

Emailed Feb. 8, 2011



Cleveland show yields positive results

The 54th annual Mid-America Boat & Fishing Show closed Jan. 23 at the I-X Center after a successful 10-day run.

The total attendance was up slightly as compared to last year's, which pleased show manager Ken Alvey.

"This show is officially on the rebound," he said. "Sales were much better than in 2010 and I think they'll continue to be better through the spring and summer."

A canned food drive for free admission on Tuesday, Jan. 18, collected approximately 2,000 pounds of food for the Hunger Network of Greater Cleveland and brought in one of the best mid-week crowds in recent history.



The boatload of food donated on Jan. 18 completely filled this Scout provided by South Shore Marine.

Discount ticket sales at Marc's and \$5 after 5 p.m. promotions on Wednesday and Thursday also bolstered the turnout.

"We felt it was a good time to pull out all the stops and really give people no reasons to stay home," said Alvey.

The entertainment stages drew good crowds; especially at Angler's Alley, where visitors regularly filled the 100 floor seats and standing-room crowds gathered for presentations from fishing professionals and tournament winners.

Plans for the 2012 show have already been discussed and may include more visitor discounts and an expansion of the very successful Pre-owned Pavilion.

Bill Thompson, new ODNR officials headline annual LEMTA meeting

LEMTA members who attended the annual meeting on Jan. 20 were given an early view of the new face of the Ohio Department of Natural Resources and some guidance from financial expert Bill Thompson of Cardinal Points Network.

The new director of ODNR, David Mustine, was able to make a brief appearance and talk to the group before he had to head to Columbus for business.



New ODNR Director David Mustine

Mustine, who spent more than 15 years working at American Electric Power before his appointment, said Ohio Governor John Kasich was very geared toward small businesses and that the department would try to simplify things for business operators.

New Assistant Director Scott Zody also talked to the group and said there would be a renewed focus on Lake Erie from ODNR.

After LEMTA President Emeritus Norm Schultz was honored with an association lifetime membership, special guest Bill Thompson closed the meeting with a presentation about the future of recreational lending.

He said the current options for lending in the boating industry are limited, so dealers may have to look to “small” and “weird” institutions over the next few years.

Thompson recommended business bankers over small business bankers because of the greater availability of financial tools.

LEMTA members should explain manufacturer agreements and boating industry basics with whomever they borrow from, though, because Thompson said bankers are generally hesitant to lend in an unfamiliar industry.

Thompson’s entire presentation is attached to this email, along with a letter outlining his services.

For more information, visit cardinalpointsnetwork.com.

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New LEMTA officers elected

The election for 2011 LEMTA leadership positions was held at the annual meeting on Jan. 20.

This year’s officers and board of trustees will assume their posts on April 1 and are:

Chairman **Bob Ivancic** (Ivancic Marine)
First Vice Chairman **John Clemons** (Clemons Boats)
Second Vice Chairman **Bob Faflik** (Marinas International)
Secretary **Steve Magyar** (Pier 58 Marine)
Treasurer **Bill Schaeffer** (Beaver Park Marina)
Trustee **Jim Armington** (Buckeye Sports Center)
Trustee **Todd Armstrong** (Boat Masters Marine)
Trustee **Bob Lieblein** (Holiday Harbor Marina)
Trustee **Tom Mack** (South Shore Marine)
Trustee **Bruce Roberts** (Harbor North)
Trustee **John Sima** (Sima Marine)

Outgoing Chairman Bruce Roberts received a standing ovation in recognition of his more-than five years of service and said there is light on the horizon for the boating industry in his closing remarks.

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Find out about free employee training Thursday

The Ottawa County Improvement Corporation and WSOS Community Action organization will host a marine trades advisory committee employee luncheon on Thursday, Feb. 10, at the Catawba Island Club in Port Clinton.

The luncheon will be held from 11:30 a.m. to 1 p.m. and include discussion about free certified training opportunities provided by the Ohio Board of Regents.

To register your employees or find out more information, contact Kerrie Carte at (419) 332-8263/klcarte@wsos.org or Denise Ventrone at (419) 898-6242/dventrone@ocic.biz.

Scholarship applications now being accepted

An application for scholarships or grants from the LEMTA Educational Foundation is attached to this email.

