



MICHIGAN®  
BOATING  
INDUSTRIES  
ASSOCIATION



CELEBRATING 60 YEARS!

## THE VOICE OF BOATING IN MICHIGAN

*Advancing, Promoting & Protecting  
the marine industry in Michigan*

# 2018 ANNUAL REPORT



### **MBIA MISSION STATEMENT**

The purpose of the Michigan Boating Industries Association is the general ethical, educational, communicative and promotional advancement of the boating industry in the State of Michigan. The Association shall be the voice of the industry in dealing with government agencies, affiliated national and local organizations, and national or local issues affecting the boating industry. MBIA, founded in 1958.



## From the Chair

MBIA members,

The MBIA Board of Directors and Staff are pleased to present the 2018 MBIA Annual Report. For 61 years MBIA has been a leader in the boating industry in everything from dealer support and education, legislative issues, and recreational boating programs, and we are

proud to continue the tradition of sharing with you our many achievements during the past year.

Our accomplishments are thanks to many including the MBIA Board, the MBIA staff, our lobbyists in Lansing, and many other people and partners who have come together under the MBIA umbrella. But, our biggest thanks for our continued success is to **you, our MBIA members---without all of you, none of this would be possible!**

MBIA's boat shows, conferences, membership, and overall value continued to grow in 2018. This was all due to another strong year for the economy, and the boating industry in general. It is also a testament to all of the hard work that all of our members do each and every day for the industry. Michigan continues to rank 3rd nationally in boat and accessory spending and 3rd in boat registrations (even though we do not include "paddle sport" craft like some other states do). We are proud to promote the fact that recreational boating has a **\$7.8 billion annual economic impact** to our "great lake state!"

With your support, confidence, and input we were able to achieve many of our goals and objectives in 2018. They are documented within this report.

Looking forward to 2019, I want to assure you that the Michigan Boating Industries Association will continue to do our very best to raise the bar for all things boating, and we will strive to exceed the expectations of all of our membership. We want to make all of our members proud to belong to the MBIA, and we are committed to each and every one of you and the continued success of your businesses.

I would like to thank you personally for your continued support as we work together to advance, promote, and protect boating here in Michigan. Please feel free to contact me, any of our dedicated board members, or any of our wonderful hard working MBIA Staff at any time with ideas on how MBIA can bring more value to you and your business.

**Once again, thank you and Happy Boating!!**

Sincerely,

Patti Smith

## 2018 Board of Directors

### Chairman:

**Patti Smith**  
Silver Spray Sports  
Fenton, MI

### Vice Chairman:

**Andy MacLachlan**  
Jefferson Beach Yacht Sales  
St Clair Shores, MI

### Secretary/Treasurer:

**Jim Coburn**  
Coburn & Associates  
Macomb, MI

### Directors:

**Jim Adams**  
Freeway Sports Center  
Fenton, MI

**Amy Crouchman**  
Toledo Beach Marina  
LaSalle, MI

**Rob Davis**  
Club Royale  
Waterford, MI

**Chris Lisowicz**  
North Shore Marina  
Spring Lake, MI

**Torre Miller** - Associate  
Diesel Fuel Doctor  
Grand Ledge, MI

### Regional Directors:

**Pete Beauregard, Jr.**  
Southeast  
Colony Marine  
St. Clair Shores

**Tom Ervin** - Northern  
Walstrom Marine  
Harbor Springs, MI

**Warren Wolf** - Southwest  
Wolf's Marine  
Benton Harbor, MI



## MBIA Staff

### **Executive Director**

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### **VP of Marketing**

Amanda Wendecker  
awendecker@mbia.org

### **Director of Exhibitor Sales**

Bethany Sly  
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### **Accountant & Foundation Administrator**

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boatmichigan.org  
detroitboatshow.net  
noviboatshow.net  
metroboatshow.net



## Executive Director's Letter

Dear MBIA members,

During our 61 years as an Association, MBIA has had many significant achievements, none of which would have been possible without the heart, foresight, and commitment of the Association's founders, leaders, partners, and dedicated members. The list of legislative achievements alone shown on our website, is long yet not complete. There have been many additional gains along the way which have allowed MBIA to fulfill its mission year-after-year to advance, promote and protect boating in Michigan.

