

NMTA BOARD OF TRUSTEES MEETING
September 21, 2022
Seattle Yacht Club Outstation – Elliott Bay Marina

Present: Alex Sutter, Chair
Scott Anderson
J. Mark Barrett
James Baker
Deke Jones
Mike Kirshenbaum
Jeff Messmer
Tori Parrott
Craig Perry
Paul Sorensen

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

Via Zoom: Clint Kirry
Paul Sorensen
Jay Jennings, VP Government Affairs Director

Absent: James Baker
Tony Bulpin

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 July 20, 2022
- Consolidated Financial Report for July 31, 2022 & August 31, 2022 (QuickBooks)
- New Members for September 2022
- Superyacht Committee Minutes for August 9, 2022 & September 13, 2022
- Government Affairs Committee Minutes for September 15, 2022
- Member Acquisitions forms for Alliant Marine & Union Marine
- Unrenewed Member Report for 2023

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

- Alliant Marine acquired Miller & Miller Boatyard
- Union Marine acquired Pacific Nautiques

It was moved, carried and approved the member acquisitions for Alliant Marine and Union Marine.

Renewal Update

George Harris presented the list of members that have not renewed their membership for 2022-23. George discussed how difficult it was to reach members for renewal and to give them a little more flexibility.

George reported he hired a new NMTA Membership Director, Wyatt Asbury. The Board discussed giving Wyatt a chance to reach out to the non-renewed members and see if he can get them to renew before we cancel. The Board agreed to Wyatt until the November meeting before sending the cancelation letter.

Superyacht Northwest

Monique Webber from Pacific Yacht Management presented the history of Superyacht Northwest and reported where the group currently stands. The Board discussed the current issues in the Superyacht industry and the challenges of the bringing the large vessels to Pacific northwest waters. Monique reported the Superyacht Northwest committee meets the second Tuesday of every month at 10:30AM.

Government Affairs Update

Jay Jennings reported on the following government affairs topics:

- Jay thanks Logan Brown for Marine Floats being the presenting sponsor for the Northwest Marina & Boatyard Conference.
- Neil Falkenburg from Westbay Marina will be the new chair of the Government Affairs Committee.
- The South Sound rendezvous is tomorrow at Westbay Marina, 4PM-7PM.
- The Northwest Marine & Boatyard Conference is Oct. 6-7 at the Kitsap Conference Center.
- The new NMTA Lobbyist, Roman Daniels-Brown will begin on October 1.
- Jay said he will begin PAC contributions to candidates for the 2023 session.
- Jay reviewed the new legislative issues he is working on, including changes in pumpouts regulations, Watercraft excise taxes, transferring boat registrations, wakesurfing regulations, etc.
- Department of Ecology is looking into new orca whale regulations and Jay will continue to monitor it.

The Board moved, seconded and carried to approve the Superyacht Committee Minutes and the Government Affairs Committee minutes.

Boat Show Committee

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

- The committee met earlier in the day, so there are no minutes for the Board to approve.
- Total space requested by 247 members to date is 208,862 sq ft
- Total allocation entitled to exhibitors in Session #1 according to the Boat Show Guidelines is 167,040 sq ft (76% of space available)
- 88 Companies have requested more than their Total Space Allocation

- 35 Companies have requested less than their Total Space Allocation
- 22 Companies have requested more than their base allocation and can convert 10 of their Growth Points into additional space through a Growth Allocation.
- 38 Boats signed up for Bell Harbor Marina
- Notable variables: Bass Pro Group/Tracker Marine verbally request 10,000 sf in East Hall, but no application yet so it is not in the totals
- Molli Moss reported there is \$157,800 in sponsorship so far for the 2023 Seattle Boat Show.
- Peter Klauser from Bullseye Creative presented the creative concepts for the 2023 show and the committee approved: “Off Road” as the 2023 campaign.

The Board moved, seconded and passed a motion to approve session #1 space allocations totaling 167,040 sq ft.

Strategic Goal “Financial Viability”

George Harris reported financial viability has always been a major strategic goal and NMTA has always been trying to diversify income. George reported Dwight Jones and Peter Joers, from Marina Management LLC, would like to purchase the Bite of Seattle and they would like NMTA to run the event. The Board discussed the pluses and minuses of NMTA managing the Bite of Seattle. The Board asked how much revenue it would take for the event to be worth it for NMTA.

The Board expressed some interest in the event, but no formal motion was passed.

Other Business

George reported he is going on vacation, starting Friday and will be back in the office on October 3. He will have limited availability.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:45PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, October 19, 2022, starting at 12:00PM via Zoom.