

NMTA
BOAT SHOW COMMITTEE MEETING
May 11, 2022 10:00 A.M.
Zoom Meeting

Present: Greg Allen
Giuseppe Alvarado
Elizabeth Bohling
Bryce Hansen

NMTA Staff: George Harris, President
Katie McPhail, Boat Show Director
Katie Groseclose, Membership Coordinator
Jen Higgins, Director of Finance

Absent: Tori Parrott
Tony Bulpin
Darren Lamont

MINUTES

Greg Allen called the meeting to order at 10:00 am.

New Members

Katie Groseclose presented 1 new member application which are pending Board approval.

The Committee moved, seconded and passed a recommendation to the Board to approve the following NMTA membership application:

- Baranof Yacht Sales – Active

2022 Seattle Boat Show Budget Update

Katie McPhail reported the following numbers for the 2022 Seattle Boat Show:

- Final Net Revenue
 - Budget: \$726,034
 - Actual: \$578,355
 - Difference: \$144,679
- Grow Boating - \$42,000 back to space rental
- First & Goal Adjustment - \$75,076
 - Adjustments – Facility Rent (\$14,000), Staffing Flat Fee (\$30,000), Vaccine Check Staffing (\$19,680), Additional Move-in staffing (\$3,503), and Utilities (\$7,894)

Association Budget Preview

George Harris presented his Budget Change Menu for the 2022-23, including ways to increase revenue and to reduce expenses. He reviewed the change menu from 2021-22. The Board approved the membership rate increase to \$515. George provided a brief summary potential budget menu item for 2022-23.

SBS23 Boat Show Budget

George Harris started the 2023 budget discussion. Predictions for space and attendance will be most important. Rates for the show will need to be approved at the June Board meeting.

Anacortes Boat & Yacht Show

Katie McPhail shared the exhibitor list for the 2022 Anacortes Boat & Yacht Show featuring Trawlerfest's on the website. There are 78 exhibitors with 161 boats listed (including 60 boats on C Dock.) George said that so far, we have sold tickets in 26 states. George shared with the committee the digital and advertising plan for the show.

Other Updates

Katie McPhail reported that the retiring Committee members for June 2022 include: Giuseppe Alvarado, Bryce Hansen, Kelly Hawley, and Allison Helfen.

The meeting was adjourned at 11:30 PM. The next Boat Show Committee meeting will be June 8, 2022, at 10:00AM on Zoom.