

NMTA BOARD OF TRUSTEES MEETING

April 20, 2022

Present: Alex Sutter, Chair
(via Zoom Teleconference) Scott Anderson
James Baker
J. Mark Barrett
Tony Bulpin
Kelly Hawley
Mike Kirshenbaum
Clint Kirry
Brian Krantz
Tori Parrott
Gregg Reynolds
Paul Sorensen

George Harris, President
Jay Hereford, Legal Counsel
Katie Groseclose, Membership Coordinator
Jay Jennings, Vice President, Gov. Affair Director
Katie McPhail, Vice President, Boat Show Director
Karsten McIntosh, Director of Communications

Absent: Deke Jones

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 March 16, 2022
- Consolidated Financial Report for March 31, 2022 (QuickBooks)
- Projected Year End as of April 20, 2022
- Boat Show Committee Minutes for April 13, 2022
- Superyacht Committee Minutes for April 12, 2022
- New Members for April 2022
- Government Affairs Committee Minutes for April 7, 2022
- Fish Committee Minutes for April 6, 2022
- NMTA Dues & SBS Rate History

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 March 16, 2022.

Additional Items

George Harris said he would like to give a report of his Eastern Washington marine technology meeting if there is time at the end of the meeting.

Financial Report

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

The Board reviewed the March 2022 financial reports.

Jennifer Higgins presented the follow updates for the financial report:

- NMTA received a check from the IRS for \$35,000 for the Employee Retention Credit. It will show up on the April financials.
- To keep with the current reserve spending distribution policy, we will be transferring \$58,758 for this fiscal year.
- With Jen’s projections for April, May and June the current projected year end is currently a net loss of \$9,575. George Harris said he was proud of this accomplishment in such uncertain times.

Health Trust Update

George Harris reported the NMTA Health Trust Board met April 19 for the first meeting since completion of renewals. The group welcomed Jon Livingston from Ranger Tugs to the Health Trust Board. The financials for the Trust and all the participation numbers, we reviewed: 89% of the businesses renewed, but a few of the companies who did not renew were some of the largest companies enrolled, so the number of employees using the plan went down. Consequently, during the next few years the Health Trust will decide how to continue to build, or will restructure the plan.

New Member Applications

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

- | | |
|----------------------|--------|
| • Boatswain’s Locker | Active |
| • Bryant Marine | Active |
| • Discovery Yachts | Active |

- DMS Holland Active
- J Slocum Marine Active
- Seaton Yachts Active

Katie reported approving these members brings NMTA to 630 members for the year, which is 20 above the financial goal for the year and two above last year's final membership.

Membership Rates

George Harris discussed a brief history of NMTA membership rates and reminded the Board of its decision to raise rates by CPI each year. The staff recommended to increase NMTA membership dues to \$515 for 2022-2023 which is an 8% increase. Staff also recommended increasing the PAC suggested donation to \$75. George Harris said if the Board approved the new rate, staff would send invoices to our membership with renewal notices next week with a due date of June 30, 2022.

It was moved, seconded, and carried to approve \$515 membership dues and a suggested \$75 PAC donation for 2022-2023.

Annual Meeting

George Harris reported staff is still looking for a site for the 2022 Annual Meeting. It looks like Seattle Yacht Club is going to be too expensive for the event, so staff is looking for a more affordable option centrally located. George said he hopes to announce the location May 1 in Waterlife.

2022 Trustee Nominating Committee

Alex Sutter reported the Trustee Nominating Committee had met to select candidates to run for the Board. The committee selected the following members for candidacy: Scott Anderson, Arnie Hammerman, Tori Parrott, Craig Perry, Jay Quam and TJ Quandt. Ballots will be mailed and emailed to all the voting members on May 2 and will be due back to the NMTA by June 3.

It was moved, seconded, and carried to approve the nominations made by the Nomination Committee.

Government Affairs Update

Jay Jennings gave the following Government Affairs updates:

- The Committee discussed the past legislative session and welcomed Senator Jesse Soloman. Senator Soloman displayed his deep awareness and knowledge on issues of significant importance to the industry, salmon recovery, the health of Puget Sound and recreational fishing.
- The Committee also discussed the importance of a strong PAC and the need to increase NMTA's PAC fund for NMTA's work in Olympia.
- We are grateful to Michael Marchetti and their Puget Sound Marina Operators Association for the PAC contribution of \$6047.67.

It was moved, seconded, and carried to approve the Government Affairs Committee meeting minutes from April 7, 2022.

