



MIACC

At the Helm



RSVP for the MIACC Member Meeting

September 2024

Food
Drinks
Networking

Come and join us for a
MIACC
Member
Meeting



Naples Boat Club

Reopening!

\$15/
person

September 11th
5:30-7pm
909 10th Street S

RSVP to Tiffany.Director@MIACC.org

Main Deck:

Member News & Events	2
MIACC & Member News	3
Member News	4
Member News	5
MIPAC 3rd Quarter Dues	6
Upcoming Events	6

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



MIACC News & Events

MARINE INDUSTRIES DOCKTAIL party

**Naples City Dock
October 11-13, 2024**



- New & Used Boats, Yachts, and Mega Yachts
- Fun for the Whole Family
- Admission is FREE

SHOW HOURS:

Friday: 5-8PM ▪ **Docktail Party**

Saturday: 10AM-5PM

Sunday: 10AM-2PM

Visit MIACC.org for area parking locations and information



**RENEW
MEMBERSHIP**

**2025 Member Dues Invoices
will be sent out next month!**

**We are looking for FIVE (5) New Board of Directors
to serve on the MIACC board.**

**Nominate yourself or a member you trust to help
lead our organization!**

Letters of Intent will be sent to your email



**KEEWAYDIN
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MIACC & Member News



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Member News



In Naples, Florida, the Naples Sailing & Yacht Club (NSYC) is celebrating its 60th anniversary this fall, marking six decades of maritime tradition and community. Founded in 1964, the Club has evolved significantly, featuring women in key leadership roles, such as Carol Joseph as commodore, and Mary Claire Moser and Mary Lottes in pivotal positions. NSYC blends luxury cruising with vibrant social activities, fostering a dynamic community of boaters. This milestone anniversary highlights the Club's growth and the enduring appeal of its maritime lifestyle.

The Naples Sailing and Yacht Club is seeking an Assistant Dock Master for an immediate opening.

Full job description

The Assistant Dockmaster is one of the first people our members and guests will interact with when arriving by vessel. The Assistant Dockmaster is under the general supervision of the Director of Facilities and Marina Services and assists with the daily operations of the marina and serves as the lead on the docks. He/She assists with the security and maintenance of the marina and oversees and trains the dockhands. The Assistant Dockmaster ensures the safety and cleanliness of the marina and fuel operations and provides the highest level of guest service. Along with the Director of Facilities and Marina Services, they secure the marina and the Club vessels in the event of inclement weather.

How to Apply

Interested candidates should submit a resume and cover letter detailing their relevant experience and interest in the position to Bruce Grout (bgrout@thensyc.com). Please include "Assistant Dock Master" – {Your Full Name} in the subject line.

The Naples Sailing and Yacht Club is an equal-opportunity employer. We encourage candidates of all backgrounds to apply.



Boat Show Marketing: Strategies for a Successful Exhibition

Boat shows are a key platform for marine businesses to showcase products, connect with potential customers, and strengthen industry relationships. Thorough pre-show preparation, which includes choosing suitable events, establishing clear goals, and budgeting, is the first step in effective boat show marketing. For a booth to get attention during the exhibition, it must be visually appealing and have interactive elements. Converting attention into long-term business requires post-show lead nurturing and long-term relationship building. Boat shows have the potential to greatly increase brand awareness and revenue with the appropriate approaches.



Qualified homebuyers may be eligible for a lower payment.

At First Citizens Bank, we believe everyone deserves a place to call home, and we've helped generations of homeowners reach their goals by providing personalized service and mortgage solutions to meet their needs.

Today, potential homebuyers in certain counties¹ may now qualify for our lower mortgage rate and increased buying power.