Anyone planning on enrolling at an extended education facility in the fall of 2011 may apply before the May 1 deadline.

Since 1998, the foundation has granted more than \$95,000 to local students.

If you have any questions about the application process, please contact the LEMTA office.

Ivancic, others recognized for community service

Two local boaters and an association were honored at the Mid-America Boat & Fishing Show when the Lake Erie Safe Boating Council handed out its annual Boater of the Year awards.

Bob Ivancic, new LEMTA chairman and owner of Ivancic Marine, was named the 2011 Boater of the Year for his decade-long support of the North Coast Harbor Boating & Fishing Fest, held each summer since 2000.

Council leader Ken Gray said Ivancic rarely accepted reimbursements for fuel, even though he would run his boats for hours taking children and families out for free cruises on Lake Erie.

The Boating Organization of the Year award, sponsored by Sima Marine, was given to the Greater Cleveland Boating Association, a nonprofit group made up of approximately 15,000 members.

Commander Warren Dempster accepted the award, which Gray said was long-overdue in consideration of the association's lengthy history of accomplishments.

The ceremony was rounded out with a special award of appreciation for Brandon Scott, a Bowling Green State University student who worked his fifth North Coast Harbor Boating & Fishing Fest this past summer, and the announcement that Green Cove Marina in Oak Harbor had been recognized as a certified Clean Marina by Ohio Sea Grant (which collected approximately 4,000 pounds of shrink wrap to be recycled at the boat show).

The Lake Erie Safe Boating Council was formed in the late 1990s and its early efforts led to the creation of the North Coast Harbor Boating & Fishing Fest, an annual event that is scheduled to be held June 11-12 at Voinovich Park in downtown Cleveland this summer.

Legislative changes on the horizon

Boating Associations of Ohio members and the Towner Policy Group staff have been working for the past few weeks to try to influence several bills in the state legislature.

In January, Washington Township Rep. Terry Blaire introduced a bill that would increase the sales and use tax prompt remittance discount from three-quarters of 1 percent to five percent.

The bill also caps the vendor and income tax discount to \$10,000 per calendar year.

BAO has expressed its opposition to the bill.

The association, however, fully supports House Bill 82, which would exempt most boat carriers from the new Public Utilities Commission of Ohio motor carrier rules.

The rules changes would require carriers to pass medical exams, issue certificates, keep logbooks and assemble inspection reports in the same manner hazardous waste carriers do today.

Several tax laws have also changed over the past year, including one that tax advisors say allows businesses to expense 100 percent of qualifying property purchased between Sept. 8, 2010, and Dec. 31, 2011.

The “bonus depreciation” rules may apply to equipment or software, depending on your business.

If you would like to lend your support or find out more about the issues, contact the LEMTA office.

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Two new LEMTA programs could benefit your business

LEMTA member Great Lakes Publishing is currently working on Boat Ohio Magazine, a special pullout section highlighting LEMTA members that will be distributed inside the May/June issue of Lake Erie Living.

The feature, which will be produced at no cost to the association, will include stories about boating in the region and a full list of association members and services.

If you would like to find out more about advertising in the section, contact Paul Klein at (216) 377-3693 or klein@glpublishing.com.

The LEMTA office is also coordinating a group marine business insurance program through LEMTA member Fitzgibbons Arnold & Co.

If you would like to find out about possible savings through the group plan, contact Clark Fitzgibbons at (440) 892-3636 or cfitzgibbons@fitzarn.com.

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Upcoming industry events and deadlines

Shallow Draft Harbor Stakeholder Meeting
Feb. 10 (10 a.m. to noon)

Various locations via videoconference and teleconference

OCIC/WSOS Marine Trades Employee Luncheon
Feb. 10 (11:30 a.m. to 1 p.m.)
Catawba Island Club, Port Clinton

Great Lakes Fishery Commission Student Travel Award
Application deadline: April 15
Award amount: up to \$1,500
More information at: glfc.org/research/travel

Catawba Island Boat Show
April 29 - May 1
Catawba Island Club, Port Clinton

LEMTA Educational Foundation Scholarships and Grants
Application deadline: May 1
Award amount: up to \$1,000

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