

NMTA BOARD OF TRUSTEES MEETING

October 16, 2024

Hybrid: NMTA Office & Zoom

Present:

Paul Sorensen, Chair
Scott Anderson
Elizabeth Bohling
Tony Bulpin
John Dumas
Nick Graf
Mike Kirshenbaum
Jeff Messmer
Tori Parrott
Craig Perry
Alex Sutter
Paul Zimmer

Karsten McIntosh, Communications Director
Jay Jennings, VP Government Affairs Director
Katie Groseclose, Executive & Programs Manager
Jen Higgins, Director of Finance
Katie McPhail, VP Boat Show Director
Wyatt Asbury, Membership Coordinator

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 September 18, 2024
- Consolidated Financial Report for September 2024
- New Members for October
- NMTA Dashboard
- Boat Show Committee Minutes for October 9, 2024
- SBS25 Session Creative
- Draft Clark Nuber Audited Financials 23-24

Welcome

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

Approval of Minutes

It was moved, seconded, and carried to approve the September 18, 2024 Minutes Board of Trustees meeting minutes without changes.

Additional Items

Scott Anderson would like to discuss the return of the magazine, The Sea Chest. The item was added to the end of the meeting.

Financial Report

Jennifer Higgins presented the year-to-date financials for the period ending on September 30, 2024.

The Board reviewed the September financial reports.

Finance Committee

George Harris described these highlights from the October Finance Committee meeting:

- Mitch Hansen from Clark Nuber discussed the 23-24 audit results in depth
- In order to stay consistent with the Reserve Spending Policy, \$23,252.35 was transferred from Money Market to Checking
- The group discussed the NMTA Document Retention Policy

Clark Nuber – Audit 2023-24

Mitch Hansen of Clark Nuber presented to the Board the Independent Auditors' Report for the 2023-24 fiscal year ending June 30, 2024. Mitch was complimentary of NMTA Director of Finance, Jennifer Higgins. Mitch said all the fieldwork for the audit was done remotely. In the auditors' opinion, the NMTA's financial statements present fairly, in all material respects, the financial position of the Association. Mitch explained that Clark Number had provided an unmodified audit opinion that he described as having "no exceptions," which is the highest rating, and the auditors made no formal recommendations for substantive changes relating to the period audited.

At the November meeting, the Board will consider and vote on accepting the Clark Number-prepared Audit Report for the NMTA's consolidated financial statements from 2023-24.

Government Affairs Update

Jay Jennings gave the following highlights Government Affairs:

- Jay welcomed Jay Balasbas, the new NMTA Fish Lobbyist. Jay Balasbas introduced himself to the group.
- Jay gave a recap of the 2024 Marina & Boatyard Conference. He said attendance was up from the past few years. He sent a survey to the attendees and is looking forward to their responses on what they enjoyed at the conference and what we can do to improve next year.
- George Harris reported the city of Oak Harbor had a public meeting to discuss needed updates to their marina. Paul Sorenson reported the marina is over 50 years old and

needs a 90 million update. Paul said Oak Harbor is a fully recreational marina owned by the City of Oak Harbor.

New Member Application

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

- Open Water Solar– Active
- Summer Accents – Affiliate

Renewal Update

Wyatt Asbury reported we are short of our goal of 90% membership renewals, we are currently at 86%. He presented the list of 64 members who have not paid and will be terminated. Wyatt reviewed the NMTA Dashboard with the renewed numbers and the goal of 607 members at the end of the year.

It was moved, seconded and carried to terminate the 64 members who have not paid their renewal dues.

NMTA Health Trust

George Harris reported the NMTA Health Trust Board met on October 3. The Board members include John Livingston (Ranger Tugs), Alan Bohling (Seattle Boat Company), Alex Sutter (Fisheries Supply) and Kelly Hawley (Tom-n-Jerrys/Master Marine). George said EPK reported companies enrolled in the Trust will have around a 15% increase in their health insurance due to health insurance inflation. Renewal packets were sent to all companies enrolled in the Health Insurance early today.

Boat Show Committee Appointment

Paul Sorenson recommended Patrick Harrigan from Seattle Yachts to join the Boat Show Committee. Patrick will serve a three-year term on the committee.

It was moved, seconded and carried to appoint Patrick Harrigan to the Boat Show Committee for a three-year term.

Boat Show Committee

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

- Katie reported we have received a few more applications since the last meeting bringing the total to 213,000 square feet requested.
- Tickets went on sale on October 1. Seminars will be available on November 1.
- Karsten presented the revised Advertising Creative.

- Katie signed an agreement with ExpoTracker for digital guest tickets. Exhibitors will be charged \$10 only for redeemed tickets and ExpoTracker will be able to provide a list of who used the tickets for each exhibitor.
- Katie gave a brief history of GES as the show decorator. Katie said exhibitors have been concerned with the rising costs of freight handling and Katie is working with GES to lower those rates and plans to send out an RFP next year for a possible new show decorator.
- Boat Show University will not be recorded this year.
- Katie gave an update on promotions for the show.

It was moved, seconded, and carried to approve the October 9, 2024, Boat Show Committee minutes.

Karsten McIntosh previewed the updated 2025 Advertising Creative. Karsten said they have reached out to NMTA members for photos to add to the advertising. Big Selection, Big Discounts and Big Fun at the Seattle Boat Show. Karsten said the first eblast went out this morning to 55,000 people.

The Sea Chest Magazine

Scott Anderson reported the Sea Chest Magazine, a historic maritime publication that is produced by the Museum of History & Industry, is returning to print. Scott is trying to get the publication into more locations.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:00PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, November 20, 2024 at the NMTA Office and on Zoom.