

MIACC

At the Helm



MIAF at the Capitol



MARINE INDUSTRIES ASSOCIATION OF FLORIDA, INC.



April 2023

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Welcome Aboard New Members:

A & M Marine Services

Andrew Gogan
Phone: (239) 877-7730
2330 45th Ave NE
Naples, FL 34120
andrew@amnaples.com
Website: amnaples.com

Paradise Painting LLC

Thomas Geftos
Phone: (239) 238-5062
5542 32nd Ave SW
Naples, FL 34116
Email: info@paradisepaintingswfla.com
Website: paradisepaintingswfla.com

Legislative Days with the Marine Industries Association of Florida

Teams from marine industry associations all across the state will gather next week in Tallahassee to meet with our lobbyists and legislators.

Catch up on what is happening at the Capitol each week during session to see what might effect you and your business. If you would like our team to meet with a specific legislator while we are there or discuss a topic of interest to you, please let us know!

Legislative Reports: www.MIACC.or/legislative/



The MIACC Foundation is excited to announce some exciting news for the Keewaydin Preserve legacy project

- Clearing is completed
- Dock construction will commence in May
- Thank you Garland & Garland!!
- WearDeck has graciously donated the decking for the new dock!!
- Donations are still coming in for the island project... THANK YOU!



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



Congratulations to the Fish Tale Team celebrating 4 years in a row as the number 1 Robalo dealer in the world!



Are you running a boat business and looking for ways to reach your target audience more effectively? Have you considered video marketing? If not, you're missing out on a valuable opportunity to connect with your potential customers.

Video marketing has become an essential component of any successful marketing strategy in recent years. With the rise of social media and the increasing popularity of online video content, it's no surprise that boat businesses are also turning to this medium to promote their products and services. Click below to read five reasons why video marketing is a must for your boat business:

<https://boatmarketingpros.com/video-marketing-for-boat-businesses/>

Let me know if you have any questions!

Valerie Baker

valerie@atilus.com Direct: 813.417.3816 Office: 239.362.1271



The concept of a boat lift marina, pile-mounted lifts that are installed in place of traditional in-water slips, is reshaping how boat owners and marina operators think about vessel storage. Golden Manufacturing looks at this rapidly growing trend and offers insights into the future of marinas.

The many benefits of storing vessels out of water have long been known. But they've been limited to owners with small trailerable watercraft, those who own waterfront property or people who don't mind the wait times and limited hours of drystack storage. With a boat lift marina, owners have easy 24/7 access to their boats in a safe, controlled environment. Plus, their vessel is cleaner, faster and more fuel efficient than

those stored in the water.

Business Research Insights estimates that the global boat lift market will reach USD 192.2M by 2028 with an annual compound growth rate of 3.5% during the forecast period. Combined with 2020's 13-year high in new boat sales, marina owners are at a unique convergence of trends that could result in significant business growth if strategic expansion is initiated.

From a marina's perspective, fewer employees are needed in comparison to a drystack operation. Rental rates typically skew higher than either in- or out-of-water storage. Combined with a high demand for this premium offering, boat lift marinas tend to be highly profitable with an above-average customer retention rate. Some businesses that have adopted this model have realized a return on their investment in as soon as 18 to 24 months.

Golden Boat Lifts are manufactured in the USA with only fully-welded 6061 marine-grade aluminum and stainless steel. Built to ISO 9001:2015 standards and CE-approved, they have capacities up to 240,000 lbs. The structures are built to withstand heavy use and wind-borne loading pressures brought on by storm conditions. But unlike boats stored in the water, they don't have to contend with wave and storm surge buffeting and resultant damage, nor the potential for sinking due to power loss and heavy rain.

"Whether it's part of a limited makeover or a complete renovation, we're seeing a significant uptick in inquiries related to boat lift marinas," said Bill Golden, president and CEO. "As the trend continues into the future, large marina groups and small business owners will increasingly capitalize on the concept's success. It's truly a win-win scenario." Golden has recently completed boat lift marina projects in Fort Myers, Jacksonville, Miami, Miami Beach and Stuart, Florida.

For over 35 years, Golden Manufacturing has been a global market leader in aluminum boat lifts, and aluminum and floating concrete dock systems. It has a network of over 190 dealers worldwide.

Contact Golden Manufacturing, 17611 East St., North Fort Myers, FL 33917. 888-909-5438 or 239-337-4141. sales@goldenboatlifts.com;



Member News & Events



Calling all fishing lovers! Freedom Waters Foundation is seeking mentors and boat owners to donate their time and use their vessels to share their love of being on the water and fishing with at-risk youth.

Freedom Waters Foundation's annual fishing tournaments for teens who may not otherwise have the experience have dates now.

Heels and Reels for the girls will be on June 10, 2023, and Buoys and Bait for boys will be on October 14, 2023.

This year, the events will be hosted at Hamilton Harbor Yacht Club. They are the event sponsor, generously donating the use of the facility for both events.

