

NEBA NEWS

NETWORK OF ENTREPRENEURS & BUSINESS ADVOCATES

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lovingher7881@yahoo.com

NEBA'S MISSION

To enhance Tallahassee's business climate by advancing the interests of small business owners with state and local government officials and to promote local commerce through networking with other business owners and education of our members.

~ PRESIDENT'S CORNER ~

Tallahassee's Network of Entrepreneurs & Business Advocates

NEBA, we are entering the final quarter of 2013, and it has been a good year! We continue to grow in both our numbers and influence in the community. NEBA has faced many issues and we continue to stand up for and provide information to our membership.

Currently we are working to stop the gas tax increase, looking at CRA spending, and cutting spending by the City and County. The gas tax increase looks as if it will pass even though the majority of Tallahassee opposes it. We as an organization and the community as a whole must work to hold our elected officials accountable to use these funds for their intended purpose (Transportation only). CRA (County Redevelopment Agency) is another issue that we are working on. These are monies and/or tax incentives for businesses to redevelop certain targeted areas of Tallahassee; Gaines St., The Brew Pub, and Walgreen on corner of Tennessee St & Monroe etc. Are these projects where we should be investing our tax dollars? What is the process, who makes the decision, and are local businesses benefitting or being hurt by this program? These are just a few of the questions NEBA is asking. We are also still monitoring what is going on with the Blueprint renewal, Imagine Tallahassee, tax/service fee increases, and other issues facing our community.

I want to thank the NEBA Board for all the work they do behind the scenes to pull off the monthly meetings and the great speakers that we have had. As we move forward into the last two meetings of 2013, we have very informative speakers to share their views on what to expect in the near future. I ask everyone to continue to help spread the word about the upcoming meetings.

In the coming months, we must continue to work on membership growth. There is still a lot of work to be done as we prepare for the 2014 election cycle. In order for us to accomplish our goals as "A Voice For All Small Business Owners" we will continue to speak up for this wonderful place we all call home. We are the "Network of Entrepreneurs and Business Advocates." Remember there is always strength in numbers. I again thank everyone for being involved.

Thanks for your support and feedback.

Mike Schmidt

WELCOME, NEW NEBA MEMBERS!

Annette McGuffey, A Country Rose Florist & Gifts; Jonathan Keith, Advanced Business Systems; Bill Sittig, Bill Sittig, CPA, LLC; Michael Campbell, Campbell Executive Services; Bob Franklin, Franklin Employee Solutions; Patrick Barton, Northwestern Mutual; Charles & Mary Rooney, Rainey Cawthon Distributor; Christopher Mills, Regions Bank; Lewis Buford, Tallahassee Land, Co.



NEBA'S JULY MEETING: KEN STEVENSON, HEALTH BENEFITS SPECIALIST



L to R: Ted Thomas, NEBA Board Member; Ken Stevenson, Health Benefits Specialist; Terry Madigan, NEBA President elect

NEBA's July meeting featured another great speaker. Ken Stevenson with The Earl Bacon Agency came to share some insight into The Affordable Care Act. There is still a lot of confusion with this bill (ACA) and it will affect all of us either directly (over 50 employees) or indirectly as our rates have steadily increased. Some of the areas touched on by Ken are: Rating Methods, Gender based rates will disappear. Age rates cannot differ more than 3:1, in Florida that difference is 7:1 etc. Small Business Tax Credit (see your tax advisor). 25 employees maximum; average wage less than \$50,000.00. Must purchase group insurance through the exchange (market place). He also touched on some of the fees included: Patient Centered Outcomes Research Fee \$1.00 per. Transitional reinsurance fee \$5.25 per

member per month included in premiums. Health Insurer Fee paid by the insurance company based on market share 2-2.5%, out-of-pocket maximum- limited to \$6350.00 for individual and \$12,700.00 for family and so on. This bill is changing and growing every day (exemptions and special provisions etc.). The language of the ACA is now around 10,000 pages. We all need to pay close attention and make our voices heard. A big THANK YOU to Ken Stevenson and The Earl Bacon Agency for their efforts to help us understand this very complex issue. Thanks to the NEBA B.O.D. for all the work to bring the meetings to our members. I also want to give special thanks to Ted Thomas and Terry Madigan for connecting these great speakers with our members. Great job everyone!!