It was moved, seconded, and carried to approve the two sets of Superyacht Committee meeting minutes from April 12, 2022.

Fish Committee

George Harris reported the Fish Committee met and discussed the 2022 legislative session and several issues recap with everything that involve recreational fishing opportunities.

The four provisions were:

- Reduce the number of nontribal commercial gillnet fishing licenses on the Columbia River through a voluntary buy-back program. (Passed)
- Prepare a report on estimates of the annual fishery harvest impact for the years 2010 through 2020. (Vetoed)
- The department must make all state generated documents and notes that were part of the North of Falcon process available for public review once the process in completed. (Vetoed)
- Provide a review of the Department of Fish and Wildlife fishery related mortality estimates for wild salmon stocks from conventional and alternative commercial fishing gear authorized for use within the Columbia River non-tribal salmon fisheries. (Vetoed)

It was moved, seconded, and carried to approve the Fish Committee meeting minutes from April 6, 2022.

Grow Boating Committee

George Harris reported the Grow Boating Reserves are currently at \$112,523. George said staff recommendation is not to fund the Grow Boating Reserves from the 2022 Seattle Boat Show. George said he would like to continue to fund from reserves two Grow Boating Programs for this year: Evening Magazine Program: \$14,000 with Lisa Samuelson; and Boating Program Grants: \$10,000.

It was moved, seconded, and carried to not fund the Grow Boating Fund from the 2022 Seattle Boat Show and use \$24,000 from the Grow Boating Reserves for the Evening and Grants programs.

Boat Show Committee

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

- She reported that staff is finalizing the P&L for the 2022 Seattle Boat Show. It looks like it will miss budget by \$250,000. Katie reported the following numbers:

Revenue

- Admission Revenue - \$119,000 less than budget
- Parking Revenue - \$17,000 less than budget

- Sponsorship Revenue - \$90,000 less than budget
- Seminar Revenue - \$22,000 less than budget
- Space Rental Revenue - \$166,212 less than budget

Expenses

- Staffing – Increase \$32,00
- Utilities – Increase \$15,790
- Boat Handling - \$14,000 better than budget
- GES Invoice - \$11,400 better than budget
- Contract Services - \$15,000 more than budget
- Decorating - \$24,000 better than budget
- Exhibitor expense - \$16,550 better than budget
- Promotions - \$45,000 better than budget
- Speaker Expense - \$21,600 better than budget
- Rent - \$14,520 more than budget
- Website - \$6,800 more than budget
- George Harris, Katie McPhail and Jen Higgins met with First & Goal to discuss a possible rent adjustment. First & Goal offered a total deduction of \$32,000.
- Karsten McIntosh reported the numbers for the seminar views from the 2022 show. He said total views so far have been 11,810 views, with 8,341 views occurring after the show dates.
- Owen Leinbach is working on the traditional Onions & Roses report for the show. We received 38 email responses from Exhibitors, with the number one “Rose” being the Quality of the Customers. The number one “Onion” was to shorten the show by hours and days. The number one “rose” for the Attendees was Boat Venders/Selection and the number one “Onion” was the need for more vendors/boat selection.
- Port of Seattle wants NMTA to put on an event at one of their marinas. George has advised them it doesn't seem like the market wants more Boat Shows right now, but NMTA would be open for another type of boating event.
- Katie McPhail reported the exhibitor list for the 2022 Anacortes Boat & Yacht Show featuring Trawlerfest is posted to the website. There are 66 exhibitors, 35 tent exhibitors, 6 in the plaza, 3 in the trailer lot and 77 boats listed including the marina tenants. Karsten McIntosh reported the digital campaign started on Monday 18 and in the next few weeks it will intensify.

It was moved, seconded, and carried to approve the Boat Show Committee meeting minutes from April 13, 2022.

NMTA 2022/2023 Budget

George Harris reported he is working on budget draft #1 and plans to begin weekly Budget Lunches to discuss the budget change menu. Areas for discussion may include:

- Membership Rates
- Predictions on: Space Rental, Attendance, Seminar Sales

- Ticket Prices
- Health Trust Participation Access Fee
- Grow Boating Surcharge
- West Hall Move-in Days
- West Hall Differential Pricing
- Membership Differential Pricing
- FGI Rent Adjustment

Other Business

George Harris attended a meeting in Eastern Washington earlier in the week to discuss marine technology education and curriculum for a marine technical roundtable. George was very pleased with the meeting and hopes NMTA can help these programs succeed.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:05 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, May 25, 2022, starting at 12:00PM at the SYC Elliott Bay Marina Outstation.