

# MIACC

## *At the Helm*



### MIACC Membership Event on the Naples Princess

**July 2022**

[www.MIACC.org](http://www.MIACC.org)



# MIACC MEMBERSHIP EVENT



## JULY 26

PORT-O-CALL MARINA  
550 PORT O CALL WAY

BOARDING BEGINS AT 6PM  
DINNER CRUISE 7-9PM

\$22/PERSON

RSVP By July 20th | (239) 682-0900 | [director@miacc.org](mailto:director@miacc.org)

#### ***Main Deck:***

Member News & Events	2
Member News	3
Save the Date: MIACC Boat Parade	4
MIPAC 3rd Quarter Dues	4
Upcoming Events	4

#### ***Welcome Aboard New Members:***

*Share the benefits of membership  
With your colleagues!*

*Sign Up a New Member  
And earn a free meeting ON US!*

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



## Member News & Events



### ◆ Red Snapper Fishing Trips

Red Snapper Season has already been a huge success and we have two more trips open to join! These trips will either be up to 12 hours or when the Red Snapper Keeper Limit is reached. All departures are at 6am. We recommend bringing a small cooler with drinks and snacks and any medications in case of motion sickness.

- Current Available Dates:  
M/V SEA FLIGHT II - July 21 and August 13  
Maximum Passengers: 6 Cost: \$495 + tax  
M/V SEA FLIGHT II is a brand-new vessel with the latest fishing and comfort amenities with high-performance engines to get you fishing faster.
- Private Charters are available for larger groups up to 16 on M/V SEA FLIGHT or smaller groups up to 6 on M/V SEA FLIGHT II & III.

Join the Contact List to be notified when new dates are added.  
BOOK NOW contact our Pure Florida Reservation Team at (239) 263.4949

- ◆ The Freedom Waters Foundation team continues to grow as Kelly Apfel joins as Director of Marketing and Development. In her new role, Apfel will concentrate on the southwest coast of Florida and other areas of growth outside of Florida, as well as directing the overall marketing efforts of the organization.

"It's so exciting to see our team grow," said Debra Frenkel, LCSW, founder and executive director of Freedom Waters Foundation. "We're so happy to welcome Kelly to our family and look forward to working with her on new and exciting opportunities for our organization this year."

Prior to joining Freedom Waters Foundation, Apfel was the Marketing and Development Manager at Midwest Food Bank Florida, a nonprofit organization based in Fort Myers dedicated to alleviating hunger and malnutrition locally and throughout the world and providing disaster relief. She holds more than nine years of experience of nonprofit experience in addition to other professional experience.



forever first®



forever first®



### FRAUD PREVENTION

### Protect Your Business With Every Transaction.

Guarding your business against fraudulent activity is no easy task. Every transaction presents a possible point of entry, but there's never enough time to check it all by hand. That's why First Citizens offers advanced fraud protection to all of our business customers. We spot and freeze suspicious activity before it affects your bottom line so that you can conduct business with confidence.

#### HOW IT WORKS

##### ACH MONITOR

Protect your business accounts from electronic fraud using ACH Monitor. ACH Monitor helps by blocking and returning any unauthorized electronic (ACH) transactions.

- Monitor accounts for potentially fraudulent transactions
- Block unauthorized transactions
- Manage cash flow by viewing and approving transactions before they post
- Receive proactive notifications of suspicious activity
- Filter, Block and SEC Filter options available to safeguard your account

##### CHECK POSITIVE PAY

Stop fraudulent checks with our check monitoring service, Check Positive Pay. It examines each check and reports irregularities directly to you. Access Check Positive Pay within Commercial Advantage or Digital Banking.

- Well-suited for businesses with a moderate to high volume of check activity
- Submit an electronic file each time you issue checks
- Every check presented for payment is compared against the file you submit
- Possible fraudulent check items are presented to you for decisioning

##### REVERSE CHECK POSITIVE PAY

Detect and prevent check fraud on your business accounts with Reverse Check Positive Pay through Digital Banking or Commercial Advantage.

- Well-suited for businesses with a low volume of check activity
- You simply review previous-day check images
- Return any checks paid from your account that appear fraudulent
- Funds are returned to your checking account on the next business day

Normal Bank approval applies. Member FDIC.

#### Ready to get started?

To get started, visit [firstcitizens.com/business](https://firstcitizens.com/business) or talk to a business banker.

[firstcitizens.com](https://firstcitizens.com)



### Get The Equipment Your Business Needs To Succeed

Do you plan to purchase equipment or vehicles for your business? This is a great time to do it as you may be eligible for additional Section 179 tax benefits and 100% "Bonus Depreciation" for new and used equipment.

#### HOW IT WORKS

First Citizens has flexible loan & lease options available that are cost-effective, tax-smart and convenient.

As a service to our clients, our equipment financing team is also available for a complimentary review of vendor financing agreements. We'll alert you to any restrictive terms or fees so you can make an informed financing decision.

#### Get the equipment your business needs to succeed:

- Up to 100% financing for new and used equipment
- Possible tax deductions\*
- Competitive rates
- No pre-payment penalties
- Flexible re-payment plans

\* Consult your tax advisor for additional information on eligibility. Normal Bank approval applies. Member FDIC.