NEBA'S AUGUST MEETING COUNTY COMMISSION ROUNDTABLE

Our August meeting featured a County Commissioners' Roundtable. The Commissioners in attendance were Brian Desloge, Nick Maddox, Kristen Dozier, Mary Ann Lindley, and John Dailey. Commissioners Jane Sauls and Bill Proctor were unable to attend. The main topic of discussion was the 5 cent gas tax increase. The five commissioners in attendance were all in favor of the gas tax increase. They all cited the need to raise revenue to keep up with the inflation of costs for petroleum products, which increases the cost of road maintenance and new transportation projects. The panel also explained the need to maximize local revenue in order to increase the amount of State and Federal dollars available to us for infrastructure needs. The NEBA Board followed up with the City and County after the meeting with written questions penned by Terry Madigan as to specifically how these gas tax dollars will be spent. The questions and responses were provided at the September meeting. The panel also touched on funding for the Bond Health Clinic. The funding for Bond was being withheld until the Commissioners received answers to their concerns. The Bond Clinic has since been funded. Attendees also asked about cutting spending in general. Thanks to the NEBA B.O.D. for all the work to bring the meetings to our members. I also want to give special thanks to Ted Thomas and Terry Madigan for connecting these great speakers with our members. Great job everyone!!

Monthly meeting information and newsletters available 24/7 at www.NEBATallahassee.org.

Current NEBA Members

Annette McGuffey, A Country Rose Florist & Gifts; Connie Phillips & James Stiles, A Dent in the Attic; Bob Hollan, ABOBCO; Mary Doug Wilgus, Accent Office Interiors; Mark Raciappa, Action Coach; Vic Aderhold, Aderhold; Jonathan Keith, Advanced Business Systems; Chris Keena, Advisors Real Estate Group; Jeff Ragan, Aerotech Digital Marketing; James Perry, Air Control Heating & Cooling; Akin Akinyemi, Akin & Associates, Architects; Aletta Shutes, Aletta Shutes & Assoc.; Tawinga Katsvairo, Arc Horizon LLC; Lance Norris, Arcpoint of Tallahassee; Debbie Kirkland & Mark Trafton IV, Realtor Armor Realty of Tallahassee; James R (Jim) Ashlock; Brett Bosarge, B B & T Home Mortgage; Billy Van Landingham, B B & T-Landrum Yeager Insurance; Catherine Baer, Baer; Barney Bishop III, Barney Bishop Consulting LLC; Don Pumphrey, Bartlett Tree Experts; Billy Beggs, Beggs Funeral Homes; Bert Bevis, Bert Bevis Realty, Inc.; R J (Rocky) Bevis, Bevis Funeral Home; Bill Reardon, Bill Reardon Insurance Agency, Inc; Bill Sittig, Bill Sittig, CPA, LLC; Bruce Screws, Bill's Signs; Joe Boyd, Boyd, Durant & Sliger, PL; Doug Saunders, Brown & Brown; Gary Fogelman, Budget Blinds; Chris Risalvato, C & A Landscape; Michael Campbell, Campbell Executive Services; Jackye Beasley-Moore, Capital City Bank; Ron Goldstein, Capital City Pedicabs; Lynn Wollschlager, Carpet One Floor & Home; Marshall Cassedy, Cassedy & Company; Patricia Griffin & Kaila Hardee, Centennial Bank; Bill Chandler, Chandler Hospitality Sales; Steve Hourigan, Changing Times Realty Co; Cora Ann & Jack Chapman, Chapman Produce; Rick Minor, Chief of Staff, Mayor's Office; Barbara Clements, Clements Financial Services, Inc; Cassandra Harbin, Coldwell Banker Hartung & Noblin; Steve Stewart, Commercial Print & Copy; Millard Noblin, Community Property Mgt; Ashley Trafton, Coton Colors; Dan Vollmer, Dan Vollmer, Realtor; Dave Lang; Charles Davis, Davis; Bryan Desloge, Desloge Home Oxygen & Medical Equipment; Will Croley, Doug Croley Insurance; Doug Croley, Douglas M Croley, Inc; Randall Cothren, Eagle Cleaners; Will Messer, Earl Bacon Agency; Jake Gillikin, Electronet; Howard Eisenman, Enhanced Financial Services; Eric Williams, Esposito Gardening; Marty Roberts, Farm Bureau Insurance; Don May, Farmers and Merchants Bank; David Hinton, FIGA; James Hosman, Florida First Capital Finance Corp; Sandra Tate, Fonville, Lewis, Foote & Messer; Bob Franklin, Franklin Employee Solutions; Emily Fritz; Art Jusko, Fun Station; Guy Moore, Garnet & Gold; Kelly Miller, Get Dirty Corp DBA Junk King; Sue Dick, Greater Tallahassee Chamber of Commerce; Irene Haley, Haley Retired; Harry Hooper, Harry Hooper, Atty; Roscoe Hightower, Jr, Hightower Consulting; Phil Swartz, Holiday Cruises & Tours; Mike Kelly, Holiday Inn & Suites, Monroe St Conference Center; Jenny Wells, Imagine That; Gary Stout, Ingram Enterprises; Erwin Jackson, Jackson Properties & Financial Services; Jan Soto, Jan Soto Realty; Jerrell Lowery,

