

NMTA BOARD OF TRUSTEES MEETING

November 15, 2023

Zoom Meeting

Present:

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

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
Ted Kutscher, Legal Counsel
Wyatt Asbury, Membership Coordinator

Absent:

Jeff Messmer
TJ Quandt

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 October 18, 2023
- Consolidated Financial Report for October 2023
- New Members for November 2023
- Member Acquisition forms: Seattle Watersports & Wiley's Watersports
- Clark Nuber Audited Financials 22-23 DRAFT
- Boat Show Committee Minutes for Nov. 8, 2023
- Government Affairs Committee Minutes for Nov. 9, 2023
- Marina & Boatyard Conference Survey Results
- NMTA Dashboard

Chair Paul Sorenson called the meeting to order at 12:00 PM.

Approval of Minutes

It was moved, seconded, and carried to approve the October 18, 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 October 31, 2023.

The Board reviewed the October financial reports.

Workforce Development

George Harris reported last week the Workforce Development Taskforce including Paul Sorensen, Clint Kirry, Nick Graf, Scott Anderson, Alex Sutter, TJ Quandt and Kelly Hawley met with Tory and Dave Gering from CorePlus. Tory presented the CorePlus curriculum and discussed with the committee how NMTA could partner with CorePlus in the future. Tory would like NMTA business leaders to come to meet with students and discuss job opportunities. Tory and Dave have asked NMTA for a one-time donation of \$25,000 to get CorePlus and then work together to get students hired after they leave the program. George discussed with the Board a one-time \$25,000 donation from reserves to CorePlus. He asked the Board to think about it and vote at the December meeting.

It was moved, seconded and carried to approve a one-time donation of \$25,000 to CorePlus and to establish a taskforce of the Board to discuss how to move forward with CorePlus. (Scott Anderson abstained from voting)

Clark Nuber Audit

The Board reviewed the audit report and consolidated financial statement from 2022-23 prepared by Clark Nuber that was presented and discussed in detail at the October board meeting.

It was moved, seconded and carried to approve the audit report and review of the consolidated financial statements for 2022-23 as prepared and presented by Clark Nuber.

New Member Applications

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

- CDR Marine – Active
- Lightleaf Solar Ltd. – Active

- Pacific Yacht Systems – Active
- R.A. Belter Insurance Agency – Active
- Sailfish Boats – Active
- Seakepper Inc – Active
- Springline Marine – Active
- US Watermaker, Inc - Active

Member Acquisitions

Wyatt Asbury reported that # 932 Seattle Watersports is acquiring #167 Wiley’s Watersports.

It was moved, seconded and carried to approve #932 Seattle Watersports acquiring #167 Wiley’s Watersports.

Government Affairs Update

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

- Randy Bannecker from the Seattle City Council was a guest speaker at the meeting and discussed the results of the Seattle City Council race.
- George Harris and Carl Burke gave an update for their Fish meeting from last month.
- Roman Daniels Brown highlighted the 2024 legislative agenda.
- George gave a brief update on North of Falcon.

It was moved, seconded and carried to approve the Government Affairs Committee minutes from November 9, 2023.

Superyacht Northwest

Jay Jennings reported that Superyacht Northwest representatives were at the Fort Lauderdale International Boat Show last month. There are no minutes available yet from yesterday’s meeting.

Health Trust

George Harris reported that EPK Capital Benefits has announced the NMTA Health Trust is changing from Regence Blue Sheild to Premera Blue Cross. This change is to help reduce the renewal rate increases for the Health Trust participants.

Boat Show Committee

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

- Wyatt & Joan are working to update all members’ brands and activities on the website.
- The first draft of the floor plan was published last Friday, and invoices were sent earlier in the week to all the exhibitors.
- Bell Harbor has increased by 5 boats, including one boat over 100 feet in length.
- Molli Moss reported sponsorship is \$191,000 in signed sponsorship for the show and there are still a few sponsorship opportunities still available.

- Advertising to “Segment 3” from the surveys, for people who have expressed interest in boating but haven’t been to the show, will begin today and offer \$5 tickets. Regular ticket sales will go on sale on December 15. Karsten McIntosh reported the digital advertising to “Segment 3” will begin today, offering the discount ticket. This campaign is using the extra \$25,000 additional advertising that was budgeted at the beginning of the year.
- Karsten shared an update on the Seattleboatshow.com refresh.
- Free boating and fishing seminars will be back to pre-pandemic schedules, with three stages and they will not be recorded.
- In person BSU classes will require a ticket but that will also include admission and a drink token for happy hours in the evening at the Tunnel Club. There will be three options for Boat Show University:
 - \$39 – One 90 minute class and drink voucher
 - \$99 – One six hour class and drink voucher
 - \$249 – All BSU classes, drink voucher for each day, access to recording after the show
- Katie reviewed all the promotions and features that the staff is working on for the show.

The Board moved, seconded and passed a motion to approve the November Boat Show Committee meeting minutes.

Presidents Report

George Harris reported the following updates about the Association:

- NMTA is going to load test the NMTA travel lift before the Seattle Boat Show. It is not required until April but NMTA wants to be proactive so we can share information with NMTA members.
- George and Paul Sorenson are going to an ASAE leadership conference in February.
- Thank you for all the Board and happy Thanksgiving!

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 1:57 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, December 20, 2023, starting at Noon on Zoom.