We feel compelled to keep this list and share it with our members often as we see second and third generation owners/managers come into their time to be leaders of our members' businesses and this Association. To be successful, this transfer of power must also come with a transfer of insight, knowledge and history. This is important in order to protect our shared achievements and to be successful in achieving more. This transfer of knowledge is so critical it has been requested that at our 2019 Recreational Boating Industries Educational Conference (RBEC) we structure a format to facilitate a conversation between the seasoned and new to assure the torch is passed securely for a strong future for boating in Michigan.

This annual report will highlight a strong 2018 for our industry and our members. Despite this, from my perspective the year has been bitter sweet. At the top of the list, MBIA lost an amazing, passionate, leader when Tom Haag passed, but has continued to flourish under the leadership of our new Chair Patti Smith who stepped up seamlessly into the role of MBIA Board Chair. We experienced our 9th consecutive year of growth for new boats, motors, trailers and accessories, yet despite a world-class Grow Boating initiative we struggle to see much improvement in our aging boat ownership demographic. We did not knock out a headlining win like Sales Tax on the Difference, or reduced rates for bottomland leases, but we successfully clarified language on the Secretary of State's website which was causing members to be wrongly ticketed and helped to pass a bill allowing boaters to show electronic versions of their boater's safety certificate, and we answered a record number of member requests for assistance in a year where all seemed to have been flourishing. We continue to benefit from our long list of legislative gains and maintain a strong presence in Lansing, yet because of term limits we only have two legislators left in Lansing who voted for Sales Tax on the Difference in 2013. While the challenges we face today may seem less daunting than those recorded in our history, they can change at any time, and we understand that it is critical to face all the same way, with focus and vigor to assure successful resolutions to protect our future.

Moving into the new year, the MBIA Board has marked 2019 as the year of revitalized focus on government relations, allowing for the entire Board to sit on the Legislative Committee. MBIA will continue to utilize Lansing's top lobbying firm, Muchmore Harrington Smalley as our 24/7 watch and lead, and we are excited to be initiating the assembly of the new Michigan Boating Caucus. As a first step to the education process, our MBIA Friends of Distinction Legislative Luncheon is also back on the calendar in February after a 10-year hiatus. These two events will be the start of many industry events in the coming year used to build a strong recognition and understanding of the strength and importance of our industry by legislators, regulators, and ultimately all who benefit from its \$7.8 billion economic impact each year.

There is more... there are many ongoing issues we will continue to monitor and manage including: moving the Detroit Boat Show to new January dates and the development of a successful Workforce Development program for our industry. We are also committed to helping our friends in Ohio to stop the plan for wind turbines in Lake Erie, protecting our Michigan waters from Asian Carp and other AIS, fighting attempts to limit boating types or activity with documented scientific data, closing the loophole that threatens our Post Labor Day School Start law, protecting the Michigan State Waterways Fund for those who are paying into it, working with the Secretary of State's office to bring boat registration to the dealership, fixing the Renewable Fuel Standard to assure marine grade fuel remains available and minimizing the chances of mis-fueling at the pump – and the list goes on.

And of course, in 2019 we look forward to helping with any and all member concerns, ideas, and challenges that come to us. This, to me, is significant in that we are here to help every member, every day, in any way possible. We assure you that your MBIA Board and staff are passionately committed to your success and the success of your Association and we thank you again for your continued support as we move forward together to advance, promote and protect boating here in Michigan in 2019 and beyond. I encourage you to contact me at any time with ideas on how MBIA can bring more value to you and your business.

Sincerely,

Nicki Polan  
Executive Director  
MBIA, the voice of boating since 1958

# AWARDS | ACHIEVEMENTS | ACCOLADES



Hall of Fame - Tom Haag

Tom Haag and Steve Remias, both relentless advocates for the Michigan boating industry were inducted into the MBIA Hall of Fame for the year 2018. The presentation was made at the Recreational Boating Educational Conference in Lansing, Mich.

“Tom and Steve were both MBIA Chairmen in the past, served on numerous committees and are more than deserving of this, MBIA’s highest honor,” said Nicki Polan, executive director of the MBIA. “Tom’s legacy lives on at Colony Marine and at MBIA, and Steve continues to advocate for MBIA, recreational boating, and economic development in Michigan.”