#### Get Started Today.

To open an account or to learn more, visit your local First Citizens branch, call 1.866.FCB.4BIZ (1.866.322.4249) weekdays between 8:00 a.m. and 8:00 p.m. Eastern time or visit [firstcitizens.com](https://firstcitizens.com).

## Member News



- Nashville Yacht Brokers is delighted to share a flurry of recent activity! The following Central listings represented by Nashville Yacht's Kyle Leeper were sold: 2004 Sunseeker 105 Yacht KEFI with an asking price of \$2,850,000.00 and the 2018 Viking 52 Sport Tower ALL DAMM DAY 2 with an asking price of \$2,199,000.00. A special thanks to Florida Yachts International broker Hiram Concepcion who represented the buyer of 105 Sunseeker and to Pat Kelly at HMY Yacht Sales who represented the buyer on the 2018 52 Viking.

Additionally, Nashville Yacht acted on behalf of the buyers for the 2022 Westport 112 Raised Pilothouse tintin with an asking price of \$17,500,000.00 and the 2010 Lazzara 78 LSX NORTH SOUTH LATITUDE with an asking price of \$1,990,000.00. Josh Gulbranson at Fraser Yachts represented the seller of tintin while Brandon O'Connor at HMY Yacht Sales represented the seller of NORTH SOUTH LATITUDE. Other recent closings include a 2022 375 Intrepid, 2023 38' Mystic, 2002 Sea Ray 560 Sedan Bridge, 2008 Sea Ray 60 Sundancer, and 2004 Sea Ray 550 Sundancer.



- It's no secret that boat clubs are on the rise in popularity. With more and more people looking to get out on the water, boat clubs provide a great way to do so without having to own one's vessel. The competition in marine industry is intense, and to capitalize on the demand for boat clubs there are a number of strategies boat club owners can implement.

Regardless of what medium boat club owners or managers use – be it social

media or search engines like Google – just make sure to have the right content, for the right people, and at the right time. Click the link below to find out what strategies can help boat clubs increase their memberships.

<https://boatmarketingpros.com/strategies-to-increase-boat-club-memberships/>

*Your perfect getaway is here*

You sail to explore the unknown, and we want to be a part of your next adventure. We dream of the ocean and pride ourselves on creating a premium boating experience. With an array of boats that are individualized to your liking, you are sure to find the perfect boat for your vacation.

**2022 CREVALLE BOAT DEALER OF THE YEAR**

MONDAY FRIDAY  
8:00 AM - 5:00 PM  
SALES | SERVICE | STORAGE  
📞 239-295-4332  
🌐 BAYMARINESWFL.COM  
📍 16820 San Carlos Blvd.  
Fort Myers, Florida

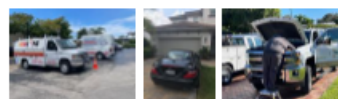


3888 Mannix Dr. #317  
Naples, FL 34114  
Phone: 239.316.3315  
Spanish: 239.3501687  
[www.redzonefleetservices.com](http://www.redzonefleetservices.com)

Quality Service at Your Home or Business.

### Our Services

Fleet Maintenance  
Residential On-Site Repairs  
& Emergency Breakdowns  
Managed Services  
Courier Services  
Vehicle Concierge



### Summer Deals

20% Off Oil Change for  
MIACC Members  
20% Off Brake Repairs for  
MIACC Members

### Why Choose Us

Fully Insured  
Fast Response Time  
Honest & Professional  
Environmentally Friendly

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

Phone: (239) 682-0900  
Fax: (239) 236-9000  
Email: [director@miacc.org](mailto:director@miacc.org)  
[www.miacc.org](http://www.miacc.org)

Robin Rosario  
*President*

Ray Jahn  
*Vice President*

Kenny Main  
*Secretary*

Josh Maxwell  
*Treasurer*

*Directors:* Blake Borgeson, Darsey Gabbard, Dan Maruszczak, Stephen Strassel, Tony Tofani

*Emeritus:* Frank Donohue, Jim Kalvin, Jim Logie, Lee Lyons, Henry Lowe, Frank Perrucci, Kit Sawyer

Tiffany Sawyer-Schank  
*Executive Director*

## Save the Date: MIACC Boat Parade



Marine Industries

### **Christmas Boat Parade**

December 10, 2022

*Bright White Nights*



## 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

*Our Mission:* Marine Industries Association of Collier County (MIACC) is a not-for-profit membership-based organization focused on the responsible growth of the marine industry for the benefit of its members, recreational boaters, the community, and the environment.

*Our Goal:* MIACC represents recreational boating and member interests at the Local, State, and Federal levels; Issues of interest include Water Access, Recreational Boating, Commercial Boating, Free Trade, Advocating for Property Rights, and Legislative or Regulatory initiatives that impact these interests.

*Our Members:* Members include Dealers & Manufacturers, Boating & Professional Services, Charters, Marine Contractors, Boat Lifts, Shipyards & Storage, and Equipment & Accessories.

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



**3rd Quarter Requests will be sent soon  
Make Checks Payable to MIPAC!**

## Upcoming Events

MIACC Membership Meeting  
Christmas Boat Parade  
Naples Boat Show  
Kids Fishing Clinic  
Bayfront Boat Show

July 26 6-9pm  
December 10, 2023  
January 19-22, 2023  
March 4, 2023  
March

