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07/15/22

Accrual Basis

Northwest Marine Trade Association
Consolidated Profit & Loss
June 2022

	<u>Jun 22</u>	<u>Budget</u>	<u>Jul '21 - Jun 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	20,896.49	21,000.00	180,111.11	181,000.00	181,000.00
4010 · Admissions	0.00	0.00	383,936.00	512,700.00	512,700.00
4020 · Advertising Income	0.00	0.00	10,275.00	18,000.00	18,000.00
4025-20 · Adv Income Program SBS	0.00	0.00	19,850.00	24,000.00	24,000.00
4030 · Badges	0.00	0.00	3,390.00	3,500.00	3,500.00
4100 · Sponsorships	4,000.00	0.00	168,450.00	256,000.00	256,000.00
4200-10 · Dues Revenue	1,575.00	1,575.00	295,634.34	284,589.00	284,589.00
4225-55 · Grow Boating Surcharge	0.00	0.00	0.00	48,000.00	48,000.00
4230-55 · Grow Boating - Sponsorships	0.00	0.00	0.00	0.00	0.00
4350-10 · Interest Income	3.53	3.00	30.27	50.00	50.00
4360-10 · Dividend Income	3,700.41	4,500.00	35,785.69	58,758.00	58,758.00
4400-10 · Realized Gain / Loss	-6,902.99	0.00	3,954.33	0.00	0.00
4425-10 · Gain- PPP/ERTC	0.00		164,140.35		
4450 · Miscellaneous Income	91.95	0.00	31,278.05	34,500.00	34,500.00
4451-10 · Meeting Income II	300.00		750.00		
4550 · Misc. Sales (Taxable)	0.00		11,800.00		
4555 · Parking	0.00	0.00	42,755.78	60,000.00	60,000.00
4600 · Seminar Income	0.00	0.00	93,359.00	116,000.00	116,000.00
4650 · Space Rental	-197.34	0.00	1,761,545.66	1,955,750.00	1,955,750.00
4750 · Registration Fees	-440.00	0.00	-440.00	0.00	0.00
Total Income	<u>23,027.05</u>	<u>27,078.00</u>	<u>3,206,605.58</u>	<u>3,552,847.00</u>	<u>3,552,847.00</u>
Gross Profit	23,027.05	27,078.00	3,206,605.58	3,552,847.00	3,552,847.00
Expense					
6000 · Advertising	0.00	500.00	367,558.61	373,800.00	373,800.00
6025 · Auto Expense	214.73	600.00	3,073.72	6,000.00	6,000.00
6030 · Bad Debt Expense	0.00	1,000.00	0.00	1,000.00	1,000.00
6040 · Bank Charge	1,644.83	2,000.00	34,017.69	40,850.00	40,850.00
6050 · Boat & Display Handling	0.00	0.00	56,080.34	71,000.00	71,000.00