Haag was a long-time member of MBIA, served on the MBIA’s Board of Directors and Chaired the Boat Show Committee for 9 years, and was Chairman of the Board when he suddenly passed away in March of 2018. Haag was Vice President of Colony Marine where he worked for more than 31 years.

“From the time I met Tom as we served together as MBIA board members through the time I had the honor and pleasure of working with Tom as his Vice Chair of the MBIA board, it was clear to me that Tom was more than an interested marine industry participant - he was a true leader,” said MBIA Board Chair Patti Smith, VP of Operations at Silver Spray Sports. “Tom always listened, reasoned, and acted in the most caring and professional ways trying to do the very best for our industry and our members. He is so very deserving of this award, and although he is not here to receive it in person, I know that his decades of contributions to the marine industry (and especially to his service to MBIA), will continue to be an inspiration to all of us for years to come.”

Remias recently retired as President and CEO of MacRay Harbor. He is also a long-time member of MBIA, past Board Chair and active Legislative Committee Chair having represented MBIA many times in Washington D.C. at the American Boating Congress. Remias also served as the MBIA Secretary/Treasurer, and on the environmental, transition and finance committees. He is a current member of the Michigan Clean Marina Foundation and MacRay Harbor was one of the first marinas in Michigan to achieve the Certified Clean Marina status under his leadership. Remias is the President of the Lake St. Clair Tourism Initiative, an organization designed to stimulate economic vitality and growth of the Lake St. Clair Region. He is also a Board Member of the Macomb County Water Quality Board, Destination District Project, as well as several other organizations.

“It was a pleasure serving on the MBIA Board with Steve for many years,” said Smith. “His enthusiasm and insight into the marine industry was always much appreciated, as well as his leadership roles in the association. Steve is very well deserving of this award, and I congratulate him on his long-time career in the marine industry, as well as his retirement going forward.”

The MBIA Awarded the Mayor’s Cup to three recipients in 2018. First, at the 60th anniversary of the Detroit Boat Show Ribbon Cutting, MBIA presented the Detroit Economic Growth Corporation and Cobo Center/SMG with the Mayor’s Cup for the partnership and continued support of the Detroit Boat Show and MBIA.

At the Recreational Boating Educational Conference in December, Keith Creagh, Michigan Director of Natural Resources was presented with the Mayor’s Cup Award for his contributions to the recreational boating industry.

“Keith Creagh has been a great friend of MBIA and has constantly supported our mission to advance, promote and protect recreational boating in Michigan,” said MBIA Executive Director Nicki Polan. “We thank Keith for his support and look forward to continuing a prosperous partnership with the Michigan DNR.”

The Mayor’s Cup Award started in 1984. The list of prestigious recipients includes Michigan municipalities, elected officials, organizations and individuals that have made an outstanding contribution to recreational boating.



Hall of Fame - Steve Remias



Mayor’s Cup



Mayor’s Cup

# Michigan Clean Marina Program

The Michigan Clean Marina Program saw an incredibly successful year, with 16 new certified marinas: **South Haven Black River Park Marina** – South Haven, **Elmwood Township Marina** – Traverse City, **Emerald City Harbor, Inc.** – St. Clair Shores, **Grand Isle Marina** – Grand Haven, **Great Lakes Marina** – Muskegon, **Harbour Towne Marina Association** – Muskegon, **Jefferson Beach Marina** – St. Clair Shores, **Lake Erie Metropark Marina** – Brownstown, **Lake St. Clair Metropark Marina** – Harrison Twp., **Manitou Beach Marina**– Manitou Beach, **Markley Marine** – Harrison Twp., **Onekama Marine, Inc.** – Onekama, **Port Sanilac Marina** – Port Sanilac, **Silver Spray Sports, Inc.** – Fenton, **South Haven Northside Marina** – South Haven and **South Haven Southside Marina** - South Haven. 73 marinas are currently certified in Michigan.



