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From the Captain's Chair

MAKING OUR WATERWAYS A TOP PRIORITY

Our waterways are our lifeblood and currency of our community. The area's waterways are the avenue in which we work and play, and they play an important role in our quality of life. That's why we want them to be clean so everyone in both the marine industry and our community as a whole can enjoy them.

So on March 7, we'll be hosting our 38th Annual Broward County Waterway Cleanup, the largest and longest-running environmental event in the county. Last year, nearly 1,700 volunteers of all ages by land and 70 boats worked at 30 locations at waterways, rivers and canals across the county to remove 17.9 tons of trash and debris. This year, we will return to many of those same sites as well as some new ones, including several in northern Broward County, as we partner with the Marine Industry Cares Foundation.

Thanks to events like the Waterway Cleanup, each year we have seen a decrease in the amount of trash in our waterways, which underscores how important it is that we continue to raise awareness and get the message out about keeping our waterways clean.

Soon there will be other ways we can be environmentally responsible, also.

Feadship just launched the 83.50-metre Savannah, the world's first ever hybrid motoryacht, which is 30 percent more fuel-efficient than comparable vessels of its size. The 273-foot vessel's eco-friendly power source blends a single diesel

engine, three gensets, batteries and azimuthing pioneering electro-mechanical propulsion platform.

"It is not the individual technologies used on Savannah that are new in the yachting world – it is the way they have been combined," the owner's project manager, Ted McCumber, told Superyacht Times. "The possibility to choose between diesel, diesel-electric or fully electric is truly exceptional."

The technology allows for quiet cruising at low speeds on battery power, and provides extra speed when going flat out with less demand on the engines.

As the use of electric engines increases, whether in boats or cars, and more people incorporate them into their lives, we will see more manufacturers propose this type of project.

And in instances where our waterways may be threatened, such as oil spills, there is research underway on how to protect the fragile marine ecosystems. Scientists at Nova Southeastern University's Oceanographic Center in Dania Beach are monitoring how corals will react to various grades of oil and gasoline. They will then test how corals react to oil dispersants, and use that information in case of a disaster similar to the Deepwater Horizon oil spill in the Gulf of Mexico in 2010.

The Florida Reef, which runs from the Keys to Martin County and is 170 miles long, is the only coral barrier reef in the continental U.S. and the third-largest reef system in the world, after the Great Barrier Reef and the Belize Barrier Reef. The

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reefs, which provide food and shelter to various kinds of fish, are a critical part of the marine ecosystem, and they are vital to our tourism and recreational boating industry.

Also this month, I will be meeting with state leaders in Tallahassee to discuss various issues affecting the marine industry. Unemployment in Florida is at 6 percent and our

marine industry has an abundance of jobs, so Chris Hart, the head of CareerSource Florida, and I will discuss how we can lower that number. I'll also meet Will Seecombe, the new head of Visit Florida, to discuss ways to help brand the area as an international marine hub in addition to tourism and tech, and meet with Bill Johnson, the new head of Enterprise Florida, to discuss marine industry economic development opportunities.

News

Coast Guard: Focus is on reasonable needs of navigation

The Coast Guard's top priority is making sure the reasonable needs of mariners are met, a Coast Guard commander told a meeting of MIAAF Anchor Members last month in Fort Lauderdale when asked about the New River FEC rail bridge.

Commander Barry Dragon, director of Seventh Coast Guard District Bridge Program for the U.S. Coast Guard, said their job is to protect marine traffic, both commercial and pleasure, regardless of what All Aboard Florida requests. The Coast Guard, under the authority of Captain Austin Gould, commanding officer of the Miami Sector, will determine a bridge operation schedule that accommodate marine navigation needs that All Aboard Florida must comply with.

To determine what meets reasonable needs, Dragon says the Coast Guard takes all the comments they get into consideration and looks for patterns and timeframes. On weekdays, most commenters want the New River rail bridge up while it's daylight, he said.

