

THE ROLE OF BOATING AND THE MARINE INDUSTRY AS THE ECONOMY RE-OPENS

The Southwest Florida and Tampa Bay Marine Industries Association represents boating interests from the Tampa Bay area south through Lee County. Our members, like most small businesses, are part of the lifeblood of our local economy and today most are struggling just to stay in business and keep employees on the payroll.

The marine industry in Florida falls largely into the category of small, locally owned businesses, yet boating is a major contributor to Florida's economy with an estimated annual statewide impact of \$23.3 billion dollars and more than 92,000 jobs. We are reaching out to you today to emphasize that small businesses, like those in the marine industry, must be considered and included in every decision made to restore our economy.

In fact, boating can play a positive role in the recovery. Boating, when practiced responsibly during this pandemic, as it has been in recent weeks, is an ideal activity. There is nothing to prevent residents from getting outdoors and enjoying Florida's greatest natural resource, our thousands of miles of coastal and inland shoreline. It is, by its very nature, the ultimate in social distancing as families stay at home, yet get away.

Until there is real confidence that the Covid19 threat has passed, most consumers are going to be very cautious about air travel, distance driving, cruise ships, and resort style vacations. Most will stay close to home. That is not good news for many segments of the hospitality industry but does mean that a majority of Florida's permanent and part-time residents will be looking for "staycation" alternatives. Significant leisure dollars traditionally spent elsewhere will stay in Florida and give industries like boating a pathway to recovery.

Every boat you see on the water means much more than people having a good time. It means dollars being spent here at home to bolster local employment, as boats are maintained and serviced, food, supplies and fuel are purchased, and boats are sold to keep many Florida manufacturers in operation.

We care about our families. We care about our employees and their families. We want to continue to provide the jobs that are more critical today than ever before. We will continue to advocate for safe boating and spread the word that there is no substitute for following social distancing requirements.

All we ask is that we not be forgotten. We ask that boating not be lost in the shuffle of priorities. You need only look at the thousands of marketing photos of Florida that include our waters and people enjoying life on a boat to appreciate the role that boating has always played and will continue to play in the Florida lifestyle. Please consider the economic impact and jobs created by boating and the role we will play in making Florida's economy strong once again.

Public officials face greater challenges and responsibilities than anyone could have imagined just a few short weeks ago. On behalf of our association and the member businesses listed below we thank you and stand with you. Please do not hesitate to call on us if we can be of any assistance.



Hans Wilson

President

Southwest Florida Marine Industries Association

Hans Wilson & Associates

ABELS MARINE Port Charlotte	ANTONIETTI MARINE ENGLEWOOD Englewood	BEAVERTAIL SKIFFS Bradenton	BOAT HOUSE OF PT CHARLOTTE Port Charlotte
ACE BOAT LIFTS North Ft. Myers	ANTONIETTI MARINE Hudson	BIGTOY STORAGE & SALES Venice	BOAT PLACE Fort Myers
ACRA ELECTRIC, INC. Cape Coral	AQUAFLEX DISTRIBUTOR St. Petersburg	BOAT AND MOTOR SUPERSTORES Palm Harbor	BOATER'S LANDING Fort Myers
ACTION WELDING Cape Coral	BAY PINES MARINA Seminole	BOAT HOUSE OF CAPE CORAL Cape Coral	BOATER'S PARADISE Cape Coral
ADMIRAL/C&B PROPELLER Tampa	BAYWATER BOAT CLUB Bonita Springs	BOAT HOUSE OF NAPLES Naples	BOB AND ANNIES BOATYARD St. James City
			BONITA BOAT CENTER