[michigancleanmarina.org](http://michigancleanmarina.org)

## 2018 CMP Directors:

### President

Mark Breederland  
MSU Sea Grant  
Traverse City, MI

### Secretary

Eric Foster  
Belle Maer Harbor Marina  
Harrison Twp., MI

### Treasurer

Nicki Polan, MBIA  
Livonia, MI  
  
Devon Dodge, MI DEQ  
Lansing, MI

Gerry Santoro  
Macomb County, MI

Kathleen Torresen  
Torresen Marine  
Muskegon, MI

Thirteen marinas were re-certified for another 5-year period. **Anchorage Marine** - Holland, **Belle Maer Harbor** – Harrison Twp., **Duncan L. Clinch Marina** – Traverse City, **Grosse Pointe Shores Municipal Harbor** – Grosse Pointe Shores, **Grosse Pointe Yacht Club** – Grosse Pointe, **Linwood Beach Marina & Campground**- Linwood, **River Bend Marine** – Brian Wegner, **Seng's Marina** – Manistee, **Sundog Marina** – Harrison Twp., **Tower Marine**– Douglas, **Walstrom Marine** – Harbor Springs, **Windjammer Marina** – Oden, and **Woodland Marina** – Brighton.

The MCMP received grants through the Michigan Sea Grant and the DEQ / NOAA Coastal Zone Management, to help fund the program in 2019, and encourage marinas in the state to become certified as an ambassador for clean waters.

# Recreational Boating Industries Educational Foundation

## RBIEF Directors:

### President

Jim Coburn  
Coburn & Associates, LLC.  
Macomb, MI

### Vice President

Robert G. Liggett Jr.  
Grosse Pointe Shores, MI

### Treasurer

Rob McCarthy  
Skipper Bud's  
Harrison Township, MI

### Secretary

Nicki Polan, MBIA  
Livonia, MI

Matt Anderson  
Global Marine Ins. Agency  
Traverse City, MI

Amy Krueger-Malow  
Jefferson Beach Yacht  
Sales  
St. Clair Shores, MI

RBIEF gained momentum throughout the 2018 year. MBIA Staff visited the annual SEMATA meeting and had the ability to be face to face with automotive technology teachers making them aware of jobs in the boating industry and promoting the Career Day at the Detroit Boat Show. Also, due to the generosity of our contributors, RBIEF was able to raise \$2,500 in the honor Tom Haag the MBIA Chairman we lost so suddenly earlier this year. MBIA contributed the approved \$5,000 contribution as well as an additional matching contribution of \$2,500 to continue the growth of this educational program. In addition. RBIEF gave away over \$1,000 in the nontraditional scholarships for industry professionals to continue to grow in their education.

RBIEF awarded \$10,000 in traditional scholarship funds to 12 students for the 2018/2019 school year. Scholarships are awarded to college students interested in a career in the marine industry. With this granting, the fund will have distributed \$374,066 to deserving students.

"We are very pleased to award \$10,000 to 12 well-deserving individuals who possess connections and a deep interest toward working within or managing the recreational boating industry here in Michigan in the future," said RBIEF President Jim Coburn of Coburn & Associates. "Our Foundation is an outstanding economic benefit to the great state of Michigan and the recreational boating industry."

## 2018 RBIEF Scholarship Recipients:

- |                                      |                                 |
|--------------------------------------|---------------------------------|
| • Abby Ottenhoff, Grosse Pointe Park | • Kash Gruver, Wayland          |
| • Brenda Andrews, Harbor Springs     | • Natalie Trout, Monroe         |
| • Cedes Powers, Fenton               | • Reid LeBlanc, Luna Pier       |
| • Chad Robbins, Bay City             | • Samuel Bailey, Harbor Springs |
| • Chase Gruver, Wayland              | • Spencer Mykols, Howell        |
| • Gretchen Hambrick, Clarkston       | • Taylor Mowery, Fenton         |
- (Gregory P. Krueger Scholarship)*





## Recreational Boating Educational Conference

After the Disney Institute was introduced in 2017, the MBIA Board and Staff strived to keep a high level of education value at the 2018 RBEC and the event was deemed a success with more than 135 members attending and enjoying their time at the event. “RBEC attendees value the networking and time with their peers nearly as much as the educational content,” said VP of Marketing Amanda Wendecker. “Our theme this year was making the connection, and we connected our members with great speakers, exhibitors, legislators, and with each other.”

Mark your calendar for the **2019 Recreational Boating Educational Conference, December 4 & 5, 2019.**

## Workforce development

In September, the MBIA contracted with Rhode Island Marine Trade Association (RIMTA) to get help implementing a Workforce Development (WD) program in Michigan. Rhode Island has had a successful program in place for many years training and placing technical workers into marine industry jobs. The perfected program is worth replicating in other states. Raising their hands to help the RIMTA team assist the MBIA staff were MBIA Directors Jim Coburn and Amy Crouchman. Along with participants in the community, local schools and government, the combined group is called the Michigan Boating Industries Talent Consortium (MBITC).

