

NMTA BOARD OF TRUSTEES MEETING

March 20, 2024

Zoom Meeting

Present:

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

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 Herford, Legal Counsel
Wyatt Asbury, Membership Coordinator

Absent:

Clint Kirry
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 January 17, 2024 and February 6, 2024
- Consolidated Financial Report for February 2024
- New Members for March
- NMTA Dashboard
- Election Timeline Memo
- Acquired Member Form – Anacortes Yacht Charters
- Boat Show Committee Minutes for March 13, 2024
- Seattle Boat Show 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 January 17, 2024 Minutes and the February 6, 2024 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 February 29, 2024. Jen reported she will have a final P&L for the Seattle Boat Show prepared for the April Board meeting.

The Board reviewed the February financial reports.

George Harris reported the Finance Committee held their quarterly meeting before today's meeting. Aamna Karmali from Wells Fargo Advisors gave the committee an update of the NMTA portfolio and a few updates she has made recently.

George reported at the May meeting there will be a draft budget for 2024-25, with the goal of approving the budget at the June meeting. George reported the first draft will start the discussion with a few assumptions and then will follow with two schedule budget lunches before the June meeting.

New Member Applications

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

- Anacortes Marine Insurance – Active
- Cape Fisheries Management Company – Active
- Ceram-Kote – Active
- Hillier Industries LLC – Active
- Norwest Marine Services – Active
- Sarahs Shipshape Services - Active

Wyatt reported we are now 17 members away from the membership goal for the year.

Member Acquisitions

Wyatt Asbury reported that member #36 Anacortes Yacht Charters is acquiring #7159 Crown Yacht Charters.

It was moved, seconded and carried to approve #36 Anacortes Yacht Charters acquiring #7159 Crown Yacht Charters.

ASAE CEO Symposium

George Harris reported last month he went with Paul Sorensen to the ASAE CEO Symposium for Chief Staff Executives and Chief Elected Officers. Paul Sorensen said the symposium was very informative. George said it has made him rethink how the Board and staff need to work together to move forward on larger strategic goals and ideas.

2024 Board Elections & 2024 Trustee Nominating Committee

Katie Groseclose reported that forms for self-nominations for Board member positions were sent to all the voting members on March 13. Self-nominations must be returned by April 5, and then the Trustee Nominating Committee will choose six nominees for placement on the ballot. The three Board members whose terms are expiring this June are Deke Jones, Clint Kirry, and TJ Quandt.

Paul Sorensen nominated the following to serve on the 2024 Trustee Nominating Committee: Arnie Hammerman (Brand Builder Media) and Troy Hatler (Aqua Tech Marine Services) and board members Nick Graf and Jeff Messmer. Per the by-laws, as chair of the Board, Paul will head the Trustee Nominating Committee. The committee will meet in April to nominate candidates to appear on the Trustee election ballot.

It was moved, seconded, and carried to approve the nominations made by Paul Sorensen.

Boat Show Committee Appointments

George Harris reported the committee members with terms expiring on the Boat Show Committee this year are: Elizabeth Bohling, Tony Bulpin, Bob Holloway and Tori Parrott. George reported this is a committee appointed by the Board, so he asked the Board to let him know if there is anyone they would like to recommend to the committee, keeping in mind that the bylaws state there must be at least two Board members on the committee.

Government Affairs Update

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

- The Legislative Session adjourned after a 60-days session. A few of the legislative wins for the session included:
 - *House Bill 1919 – Cuts in half, from 90 to 45 days, the grace period moorage owners have before **removing a vessel following final non- payment notice.** Removes requirement that notice be printed in local newspaper.*
 - *House Bill 2236 - Establishes a temporary Statewide Career and Technical Education Task Force in OSPI charged with recommendation and reporting duties. This eight-member task force which will include a representative of **CTE Core Plus Maritime** selected by an organization representing maritime interests and will examine the successful administration and operation of **CTE Core Plus programs** through appropriate collaboration with industry sector leadership from*

*program areas; and a **CTE Core Plus** model framework that can be used to guide the expansion, establishment, and operation of **CTE Core Plus** programs.*

- ***HB 1510** – Introduced **as a new tax on boat show tickets** and other Lumen field events, NMTA sought and successfully persuaded the sponsor to use existing budgeted funds to offset and mitigate governmental decisions adversely impacting the international district.*
 - ***HB 2293** – Establishes a nine-member **Avian Predation Work Group** to determine whether such species are adversely impacting the recovery of any threatened or endangered salmon species.*
 - ***SB 5931** - Expediting the safer products for Washington process regarding motorized vehicle tires containing 6PPD. Designates 6PPD as a priority chemical under Safer Products for Washington Requires the Department of Ecology (Ecology) to determine regulatory actions and adopt rules to implement those regulatory determinations.*
- Jay reported two candidates for Public Lands Commissioner: Patrick Depoe and Dave Upthegrove attended the meeting to give a legislative update.
 - Jay reported the committee is keeping close track of the Governor race.
 - Labor & Industries Crane (travelift) testing will take place tomorrow in Gig Harbor.
 - The Marina & Boatyard Conference will be held in Bremerton Oct. 10-11. The NMTA Golf Tournament will be held the day before at Trophy Lake Golf Course.
 - Jay will be attending the American Boating Congress in Washington DC May 8-10.

Boat Show Committee

Katie McPhail updated the Board on the March Boat Show Committee meeting:

- Katie McPhail reported that staff will have a final P&L at the April Board meeting. She said there are still a few invoices she is waiting to receive and staff still needs to schedule settlement with First & Goal. Katie and George presented the following preliminary numbers:
 - Daily Net Attendance: 33,458 total. This is down from 2023 (35,151)
 - 9-Day cumulative attendance down 8.5% compared to 2023 (Lumen -8.9% and Bell Harbor +2.6%)
 - Space Sales:
 - 301 Exhibitors
 - Lumen: 216,915square feet
 - Bell Harbor: 36,981 square feet
 - Planned Net Income for 2024 is \$921,450
 - Online tickets sold 10,188 compared to 10,362 from 2023
 - Uncorked/Sails & Ales tickets: Distributed 25,465 – redeemed 2,644 – 53 exhibitors participated.
 - Boat Show University Classes 399 vs. 664 in 2023 (177 9-Day All Aboard Package, 222 single admission)
 - Boats on Display: 614 (559 Lumen & 55 Bell Harbor)
 - GES final invoice is \$190,871 vs. \$179,104 from 2023

- George Harris reviewed the new Seattle Boat Show Dashboard and discussed the trends in each slide. The Board began discussions on show hours and George asked what other information the Board would like before making a decision on hours.

It was moved, seconded and carried to approve the Boat Show Committee minutes from March 13, 2024.

Board Meetings & Annual Meeting

George Harris reported the NMTA office remodel is complete, and he would like to have the April Board meeting be a hybrid model, with some Board members coming into the NMTA office and others on Zoom.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:12 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, April 17 on Zoom and at the NMTA office.