Bonita Springs	DIVERSIFIED YACHT SERVICES	Anna Maria	MARINA JACK
BROWARD CASTING FOUNDRY	Fort Myers Beach	GALATI YACHT SALES NAPLES	Sarasota
Fort Lauderdale	DOLPHIN BOAT LIFTS, INC.	Naples	MARINA MIKES
BURKARD YACHT SALES	Fort Myers	GASPARILLA MARINA	Fort Myers
Naples	DUNCAN SEAWALL, DOCK &	Placida	MARINE INDUSTRIES
BURNT STORE MARINA	BOAT LIFT	GCG CONSTRUCTION, INC.	ASSOCIATION OF FLORIDA
Punta Gorda	Sarasota	Ft. Myers	Stuart
C & L INSURANCE	EAGLE VIEW BOATS	GOLDEN BOAT LIFTS	MARINE TRADING POST
Boca Raton	Cape Coral	Fort Myers	Ft. Myers
CABBAGE KEY INN &	ECO MARINE SOLUTIONS	GOOD EVENT MANAGEMENT	MARINE TRADING POST
RESTAURANT	Placida	Lighthouse Point	North Fort Myers
Cabbage Key	EDGEWATER YACHT SALES	GULF & BAY DOCK WRAPS	MARINEMAX CAPE HAZE
CALUSA CERTIFIED MARINE	Palmetto	Madeira Beach	Placida
Cape Coral	EDISON SAILING CENTER	GULF COAST MARINE CENTER	MARINEMAX FT. MYERS
CANNONS MARINA, INC.	Ft. Myers	Port Charlotte	Ft. Myers
Longboat Key	EMBREE MARINE	GULF COAST YACHT SERVICE	MARINEMAX ST. PETERSBURG
CAPE CORAL MARINE, LLC	St. Petersburg	Ft. Myers	St. Petersburg
Cape Coral	ENDEAVOUR CATAMARAN	GULF ISLAND SAILS	MARINETEK NA
CAPE HAZE MARINA	Clearwater	Punta Gorda	St. Petersburg
Englewood	ERICKSON MARINE	GULFCOAST CASTAWAY	MARKER 5 FINANCIAL SERVICES
CAPTAIN SCHOOL	Sarasota	CUSTOMS	Ft. Myers
Cape Coral	ESTEROBAY MARINA	Bradenton	MARYSVILLE MARINE
CAREFREE BOAT CLUB	Ft. Myers	GULFSIDE MARINE SERVICE	DISTRIBUTORS
Cape Coral	EVEREST MARINA	Matlacha	Fort Myers
CATALINA YACHTS	Cape Coral	GULFSTREAM MARINE SERVICES	MASSEY YACHT SALES
Largo	FELIX MARINE	Largo	Palmetto
CATHY SINK - ALLSTATE AGENCY	Ft. Myers	HANS WILSON & ASSOCIATES	MASTRY ENGINE CENTER
Ft. Myers	FILLINGHAM YACHT SALES	Fort Myers	St. Petersburg
CENTRAL MARINE	St. Petersburg	HARBORAGE MARINA	MAXIMO MARINA
St. Petersburg	FISH TALE BOATS OF FT. MYERS	St. Petersburg	St. Petersburg
CHARLOTTE COUNTY SEAWALLS	Fort Myers	HWH ELECTRONICS CORP.	MCGRIFF INSURANCE SERVICES
Port Charlotte	FISH TALE MARINA	St. Pete Beach	Fort Myers
CITY OF FT MYERS YACHT BASIN	Fort Myers Beach	IMM QUALITY BOAT LIFTS	MIA OF COLLIER COUNTY