For qualified buyers, we're offering:

- Up to 1% lower rate than current market rates²
- Lower monthly payments that can help increase buying power³
- Assistance with downpayment and closing costs⁴

For more information or to see if you qualify, please contact:

Antonio Tofani
Vice President, FSM II
8891 Timberwilde Drive
Bonita Springs, FL 34135
239.390.5282
tony.tofani@firstcitizens.com
firstcitizens.com

¹ To qualify for this offer, the property must be located within a Majority-Minority Census Tract (MMCT) as designated by census data within First Citizens Bank assessment areas located in Georgia, North Carolina, or South Carolina only. Homebuyer must also have income that is 50% or less of the median area income. Available on purchase loans only and homebuyer must occupy property at time of purchase. Offer is limited to one per homebuyer. Contact us today for additional details and qualifying criteria.

² Reduced Rate Incentive available on conventional, FHA and FIMA HomeReady only.

³ An example of a typical extension of credit with the above-mentioned factors is as follows: on amount financed of \$380,000 with a term of 30 years, the interest rate would be 6.000%, with an APR of 6.335%, consisting of 360 equal payments of \$2,278. APR will not increase after consummation, a statement of fact.

⁴ Mortgage Assistance Grant, which can provide a grant up to \$5,000 towards down payment assistance and closing costs can be combined with this reduced rate incentive. Income and property eligibility applies. Offer may be discontinued at any time without notice. Home loan must be closed by First Citizens Bank. Credit approval applies. This offer does not constitute a commitment to lend. Program terms and availability are subject to change without notice. Other restrictions and limitations may apply. Consult a tax advisor regarding the deductibility of interest.

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First Citizens Business Credit Cards

Find out which business credit card works best for you.



FEATURES AND BENEFITS	Premium Rewards Business	Rewards Business	Cash Rewards Business	Business
Bonus Offer¹	\$50,000 bonus points after you spend \$4,500 in the first 90 days from account opening	10,000 bonus points after you spend \$3,000 in the first 90 days from account opening	\$100 bonus cash back after you spend \$3,000 in the first 90 days from account opening	—
Earning Rewards²	<ul style="list-style-type: none"> • 3 points per \$1 spent on restaurants, advertising, and travel • 1.5 points per \$1 spent on all other purchases³ 	<ul style="list-style-type: none"> • 3 points per \$1 spent on gas • 2 points per \$1 spent on restaurants and travel • 1 point per \$1 spent on all other purchases³ 	<ul style="list-style-type: none"> • 5% cash back on utilities and wireless phone for first 12 months; 3% thereafter • 2% cash back on gas and office supplies • 1% cash back on all other purchases³ 	—
Redemption Options	Travel, Cash Back ⁴ , Gift Cards and Merchandise	Travel, Cash Back ⁴ , Gift Cards and Merchandise	Cash Back ⁴	—
Exclusive Redemption Options	Pay Me Back ⁵ and Pay My Loan ⁶ (consumer loans only)	Pay Me Back ⁵ and Pay My Loan ⁶ (consumer loans only)	Pay Me Back ⁵	—
Purchase Annual Percentage Rate (APR)⁷	19.24% - 28.24% APR based on credit worthiness	0% intro APR for first 9 months. After that, 17.24% - 25.24% based on credit worthiness	0% intro APR for first 9 months. After that, 17.24% - 25.24% based on credit worthiness	0% intro APR for first 12 months. After that, 15.24% - 24.24% based on credit worthiness
Balance Transfer APR⁸	19.24% - 28.24% APR based on credit worthiness	0% intro APR for first 9 months. After that, 17.24% - 25.24% based on credit worthiness	0% intro APR for first 9 months. After that, 17.24% - 25.24% based on credit worthiness	0% intro APR for first 12 months. After that, 15.24% - 24.24% based on credit worthiness
Foreign Transaction Fee⁹	None	None	3%	3%
Annual Fee	\$0 intro for the first year, then \$195 ¹⁰	None	None	None

¹ Bonus points/reward dollars will be awarded within 60 days of qualification. Limit one per company.