RIMTA's scope of work will include a step-by-step guide to build an educational program which can be replicated in other areas around the state. Each area will have its own MBITC.

To start, RIMTA Executive Director Wendy Mackie and her workforce development lead Susan Daly jumped right in to assist the Great Lakes Boat Building School in the U.P. which had found a state grant called the Marshall Plan that could potentially fully fund the implementation of a marine tech program for the U.P. school. The RIMTA plan was once the U.P. program was underway, the next steps would be to develop a program in SE Michigan, then SW Michigan, and then back up to Northern, Michigan. The GLBBS school did not receive funding through the first-round granting but is planning to re-apply for the second round of grant funding. Through the process MBIA has discovered there is approximately \$59 million in funding dollars available annually through the Marshall Plan, which gives us hope we will succeed in making educational programming available in at least four areas of the state.

In the meantime, there is interest from Ferris State University to offer a marine program. Ferris has a large engine program in place that could easily adjust to include marine education. Additionally, Yamaha has raised its hand to bring its educational program to Michigan. The Consortium has also identified several “on-the-job” training opportunities through MBIA members. “Where ever there is a spark we will fan it to a flame,” said Mackie. “It makes sense to direct

our efforts and funding to areas that already show interest and have a shorter road to the finish line.”

To bring the effort full-circle, the Consortiums, along with MBIA, will continue to work to build awareness of the many career opportunities available in the marine industry and the educational training that will prepare them for success. “MBIA's 3 boat shows combined can reach more than 80,000 people and are the perfect opportunity to talk to boating enthusiasts about career opportunities in our industry,” said MBIA Executive Director Nicki Polan. “We will be hosting our 2nd Annual Career Day at the 2019 Detroit Boat Show and will have a marine industry career focus to our information booth at our Novi Boat Show and Metro Boat Shows. As each education program gets underway it will be added to the list available to students.”

“Challenges remain to build structure to assure those who go through the program will gain employment within our industry and within our state. We have seen situations where those trained in marine tech will leave our industry for another, we want to stop this if possible,” said Polan. “We also want to assure that MBIA members have priority access to employ graduates.”

RIMTA's scope of work will also include a position description for an MBIA Workforce staffer who will be hired to maintain and grow the program. The MBIA will also frame out its Education Committee to include the support of the workforce program, and has added the WD effort to the list of its strategic planning initiatives. A new page has been added to the MBIA.org which will include a link to RIMTA's RBEC presentation, a promotional video featuring careers in our industry, a listing of educational programs currently available, as well as information on the 2nd Annual Career Day event at the 2019 Detroit Boat Show.

The Consortium would like this site to also include a job posting area where MBIA members can submit job openings and students can search for positions. A form will be distributed for this soon into the new year.

# REPRESENTATION & PARTNERSHIPS



## MBIA Works Closely With National and State Organizations

In our commitment to offer continued education, industry statistics and timely industry news, MBIA maintains membership and partnerships with many related associations, and maintains working relationships with many industry experts in order to provide information to our members that will help them manage their businesses more effectively. MBIA works closely with these local and national groups:

- Michigan Society of Association Executives
- Great Lakes Small Harbors Coalition
- US Army Corps of Engineers
- Michigan Secretary of State's Office
- Lake St. Clair Tourism Initiative
- Michigan Waterways Commission
- Michigan Natural Resources Commission
- Michigan Economic Development Corp.
- Michigan Inland Lakes Partnership
- DNR Land & Water Management Division
- DNR Law Enforcement Division
- Grow Boating Initiative/Discover Boating
- Michigan Port Collaborative
- Tourism Industry Coalition of Michigan
- National Marine Manufacturers Association
- Recreational Boating Leadership Council
- Advisory Council of Marine Associations
- National Marine Trades Council
- Marine Retailers Association of America
- Michigan Clean Marina Foundation
- Michigan Sea Grant (MSU & UofM)
- Metro Detroit Convention and Visitor's Bureau
- Pure Michigan/Travel Michigan
- Marine Bankers Association
- Association for Marina Industries
- American Boat and Yacht Council
- Boat U.S.
- Recreational Boating & Fishing Foundation
- Michigan Charter Boat Association