Fort Myers	FISHERMEN'S VILLAGE	Ft. Myers	MILEY'S DIESEL SERVICE, INC.
CITY OF ST. PETERSBURG	Punta Gorda	INGMAN MARINE	Ft. Myers
MUNICIPAL MARINA	FISHING RIGHTS ALLIANCE	Port Charlotte	MOLLY'S MARINE SERVICE
St. Petersburg	St. Petersburg	INGMAN MARINE BOKEELIA	Naples
COASTAL ANGLER MAGAZINE	FIX MARINE SUPPLY	Bokeelia	MONROE CANAL MARINA
Fort Myers	Cape Coral	INGMAN MARINE PLACIDA	Saint James City
COASTAL DECKS & DOCKS	FLITZ INTERNATIONAL	Placida	MONROY ELECTRIC
Cape Coral	Waterford	INGMAN MARINE	Naples
COASTAL MARINE YACHT	FLORIDA MARINER	Port Charlotte	MOSS MARINA
SERVICE CENTER	North Port	INGMAN MARINE SARASOTA	Ft. Myers Beach
St. Petersburg	FLORIDA MOTORSPORTS	Sarasota	MURRAY YACHT SALES, FL
COASTAL PROP TECHNOLOGY	Naples	IRELAND YACHT SALES	St. Petersburg
Cape Coral	FLORIDA'S PREMIER YACHT	Sanibel	NAPLES BAY MARINA
COASTLINE BOAT LIFT COVERS	SERVICE	JOULE YACHT TRANSPORT INC.	Naples
Fort Myers	Cape Coral	Clearwater	NAPLES BOAT MART
COMMAR SALES, LLC	FORMULA BOATS SOUTH AT	LARGO INTERCOASTAL MARINE	Naples
Gulfport	SUNTEX MARINA ST. PETE	Largo	NAPLES MARINA SALES
CONTENDER BOATS	St. Petersburg	LATITUDE TOURNAMENT BOATS	Naples
New Smyrna Beach	FORMULA BOATS SOUTH	Ft. Myers	NAUTICAL MILE PUBLICATIONS
COTTON SEED CASUAL WEAR	Naples	LEGACY HARBOUR MARINA	NOR-TECH HI-PERFORMANCE
Seminole	FORT MYERS MARINE	Fort Myers	BOATS
CRUISE COOL	Ft. Myers	LEGACY SPECIAL RISKS	North Ft. Myers
Naples	FORT MYERS TECHNICAL	St. Petersburg	NORWOOD & SKIFF YACHT
CUMMINS SALES & SERVICE	COLLEGE AN ABYC MARINE	LEGACY UNDERWRITERS, INC.	SALES, LLC
Fort Myers	LEAGUE SCHOOL	St. Petersburg	Cape Coral
CWR WHOLESALE DIST.	Fort Myers	LENDING ASSOCIATES	OFFSHORE PERFORMANCE
Tampa	FOUR WINDS MARINA	St. Petersburg	SPECIALTIES
DEKA BATTERIES	Bokeelia	LONGBOAT KEY CLUB	Ft. Myers
Ft. Myers	FREEDOM BOAT CLUB	MOORINGS	OLD SALT FISHING
DEREMA GROUP	Venice	Longboat Key	FOUNDATION
Tampa	FRESH DECKS INC.	LOWE'S MARINE SALES	Madeira Beach
DESTINATION BOAT CLUBS	Ft. Myers	Naples	ON THE DOCK YACHT SALES
Cape Coral	GALATI YACHT SALES		Ft. Myers