Additional sponsorship opportunities are available for both events.

Anglers, boat owners, and sponsors can contact Freedom Waters Foundation at 239-263-2377 or www.freedomwatersfoundation.org

These opportunities to give back to the community are fulfilling and fun.



SHIPTRONICS

March madness was indeed something spectacular for Shiptronics! As an authorized top-tier Seakeeper dealer in SWFL, we are happy to announce that the NEW SEAKEEPER RIDE release has been a HUGE success throughout all Shiptronics Divisions. As we grow with excellent clientele, we also grow our Ship-Crew and accepting applications for Naples, Fort Myers, Sarasota, and Tampa locations. Please send resumes to helpme@shiptronics.com. We are looking forward to April Showers and what it rains down on Shiptronics.

Kalvin & Calvin Marine Construction is happy to announce that we have a new location - at 4001 Exchange Avenue. Our 6000 square foot warehouse and shop will allow us to serve you in a more timely manner as we consolidate our operation and improve our inventory and production capacity.

Stop by and see us!



SEAS THE DAY!



Moms Cruise FREE

Give Mom a memorable experience this Mother's Day! Start planning now. Moms receive FREE admission aboard any Daytime Sightseeing Cruise accompanied with full-fare child or adult admission.

Departure Times on Mother's Day are at 11 a.m., 1 p.m. and 3 p.m.

Cost: Moms FREE
Accompanied Adult: \$46
Child: \$23

To Book: Call 239.263.4949



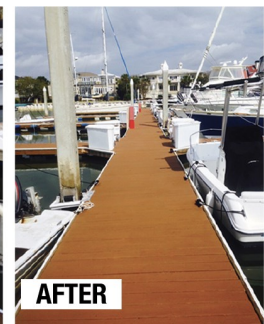
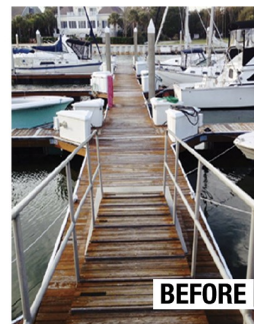
Acryfin began operations in Charleston, SC in 2011 and is one of the only companies who manufactures it's products and offers full service installations and an excellent warranty. The companies principles were founded on providing a quality coating for the harsh environment that decks and docks suffer through. Acryfin locks down splinters, provides a non-slip surface, and is available in any color. The product is eco-friendly and water based so it will not harm our delicate ecosystem.

From full scale marinas to residential decks or docks, Acryfin provides a low cost alternative to replacing. Being able to avoid pulling up old splintered boards and having to haul them off is a huge plus. Acryfin is an industrial strength acrylic polymer coating and when applied properly lasts for over 10 years.

Acryfin Coatings is locally distributed and installed in Southwest Florida and has a dealer network that has grown to many states.

More information can be found at www.acryfinsf.com

Contact: Drew Nugent email: drew@acryfin.com



BEFORE

AFTER

Member News



**BOAT AND YACHT
Sales | Management | Service
Captain Services &
Charters**

www.liveblue.life
info@liveblue.life
(239) 734-BLUE (2583)
Bill Moore & Samantha McEnhill

LiveBlue, previously Captain Bill Yacht Management, has recently added a new partner to the company, introducing Samantha McEnhill as head of operations. With our new company name, we decided to update our branding and vision to match what both partners bring to the company.

We chose LiveBlue as a symbol of what we, as a company, want our clients to experience. Our vision is that we help our customers create lasting memories that impact and change them forever. We do this by removing the anxiety of boat ownership, offering services that remove stresses, giving boat owners more time to connect with others, and through Private Charters that allow people to remove the daily strains of a hectic world to create special rememberings.

"Live" represents our core principles of knowledge, integrity, and professionalism. "Blue" represents our vision, as blue represents a soothing essence of health, healing, tranquility, understanding, and softness. "We are all adventuring together" symbolizes the teamwork and journey we take as a company to forge lasting relationships by understanding the stress and needs of our clients, vendors, and crew.

We want boating to be as stress-free and relaxing as possible so you can create memories that impact and change your life forever. LiveBlue can now help, support, and give each client the best boating experience, from when you want to buy a boat to when you sell and everything in between. Visit our website today for more information on what LiveBlue can do for you! <http://www.liveblue.life>



MJD
Enterprise Solutions, LLC

Business consulting firm working with companies to help them lower their costs, increase their benefits, and become more profitable.

For example, we help companies apply for the ERTC, Employee Retention Tax Credit.

This program is for companies with less than 500 employees whose business or revenue was impacted by the pandemic. For more information on the ERTC, click on www.bit.ly/3xZvexQ

There is a limited time to apply for this credit. Don't miss out!

Contact us for a free consultation. We will prepare an estimate of the return for your review and approval. Let us do all the work for you.