### Michigan Waterways Commission

The Michigan State Waterways Commission was established by the Michigan legislature in 1947. The Commission is responsible for the acquisition, construction, and maintenance of recreational harbors, channels, docking and launching facilities, and administration of commercial docks in the Straits of Mackinac. The Commission members are appointed by the Governor, with the advice and consent of the Senate, to serve three-year terms. MBIA Executive Director Nicki Polan, and MBIA members Mary Rising, Action Watersports, Pete Beauregard, Colony Marine and Barb Brooks, F. Grant Moore Marina are all currently Michigan Waterways Commissioners. MBIA member Ward Walstrom of Walstom Marine was term limited in 2018, but served on the Commission for 6 years.

# PROTECTING - LEGISLATIVE OVERVIEW

## 5,000 or more Legislative bill introductions each year!

In any given year our Michigan Senators and Representatives can introduce 5,000 or more bills to be considered for passage into law here in Michigan. In any given year, it is not unusual for hundreds of these bills to have some impact and/or direct impact to boating in Michigan.

The MBIA maintains a full-time, well-respected lobby firm in Lansing whose qualified lobbyists watch these bill introductions, communicate regularly with legislators and report to the MBIA to be sure our industry does not miss an opportunity to support bills that can help us and speak out against bills that work against us.

Important issues we continue to work for and monitor:

- Stopping the placement of Wind Turbines in Lake Erie (and all Great Lakes)
- Assuring Ethanol-free fuel is available for our industry
- Protecting Post Labor Day School Start and Daylight Savings Time
- Monitoring attempts to increase dealer plate fees
- Monitoring attempts to increase OSHA penalties
- Dealer/Manufacturer Agreements
- Monitoring alternative fuel sources and their impact on marine engines
- Monitoring emissions standards and how they affect tow vehicles
- Maintaining water quality in our waterways
- Stopping aquatic invasive species which threaten our Great Lakes fisheries
- Stopping any diversion of water from the Great Lakes
- Uniformity in States reporting of boating registration numbers
- Insuring boating and fishing access and limiting unnecessary restriction zones
- Net Pen Aquaculture, Microbeads, Line 5, Nuclear Waste Depository, Wind Turbines
- Speaking on behalf of our members regarding excessive OSHA and MIOSHA inspection and fines



**MBIA-PAC**  
c/o Michigan Boating  
Industries Association

## Donate today to support your industry!

Your Association has worked hard to establish itself as “the voice” of both the marine industry and its consumers here in Michigan. Through this voice, and the MBIA Political Action Committee (PAC), the MBIA has taken a leadership role in making the leaders of our state and local government more responsive to the recreational boating community. Every individual who works in the marine industry and/or enjoys boating in Michigan should make an annual contribution to the MBIA PAC. It is the single most effective method by which we can make our voice more powerful, and through our united voice and our PAC, your association works to make the leaders of our state and local government more responsive to the recreational boating community.