PALM ISLE MARINE Punta Gorda	Stuart	SOUTHWEST FLORIDA YACHTS, INC.	Dunedin
PANGA MARINE Sarasota	ROCKET INTERNATIONAL BOAT TRAILERS Fort Myers	Cape Coral	TOW BOAT US CHARLOTTE HARBOR Bokeelia
PASS-A-GRILLE-MARINA St. Pete Beach	ROSS YACHT SALES, LLC Dunedin	SPLENDOR BOATS Silver Lake	TOWBOAT US CAPE CORAL Cape Coral
PEARL BRANDS Fort Myers	SAFE HARBOR MARINA AT CAPE HARBOUR MARINA Cape Coral	SPORTBOATS MARINE Fort Myers Beach	TRAPPER CUSTOM MARINE Marco Island
PELICAN ISLE YACHT CLUB Naples	SAILOR'S WHARF, INC. St. Petersburg	ST. PETERSBURG YACHT CLUB St. Petersburg	TRAPPER CUSTOM MARINE Naples
PIER 41 MARINE Ft. Myers	SALT CREEK MARINA St. Petersburg	STEELE DEVELOPMENT GROUP, INC. Cape Coral	TROPIC TRAILER Fort Myers
PIER ONE YACHT SALES AT AQUAMARINA PALM HARBOUR Placida	SALTY SAM'S MARINA Fort Myers Beach	STEMIC MARINE CONSTRUCTION Ft. Myers	TROPICAL MARINE CONSTRUCTION OF SWFL Cape Coral
PINK SHELL BEACH RESORT & MARINA Fort Myers Beach	SAN CARLOS MARINE Fort Myers	STOKES MARINE, INC. Fort Myers	URBAN REALTY SOLUTIONS Tampa
POP YACHTS Sarasota	SANIBEL SEA SCHOOL Sanibel	STUMP PASS MARINA Englewood	USA FUEL SERVICE, LLC Punta Gorda
PORT SANIBEL MARINA Ft. Myers	SARA BAY MARINA- SARASOTA Sarasota	SUN SPORTS CYCLE AND WATERCRAFT Fort Myers	VIAGE GROUP SARASOTA Sarasota
PRICED RIGHT KEELS & WHEELS Punta Gorda	SCOTTIES CANVAS AND MARINE North Fort Myers	SUNTEX MARINA St. Petersburg	WALKER'S MARINA Marco Island
PROFESSIONAL SECURITY Fort Myers	SEA SCHOOL St. Petersburg	SWEETWATER LANDING MARINA Ft. Myers	WALLACE WELCH & WILLINGHAM MARINE INSURANCE St. Petersburg
PROFESSIONAL YACHT SALES INTERNATIONAL Madeira Beach	SEA TECH MARINE ELECTRONICS Naples	SWEETWATER LIFESTYLES Bonita Springs	WATER LIFE / CHARLOTTE HARBOR REEF ASSOC. Port Charlotte
PUNTA GORDA BOATERS ALLIANCE Punta Gorda	SEA TOW FORT MYERS Cape Coral	SWFL INSURANCE AGENCY FORT MYERS Ft. Myers	WATERWAY BOATLIFT COVERS Punta Gorda
QUALITY ALUMINUM BOAT LIFTS/MACDUFF MARINE Ft. Myers	SEMINOLE PETROLEUM Naples	SYNERGY BOAT LIFTS Ft. Myers	WEST COAST INLAND NAVIGATION DISTRICT Venice
QUALITY BOATS Clearwater	SHORELINE LUMBER, INC Fort Myers	SYS YACHT SALES Sarasota	WEST MARINE PRO Seminole
QUALITY BOATS Englewood	SIMPLY MARINAS MARINA SALES BROKER Coral Gables	TAMPA BAY YACHT MANAGEMENT St. Petersburg	YACHT REGISTRY DUNEDIN Dunedin
QUALITY BOATS Sarasota	SNEAD ISLAND BOAT WORKS Palmetto	TDI MARINE Lehigh Acres	YACHT REGISTRY NAPLES Naples
RENEGADE POWER BOATS, INC. Hialeah	SNOOK BIGHT MARINA Ft. Myers Beach	TEES BY BO Miami	YACHTSALESINTERNATIONAL Cape Coral
RESULTS TV MEDIA SWF RIVER FOREST YACHTING CENTER LaBelle	SOUTHEASTERN MARINE POWER St. Petersburg	THOMAS & COMPANY Fort Myers	YORK ROAD MARINE St. James City
RIVER FOREST YACHTING CENTER	SOUTHWEST FLORIDA MARINE TECHNOLOGIES, LLC Cape Coral	TIDE RUNNER BOATS Acton	
	SOUTHWEST FLORIDA YACHT CLUB Fort Myers	TIMMINS CONSULTING, LLC TOM GEORGE YACHT GROUP	