After it gathers information and publishes a notice of proposed rulemaking, there's a 60-day comment period, Dragon says. Comments are still being accepted. Then they write the final rule, publish it for 60 days in the Federal Register, and it goes into effect if it's OK. Before it goes into effect, the Coast Guard will do test deviations of the rule – for example, if it is open a certain portion of the hour, a test deviation might be to have it down for two-hour blocks.

If the bridge currently does not meet reasonable needs due to its condition, the Truman Hobbs Act says it can be replaced, but Congress has to fund the replacement, Dragon said. There is an algorithm to determine the financial impact, and Congress usually finances only a percentage of the actual cost.

Right now the bridge is automated and run remotely from Jacksonville, Dragon noted. The trains use a block system for safety – when they hit the block, the bridge goes down and they get a green light or else they have to start stopping.



Because it is run from Jacksonville along with numerous other trains, sometimes it goes down and they forget to put it up after, or they leave it down to wait for next train.

A possible improvement would be to have a bridge-tender, which would be more efficient and shorten the time the bridge would be down because the bridge-tender could radio the train, Dragon said.

When the bridge is not in compliance with current regulations, Dragon agreed there should be a way for boaters to report issues with it. Since the meeting, temporary signs with a Coast Guard phone number and email address have been made and were posted next to the bridge. Emails are preferred, Dragon said, and complaints should be informative and detailed, with information such as boat name, type, height, time of complaint, tide information and as much other information as possible. The complaint must be made by the operator of the boat.

When asked about the possibility of moving the trains west, Dragon said that's irrelevant and that they only focus on the near future and the current conditions for movable bridges. "Our job is to make sure that the current bridge operation meets reasonable needs," Dragon said.

News

Expert: Entire country watching All Aboard Florida



The entire country is watching All Aboard Florida, transportation expert Gabe Klein said last month at an MIAAF presentation in Fort Lauderdale.

"It could reduce the need for cars, decongest roads and create real estate

investment opportunities around the stations," said Klein, the former transportation head in Chicago and Washington.

But in order to ensure it's executed properly, there needs to be conversations at the grassroots level and at the highest level, he says.

Regarding All Aboard Florida's impact on marine businesses along the New River, Klein says there's almost always a win-win scenario, such as an engineering fix - the question is how much it will cost and who will pay for it.

About 40 people attended the event at the Hyatt Regency Pier 66, which was sponsored by the Greater Fort Lauderdale Alliance and Fifth Third Bank.

Also, Klein says it's important to be forward-thinking about projects such as activating the South Andrews Avenue corridor. In other cities, he says businesses on a street that was made more bike- and pedestrian-friendly saw a 49 percent increase in business - when people are biking or walking, there's a much higher chance they will stop than people who drive by.

To accomplish this, we need to look at spending vs. investing - we need to think of infrastructure as an investment, Klein says. The key, he says, are public-private partnerships. "We need to meet in the middle," he said. "We can't afford not to do it."

And when people share cars or use public transportation, there's less need for parking in cities, which creates huge economic potential, since parking lots and garages are low-value space.

The U.S. spends 2 percent of its gross domestic product on infrastructure, while Europe spends 5-6 percent and Asia spends 8-9 percent. "It costs less to maintain infrastructure than ignore it," Klein told the audience.

Something Klein said to keep an eye out for is self-driving cars, which will be on the market within the next two years. Google is testing electric self-driving cars in California, and several car manufacturers are already releasing models this year that have automated functions.

News

Google investment reflects high-tech gains for region



Visit Magic Leap's website, www.magicleap.com, and an image of an elephant seems to levitate from a person's hands fostering a three-dimensional perspective and a typical response of, "That's cool!" What this has to do with the marine industry may not be immediately clear, but

the über-tech company's recent move to Dania Beach reflects the region's technological skills, investor interest and riches, the area's welcoming climate and the appeal of access to a water-based outdoor lifestyle.

The company's visual technology "product" is initially targeting the film and entertainment industries to "immerse" movie- and concert-goers, and others, into the performances. An actual consumer product is said to be in development, though no date has been given for its release. The company's website describes the technology as "revolutionary in its ability to create amazingly immersive and fantastical experiences."

