

NMTA BOARD OF TRUSTEES MEETING

April 15, 2026

Hybrid: Microsoft Teams & NMTA Office

Present:

Mike Kirshenbaum, Chair
Scott Anderson
Elizabeth Bohling
Nick Buck-Niehaus
Tony Bulpin
Nick Graf
Bryce Hansen
Kelly Hawley
Paul Zimmer

George Harris, President
Katie Groseclose, Executive & Programs Manager
Katie McPhail, VP Boat Show Director
Jay Jennings, VP Director of Government Affairs
Wyatt Asbury, Membership Coordinator
Joan Collins, Boat Show Assistant
Karsten McIntosh, Director of Communications
Susan Geiger, NMTA Legal Council

Absent:

John Dumas
Katie Malik
Jeff Messmer
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 March 18, 2026
- Consolidated Financial Report for March 2026
- NMTA Dashboard
- NMTA Strategic SWOT Analysis
- Strategic Planning April 29 Agenda
- New Members for April
- Membership Rates at Peer Associations
- NMTA Dues & SBS Rate History
- Boat Show Committee Minutes for April 8, 2026

Welcome

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

Approval of Minutes

It was moved, seconded, and carried to approve the March 18, 2026 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 March 2026.

The Board reviewed the March financial reports.

Superyacht Northwest

Jen Higgins reported Super Yacht Northwest missed budget by \$22,262 but has a carry forward balance of \$27,049.

Projected Year End

George Harris reported that Projected Year End has the Association ending the year \$165,000 better than budget.

2026/27 Budget Process

George Harris reported the draft 2026/27 budget will be presented at the May Board meeting. There will be two budget lunches, where all Board members are encouraged to attend to discuss the new budget in detail and select from the budget change menu. The lunches will be May 27 and June 3. If necessary, there will be one additional budget lunch on June 10. The Board will approve the 2026-27 budget at the June Board meeting.

Membership

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

- Dogfish Boats – Active
- Solar Sal Boats – Active
- Supernova Expeditions – Active
- Yachtbedding.com – Active
- San Juan Airlines – Affiliate

Wyatt reported we are still 13 away from the goal of new members for the year and will continue to work on the goal before the end of the fiscal year in June.

Membership Rates

George Harris reported member rates will be decided at the May Board meeting. George reviewed the NMTA Dues history from 1992 to present day. He also showed what the membership rates are currently for peer Associations around the country. George asked the Board to think about either raising the rates by inflation or keeping them the same to try to grow membership.

2026 Board Elections & 2026 Trustee Nominating Committee

Mike Kirshenbaum reported that the Trustee Nominating Committee selected the following names to appear on the ballot:

- Sam Bisset, Ranger Tugs
- Kelby Brown, Fournier Insurance
- Nick Graf, Aspen Power Catamarans
- Jason Hanleybrown, Marine Floats
- Katie Malik, EP Carry
- Steve Thoreson, Sun Country Marine Group

It was moved, seconded, and carried to approve the nominations made by the Trustee Nominating Committee.

The ballots will be sent to all active members on May 4 and will be due June 5 at 5PM.

Government Affairs Update

Jay Jennings gave the following Government Affairs highlights:

- There was no April Government Affairs Committee meeting.
- The Department of Ecology is currently working on the new Boatyard General Stormwater Permit that will take effect in October 2027. Jay will be calling all members with a boatyard permit to make sure their “experiences, challenges, and recommendations are fully represented”.
- North of Falcon was held last month in Olympia. The meeting decided fish allocations for next year, managing numbers between tribes and recreational fishing. George was complementary about Pat Patillo representing the NMTA at the meetings and getting WDFW increase a few areas for fishing opportunities.

Boat Show Committee

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

- The Anacortes Boat & Yacht Show sold out by the application deadline. There are currently 88 exhibitors and 221 boats listed for sale on the website.

- Katie reported that this year First & Goal covered the \$80K cost for the new security measure but next year NMTA will have to pay for all the increased staffing.
- The preliminary P&L for show shows better than budget by \$98K, with revenue at \$1,123,358 vs. budgeted \$1,025,015.
- Wyatt Asbury presented the Seattle Boat Show Dashboard for 2025. The slides covered daily & hourly attendance numbers, sponsorship income numbers, space rental numbers, numbers of boats on display and other boat show metrics. Katie encouraged Board members to review the new Seattle Boat Show dashboard.
- The dates for the 2027 Seattle Boat Show will be Friday, February 5 to Saturday, February 13. This means the show will end on Superbowl weekend, President's Day weekend, and Valentine's Day weekend. This also means the show will overlap with the Miami Boat Show, Feb. 10-14.
- Katie has put together an RFP for show decorators. Katie said it is nice that GES has history with the show, but we want to make sure we are getting the best price before signing a multi-year deal with GES.

It was moved, seconded, and carried to approve the April 8, 2026, Boat Show Committee minutes.

Core Plus Maritime Event Sponsorship

George Harris reported at the September Board meeting that the Board approved sponsoring the Core Plus Maritime Try-a-Trade event for \$5,000. At that time George told Core Plus that we would wait to see how the Seattle Boat Show turned out and would possibly consider another \$5,000 donation. The Board discussed the importance of Core Plus and staff recommendation is to give them another \$5,000 donation.

It was moved, seconded and carried to approve a \$5,000 donation to Core Plus Maritime. (Scott Anderson abstained from voting, due to being on the Core Plus Board.)

Spring Strategic Planning Session – April 29, 9am-3pm

George Harris reported the Board Strategic Planning Session will be held April 29, 9am-3pm, at the Seattle Yacht Club Outstation at Elliott Bay Marina. George shared the agenda for the meeting. The three topics George would like to discuss include:

- Health Trust Strategy and Viability
- Taxes, Regulations, and Advocacy
- Boat Show Guidelines & Space Allocation

George said there is time for one topic in the afternoon that is still not determined. George is open to suggestions on the topic.

President's Report

George Harris reported the following items of interest:

- Jen put out an RFP with four different auditing companies. George reported the bylaws state the Board selects the auditors. George said we will need to select a company at the May meeting. George asked for volunteers for a subcommittee to review the proposals, Nick Graf and Bryce Hansen volunteered.
- The Executive Committee completed George's annual review.
- Lisa Samuelson has decided to retire from the PR business this year and will not be doing PR for the 2027 Seattle Boat Show. George said we will need to begin looking for a new PR person for the show.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 1:57 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, May 20 at 12PM on Microsoft Teams.