2:36 PM

07/15/22

Accrual Basis

Northwest Marine Trade Association
Consolidated Profit & Loss
June 2022

	Jun 22	Budget	Jul '21 - Jun 22	YTD Budget	Annual Budget
6075-10 · Board & Committee Expense	162.22	1,050.00	903.49	1,500.00	1,500.00
6080-10 · Board Planning Session	0.00	0.00	0.00	1,500.00	1,500.00
6125 · Computer Support	374.30	1,000.00	13,075.41	13,200.00	13,200.00
6150 · Contract Services	1,150.00	6,000.00	419,011.92	466,250.00	466,250.00
6175 · Decorating	0.00	0.00	102,983.64	160,750.00	160,750.00
6200 · Depreciation	1,217.29	1,550.00	15,658.66	17,500.00	17,500.00
6215-10 · Donations/Contributions	0.00	500.00	375.00	2,500.00	2,500.00
6225 · Dues	220.00	200.00	4,512.74	3,000.00	3,000.00
6275-10 · Employee Health Insurance	6,588.30	6,345.00	90,332.97	87,500.00	87,500.00
6285-10 · 401K Admin/Contrib	4,530.96	3,240.00	40,534.47	39,500.00	39,500.00
6325 · Exhibitor Expense	0.00	0.00	66,712.38	84,750.00	84,750.00
6375 · Food	2,510.44	350.00	12,704.27	27,250.00	27,250.00
6475 · Insurance	0.00	0.00	44,523.00	56,450.00	56,450.00
6500-10 · Legislative	6,000.00	6,250.00	72,750.61	75,000.00	75,000.00
6525-10 · Membership Services	3,423.53	250.00	5,862.55	2,500.00	2,500.00
6550 · Miscellaneous Expense	-66.50	0.00	41.69	5,350.00	5,350.00
6575 · Office Expense	784.52	1,000.00	14,920.44	14,650.00	14,650.00
6595-10 · Penalty & Interest	0.00	0.00	0.00	250.00	250.00
6600 · Photography	0.00	0.00	0.00	500.00	500.00
6625 · Postage	38.60	250.00	5,204.41	7,000.00	7,000.00
6650 · Printing	0.00	0.00	18,440.75	30,000.00	30,000.00
6675 · Professional Services	1,078.76	6,500.00	69,039.56	117,000.00	117,000.00
6700 · Promotion	3,000.00	500.00	111,211.97	146,000.00	146,000.00
6705-55 · Grants GB	500.00	0.00	2,300.00	10,000.00	10,000.00
6725-20 · Facility Fee SBS	0.00	0.00	6,521.00	10,000.00	10,000.00
6725 · Repairs & Maint - Facility	0.00	100.00	0.00	250.00	250.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	1,000.00	1,000.00
6750 · Repairs & Maint-Office Machine	623.14	400.00	9,756.17	8,500.00	8,500.00

Northwest Marine Trade Association
Consolidated Profit & Loss
June 2022

	Jun 22	Budget	Jul '21 - Jun 22	YTD Budget	Annual Budget
6775-10 · Salaries	76,572.65	77,000.00	686,714.72	698,000.00	698,000.00
6800 · Site Expense	0.00	0.00	108,583.43	113,000.00	113,000.00
6825 · Speaker	0.00	0.00	17,400.00	40,500.00	40,500.00
6850 · Special Projects-Split	-2,190.00	0.00	11,004.07	22,045.00	22,045.00
6875 · VIP Event	0.00	0.00	32,234.63	60,150.00	60,150.00
6880 · Sponsorship Benefits	147.46	0.00	3,956.05	37,750.00	37,750.00
6900 · Subscriptions	0.00	125.00	889.27	1,500.00	1,500.00
6925-10 · Taxes - Payroll	7,213.67	4,925.00	66,671.07	54,250.00	54,250.00
6950 · Taxes & Licenses	909.23	2,360.00	84,199.65	87,300.00	87,300.00
6975 · Rent	5,018.58	3,260.00	425,522.61	417,466.00	417,466.00
6980 · Rent - Other	3,249.09	942.00	50,339.52	69,775.00	69,775.00
7025 · Telephone	897.40	1,045.00	12,255.39	12,750.00	12,750.00
7050-10 · Training/Conferences/Seminars	0.00	400.00	801.00	2,500.00	2,500.00
7075 · Travel Expense	112.58	1,600.00	14,852.22	14,350.00	14,350.00
8000 · Website Maintenance Fees	1,680.21	2,620.00	44,584.89	26,500.00	26,500.00
9000 · Contingency	0.00	1,000.00	0.00	12,000.00	12,000.00
Total Expense	127,605.99	134,862.00	3,148,115.98	3,552,136.00	3,552,136.00
Net Ordinary Income	-104,578.94	-107,784.00	58,489.60	711.00	711.00
Net Income	-104,578.94	-107,784.00	58,489.60	711.00	711.00