## State Legislative victories over the years include:

- 2018 – Clarified language on the SOS website related to in-transit repair plates
- 2018 – Allowing boaters to show proof of safety certificate electronically
- 2017 - Lowering Bottomland Lease Rates and addressing unfair interpretations of the language
- 2016—Passed Abandoned Boat Legislations
- 2015 – Stopped Skier in Tow Flag requirements
- 2014 – Passed Sales Tax on the Difference for boats
- 2013 – Secured \$21 million to emergency dredging
- 2013 – Expedited dredging permits and more flexible dredging restrictions
- 2013 – Low interest marina dredging loan program
- 2012 – Stopping random boat inspections for those with Coast Guard Safety Sticker
- 2012 – Requirement to have all barges lit at night
- 2012 - Eliminate requirement for persons riding on or being towed behind a personal watercraft to wear certain personal floatation devices.
- 2012 - Clarify criteria for investigatory stops of moving vessels.
- 2012 - Allow electronic verification of identity of applicant for title and registration purposes.
- 2012 - Revise boat livery permit term and certificate of number fee and term for certain non-motorized livery boats.
- 2012 - Establishes Multistate Aquatic Nuisance Species Compact
- 2011 - Requires advisory council to recommend laws to prevent aquatic invasive species introduction through trade pathways.
- 2011 -Empowers police departments with jurisdiction over bodies of water to remove floating objects presenting a hazard.
- 2010 - Extends sunset on reapplication meetings to review permit applications for lakes.
- 2010 - Extends sunset on pre-application meetings to review permit applications.
- 2009 – Federal government grants Michigan funding for shallow harbor dredging
- 2008 – Discontinuation of marina operator permits
- 2008 – Discontinuation of multiple permits for moving boats to offsite storage areas
- 2008 - Allow disabled persons to obtain a special permit to operate certain watercraft
- 2008 – Restoring the exclusion of recreational boaters from the Clean Boating Act
- 2007 – Exempted marina services from new services tax
- 2007 – Defeated DEQ’s proposed fee hike for marina operator permits
- 2007 – Extended the sales tax deduction for boat owners
- 2006 – Passed Proposal 06-1 to stop any raid on Michigan’s Harbor Development Fund
- 2006 – Removed the federal longshore insurance requirements for recreational boating industry
- 2005 – Passed post Labor Day school opening legislation
- 2004 – Established mandatory education requirements for PWC operators. Also added provisions that set times of operation, restrictions on types of behavior and safety requirements
- 2004 – Stopped raid on Waterways Funds to be used to create boat noise monitoring device
- 2004 – Friday off before Labor Day (pre-cursor to Post Labor Day school opening)
- 2004 – Defeated National effort to mandate adults wear PFDs while underway
- 2004 – Reauthorization of the very important Wallop-Breaux Trust Fund
- 2004 – Granted \$12.248 million for Great Lakes sea lamprey control
- 2003 – Michigan forms Boating Caucus in Legislature
- 2000 – Established low interest Marina Dredging Loan Program
- 1998 – Marina Boatyard Storage Lien Act
- 1998 – Vessel Hull Design Protection Act
- 1998 – Establishment of industry representation on public access committee
- 1998 – Defeated attempt to establish mandatory education and operator licensing

# Legislative Highlights from 2018

## Great Lakes Restoration Initiative fully funded

MBIA along with many national groups lobbied Washington to approve full funding for the Great Lakes Restoration Initiative (GLRI) – which has made great strides in protecting our Great Lakes. As the largest freshwater system in the world, the Great Lakes are an unparalleled economic driver supporting jobs, transportation, recreation, tourism, and agriculture for people across the United States. In 2018 it was fully funded.

## MBIA Joins Boating & Fishing Aquatic Invasive Species Coalition – Signs on Asian Carp Letter

The MBIA, along with many other groups including the NMMA, American Sportfishing Association, Great Lakes Fishery Commission and more, have formed the Boating & Fishing Aquatic Invasive Species Coalition to present a unified front on Aquatic Invasive Species at a federal level. The first initiative of this group was a letter looking for prompt action on the threat of Asian carp to the Great Lakes. The letter was sent to the Assistant Secretary of the Army for Civil Works, R.D. James, requesting expedited consideration of the Tentatively Selected Play at Brandon Road Lock and Dam. TSP is an important measure to prevent the spread of Asian carp in the Great Lakes region.

## MBIA Joins with other Michigan Interest Groups to Sponsor Public Opinion Question on Post Labor Day School Start

MBIA, along with many other recreational and hospitality groups across the state, continue the fight to close the loophole which is allowing more and more schools to start prior to Labor Day, despite the Michigan Law which clearly states they cannot. When PSDS was passed in 2005, 60% of all voters supported it. Currently public support has risen to 70%. There is clear economic benefit of PLS on the tourism, boating, fishing and other industries through a study by the Anderson Economic Group. The sponsored question will again confirm the support by the people of Michigan which we will continue to use in our fight.

## Wake Surf Boats under attack

MBIA has been successful in helping to reverse bans on wake surfing on lakes which have public access as the State of MI will then have jurisdiction. On private lakes it takes a different approach. MBIA and Water Sports Industry Association (WSIA) both suggest education is the best way to fight attempted bans on private lakes. Educating the Lake Association Board, home owners and boat operators is critical. The MBIA will direct members to the WSIA website for statistics, a Wave Action study, videos and communication pieces available to anyone faced with this situation. One video in particular shows the huge economic impact should watersports bans gain popularity.