Jerrell Lowery State Farm Insurance; Jim Hart; Ken Walton, Ken Walton & Assoc; Gail Mobley-Loveless, Ketcham Realty Group; Kevin & Kathleen Kelly, Kevin's Guns & Sporting Goods; Ray McCallister, Jr, L. Ray McCallister, Jr, CPA; Allen Turnage, Law Office of Allen Turnage; Bert Hartsfield, Leon County Property Appraiser; Sheriff Larry Campbell, Leon County Sheriff's Office; Leonard Helfand, Leonard Helfand, Esq; Kirk Headley-Perdue, Linkages; Meghan Kelly, Lisa Miller & Assoc; Lew Wilson, Local Senior Discounts.com; Laura Coloros, Mac Business Systems; Terry Madigan, Madigan Law Firm; Deanna Mims, MarketDone; Ray & Peggy Munroe, Mays-Munroe; Grover McKee, McKee, Grover Insurance; Maureen Thompson, Media Options; Park Adams, MFM Sales; Mike Vasalinda, Mike Vasalinda Productions; Mike Lampe, Mike's Jewelry Care Center LLC; Dewitt Miller, Miller Glass Co; Dean Minardi, Minardi Investments; Curtis Baynes, Myers Park Lane LLC; David Bauer & Hugh Tomlinson, North Florida Financial; Patrick Barton, Northwestern Mutual; Brett O'Brien, O'Brien's Shamrock Cleaners; Bill Oliver, Oliver Renovation & Construction, Inc; Mike Frieder, On Call Computer Solutions, LLC; Bill Wert, Orkin Pest Control; J Michael Pate, Pate; Mike Ferrie, Prime South Properties; Tom Napier, Pro Bank; F James Wylie, Professional Consultant, LLC; Tom Crabb, Radey Law Firm; Charles & Mary Rooney, Rainey Cawthon Distributor; Charlie Elder, Ray Gordon Brake Service; Rick Oppenheim, RB Oppenheim Assoc; Christopher Mills, Regions Bank; Rich Blankenship, Richard E Blankenship CPA; Anna Johnson Riedel, Riedel & Associates; Bill Gunter, Rogers, Gunter, Vaughn Ins.; Mark Ryan, Sanders, Holloway & Ryan PA; Fred Saxon, Saxon Real Estate Consulting, LLC; Tom Horner, ServPro of Tallahassee; Shannon Stoutamire, Shannon Stoutamire, CPA; Shawnta Friday-Stroud; Carolyn Pippenger, Sign Printers; Steve Beasley, South Georgia Brick Company; Everitt Drew, Southgroup; Jay Bostwick, Sperry & Assoc; Kurt Tellers, St. James Certified Property Mgmt.; Tom Chambasian, Sunshine Car Care DBA Super-Lube; Michele Lynch, Sunshine Savings Bank; Randy Martin, SureGrip Floor Safety Solutions; Steven Loucheim, Tallahassee Board of Realtors; Cari Evans, Tallahassee Democrat; Jay Revell, Tallahassee Downtown Improvement; Lewis Buford, Tallahassee Land, Co.; Ben Graybar, Tallahassee State Bank; Susan Fairbrother, Tallahassee Technology Group Inc/Xerox; Tim Edmond, The Edmond Group, LLC; Mike Schmidt, The Egg Cafe and Eatery; Drs. Dean & Hamilton, The Focal Pointe; Don Vodicka, The Gem Collection; Mike Campbell, The Jim Moran Institute for Global; Lucretia Thomas, Thomas Acquisition & Property Specialists; Ted Thomas, Thomas Mitchell Realty; Matt Ryan, Timberlane Appraisal Assoc; Dennis Scarry, Time Saver Accounting; Richard Yood, Vernon Graphics & Promotions; Alan Null, Waddell & Reed Inc; Jennifer Benners, Whites Plumbing; Scott Hunt, Willis Hunt Insurance Group, Inc.; Rebecca Hale, WTLH Fox 49

NEBA'S SEPTEMBER MEETING

PETER SCHWEIZER, AUTHOR

The September meeting had a large turnout to meet and hear from best selling author Peter Schweizer of the Government Accountability Institute. Mr. Schweizer's most recent book is *Throw Them All Out: How Politicians and Their Friends Get Rich off Insider Stock Tips, Land Deals, and Cronyism That Would Send the Rest of Us to Prison* (Houghton Mifflin Harcourt, 2011). It was the subject of a feature on CBS' 60 Minutes. Mr. Schweizer was very informative as to the inner workings of our government. He said that we should all be Pro Free Market not Pro Business as government contracts are Big Business. He explained how federal programs grow into big business for large corporations who are vested in these well intentioned programs growing. He said that ten of the richest counties in America all surround Washington DC. Mr. Schweizer said that we the citizens need to focus on electing people that will do what is best for the people. We should not elect politicians based on an agreement with a few issues but the overall willingness to stand up for the citizens as a whole. This includes all levels of government from local to state and national. Thanks to the NEBA B.O.D. for all the work to bring the meetings to our members. I also want to give special thanks to Ted Thomas and Terry Madigan for connecting these great speakers with our members. Great job everyone!!