Contact:
Mary Cranden
Phone: 239-400-4409 Office
908-247-2326 Cell
Email: into@mjdenterprises.net
Web: www.mjdenterprises.net



Nasdaq: FCNCA

STRONG, STABLE AND SOUND: 125 YEARS

First Citizens Bank helps personal, business, commercial and wealth clients build financial strength that lasts. Founded in 1898 and headquartered in Raleigh, N.C., we are the largest family-controlled bank in the United States, providing a unique legacy of strength, stability and long-term thinking that has spanned generations. First Citizens Bank. Forever First®

FACTS

Total assets \$109.3B	Total deposits \$89.4B	Top 20 U.S. bank by assets	Employees 10,000+
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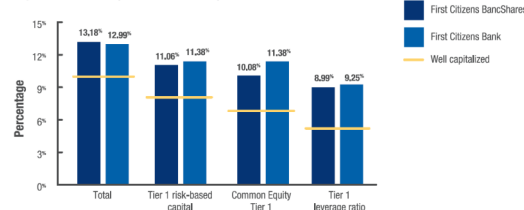
LINES OF BUSINESS

- Consumer Banking**
 - Branch Banking
 - Digital Banking
 - Mortgage
- Wealth Management**
 - Planning and Investment
 - Trusts
 - Institutional
- Commercial Banking**
 - Commercial Financing
 - Equipment Financing
 - Railcar Leasing
 - Capital Markets & Asset Management
- Business Services**
 - Treasury & Payments
 - Community Association Banking

CAPITAL RATIOS

First Citizens' long-term relationship approach is anchored by our stability and solid capitalization, which exceeds regulatory benchmarks for what constitutes a "well-capitalized" bank.

Key Financial ratios (As of Dec. 31, 2022)



CREDIT RATINGS

Entity	S&P	Moody's
First Citizens BancShares, Inc.	BBB	Baa2
First-Citizens Bank & Trust Company	BBB+	Baa2

Learn more at FirstCitizens.com



Member Listings

Active Listings

Your Local Preferred Yacht Broker

ENGEL & VÖLKERS
YACHTING



GAGLIOTTA LOBSTER 35

\$849,000



28' Garnet Offshore 300HT
\$349,000



39' Solarium 390
\$699,000



42' Lagoon 42
\$795,000



45' Viking 44 Open
\$1,100,000



50' Harley Offshore 48
\$124,000



72' Azimut - 65 Pininfarina
\$439,999

evyachtsales.com | +1 239 404-9329

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Boat Slips For Sale!



MARCO ISLAND MARINA
BOAT SLIP B-101, 50 FT SLIP WITH A MAX LOA OF
55 FT, 18 FT BEAM & 7 FT DEEP DRAFT - \$399,000



ESPLANADE MARINA
BOAT SLIP D-105 50 FT SLIP WITH A MAX LOA OF
55 FT, 20 FT BEAM & 7 FT DEEP DRAFT - \$450,000



THE SPRIGG GROUP

Your Boat's New Home



THE MARINA AT FACTORY BAY
BOAT SLIP A-16, 44 FT SLIP WITH A MAX LOA OF
47 FT, 19 FT BEAM & 7 FT DEEP DRAFT - \$229,000



THE MARINA AT FACTORY BAY
BOAT SLIP B-26, 39 FT SLIP WITH A MAX LOA OF
44 FT, 18 FT BEAM & 7 FT DEEP DRAFT - \$199,000



Kelly Sprigg

HOMES - YACHTS - BOAT SLIPS

239.370.1122

The Sprigg Group net



SYC YACHTS
YACHT SALES - NEW CONSTRUCTION



2021 OCEAN ALEXANDER 36 LEGEND



2014 HORIZON PC60



2008 CABO 45 EXPRESS



2005 64 HATTERAS

SYCYACHTS.COM
800.266.4432
INFO@SYCYACHTS.COM



2019 BW 420 OUTRAGE

2021 BW 380 OUTRAGE

2007 PURSUIT 285 OFFSHORE

2021 REGULATOR 41

2018 CIGARETTE 41 GTR RESERVE

2017 MONTERRAY 378

2004 SABRELINE 36 SEDAN

2017 EVERGLADES 325

2019 CHRIS CRAFT 30

2007 PURSUIT 285 OFFSHORE

2022 BW 320 VANTAGE

2021 GRADY WHITE 283 CANYON

2017 SAILFISH 275 DC

2023 RANGER 2510 BAY

2023 RANGER 2360

2019 KEY WEST 203 FS

800.266.4432
SYCYACHTS.COM



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Naples, FL 34101

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Tiffany Sawyer-Schank
Executive Director

Mark Your Calendars: 2024 Naples Boat Show



January 18-21, 2024

10am-5pm Daily

NaplesBoatShow.com
On Land and In Water



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

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



2nd Quarter Contributions will be sent soon!

Please Make Checks Payable to MIPAC

Upcoming Events

- MIACC Member Meeting
- MIAF Legislative Days
- Christmas Boat Parade
- Naples Boat Show

- April TBD
- April 11-12
- December 9
- Jan 18-21, 2024