Magic Leap moved from Hollywood, FL., to Dania Beach, FL., last June, signing an eight-year lease at the Design Center of The Americas. "We've been growing extremely fast and needed a much bigger space," commented Rony Abovitz, Magic Leap's president and CEO. "We also wanted a space that reflected a core belief of ours, that to make truly great products they must also be beautifully designed. The DCOTA building, and its support of the design, technology, entertainment, and arts communities in Florida, perfectly met these requirements."

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In October, the company raised \$542 million in venture capital in a financing effort led by Google Inc., with participation from Qualcomm Ventures, Legendary Entertainment, including a personal investment from CEO Thomas Tull, KKR, Vulcan Capital, Kleiner Perkins Caufield & Byers, Andreessen Horowitz, Obvious Ventures, and other investors. The investment moved the Miami-Fort Lauderdale area to Number 11 on the national venture capital ranking list last year; statewide, Florida ranked in the top 10 nationally, with 45 venture deals for a total of \$863 million, according to the Pricewaterhouse Coopers/National Venture Capital Association MoneyTree™ Report.

In a January Business Insider article, Abovitz was described as a family man who "has traveled around the world but has always kept his life firmly planted in Florida ... he got his master's in biomedical engineering at the University of Miami. ... He says Magic Leap will remain in Florida, even though conventional wisdom says it makes more sense to move to Boston or Silicon Valley. Abovitz wants to turn Magic Leap into a large tech company, 'the size of an Apple' in Dania Beach."

Abovitz's business and continued development and funding will surely have a positive impact on the local economy and region's growing high-tech reputation. As for the venture capitalists, who have been known for spending some of their gains on everything from sophisticated fishing boats to megayachts, as well as philanthropic pursuits, their South Florida investment, presence and potential visits for yachting maintenance and refit opportunities will be icing on the industry cake.

Google founders Larry Page and Eric Schmidt are yachting devotees. Page sits on the boards of several nonprofits, but his personal philanthropy is said to be channeled through Google, according to the editors at Inside Philanthropy. Most of his giving is directed toward technological advancement, particularly in the clean energy sector. He owns the 194-foot Senses motoryacht.

Schmidt and his wife Wendy are active philanthropists through their Schmidt Family Foundation, which works to advance the wiser use of energy and natural resources and to support efforts worldwide that empower communities to build resilient systems for food, water, and human resources. They own the 194-foot Oasis.

Tom Perkins, co-founder of Kleiner Perkins, launched his 289-foot sailing yacht named The Maltese Falcon in 2006, at the time, and still, the world's largest privately owned sailing yacht. He sold it for a reported £60 million in 2009. In 2011 he bought a Japanese fisheries training vessel and had it converted to an adventure "yacht" (Dr. No) with a two-passenger Super Falcon submarine that can be used for research expeditions.

Vulcan Capital founder Paul Allen, who founded Microsoft with Bill Gates, has a reported lifetime giving of about \$1 billion and is referred to as one of the top philanthropists in America. His Paul G. Allen Family Foundation has a goal to transform individual lives and strengthen communities by supporting arts and culture, youth engagement, community development and social change, as well as scientific and technological innovation. Allen has owned several yachts, including the 400-plus-foot Octopus.

News

ABBRA members get insider tour of local boatyards



On January 23, members of the American Boat Builders and Repairers Association who were in town for their annual conference got a special treat. MIAASF Executive Director Phil Purcell

led about 25 ABBRA members from around the country on an insider's tour of Fort Lauderdale's diverse marinas and boatyards.

The goal of the tour was to help participants understand what makes this region such an economic engine and learn about the South Florida's recreational marine trade association's efforts and initiatives to take a leading role, face challenges and implement strategies for stability and growth.

The tour left from the Pier 66 Marina and headed north toward Las Olas before turning around and heading up the New River. Points of interest included the Hall of Fame Marina, Bahia Mar Yachting Center, Las Olas Marina, Apex Marine, Lauderdale Marine Center, Marina Mile Yachting Center, Cable Marine, Universal Marine Center, Rolly Marine Services, Westport, Yacht Management New River Marina Service Center, Marina Road Boat Yard, Bradford Marine and Roscioli Yachting Center.

