

NMTA BOARD OF TRUSTEES MEETING
November 19, 2025
Hybrid Microsoft Teams & NMTA Office

Present:

Mike Kirshenbaum, Chair
Nick Buck-Niehaus
Tony Bulpin
Elizabeth Bohling
Bryce Hansen
Kelly Hawley
Nick Graf
Jeff Messmer
Paul Sorensen
Paul Zimmer

George Harris, President
Katie Groseclose, Executive & Programs Manager
Katie McPhail, VP Boat Show Director
Jen Higgins, Director of Finance
Susan Geiger, NMTA Legal Council

Absent:

Scott Anderson
John Dumas
Katie Malik

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 October 15, 2025
- Consolidated Financial Report for October 2025
- Clark Nuber Audited Financial Report 24-25 Draft
- NMTA Dashboard
- Boat Show Committee Minutes for November 12, 2025
- New Members for November
- Essential Shipyard Member Acquisition Form
- Government Affairs Committee Minutes for November 13, 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 October 15, 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 October 31, 2025.

The Board reviewed the October financial reports.

Clark Nuber Audit

The Board reviewed the audit report and consolidated financial statement from 2024-25 prepared by Clark Nuber that was presented and discussed in detail at the October board meeting.

It was moved, seconded and carried to approve the audit report and review of the consolidated financial statements for 2024-25 as prepared and presented by Clark Nuber.

Membership

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

- Bilgebuddy – Active
- CMC Marine – Active
- Lewis Marine Supply – Active
- Moorbuoys – Active
- Nautitlus Filter – Active
- Port of Brownsville – Active
- Hotel Bellwether – Affiliate
- Sta-Built Construction – Affiliate (**NOT APPROVED**)

The Board discussed Sta-Built Construction and decided they were not marine and would recommend they talk with Molli Moss about sponsorship if they would like space at the 2026 Seattle Boat Show.

Member Acquisition

Wyatt Asbury reported #8088 Essential Shipyard Industries is acquiring #5832 Marine Services Group.

It was moved, seconded, and carried to approved #8088 Essential Shipyard Industries acquiring #5832 Marine Services Group.

Government Affairs Update

George Harris gave the following Government Affairs highlights:

- Jay Jennings is at the BoatingBC meeting today, presenting an update on the current status of Washington boating.
- The Marina Boatyard Conference was held in October in La Conner. The event was sold out and there was lots of sponsorship support. The Conference was \$8,000 over budget, with the increase of attendance. Jay sent a survey to all the attendees and received very positive reviews of the event.
- Jay organized a fundraiser for Jesse Solomon for Senator of the 32nd district. George said over 20 people attended the event and raised around \$7,000 for Jesse.
- The 2026 NMTA Lobby Day will be held on January 29. Jay is working with RBAW to produce the event.

Employee Handbook & HR Policies for Members

George Harris reported last week 32 people attended the Employee Handbook webinar. At the webinar representatives from Cairncross & Hempleman discussed HR Documents for Marine Businesses and Employee Handbooks. George showed the Board the documents on NMTA.net that are available for NMTA members to access for HR purposes. Susan Geiger said these documents are important to reduce your risks with employees.

NMTA Health Trust

George Harris reported that the NMTA Health Trust renewals are due November 21. George said the goal is to renew 90% of the businesses, 90% of the employees and 90% of the premiums. He said that EPK Capital Benefits believes it will most likely be closer to 80% in the premiums because of the rise in rates due a few high claims' experiences.

Boat Show Committee

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

- Total space requested by 269 members to date is 224,000 sq ft
- There are around 6-10 additional exhibitors to add to the exhibitor list
- 49 boats are registered for Bell Harbor
- Katie sent out the first layout and will do one round of revisions in mid-December
- Molli Moss reported the two presenting sponsors: Port of Seattle and Sundance Yacht Sales will be returning this year.
- Tickets went on sale on October 3. As of this morning, we have sold 110 tickets without advertising.
- The poster will be mailed out Friday, November 21.

- There will be a special ticket sold at Outdoor Emporium & SportCo. They will be discounted by 2 dollars.
- Joan sent all exhibitors their credential information for the Seattle Boat Show dashboard.
- 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.
- The Committee continued the discussion on promotional ideas for the 2026 Seattle Boat Show.
- Katie reviewed the current promotions for the show.
- The committee discussed the increase in fraud and cyber threats with people claiming to be with the show.

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

Auto-Show Site Visit

Katie McPhail reported a few members from staff attended the 2025 Seattle Auto Show last week to see how the new security procedures at Lumen Field. Katie said the Auto Show was Lumen Field staff's first opportunity to see what happens with the increased security rules. George went to move-in and said security was inconsistent depending on where in the building the entrance. George said this year First & Goal is going to pay for the increase of the staffing but next year it will be something we will need to budget for.

The Board discussed the increased security and safety rules. They discussed what the emergency plan is, and Katie McPhail reported that the first step is to contact First & Goal in an emergency. Bryce Hanson expressed concerns about the NMTA not having access to the First & Goal emergency plan and solely relying on their word that they have an adequate plan for emergencies.

Boat Show After Dark.

George Harris reported a group went to the Auto Show to see what the West Hall looks like with the lights dimmed. George said they brought a video producer down with them to take video to be able to show exhibitors what they will expect for the event. Katie said this not going to be a fully dark event but more of mood lighting. George showed the Board the new After Dark logo for the event. George reported he hired Owen Leinbach as the After Dark manager.

Marine Sector Data & Trends

Paul Sorenson presented his report from the 2025 Marina Conference on market trends in the recreational marine industry. Paul discussed boat sales and concerns with aging marinas. George noted that Paul's presentation is available in the members only section of the NMTA website.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 2:05PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, December 17 at noon on Microsoft Teams and at the NMTA Office.