² Merchants who accept Visa credit cards are assigned a merchant code, which is determined by the merchant or its processor in accordance with Visa procedures based on the kinds of products and services they primarily sell. We group similar merchant codes into categories for purposes of making reward offers to you. We make every effort to include all relevant merchant codes in our reward categories. However, even though a merchant or some of the items that it sells may appear to fit within a reward category, the merchant may not have a merchant code in that category. When this occurs, purchases with that merchant won't qualify for rewards offers on purchases in that category.

³ Purchases are defined as net retail purchases (grossed less any returns or credits).

⁴ All redemptions must be completed in increments of \$25 (\$500 points or \$25 reward dollars). No statement credit will be applied against any monthly minimum payment due.

⁵ Pay Me Back redemptions must be made within 60 days of original qualifying purchases of \$100 or greater. Some exclusions apply to certain categories of transactions. No statement credit will be applied against any monthly minimum payment due.

⁶ APR (Annual Percentage Rate) - The Prime Rate used to determine your APR for the first 12 months. The Current Prime Rate as of July 31, 2023 is 5.50%, and may vary in the future. The transaction fee for a cash advance is 5% or 4% of the amount of the cash advance, whichever is greater. The transaction fee for foreign transactions is 3% (0% for Premium Rewards and Rewards Business) of each transaction after conversion to US dollars. It will be subject to a balance transfer fee of 3% or 5% of the amount of each transfer, whichever is greater. After the 12/12 for New Rewards holding cycle period, your APR will default to your purchase APR.

⁷ The \$25 Intro Annual Fee will be waived first year but charged to your Premium Rewards Credit Card Account every 12 months thereafter.

Normal credit approval applies. Member FDIC.

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Member News



YAMARIN

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Golden Marine Systems Advances Restoration at Salty Sam's Marina

Golden Marine Systems is making significant progress in the restoration of Salty Sam's Marina in Fort Myers Beach, following the devastation caused by Hurricane Ian in September 2022. The hurricane's destructive force left the marina in ruins, but Golden Marine Systems, known for its high-quality dock systems, has been instrumental in bringing the marina back to life.

Recently, Golden Marine Systems completed the installation of the new D-Dock, featuring their innovative 850 Series dock system. The dock is equipped with Endeck Ashwood decking, known for its durability and low maintenance. The system also includes 12-inch adjustable cleats, pile guides, and finger piers, all designed to provide a robust and versatile docking

solution. This state-of-the-art system is built to withstand harsh marine conditions while providing a safe and user-friendly environment for boaters.

With D-Dock now installed, work on C-Dock is underway. The ongoing efforts at Salty Sam's Marina represent another step in the broader restoration of the marina and the Fort Myers Beach area. The project is part of a larger initiative to rebuild and enhance the region's waterfront infrastructure, making it more resilient against future storms.

Golden Marine Systems' involvement in the restoration underscores their commitment to supporting communities affected by natural disasters. Their work at Salty Sam's Marina is not only about rebuilding but also about strengthening the local boating community and fostering a sense of renewal and hope in the wake of Hurricane Ian. Mike Shanley, President of Golden Marine Systems, stated that Golden is very proud to have been chosen to replace the marina and looks forward to the completion of the project, and while the marina restaurant and activities remain open during construction, the resumption of public boating activities at this landmark marina.



Marine Industries Association of Collier County
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Tiffany Sawyer-Schank
Executive Director



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

MIACC Membership Meeting: Naples Boat Club
Docktail Party
Christmas Boat Parade
Naples Boat Show

September 11 @ 5:30pm
October 11-13
December 14
January 23-26, 2025



At American Yacht Group, we specialize in providing unparalleled service in yacht brokerage, with a focus on HCB Center Console Yachts. Our experienced team is dedicated to helping you navigate the yachting world, whether you're looking to buy, sell, or simply explore your options.

Join us at FLIBS to discover our latest offerings, including exclusive access to the finest yachts on the market. Visit our booth at G-Dock, Slips 701-707 to meet our team, discuss your yachting dreams, and schedule a private viewing.

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.



Please make checks payable to MIPAC

