbie, and I independently joined forces as business advisors (Your Strategy Partners) with a group of tax incentive CPAs associated with American Business Incentive Services. The change "did us good" and we plan to end the last decade of our career pulling both of our backgrounds together to educate and help small and medium-sized business owners get the federal and state tax incentives they deserve.

*Rick Perry has helped over 300 companies with business and economic development in the USA and abroad and helped qualify businesses for over \$2 million in federal incentives. He is a partner with Your Strategy Partners and TransAtlantic, based in Bonita Springs. Contact him at [rick@yourstrategypartners.com](mailto:rick@yourstrategypartners.com).*



## Member & Industry News

### ◆ Letter from Frank Perrucci's sister:

July 20,2020

To all of my brother's dear friends,

Words cannot express how thankful I am that Frank has all of you - for your friendship and for your ever-present care and support for him during one of the most difficult times in his life. I found out Mary Ann had died minutes after I got to my home in New Jersey. We had just returned home from seeing Frank and Mary Ann in Naples. I was unpacking and when I heard what had happened, I started re-packing and looking for a flight. It was Frank who told me not to come because he didn't want me on a plane breathing the stale air of an airplane in the middle of a growing pandemic, which essentially left him to grieve alone, if not for you.

Frank won't tell you this, but he is 13 years older than I. And yet, he and I share a lot of memories... he taught me to swim in a salt water canal, he taught me how to drive a boat, how to be safe in a boat, how to bait my hook, and how to net my catch. So, this 'boat crazy man' that you have come to know is for real. I don't think there are many siblings that would take the time to teach these life skills to a much younger sibling.

I was not able to get to Naples because of all of the Covid-19 restrictions put in place by New Jersey. It broke my heart to think of him alone, grieving the loss of his wife, so I called him frequently. Each time I called, he told me stories of how his friends looked after him, making sure he was OK, making sure he had meals, and cheering him up with their care, concern, and presence. You were there when my family and I could not be there, and you are here when we still cannot be here, and for that I thank you. I thank you for becoming his family. I ask God to bless each of you.

If you find yourself coming to southern New Jersey, my door is open. Come by land, come by sea. You are always welcome.

Sincerely,

Gina Perrucci Prickril

### ◆ Modifications to Charter Vessel and Headboat Electronic Reporting Requirement

NOAA Fisheries has published a final rule to modify reporting requirements for the owners or operators of vessels with Charter Vessel/Headboat federal permits for Gulf of Mexico (Gulf) reef fish or Gulf coastal migratory pelagics.

#### WHEN THE RULE WILL TAKE EFFECT:

The final rule will be effective on January 5, 2021, for the trip declaration and trip level electronic logbook component of the rule. The effective date for the location tracking component of the rule will be announced at a later date.

#### SUMMARY OF PROPOSED CHANGES:

The owner or operator of a vessel with a Gulf federal for-hire permit must electronically declare (hail-out) a trip before leaving the dock, berth, beach, seawall, or ramp.

The owner or operator of the vessel must submit an electronic fishing report for each trip prior to offloading fish, or within 30 minutes after the end of the trip if no fish are landed.

The vessel owners or operators must install NOAA Fisheries approved hardware/software with location tracking capabilities that, at a minimum, archives vessel position data and transmits data to NOAA Fisheries. This requirement would not preclude the use of location tracking devices that provide real-time location data or vessel monitoring systems (VMS).

The location tracking portion of the hardware must be installed by a certified installer, permanently affixed to the vessel and turned on at all times, unless a power-down exemption is granted.

# Pier One

## YACHT SALES

# Pier One

## YACHT CHARTERS

HELPING RESIDENTS BUY & SELL THEIR BOATS OF ANY SIZE SINCE 2004 FINANCING • INSURANCE • CHARTER • WORLDWIDE SHIPPING

 <b>34' MARINE MANAGEMENT COOPIT TRAWLER '77</b> A Must See! ASKING \$80,000	 <b>50' MARINE TRADIR WALKAROUND '94</b> New Arrival ASKING \$230,000	 <b>47' ANDY MORTENSEN CUSTOM SPORT FISH 1965</b> A Timeless Classic! ASKING \$29,000	 <b>48' KADEY-KROGEN 48 NORTH SEA '98</b> Classic Trawler ASKING \$495,000
 <b>44' VIKING 44 MOTOR YACHT '83</b> New Arrival ASKING \$45,000	 <b>42' CATALINA MARK II '96</b> Newly Equipped ASKING \$116,000	 <b>35' CHB PRESENT 35 SUNDECK '84</b> Priced to Sell! ASKING \$47,500	 <b>41' MORGAN OUT ISLAND 41 '73</b> Priced to Sell! ASKING \$45,000
 <b>38' HUNTER 370 '96</b> New Arrival ASKING \$47,500	 <b>35' CARVER 35 AFT CABIN 1 DIESEL '97</b> A Must See! ASKING \$79,000	 <b>35' WHIRL TOURNAMENT FISHERMAN '05</b> Video Tour Available! ASKING \$68,900	 <b>33' SEA RAY EXPRES '97</b> Video Tour Available! ASKING \$39,000
 <b>40' OBX BOATWORKS 30 OPEN CAT '16</b> A Must See! ASKING \$169,900		 <b>41' SEA RAY 410 AFT CABIN '87</b> A Must See! ASKING \$49,000	

LET OUR MULTIPLE LOCATIONS MAKE BUYING OR SELLING YOUR BOAT EASY!

<b>FISHERMEN'S VILLAGE - 941-639-7777</b> 1200 W. RETTA ESPLANADE #49, PUNTA GORDA, FL 33950 <b>AQUAMARINA, PALM HARBOUR • 941-697-7777</b> 7080 PLACIDA ROAD, CAPE HAZE, FL 33946 <a href="http://www.pieroneyachtsales.com">www.pieroneyachtsales.com</a> <a href="http://www.pieroneyachtcharters.com">www.pieroneyachtcharters.com</a>	<b>ST. PETERSBURG MARINA • 727-317-5678</b> 300 2ND AVE. SE, DEMEN, ST. PETERSBURG, FL 33701 <b>PALM BAY MARINA - 321-723-0851</b> 4350 DIXIE HIGHWAY NE, PALM BAY, FL 32905 <b>FORT MYERS YACHT BASIN - 239-332-7998</b> 1310 LEE STREET, FORT MYERS, FL 33901	<b>BURNT STORE MARINA • 941-637-7788</b> 3190 MATECUMBE KEY RD., PUNTA GORDA, FL 33955 <b>BOAT &amp; MOTOR SUPER STORE - 727-942-7767</b> 36851 US HWY 19 N, PALM HARBOR, FL 34684 <b>PIER ONE YACHT CHARTERS - 888-208-0070</b> Fort Lauderdale, FL & Punta Gorda, FL
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## MIPAC 3rd 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

### Upcoming Events

Christmas Boat Parade  
Naples Boat Show  
Kids Fishing Clinic  
Docktail Party

December 12th  
January 21-24, 2021  
March 6, 2021  
April 9-11, 2021

## Support the MIACC Foundation

Marine Industries Association of Collier County Foundation



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.



**3rd Quarter Contribution Requests**

**Make Checks Payable to MIPAC!**

