

**NMTA BOARD OF TRUSTEES MEETING**  
October 15, 2025  
Hybrid Microsoft Teams & NMTA Office

Present: Mike Kirshenbaum, Chair  
Scott Anderson  
Nick Buck-Niehaus  
Tony Bulpin  
Elizabeth Bohling  
John Dumas  
Bryce Hansen  
Kelly Hawley  
Nick Graf  
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  
Susan Geiger, NMTA Legal Council

Absent: Paul Sorensen

Guest: Ryan Rabatin, Superyacht Northwest

**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 17, 2025
- Consolidated Financial Report for September 2025
- Clark Nuber Audited Financial Report 24-25 Draft
- NMTA Dashboard
- Boat Show Committee Minutes for October 8, 2025
- New Members for October
- Unrenewed Member Report
- SBS26 Promotion Purpose Grid

## Welcome

Chair Mike Kirshenbaum called the meeting to order at 12:00 PM. George Harris welcome Susan Gieger from Cairncross & Hempleman. Susan will be replacing John Gregory as NMTA's legal counsel.

## Approval of Minutes

**It was moved, seconded, and carried to approve September 17, 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 September 30, 2025.

**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 24-25 audit results in depth
- In order to stay consistent with the Reserve Spending Policy, \$25,019.49 was transferred from Money Market to Checking.

## Clark Nuber – Audit 2024-25

Mitch Hansen of Clark Nuber presented to the Board the Independent Auditors' Report for the 2024-25 fiscal year ending June 30, 2025. Mitch was complimentary of NMTA Director of Finance, Jennifer Higgins. 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 2024-25.

## Membership

Wyatt Asbury presented nine new member applications for October. **It was moved, seconded, and carried to approve nine of the following 9 applications assigned to the category of membership listed:**

- ARC Boat Company – Active
- Everett Yacht Club – Active
- Hurley Marine, Inc. – Active

- Innotech Marine – Active
- Navan – Active
- Shearwater Resort – Active
- Tacoma Yacht Club - Active
- True Kit USA – Active
- Vasa Marine - Active

#### Renewal Update

Wyatt Asbury reported we are short of our goal of 90% membership renewals, we are currently 24 renewals short of the 90% goal. He presented the list of 45 members who have not paid and will be terminated. Wyatt reviewed the NMTA Dashboard with the renewed numbers and the goal of 587 members at the end of the year.

**It was moved, seconded and carried to terminate the 45 members who have not paid their renewal dues.**

#### NMTA Health Trust

George Harris reported that the NMTA Health Trust Board met 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). George said EPK reported companies enrolled in the Trust will have around a 12-16% increase in their health insurance due to health insurance inflation. Renewal packets will be sent to all companies enrolled in the Trust by October 21.

#### Government Affairs Update

Jay Jennings gave the following Government Affairs highlights:

- The golf tournament was on September 22 and had 68 golfers and raised \$14,500 for the PAC.
- Jay is organizing a fundraiser for Jesse Solomon for Senator of the 32<sup>nd</sup> district.
- Working with RBAW, NMTA will have another Lobby Day in Olympia on January 29.
- Marina Boatyard Conference was held last week in La Conner. The event was sold out and there was lots of sponsorship support. Jay sent a survey to all the attendees and has so far received very positive reviews of the event. Jay said a highlight of the event was the presentation from Cairncross & Hempleman about HR Documents for Marine Businesses and Employee Handbooks.

#### Superyacht Northwest Update

Ryan Rabatin gave an update on what is going on with Superyacht Northwest. He reported Superyacht Northwest is currently going through their member renewal process. He reported FLIBS is happening at the end of the month and although they will not have a booth at the event they will be advertising at the show. The group is currently working on member spotlight

videos to promote their members. Ryan said the group's goals include promoting the region, advocating, and promoting their members. Ryan thanked the NMTA for allowing Karsten McIntosh to help change the Superyacht Northwest website from HTML to WordPress. Ryan encouraged more collaboration between NMTA & Superyacht NW.

### Boat Show Committee

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

- Total space requested by 234 members to date is 224,000 sq ft
- 7 applications are waiting to be processed
- 33 boats are registered for Bell Harbor
- ARC Boats, a new member, has told Katie they are only interested in being at the show if they receive space in the West Hall. ARC Boats are a new electric wake boarding boat, and they believe they will be a draw for the show. The committee discussed the importance of bring electric boats to the show but agreed on not allowing them special privileges to get in the West Hall.
- Tickets went on sale on October 3. Advertising will begin on November 1 when all the seminars are posted to the website.
- Staff signed a one-year contract extension with GES and they have agreed to hold the same prices as the 2025 show. They will also work on improving the floor marking process.
- First & Goal let George and Katie know they are changing security protocol at Lumen Field and everyone entering the building will need to go through metal detectors and have their bags scanned. This is a new NFL policy for all venues that host NFL events.
- Staff met with the promoter of the Paddle Board Rave. This Lake Union event started with just a few people and has increased to approximately 1,000 people and has a social media following of 12,000. The audience is young, new to the area, people who like music and being on or around the water. We are looking forward to a cross promotion with the group.
- The Committee continued the discussion on promotional ideas for the 2026 Seattle Boat Show.
  - Staff received a very high estimate for lights for Boat Show After Dark and was leaning away from the promotion at the Boat Show Committee meeting.
  - Staff came up with Sip & Sketch to bring in a local artist who specializes in live art.
  - One committee member expressed concern about not doing After Dark at the Show.
- Katie reviewed the current promotions and the grid showing the purpose of each promotion.
- The Bullseye Creative presentation for campaign concepts on October 22.

**It was moved, seconded, and carried to approve the October 8, 2025, Boat Show Committee minutes.**

### Boat Show Promotion Discussion Cont.

Katie McPhail reported after the Boat Show Committee, NMTA staff met with Molli Moss and the two Friday Night sponsors and both sponsors expressed their concern about switching from Boat Show After Dark to Sip & Sketch. The sponsors (S3 Maritime and Basta Boatlifts) want to

come together both Friday Nights and would like both beer & wine each night, a music component, a food truck component and a version of After Dark in the West Hall. They are not interested in an artist evening at the show and the idea of Sip & Sketch. Bryce Hansen said they are interested in a festival feel at the show. Staff is concerned about unexpected costs of After Dark but are looking into just a West Hall promotion.

George Harris discussed music in building and the challenges of playing music with ASCAP regulations. He gave a brief history on NMTA and copyrighted music at the show. The Board discussed live unlicensed music and having small local groups of musicians around the hall.

The Board recommends moving forward with small local musicians around the show but not going forward with ASCAP for the 2026 show.

The Board recommends moving forward with some form of After Dark but not pursuing the Sip & Sketch idea.

**There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:25 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, November 19 at noon on Microsoft Teams and at the NMTA Office.**