Consolidated

FYE 2022 Better than Budget by \$57,779

2:34 PM

07/15/22

Accrual Basis

Northwest Marine Trade Association Association June 2022

	Jun 22	Budget	Jul '21 - Jun 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	20,896.49	21,000.00	180,111.11	181,000.00	181,000.00
4020 · Advertising Income	0.00	0.00	0.00	500.00	500.00
4100 · Sponsorships	4,000.00	0.00	4,000.00	1,500.00	1,500.00
4200-10 · Dues Revenue	1,575.00	1,575.00	295,634.34	284,589.00	284,589.00
4350-10 · Interest Income	3.53	3.00	30.27	50.00	50.00
4360-10 · Dividend Income	3,700.41	4,500.00	35,785.69	58,758.00	58,758.00
4425-10 · Gain- PPP/ERTC	0.00		164,140.35		
4450 · Miscellaneous Income	75.00	0.00	8,966.46	1,500.00	1,500.00
4451-10 · Meeting Income II	300.00		750.00		
4600 · Seminar Income	0.00	0.00	0.00	500.00	500.00
Total Income	30,550.43	27,078.00	689,418.22	528,397.00	528,397.00
Gross Profit	30,550.43	27,078.00	689,418.22	528,397.00	528,397.00
Expense					
6000 · Advertising	0.00	0.00	0.00	200.00	200.00
6025 · Auto Expense	214.73	500.00	1,220.12	3,500.00	3,500.00
6030 · Bad Debt Expense	0.00	1,000.00	0.00	1,000.00	1,000.00
6040 · Bank Charge	1,644.83	2,000.00	8,560.96	11,500.00	11,500.00
6075-10 · Board & Committee Expense	162.22	1,050.00	903.49	1,500.00	1,500.00
6080-10 · Board Planning Session	0.00	0.00	0.00	1,500.00	1,500.00
6125 · Computer Support	374.30	1,000.00	11,462.11	12,000.00	12,000.00
6150 · Contract Services	1,150.00	1,000.00	7,650.00	10,000.00	10,000.00
6200 · Depreciation	1,217.29	1,550.00	15,658.66	17,500.00	17,500.00
6215-10 · Donations/Contributions	0.00	500.00	375.00	2,500.00	2,500.00
6225 · Dues	220.00	200.00	4,512.74	3,000.00	3,000.00
6275-10 · Employee Health Insurance	6,588.30	6,345.00	90,332.97	87,500.00	87,500.00
6285-10 · 401K Admin/Contrib	4,530.96	3,240.00	40,534.47	39,500.00	39,500.00
6375 · Food	2,510.44	300.00	6,305.74	3,500.00	3,500.00
6475 · Insurance	0.00	0.00	16,184.00	25,000.00	25,000.00
6500-10 · Legislative	6,000.00	6,250.00	72,750.61	75,000.00	75,000.00
6525-10 · Membership Services	3,423.53	250.00	5,862.55	2,500.00	2,500.00
6550 · Miscellaneous Expense	-66.50	0.00	41.69	500.00	500.00
6575 · Office Expense	784.52	1,000.00	12,234.74	12,000.00	12,000.00

*Sponsorship
Annual Mtg*

*Food
Annual Mtg
+2K*

*Membership Services
Waterlife Wednesday
Annual Mtg - Tent*

**Northwest Marine Trade Association
Association
June 2022**

	<u>Jun 22</u>	<u>Budget</u>	<u>Jul '21 - Jun 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6595-10 · Penalty & Interest	0.00	0.00	0.00	250.00	250.00
6625 · Postage	38.60	250.00	1,275.87	2,750.00	2,750.00
6650 · Printing	0.00	0.00	0.00	500.00	500.00
6675 · Professional Services	1,078.76	6,500.00	64,164.56	105,000.00	105,000.00
6700 · Promotion	0.00	0.00	2,207.77	2,500.00	2,500.00
6725 · Repairs & Maint - Facility	0.00	100.00	0.00	250.00	250.00
6750 · Repairs & Maint-Office Machine	623.14	400.00	9,756.17	8,500.00	8,500.00
6775-10 · Salaries	76,572.65	77,000.00	686,714.72	698,000.00	698,000.00
6880 · Sponsorship Benefits	147.46		147.46		
6900 · Subscriptions	0.00	125.00	889.27	1,500.00	1,500.00
6925-10 · Taxes - Payroll	7,213.67	4,925.00	66,671.07	54,250.00	54,250.00
6950 · Taxes & Licenses	748.39	2,310.00	6,463.78	14,500.00	14,500.00
6975 · Rent	2,905.58	3,260.00	38,668.08	39,000.00	39,000.00
6980 · Rent - Other	1,027.00	942.00	14,387.65	11,315.00	11,315.00
7025 · Telephone	897.40	1,045.00	12,255.39	12,500.00	12,500.00
7050-10 · Training/Conferences/Seminars	0.00	400.00	801.00	2,500.00	2,500.00
7075 · Travel Expense	112.58	1,500.00	7,321.05	7,500.00	7,500.00
8000 · Website Maintenance Fees	1,430.21	2,370.00	21,704.09	18,500.00	18,500.00
9000 · Contingency	0.00	1,000.00	0.00	1,000.00	1,000.00
Total Expense	<u>121,550.06</u>	<u>128,312.00</u>	<u>1,228,017.78</u>	<u>1,290,015.00</u>	<u>1,290,015.00</u>
Net Ordinary Income	<u>-90,999.63</u>	<u>-101,234.00</u>	<u>-538,599.56</u>	<u>-761,618.00</u>	<u>-761,618.00</u>
Net Income	<u><u>-90,999.63</u></u>	<u><u>-101,234.00</u></u>	<u><u>-538,599.56</u></u>	<u><u>-761,618.00</u></u>	<u><u>-761,618.00</u></u>