## MBIA opposes Wind Turbines in Lake Erie & Great Lakes

MBIA has long opposed building wind turbines in the Great Lakes before more research is done on the impact of the ecosystem and boating in the Great Lakes in the areas where the turbines are built. MBIA stands with the Lake Erie Marine Trade Association in opposition of the turbine placement. There were many other groups at the hearing against the build, including those representing migrating birds and other wildlife that could be affected from the turbines. The project still needs to gain the approval of 14 different local, state and federal authorities before construction can begin.

## MBIA Urges EPA to Lower Ethanol Mandates and Clearly Label Fuel Pumps

The federal Renewable Fuel Standard currently states more ethanol is to be added to fuel over time. MBIA joined forces with others to encourage Congress to pass the Consumer Protection and Fuel Transparency Act of 2018 – bipartisan legislation that would more clearly label harmful and corrosive E15 ethanol blended gasoline at pumps across the country and better protect engines in boats, motorcycles, pre-2001 model year vehicles, and outdoor power equipment. Mis-fueling voids warranties and puts boaters at risk on the water.

## Lame Duck puts MBIA's radar is on full alert

Lame Duck is the period when outgoing lawmakers often try to push through special projects which can be controversial bills. This time also produces significantly more legislation to review than during the normal session. Because of this, Muchmore Harrington Smalley, our Lansing lobbying firm goes into overdrive to watch for legislation which will impact your business both positively and negatively. They work year-round to develop strategies to beat back attempts to wipe out safeguards and rallying support to block measures that would hurt our industry.

## Because of term limits in January there will only be 2 legislators left in Lansing that voted for Sales Tax on the Difference

In 2019, the re-education process for Lansing is on top of MBIA's agenda. We must protect this important law and many others which are helping our industry grow. Immediately into the new legislative session we will engage and recruit legislators to the Michigan Boating Caucus and plan a meeting in the spring. To help protect Sales Tax on the Difference, MBIA is gathering testimonials from all members as to the importance of this law and how it has helped Michigan's marine businesses. Needed are specific examples of how STOD has kept boat sales in Michigan and contributed to business growth. Also, how STOD has created jobs and what might happen should STOD no longer be in place in Michigan. STOD is a well-deserved tax break for the citizens of Michigan and a revenue generator for the state's economy by keeping sales in Michigan, creating stronger businesses, and creating jobs.

# PROMOTING

## Boat Shows

All three MBIA produced boat shows, the **Detroit Boat Show**, **Novi Boat Show** and **Metro Boat Show** had a successful run in 2018, with exhibitors telling MBIA staff that sales leads were up and new prospects were strong, both great signs for the industry. Throughout the year, more than 80,000 consumers visited the shows and were introduced to new model introductions and hundreds of exhibiting boating companies. At the Detroit and Novi shows, a popular boaters safety course is held to increase awareness of boating rules and regulations. Media and PR efforts highly publicized the events to bring boating to TV and radio news outlets all year long.



Detroit Boat Show



Novi Boat Show



Metro Boat Show



## Social Media & Websites

A summer-long social media campaign on MBIA's consumer and industry social media pages garnered hundreds of new followers, captured by the promotion of boating in Michigan. The MBIA also maintains consumer, industry and boat show websites with hundreds of thousands of visitors annually. These sites heavily promote MBIA members, exhibitors, industry partners and the boating lifestyle.

## Creating Positive Boating Press

MBIA works year-round to promote boating, our members, boat shows and the lifestyle to Michiganders. In 2017, Paul W. Smith from WJR Radio hosted his 3rd annual Harbor Tour, highlighting MBIA member locations and boating communities around the state in July. Other 2018 headlines read:

MBIA signs on to co-host American Boating Congress in Washington D.C.

60 Year Anniversary Celebration Planned for The Detroit Boat Show

Detroit Boat Show announces inaugural Career Day with 10 Stops

Opening weekend of the Detroit Boat Show shows good signs for sales

More than 90 New Models Debut in MI at the Detroit Boat Show!

Certified Clean Marinas increase by nearly 20% already in 2018

MBIA awards grants to members promoting boating

Celebrate Michigan Boating Week June 9-15

MBIA promotes safe boating on Michigan waters

MBIA Fights To Stop Future Windmill Graveyard In Lake Erie!

