

NMTA BOARD OF TRUSTEES MEETING

September 17, 2025

Microsoft Teams

Present:

Mike Kirshenbaum, Chair

Scott Anderson

Nick Buck-Niehaus

Tony Bulpin

John Dumas

Nick Graf

Bryce Hansen

Kelly Hawley

Katie Malik

Jeff Messmer

Paul Zimmer

George Harris, President

Jay Jennings, VP Government Affairs Director

Katie Groseclose, Executive & Programs Manager

Katie McPhail, VP Boat Show Director

Jen Higgins, Director of Finance

John Gregory, NMTA Legal Council

Absent:

Elizabeth Bohling

Paul Sorensen

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 16, 2025
- Consolidated Financial Report for August 2025
- NMTA Dashboard
- Boat Show Committee Minutes for September 10, 2025
- SBS26 Session 1 Space Allocation Report
- New Members for September
- Unrenewed Member Report
- Government Affairs Committee Minutes for September 11, 2025

Welcome

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

Approval of Minutes

It was moved, seconded, and carried to approve July 16, 2025 Board of Trustees meeting minutes without changes.

Additional Items

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

Financial Report

Jen Higgins presented the year-to-date financials for the period ending on August 31, 2025.

The Board reviewed the May financial reports.

Audit Timeline

Jen Higgins reported Clark Nuber will be at the October Board Meeting to present their results from the 2024-2025 audit.

Membership

George Harris presented ten new member applications for September. **It was moved, seconded, and carried to approve nine of the following 9 applications assigned to the category of membership listed:**

- Marina Dock Parts, LLC – Active
- Nautical NW Magazine – Active
- North River Boats – Active
- Onbuoy – Active
- Tide Craft Boats – Active
- Island Packet Yachts – Active
- Riviera Yachts - Active
- Sunseeker – Active
- Spanish Castle Resort & Spa – Affiliate
- **Navan – Active (Not Approved)**

The Board discussed Navan and whether it is just a DBA of Brunswick or a separate company, staff will find out more before the Board approves the membership.

Unrenewed Members

George Harris reported staff is currently working on renewals for the year and still needs 46 renewals to reach the goal of 90%. George presented the list of 77 members that have not renewed yet. He asked the Board if there was anyone on the list that could reach out to and help reach our goal.

NMTA Health Trust

George Harris reported the NMTA Health Trust Board will meet on October 2. 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). The Board will meet and hear what the renewal rate will be for 2026.

NMTA Member Files Retention

Katie Groseclose reported she and Joan Collins have finished scanning all the applications and important forms for the NMTA membership files. Joan is going through to make sure there are no credit cards on the saved PDFs to keep NMTA PCI compliant. They will do a final scan and then destroy the physical files.

Boat Show Committee

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

- Total space requested by 225 members to date is 221,568 sq ft
- Total allocation entitled to exhibitors in Session #1 according to the Boat Show Guidelines is 168,645 sq ft (76% of space available)
- 99 exhibitors have requested their Total Space Allocation, no more, no less
- 79 Companies have requested more than their Total Space Allocation
- 30 Companies have requested less than their Total Space Allocation
- 28 Companies have requested more than their base allocation and can convert 10 of their Growth Points into additional space through a Growth Allocation. (2,550 sf of Growth Allocation)
- Notable variable: Bass Pro Group/Tracker Marine request 8,000 sf, included in the report (deposit payment check arrived 9/12)
- The Committee reviewed the current promotional ideas for the 2026 Seattle Boat Show, with support for a rebrand for the two Friday night events and possibly offering free parking.
- After an extensive conversation about parking the committee made the decision not to pursue offering free parking at the show.
- Karsten McIntosh reviewed the current ticketing promotions:
 - Online tickets available October 1
 - Women's Day - Monday
 - 2 for 1 Tickets - Tuesday
 - Military Day - Wednesday
 - Dogs on Deck - Thursday
 - Senior Discount \$2
 - Digital Guest Tickets

It was moved, seconded, and carried to approve the September 10, 2025, Boat Show Committee minutes, including the session #1 space allocation.