Association

FYE 2022 Better than Budget by \$223K includes
PPP Forgiven/ERTC of \$164K

Northwest Marine Trade Association
Seattle Boat Show
June 2022

	Jun 22	Budget	Jul '21 - Jun 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4010 · Admissions	0.00	0.00	363,936.00	482,700.00	482,700.00
4020 · Advertising Income	0.00	0.00	9,475.00	15,000.00	15,000.00
4025-20 · Adv Income Program SBS	0.00	0.00	19,850.00	24,000.00	24,000.00
4030 · Badges	0.00	0.00	3,390.00	3,500.00	3,500.00
4100 · Sponsorships	0.00	0.00	135,950.00	225,000.00	225,000.00
4450 · Miscellaneous Income	16.95	0.00	17,830.09	28,500.00	28,500.00
4550 · Misc. Sales (Taxable)	0.00		11,800.00		
4555 · Parking	0.00	0.00	42,755.78	60,000.00	60,000.00
4600 · Seminar Income	0.00	0.00	67,158.00	89,000.00	89,000.00
4650 · Space Rental	0.00	0.00	1,660,771.12	1,790,750.00	1,790,750.00
Total Income	<u>16.95</u>	<u>0.00</u>	<u>2,332,915.99</u>	<u>2,718,450.00</u>	<u>2,718,450.00</u>
Gross Profit	16.95	0.00	2,332,915.99	2,718,450.00	2,718,450.00
Expense					
6000 · Advertising	0.00	0.00	330,119.05	310,000.00	310,000.00
6025 · Auto Expense	0.00	0.00	110.09	750.00	750.00
6040 · Bank Charge	0.00	0.00	24,107.33	28,000.00	28,000.00
6050 · Boat & Display Handling	0.00	0.00	56,080.34	70,000.00	70,000.00
6125 · Computer Support	0.00	0.00	1,613.30	1,200.00	1,200.00
6150 · Contract Services	0.00	0.00	392,160.63	430,000.00	430,000.00
6175 · Decorating	0.00	0.00	86,654.72	110,000.00	110,000.00
6325 · Exhibitor Expense	0.00	0.00	66,472.15	83,000.00	83,000.00
6375 · Food	0.00	0.00	2,221.03	4,000.00	4,000.00
6475 · Insurance	0.00	0.00	26,189.00	26,500.00	26,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	3,500.00	3,500.00
6575 · Office Expense	0.00	0.00	2,449.45	2,500.00	2,500.00
6600 · Photography	0.00	0.00	0.00	500.00	500.00
6625 · Postage	0.00	0.00	2,938.54	2,750.00	2,750.00

