

NMTA BOARD OF TRUSTEES MEETING

June 17, 2026

Queen City Yacht Club

Present:

Mike Kirshenbaum, Chair
Scott Anderson
Nick Buck-Niehaus
Tony Bulpin
Nick Graf
Kelly Hawley
Katie Malik
Jeff Messmer
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:

Elizabeth Bohling
John Dumas
Bryce Hansen
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 May 20, 2026
- Consolidated Financial Report for May 2026
- NMTA Dashboard
- Budget 26-27 Draft #2 with Memo from George Harris
- Budget Change Menu
- Projected Year-End as of 6/11/26
- New Members for May
- Boat Show Committee Minutes for June 10, 2026
- Government Affairs Minutes for June 11, 2026

Welcome

Chair Mike Kirshenbaum called the meeting to order at 3:00 PM.

Approval of Minutes

It was moved, seconded, and carried to approve the May 20, 2026 Board of Trustees meeting minutes without changes.

Additional Items

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

Board Election Results & Boat Show Committee Expiring Terms

Katie Groseclose reported the three newly elected Board members include: Sam Bissett (Ranger Tugs), Nick Graf (Aspen Power Catamarans), and Jason Hanleybrown (Marine Floats).

Katie reported the three Boat Show Committee members with expiring terms are: Greg Dick Stephanie Riley, and Jace Romane. Katie encouraged Board members to give their suggestions for new committee members to Katie McPhail.

Financial Report

Jen Higgins presented the year-to-date financials for the period ending on May 2026.

The Board reviewed the May financial reports.

Projected Year End

Jen Higgins reported that Projected Year End has the Association ending the year at a Net Income \$190,677 which is \$163,000 better than budget.

NMTA 25-26 Audit

George Harris reported Jen Higgins reached out to three different auditor group for an RFP. George reported that Clark Nuber's proposal was \$35,000 per year for the next three years.

It was moved, seconded and carried to have Clark Nuber perform the 2025-56 NMTA Audit.

Membership

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

- Brion Toss Yacht Rigging – Active
- Tiara Yachts - Active

Wyatt reported these two members make the membership number for the year to 577, which is 10 short of the goal. Wyatt reported last year we have 43 new members but this year there were 53 new members.

Membership Renewal Update

Wyatt Asbury reported the renewals are going smoothly, with 40% already renewed. The goal is to get 90% of the membership to renew. They are due June 30, 2026, but there is a 30-day grace period after the deadline.

Boat Show Committee

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

- The committee discussed the NMTA budget for 26-27 and what that means for the Seattle Boat Show:
 - Rate per square foot, Lumen (\$11.05)/Bell Harbor (\$5.95)
 - No Attendance increase
 - No Admission increase (\$20 ticket)
 - Estimated 217,500 sq ft indoors rented
 - Grow Boating surcharge reduced to 0.15per/sf
- 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. Katie said GES is the lowest bid, they are providing a \$10,000 signing bonus and reducing the exhibitor rates by 20% on everything for 2027 and 2028. Staff plans to sign a two-year contract with GES
- George Harris reported the contract with Bullseye Creative is up, and they would like NMTA to sign a five-year agreement for creative, with no price increase. George reported that Bullseye Creative owns all the creative assets for the show including logo, website, etc.
- Katie reported the 2027 Seattle Boat Show will be the 80th Seattle Boat Show, so staff are starting to think about ideas for promotions to celebrate the 80th milestone.
- George Harris reported NMTA will have an intern this summer, Kaden Horn. He will be working in the office in July and will be looking into merchandise for the show.
- 2027 Seattle Boat Show Application will be available July 1 and the on-time deadline with a 50% deposit will be due August 31.
- Katie reported the three Boat Show Committee members with expiring terms are: Greg Dick, Stephanie Riley, and Jace Romane. Katie said Jace has expressed interest in serving another term.

It was moved, seconded, and carried to approve the June 10, 2026, Boat Show Committee minutes.

It was moved, seconded and carried to appoint Jace Romaine for another 3 year-term on the Boat Show Committee.

NMTA 2025/2026 Budget

George Harris presented budget draft #2 and said the committee that discussed the budget in detail would recommend the Board approving Draft #2 as the NMTA 2026-27 budget. George said the budget has a consolidated net income of \$12,700. George reviewed a few of the changes to the budget and how the discussions at the Board lunch meetings led to the creation of the budget. George said the budget continues to fund Grow Boating with a 15 cent per square foot at the Seattle Boat Show with the expectation NMTA will restart the Grow Boating programs.

It was moved, seconded and carried to approve the 2026-2027 NMTA Budget.

Legislative Update

Jay Jennings gave the following Government Affairs highlights:

- July 1 there will be a new .5% tax on all recreational vessels purchased in Washington State.
- Jay explained that the NMTA and RBAW successfully opposed a 10% luxury tax increase on boats for 2025, but as a compromise, a half-cent sales tax increase on recreational vessels was enacted.
- The NMTA Golf Tournament is September 21, and it is the biggest PAC fundraiser of the year.
- 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”.
- The 2nd annual Legislative Fishing Day is September 22.
- The Northwest Marina & Boatyard Conference is October 6-8 in La Conner.
- Superyacht Northwest is transitioning leadership. Steve Jackman has volunteered to step up and chair the committee and steer them in a new direction.

President's Report

George Harris introduced Amya Karmali from Wells Fargo Advisors. Amya is NMTA's financial advisor and works with the Finance Committee on NMTA's investments. Amya discussed how she follows the investment policy guidelines. George reported the next Finance Committee will be in October.

There being no further business, it was moved, seconded, and carried to adjourn the meeting at 4:55 PM. The next meeting of the NMTA Board of Trustees will be held on Wednesday, July 15 at 12PM on Teams & at the NMTA Office.