Seattle Boat Show Promotion Update

George Harris presented a history of the planning for the 2026 Seattle Boat Show promotions. Katie McPhail reported that Bullseye Creative asked for promotion plan earlier this year than

what happened last year with all the delays with Mama Duck. Katie discussed the seven major purposes of promotion: Earn Media & PR, Increase Show Attendance, Enhance Showgoer Experience, Educate Boaters, Sponsor Value, Generating Revenue and Growing Boating. George said after all the meetings so far this year the committee has decided no free parking and no Mama Duck but they would like to move forward with an After Dark promotion for the Friday Night promotions. Katie and George met with a lighting designer that First & Goal recommended. Katie received the quote from the lighting designer, and it was over \$225,000. Katie presented the rendering that the lighting designer sent, and the Board discussed the problems with the promotion. George reported that staff along with Peter Klauser, Molli Moss and Lisa Samuelson with work on a new proposal and check in with the Board and Boat Show Committee as needed. George also discussed the idea of having a prize giveaway each day of the show for a \$5,000 prize each day.

Committee Appointments

George Harris requested the approval of the Board of the following Committee Members for the following committees:

- Stephanie Riley (Port of Seattle) – Boat Show Committee (1-year term)

It was moved, seconded and carried to approve the committee appointment listed above.

Government Affairs Update

Jay Jennings gave the following highlights Government Affairs:

- Superyacht Northwest met and is working to find value for their members.
- Legislative Fishing Day held August 22, featured state lawmakers including Senator Noel Frame and Representatives Josh Penner and Brian Burnett, enhancing advocacy for fishing access.
- Upcoming legislative session confirmed to start January 12, 2026, with bills allowed for pre-filing in December 2025; lobby day tentatively set for January 28-29.
- Kitsap County commissioners proposed new legislation for quicker derelict vessel removals, defining derelict vessels as those unregistered for two years or longer.
- OnBuoy's proposal for a buoy-sharing system showcased environmental benefits and received conditional support from Representative Reed, pending 2027 primary sponsorship.
- Public records turmoil continues within the Fish and Wildlife Commission; Commissioner Barb Baker announced she will not seek reappointment.
- Marina Boatyard Conference nearing sellout with significant registration; sessions include employment law updates and market insights presented by industry experts.
- Gig Harbor Marina reported \$30,000 expenditure due to derelict vessels since July, highlighting urgent operational challenges amid increased vessel abandonment.

- Heightened safety concerns raised regarding heater-related fires, as four incidents were reported in Gig Harbor last year, affecting insurance claim approvals.
- Political engagement includes a golf tournament to rebuild PAC funds and support for candidates in key district elections, strengthening NMTA political advocacy efforts.
- Biotoxin testing in Gig Harbor indicated poor water quality conditions, raising alarm on environmental and health impacts affecting the marina community.
- The NMTA PAC Golf Tournament is next week at Harbor Pointe Golf Course. There are 68 registered.

Core Plus Maritime Sponsorship

George Harris reported that Dave Gering from Core Plus has asked for NMTA's financial support for workforce development. George reminded the Board that NMTA gave Core Plus \$25,000 last year and asked them to track how many high school graduates have gone on to work for NMTA members. George let Dave Gering know that in the current NMTA budget for 2025-26 there is currently no money allocated to workforce development and Core Plus. George recommends NMTA sponsor the Core Plus "Try a Trade" event in the fall for \$5,000 and revisit it after seeing how the 2026 Seattle Boat Show financials turn out.

It was moved, seconded and carried to approve a \$5,000 donation to CorePlus Maritime.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 1:58 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, October 15 at noon on Microsoft Teams. The finance committee will meet at 10:30 AM.