

NMTA BOARD OF TRUSTEES MEETING

March 19, 2025

Hybrid: NMTA Office & Zoom

Present:

Paul Sorensen, Chair
Scott Anderson
Elizabeth Bohling
Tony Bulpin
John Dumas
Nick Graf
Kelly Hawley
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
John Gregory, NMTA Legal Counsel

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 Jan. 15, 2025 and February 4, 2025
- Consolidated Financial Report for February 2025
- New Members for March
- NMTA Dashboard
- Memo: Election Timeline
- Boat Show Committee Minutes for March 12, 2025
- Seattle Boat Show Dashboard
- Government Affairs Committee Summary for March 13, 2025
- Schedule for April 16 Board & Boat Show Committee Meeting

Welcome

Mike Kirshenbaum called the meeting to order at 12:00 PM.

Approval of Minutes

It was moved, seconded, and carried to approve the January 15, 2025 and the February 4, 2025 Board of Trustees meeting minutes without changes.

Additional Items

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

Financial Report

George Harris presented the year-to-date financials for the period ending on February 28, 2025.

The Board reviewed the February financial reports.

New Member Application

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

- Echandia Marine US – Active
- EMP Industries – Active
- Latitude Marine Fuels – Active
- PSC Marine – Active
- Yacht Tech Sales – Active
- Portage Bank Marine Loans – Affiliate

Membership Update

Wyatt Asbury reported with the six approved today we currently have 580 members and have the goal of 607 by June 30.

2025 Board Elections & 2025 Trustee Nominating Committee

Katie Groseclose reported that forms for self-nominations for Board member positions were sent to all the voting members on March 4. Self-nominations must be returned by April 4, 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 Scott Anderson, Tori Parrott, and Craig Perry.

Paul Sorensen nominated the following to serve on the 2025 Trustee Nominating Committee: Tarin Todd (Foss Harbor Marina) and Micah Bowers (Life Proof Boats) and board members Elizabeth Bohling and John Dumas. 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.

Government Affairs Update

Jay Jennings gave the following highlights Government Affairs:

- The 2025 Northwest Marina & Boatyard Conference is going to be held at the La Conner Inn at Maple Hall, October 8 -10, 2025. Registration will be available May 1.
- Jay reported the 2025 legislative session started off strong but then a few key staffers have left and there has been lots of change in the governor's office. The budgets from both house and senate are set to be released next week.
- Three bills we continue to focus on this year:
 - Senate Bill 5281 – Expanding Eligibility for Non-resident cruising permit
 - House Bill XXXX – Regarding Aquatic Lands Leasing, replacing producer price index with consumer price index
 - House Bill – COREPLUS Maritime, an act relating to directing the statewide career and technical education task force to consider expanding and strengthening certain educational opportunities for careers in maritime
- WDFW is considering increasing all fishing & licensing fee by 38% this year. North of Falcon started this morning and Pat Pattillo is there to represent NMTA and recreational fishing.
- Commissioner of Public Lands, Dave Upthegrove will joining the April Board meeting at Queen City Yacht Club.
- Jay and Tarin Todd from Foss Maritime will be attending the American Boating Congress May 12-14 in Washington DC.

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 for the 2025 Seattle Boat Show 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: 29,724 total. This is down 11% from 2024
 - Space Sales: \$90,000 better than budget
 - Grow Boating Funds Raised: \$53,960. This is from \$0.25/sq ft indoors
 - Boat Counts (596)
 - Sponsorship revenue: \$222,878 (\$12,000 better than budget)
 - Web Traffic (users + 11%)
 - Digital Guest Tickets (486 more tickets, 20% of attendance)
 - Uncorked/Sails & Ales (35% of Friday Attendance)
 - BSU 475 classes sold (399 in 2024)
- Katie presented the traditional onions and roses report from the 2025 exhibitors, and the committee discussed their thoughts on the show. The committee discussed hours and dates and other concerns from the exhibitors.
- George Harris reviewed the 2025 Seattle Boat Show dashboard.

- The Committee discussed the emails and cell phone numbers that were added by exhibitors to order guest tickets and who has ownership of the list of those contacts. Don Morgan, from GMA Research asked if we were going to use the contact and the committee discussed not using customers list without consent.
- We currently have 41 Applications for Anacortes Boat & Yacht Show and advertising will begin April 1.

It was moved, seconded and carried to approve the Boat Show Committee minutes from March 12, 2025.

NMTA Membership

George Harris reported the membership renewal rate will be presented and approved at the April meeting. George said the past 10 years staff mailed the invoices directly after the April meeting, but this year staff has discussed postponing mailing the invoices until the beginning of May. George presented the membership dues history since 2000. George reported we are in the high end of membership rates with other trade associations. George gave a brief history of the Spring Member Drive and said this year staff is planning an actual drive across the state to visit potential new members.

George discussed new member benefits that NMTA could offer. Jay Jennings has been working with Cairncross Hempelmann to make a list of all the Employment Law Compliance Documents. The Board agreed that this would be a great resource for all NMTA members. George said a complete list with cost the NMTA around \$10,000.

The Board discussed different ways to breakdown the renewal process. A few ideas were:

- Charging monthly
- Charging each company on their anniversary date
- Charging for the number of employees to give a deal to the smaller businesses

Upcoming Board Meetings

George Harris presented the schedule for the next three board meetings:

- April 16 – meeting in person with the Boat Show Committee at Queen City Yacht Club
- May 21- Hybrid on Zoom and at the NMTA Office
- June 18 – Annual Meeting at Queen City Yacht Club, the meeting will be held 3-5PM and the Annual Meeting will be held 5:30-8PM

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:00 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, April 16, 2025 at Queen City Yacht Club.