Peter Schweizer, Author

A SIMPLE Retirement Plan for the Self-Employed

Of all the retirement plans available to small business owners, the SIMPLE IRA plan (Savings Incentive Match Plan for Employees) is the easiest to set up and the least expensive to manage. These plans are intended to encourage small business employers to offer retirement coverage to their employees. SIMPLE IRA plans work well for small business owners who don't want to spend a lot of time and pay high administration fees associated with more complex retirement plans.

SIMPLE IRA plans really shine for self-employed business owners. Here's why...

Self-employed business owners are able to contribute both as employee and employer, with both contributions made from self-employment earnings. SIMPLE IRA plans calculate contributions in two steps:

1. Employee out-of-salary contribution

The limit on this "elective deferral" is \$12,000 in 2013, after which it can rise further with the cost of living.

Catch-up. Owner-employees age 50 or older can make an additional \$2,500 deductible "catch-up" contribution (for a total of \$14,500) as an employee in 2013.

2. Employer "matching" contribution

The employer match equals a maximum of 3% of employee's earnings.

Example: A 52-year-old owner-employee with self-employment earnings of \$40,000 could contribute and deduct \$12,000 as employee, and an additional \$2,500 employee catch-up contribution, *plus* \$1,200 (3% of \$40,000) employer match, for a total of \$15,700.

SIMPLE IRA plans are an excellent choice for home-based businesses and ideal for full-time employees or homemakers who make a modest income from a sideline business. If living expenses are covered by your day job (or your spouse's job), you would be free to put all of your sideline earnings, up to the ceiling, into SIMPLE retirement investments.

A Truly Simple Plan

A SIMPLE IRA plan is easier to set up and operate than most other plans. Contributions go into an IRA you set up. Those familiar with IRA rules - in investment options, spousal rights, creditors' rights - don't have a lot new to learn. Requirements for reporting to the IRS and other agencies are negligible. Your plan's custodian, typically an investment institution, has the reporting duties. And the process for figuring the deductible contribution is a bit easier than with other plans.

What's Not So Good About SIMPLE Plans

Once self-employment earnings become significant however, other retirement plans may be more advantageous than a SIMPLE retirement plan.

Article continued on page 4

Example: If you are under 50 with \$50,000 of self-employment earnings in 2013, you could contribute \$12,000 as employee to your SIMPLE plus an additional 3% of \$50,000 as an employer contribution, for a total of \$13,500. In contrast, a 401(k) plan would allow a \$30,000 contribution. With \$100,000 of earnings, it would be a total of \$15,000 with a SIMPLE and \$42,500 with a 401(k).

Because investments are through an IRA, you're not in direct control. You must work through a financial or other institution acting as trustee or custodian, and you will generally have fewer investment options than if you were your own trustee, as you would be in a 401(k).

It won't work to set up the SIMPLE plan after a year ends and still get a deduction that year, as is allowed with Simplified Employee Pension Plans, or SEPs. Generally, to make a SIMPLE plan effective for a year, it must be set up by October 1 of that year. A later date is allowed where the business is started after October 1; here the SIMPLE IRA must be set up as soon thereafter as administratively feasible.

If the SIMPLE IRA plan is set up for a sideline business and you're already vested in a 401(k) in another business or as an employee the total amount you can put into the SIMPLE IRA plan and the 401(k) combined (in 2013) can't be more than \$17,500 or \$23,000 if catch-up contributions are made to the 401(k) by someone age 50 or over.

So someone under age 50 who puts \$9,000 in her 401(k) can't put more than \$8,500 in her SIMPLE 2013. The same limit applies if you have a SIMPLE IRA plan while also contributing as an employee to a 403(b) annuity (typically for government employees and teachers in public and private schools).

Information provided by Ben Graybar via source: <http://www.shrcpa.com/newsletter.php?date=092013>

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Calendar

NEBA meetings are held on the 2nd Tuesday of each month from 12:00pm - 1:00pm. Food line opens at 11:30am, \$13 per member, \$16 per guest, cash and check preferred.

Monroe Street Conference Center

2714 Graves Road

Oct. 8 - Barney Bishop, Consultant / Lobbyist, FL Issues Update

Nov. 12 - TBD

Dec. 10 - NEBA Christmas Party

**guest speakers subject to change without notice*

If you have not been receiving email notices for the NEBA meetings, please contact Peggy Munroe at peggy@talstar.com



Network of Entrepreneurs & Business Advocates
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