Highlights included seeing a herd of manatees splashing in the water just off of Secret Woods Nature Center and a first-hand glimpse at numerous boats, including the one the tour was given on, lined up waiting for the New River rail bridge to open as a train passed over it. Participants received a fact sheet with information about the New River, South Florida marine industry's economic impact and depth and dredging statistics.



When does a \$10,000 donation only cost \$1,500?

At the MIASF member meeting on Jan. 21, Roger G. Metcalf, the Habitat for Humanity Treasurer and Finance

Committee Chair and the chief financial officer of Sunbeam Television Corporation, the parent company of WSVN Channel 7, explained the financial benefits of contributing to MIASF's Habitat house. According to Metcalf, businesses that participate usually can deduct the donation as a charitable contribution. They also are eligible for tax credits of up to 50%, so a donation of \$10,000, for example, ends up costing only \$1,500.

"It's so simple, it's kind of a no-brainer," said Jimmie Harrison of Frank and Jimmie's Propeller.

Several members committed to donations in addition to Frank and Jimmie's Propeller, including Marine Professional Training,

The Triton, Wards Electric, Neptune Boat Lifts, Boat Owners Warehouse and Advanced Mechanical Enterprises.

The tax credits are available under the Community Contribution Tax Credit Program, a state program aimed at encouraging private donations to housing and community development projects. The benefits include a tax credit of up to 50% of the value of the donation against the Florida Corporate Income Tax or the Florida Insurance Premium Tax or a sales tax refund of up to 50% of the value of the donation for donors collecting and remitting Florida sales taxes to the Department of Revenue.

The home-building project also offers a valuable team-building opportunity for your organization starting in March through August. Corporate groups can be anywhere from 7 to 30 people, and volunteer opportunities are available from 7:45 a.m.-12:15 p.m. every Tuesday-Saturday.

MIASF also is exploring partnering with United Way's Mission United to help build a home for a local veteran.

For more information on donating or participating in a team build, call 954-524-2733 or email info@miasf.org.



The South Florida Business Journal's Book of Lists for years has been providing business owners and entrepreneurs a wealth of intelligence on industries and key firms and figures. Now for the first

time, the marine industry is going to be included in it.

The Book of Lists provides information to help businesses in day-to-day and long-range planning. Businesses featured typically include the largest public and private companies, largest employers, top commercial real estate firms, financial institutions, fastest-growing companies and most industry sectors. Each edition delivers a detailed picture of the corporate, professional and industrial segments of South Florida.

With the addition of the marine industry, these listings could

include boat builders to yards, electronic installers to surveyors. The design of the "marine list" will be guided by MIASF staff and members. There is no cost to be included in the list.

The lists primarily feature top companies, arranged by industry. Each listing includes: company name, address, telephone number, fax number, contact person, job title, rank in list, and criteria for ranking (employees, revenues, etc.).

Subscribers and single purchasers use this resource as research and receive a snapshot of local economies and target markets. It provides access to comprehensive information from thousands of companies in a local area and 40 other U.S. dynamic markets. Lists are also used for sales prospecting, tracking companies that relate to a specific business, finding B2B opportunities and partners, networking, recruiting and job searching, relocation information and guides and tips on travel and entertainment.

Now in the planning stage, we will continue to advise MIASF members when and how their business information can be included.

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Playboy Marine is a do-it-yourself boatyard for vessels up to 75' in length. Contractors may work in the facility, provided they carry the required insurance policies. It was established in 1977 and is located on the Dania Cut-Off Canal, 1 mile west of the Intracoastal Waterway.

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Boating Times South Florida is a lifestyle, print and online boating magazine that focuses on the boating experience and the boater. Boating Times South Florida publishes Boating Times Miami and Boating Times Palm Beach, premiere publications that provide South Florida boaters with tips and articles about how to have fun on their boats.

Seven Seas Yacht Sales

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Category: Boat Dealers – Power; Engines – Outboard; Yacht Brokers

Seven Seas Yacht Sales is a boat dealership that offers new and used boats for sale and brokerage services. It is a full-service center with a waterfront location on the North Fork of the New River.



