

NMTA BOARD OF TRUSTEES MEETING

September 20, 2023

SYC Outstation EBM

Present: Paul Sorensen, Chair
Scott Anderson
Tony Bulpin
Nick Graf
Clint Kirry
Mike Kirshenbaum
Tori Parrott
Craig Perry
Alex Sutter

Zoom: Jeff Messmer
TJ Quandt

George Harris, President
Karsten McIntosh, Communications Director
Jay Jennings, VP Government Affairs Director
Katie Groseclose, Membership Coordinator
Jen Higgins, Director of Finance
Katie McPhail, VP Boat Show Director
Jay Hereford, Legal Counsel

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 July 19, 2023
- Consolidated Financial Report for August 31, 2023
- New Members for September 2023
- Unrenewed Members as of September 19, 2023
- Government Affairs Committee Minutes for September 14, 2023
- Handout: Port of Poulsbo ESA Memo RE: Marina Permitting

Chair Paul Sorenson called the meeting to order at 12:35 PM.

Welcome

Paul Sorenson welcomed TJ Quandt from Port of Olympia to the Board and had the Board introduce themselves.

Approval of Minutes

It was moved, seconded, and carried to approve the July 19, 2023, Board of Trustees meeting minutes without changes.

Additional Items

There were no additional items to add to the meeting agenda.

Financial Report

Jennifer Higgins presented the year-to-date financials for the period ending on August 31, 2023.

The Board reviewed the August financial reports.

Clark Nuber Audit for 2022-23 Fiscal Year

Jen Higgins reported that she and George met with representation from Clark Nuber. They said that everything went smoothly, and they are happy to report another clean audit. They will be at the October meeting to present the full report to the Board.

George Harris reported at the October Finance Committee he would like to committee to discuss moving cash to reserves. He has asked Amyna Karmali from Wells Fargo Advisors to bring suggestions for new investments to the meeting.

Health Trust

George Harris reported the NMTA Health Trust Board met on September 18. EPK announced to the committee a major change to the Trust but has asked the committee to keep it confidential until they are able to release all the information to the entire membership.

New Member Applications

Wyatt Asbury presented eleven new member applications for September. **It was moved, seconded, and carried to approve the following three application assigned to the category of membership listed:**

- Absorbit – Active
- Blue Marine – Active
- Cascade Engine Center – Active
- Digital Yacht America – Active
- EMP Industries – Active
- Port of Peninsula – Active
- Selkirk Marine – Active

- Shearwater University - Active
- Snug Harbor Resort – Active
- Watts Marine – Active
- Westcott Bay Shellfish Company - Active

Wyatt said the Boat Show Committee questioned whether Westcott Bay Shellfish Company was an affiliate member and not an active member but after discussion the Board agreed they fit the Active member type.

The staff is currently working on renewals for the year and still needs 27 renewals to reach the goal of 90%. Currently 85% of members have renewed. Wyatt presented the list of members that have not renewed yet.

Government Affairs Update

Jay Jennings gave the following highlights from the Government Affairs Committee:

- Westlake businesses are worried that SDOT is making the road bus only and limiting access to customers and boaters.
- Travel lifts are now being labeled as cranes and will be required to load test every four years.
- San Juan County is taking steps to restrict access by working to establish a Salish Sea Marina Pass.
- Marina and Boatyard Conference is Oct. 5-6 is at the Bremerton Conference Center.
- The October 12 Government Affairs Committee will be discussing the PAC funds.
- Golf Tournament PAC fundraiser will be Oct. 4 at Trophy Lake Golf Course.

Marina Permitting

George Harris and Jay Jennings discussed with the issues with marina permitting. George encouraged the Board to read the memo from the Port of Poulsbo. Paul Sorenson mentioned that all the marinas are in need of upgrades, but they can't get the permitting or the cost is too much. Jay is trying to work with DNR on their terms, but they are not being receptive. The Board discussed that state parks also must deal with these permits and are struggling with funding. Jay voiced his frustration with penalizing people who are trying to upgrade their marinas.

Boat Show Committee

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

- The committee met earlier in the day, so there were no minutes for the Board to approve.
- Total space requested by 237 members to date is 210,445 sq ft
- Total allocation entitled to exhibitors in Session #1 according to the Boat Show Guidelines is 162,692 sq ft (75% of space available)
- 86 Companies have requested more than their Total Space Allocation
- 30 Companies have requested less than their Total Space Allocation

- 17 Companies have requested more than their base allocation and can convert 10 of their Growth Points into additional space through a Growth Allocation.
- 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.
- Peter Klauser from Bullseye Creative presented the creative concepts for the 2024 show and the committee approved: “You Belong on a Boat” as the 2024 campaign.

The Board moved, seconded and passed a motion to approve session #1 space allocations totaling 162,692 sq ft.

Anacortes Boat & Yacht Show

Katie McPhail reported the ABAY Committee met last week and decided to continue with the three day dates, same hours and to continue to partner with Trawlerfest.

Presidents Report

George Harris reported he is going to sign a lease renewal for the NMTA office and will start remodeling the same in the next few weeks.

He also reported Karsten is working on the new NMTA website.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:15 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, October 18, 2023, starting at Noon on Zoom.