

NMTA BOARD OF TRUSTEES MEETING

June 22, 2022

SYC Elliott Bay Outstation

Present: Alex Sutter, Chair
Scott Anderson
James Baker
J. Mark Barrett
Tony Bulpin
Kelly Hawley

George Harris, President
Anna Cashman, Legal Counsel
Katie Groseclose, Membership Coordinator
Katie McPhail, Vice President, Boat Show Director

Via Zoom Teleconference: Mike Kirshenbaum
Clint Kirry
Brian Krantz
Paul Sorensen

Absent: Deke Jones
Tori Parrott

MINUTES

The Board members received access to copies of the following documents electronically on the Board's website in advance of the meeting, and these documents were referred to during the teleconference meeting:

- Board of Trustee Minutes for May 25, 2022
- Consolidated Financial Report for May 31, 2022 (QuickBooks)
- Projected Year End as of June 22, 2022
- 2022/2023 Budget Draft #3
- Boat Show Committee Minutes for June 8, 2022
- Superyacht Committee Minutes for June 14, 2022
- Boatyard Committee Minutes for June 14, 2022
- New Members for May 2022

Chair Alex Sutter called the meeting to order at 12:00 PM.

Approval of Minutes

It was moved, seconded, and carried to approve Board of Trustee meeting minutes from May 25, 2022.

Additional Items

George Harris would like to add the follow items to the agenda:

- Bold Hat Event opportunity
- Superyacht Committee Minutes
- A new member event in August

Board Election Results

Alex Sutter reported the results of the 2022 Board Election: Tori Parrott and Scott Anderson were re-elected for another term. In addition, Craig Perry will be returning to the Board.

Financial Report

Jennifer Higgins presented the year-to-date financials for the period ending May 31, 2022.

The Board reviewed the May 2022 financial reports.

Jennifer Higgins reviewed the projected year-end as of June 22, 2022, and said it appears the net income for the year will be revenue exceeding expenses by \$50,503.

Clark Nuber Audit for 2021-22 Fiscal Year

George Harris asked the Board to approve a resolution hiring the NMTA's financial auditors. There was discussion regarding the cost of the audit and the best practices for the Board to have a full audit of the financials at least every two years.

It was moved, seconded, and carried to approve hiring Clark Nuber to perform a full audit for the 2021-22 financials.

New Member Applications

Katie Groseclose presented two new member applications for June. **It was moved, seconded, and carried to approve the following applications for the categories of membership listed:**

- | | |
|---------------------|-----------|
| • Seattle Charters | Active |
| • Foss Audio & Tint | Affiliate |

Katie reported approving these members brings NMTA to 635 members for the year, which is 25 above the financial goal for the year and seven above last year's final membership.

Renewal Report

Katie Groseclose reported 302 members (48%) have renewed their membership versus 366 (58%) at the same time last year. Due to larger PAC donations this year, the total number of PAC money received so far is \$16,670 versus \$11,540 at the same time last year. Katie reported the renewals are due June 30, but members have a 30-day grace period to get their renewals paid with no penalty. Staff will begin making renewal calls next week and will also send a reminder with the Seattle Boat Show applications.

Boatyard Permit Update & Discussion

George Harris introduced the Board to Brad Doll from Tupper Mack Wells PLLC. Brad reviewed the 2022 Boatyard General Permit and gave a brief history of the permit, which is published for the Clean Water

Act. Brad said a draft of the 2022 permit was published about a year ago. Brad wrote the Department of Ecology with concerns about the permit and reviewed his concerns with the new permit with the Board. The new permit was originally scheduled to be released July 7 but was just pushed back to July 20. After it is published there are 30 days to appeal it. There was discussion from the Board regarding the need to appeal quickly if the NMTA wants to appeal the Boatyard General Permit on behalf of its members.

It was moved, seconded, and carried to approve the Boatyard Committee meeting minutes from June 14, 2022.

Boat Show Committee

Katie McPhail described these highlights from the June 8 Boat Show Committee meeting:

- There are four retiring committee members: Giuseppe Alvarado, Bryce Hanson, Kelly Hawley and Allison Helfen. Staff is considering adding Jon Josephson from Garmin and Grant Haugen from Union Marine. Katie will talk to Giuseppe and Bryce to see if they would like to serve another 3-year term.
- Staff is looking into working with the Port of Seattle on a sponsorship or partnership for the 2023 Seattle Boat Show, so the Port will help with the cost of renting Bell Harbor Marina.
- Staff has begun working with Bullseye Creative for the creative ideas for the 2023 show. The committee discussed different ways to attract attendance and make the show more than just a sales event. They also discussed inventory issues and predictions for the next few years.
- The committee reviewed a draft of the boat show budget for 2023 and discussed the budget change menu items that have to do with the Boat Show. And the committee discussed what they think for space rental for the 2023 Seattle Boat Show.
- The committee motioned, moved and passed a recommendation to increase the ticket price to \$20.
- Katie reported GES has informed NMTA that they are anticipating increases of 30%.
- The Seattle Boat Show 2023 applications will go out Friday, June 24 and on time applications will be due August 31.

It was moved, seconded, and carried to approve the Boat Show Committee meeting minutes from June 8, 2022.

George Harris announced a membership event on August 25 in the South Sound at a location TBD.

NMTA 2022/2023 Budget

George Harris presented budget draft #3 and said the committee that discussed the budget in detail would recommend the Board approving the Draft #3 as the NMTA 2022-23 budget. The committee discussed the possibility of shortening the show hours during the weekdays of the show, to help reduce costs for exhibitors and help with accessory exhibitors that have been complaining about the long hours of the show.

It was moved, seconded and carried to reduce the show hours for the 2023 Seattle Boat Show during the weekdays, Monday to Thursday, 10AM-6PM.

It was moved, seconded and carried to approve the 2022-2023 NMTA Budget.

Unexpired Board Term

Alex Sutter recommended appointing Jeff Messmer from Ranger Tugs to fill the one-year unexpired term of Gregg Reynolds on the Board.

It was moved, seconded and carried to approve appointing Jeff Messmer to the Board for a one-year term.

Boat Show Committee Appointments

Alex Sutter submitted the following Boat Show committee member appointment recommendations to the Board for consideration and approval:

- Boat Show Committee Members – Jon Josephson (Garmin Marine) & Grant Haugen (Union Marine)

The Board moved, seconded and carried to approve such nominations for appointment of Boat Show committee members.

Bold Hat Event

George Harris reported Bold Hat Production is planning a new event at Port of Everett, called Everett Uncorked. The producers from Bold Hat asked NMTA to be their beneficiary for the event, so they can use our liquor license because of our non-profit status.

The Board moved, seconded and carried to approve the NMTA's participation at Everett Uncorked.

Superyacht Committee

It was moved, seconded, and carried to approve the Superyacht Committee meeting minutes from June 14, 2022.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:07PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, July 20, 2022, starting at 12:00PM on Zoom.