Marine Industries Association of South Florida

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LineBagz UV protective tubing company specializes in the production of shore power cord covers and travel lift strap covers that reduce damage and insurance claims during the service, painting, hauling and shipping process. Private label and custom colors are available for special orders from 3" to 54" wide lay flat tubing, with a minimum 10 roll order.

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M. Barry Construction is a general contractor specializing in new construction, shell contracting, build-ons, metal framing & remodeling and electrical work. Our goal is to go beyond expectations and complete every project on budget and on schedule.

For information on joining the Marine Industries Association of South Florida, email Sean Smith at sean@miasf.org.

News

Member updates



International Crew Training and Yacht Changers have moved into a new, expanded facility at 750 W. Sunrise Blvd. in Fort Lauderdale. The 42,000-square-foot building will serve as the central hub for professional world-class yacht

services and career development and the new go-to locale for professional yacht services and crew training.

Derektor Florida has obtained a \$5.6 million loan package from Bank United to buy new equipment. It will also use the money to upgrade its physical plant so it can finish repairs and maintenance on megayachts more quickly, James Brewer told the Sun Sentinel.

Luxury Law Group's Danielle Butler was recognized as a Top Lawyer in the areas of admiralty and maritime law by the 2015 South Florida Legal Guide. Butler is the co-founder of Luxury

Law Group, which focuses on transaction and litigation matters for yachts, aircraft, real estate and fine antiques.

Bahia Mar Yachting Center recently welcomed Kismet, a 312' launch by Lurssen. Kismet is the largest yacht ever to dock at Bahia Mar, which recently underwent an upgrade so it could accommodate larger yachts. The vessel's presence highlights the importance of and economic benefits that come from dredging projects such as the dredging of the Intracoastal from the 17th Street bridge north to Sunrise Boulevard.

Maritime Professional Training hosted the inaugural "I Heart MPT Red Passion Fundraiser" benefiting the American Heart Association South Florida Chapter on Feb. 3 at Bimini Boatyard Bar & Grill. More than 200 students, staff and supporters of MPT sported red and help raise more than \$2,500 for the American Heart Association.

Do you have news you want to share? Send updates to sharon@miasf.org to be considered for publication in upcoming issues of the newsletter.

News

Upcoming events



Fort Lauderdale Billfish Tournament – February 27–28. Catch a \$100,000 fish! MIASF and Nova Southeastern University are partnering again to present the event, which includes a Kick-off Party and Captain's Meeting on Friday, February 27 at the NSU

Center of Excellence for Coral Reef Ecosystems Research and the fishing tournament, weigh-in and an awards reception February 28 at Bahia Mar. To learn more about sponsorship opportunities, visit www.nova.edu/fishingtournament/forms/ft-sponsorship-chart-with-underwriting-info.pdf. For questions and forms, email fishingtournament@nova.edu.

38th Annual Waterway Cleanup – March 7, from 9 a.m. to 1 p.m. Each year the cleanup attracts thousands of volunteers from many neighborhoods and communities throughout Broward County. People of all ages come out in their boats or

waders and work along the shores to remove all kinds of debris from the waterways. Boats involved have numbered in the 70s and the cleanup tally measures in the 18-ton range. www.waterwaycleanup.org

19th Annual Plywood Regatta – On April 11-12, middle and high school students will attempt to build seaworthy vessels in Dania Beach and race them against each other. Proceeds benefit South Florida's marine industry education programs and the Plywood Regatta Scholarship Fund. For information on becoming a volunteer or sponsor, call 954-524-2733. www.plywoodregatta.org

Save the date! 56th Annual Fort Lauderdale International Boat Show – Nov. 5-9, 2015. Show exhibits range from yacht builders and designers to exotic cars and brokerage yachts. A wide variety of boats and sea vessels will be on display including runabouts, sportfishers, high performance boats, center consoles, cabin cruisers, flats boats, skiffs, sailing yachts, motor yachts, bowriders, catamarans, ski boats, jet boats, trawlers, inflatables, canoes, and extraordinary superyachts. www.showmanagement.com/fort_lauderdale/event/