*Silver Cloud
+ hotel comm.*

**Northwest Marine Trade Association
Seattle Boat Show
June 2022**

	<u>Jun 22</u>	<u>Budget</u>	<u>Jul '21 - Jun 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6650 · Printing	0.00	0.00	17,039.76	22,500.00	22,500.00
6675 · Professional Services	0.00	0.00	4,875.00	6,000.00	6,000.00
6700 · Promotion	0.00	0.00	85,048.36	127,000.00	127,000.00
6725-20 · Facility Fee SBS	0.00	0.00	6,521.00	10,000.00	10,000.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	1,000.00	1,000.00
6800 · Site Expense	0.00	0.00	105,278.78	110,000.00	110,000.00
6825 · Speaker	0.00	0.00	17,400.00	39,000.00	39,000.00
6875 · VIP Event	0.00	0.00	32,234.63	60,000.00	60,000.00
6880 · Sponsorship Benefits	0.00	0.00	1,406.67	37,000.00	37,000.00
6950 · Taxes & Licenses	157.64	0.00	74,238.89	70,000.00	70,000.00
6975 · Rent	0.00	0.00	370,490.77	369,966.00	369,966.00
6980 · Rent - Other	2,222.09	0.00	35,951.87	53,000.00	53,000.00
7025 · Telephone	0.00	0.00	0.00	0.00	0.00
7075 · Travel Expense	0.00	0.00	3,737.79	750.00	750.00
8000 · Website Maintenance Fees	0.00	0.00	13,304.00	6,500.00	6,500.00
9000 · Contingency	0.00	0.00	0.00	10,000.00	10,000.00
Total Expense	<u>2,379.73</u>	<u>0.00</u>	<u>1,758,643.15</u>	<u>1,995,416.00</u>	<u>1,995,416.00</u>
Net Ordinary Income	<u>-2,362.78</u>	<u>0.00</u>	<u>574,272.84</u>	<u>723,034.00</u>	<u>723,034.00</u>
Net Income	<u><u>-2,362.78</u></u>	<u><u>0.00</u></u>	<u><u>574,272.84</u></u>	<u><u>723,034.00</u></u>	<u><u>723,034.00</u></u>

*BHM.
Electrical*

*FINAL
2022 Seattle Boat Show missed
Budget by \$148K*

Northwest Marine Trade Association
Grow Boating
 June 2022

	Jun 22	Budget	Jul '21 - Jun 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4225-55 · Grow Boating Surcharge	0.00	0.00	0.00	48,000.00	48,000.00
4230-55 · Grow Boating - Sponsorships	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	0.00	0.00	904.00	0.00	0.00
Total Income	<u>0.00</u>	<u>0.00</u>	<u>904.00</u>	<u>48,000.00</u>	<u>48,000.00</u>
Gross Profit	0.00	0.00	904.00	48,000.00	48,000.00
Expense					
6000 · Advertising	0.00	500.00	800.00	7,000.00	7,000.00
6025 · Auto Expense	0.00	100.00	564.08	1,000.00	1,000.00
6150 · Contract Services	0.00	5,000.00	8,000.00	15,000.00	15,000.00
6375 · Food	0.00	50.00	400.99	1,000.00	1,000.00
6475 · Insurance	0.00	0.00	0.00	2,250.00	2,250.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	100.00	100.00
6575 · Office Expense	0.00	0.00	0.00	150.00	150.00
6625 · Postage	0.00	0.00	0.00	500.00	500.00
6650 · Printing	0.00	0.00	0.00	500.00	500.00
6700 · Promotion	3,000.00	500.00	17,217.72	7,500.00	7,500.00
6705-55 · Grants GB	500.00	0.00	2,300.00	10,000.00	10,000.00
6950 · Taxes & Licenses	0.00	0.00	9.48	1,500.00	1,500.00
7075 · Travel Expense	0.00	100.00	0.00	500.00	500.00
8000 · Website Maintenance Fees	0.00	250.00	0.00	1,000.00	1,000.00
Total Expense	<u>3,500.00</u>	<u>6,500.00</u>	<u>29,292.27</u>	<u>48,000.00</u>	<u>48,000.00</u>
Net Ordinary Income	<u>-3,500.00</u>	<u>-6,500.00</u>	<u>-28,388.27</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>-3,500.00</u></u>	<u><u>-6,500.00</u></u>	<u><u>-28,388.27</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>

*PR - Samuelson Comm.
 2020 Grant
 awarded - ACBS*

FYE2022 Grow Boating spent \$28,388 from Designated Grow Boating Funds

**Northwest Marine Trade Association
Marina & Boatyard Conference
June 2022**

	<u>Jun 22</u>	<u>Budget</u>	<u>Jul '21 - Jun 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00	0.00	13,500.00	17,000.00	17,000.00
4600 · Seminar Income	0.00	0.00	26,201.00	26,500.00	26,500.00
4750 · Registration Fees	-440.00	0.00	-440.00	0.00	0.00
Total Income	<u>-440.00</u>	<u>0.00</u>	<u>39,261.00</u>	<u>43,500.00</u>	<u>43,500.00</u>
Gross Profit	-440.00	0.00	39,261.00	43,500.00	43,500.00
Expense					
6025 · Auto Expense	0.00	0.00	48.61	250.00	250.00
6040 · Bank Charge	0.00	0.00	0.00	850.00	850.00
6150 · Contract Services	0.00		1,411.29		
6375 · Food	0.00	0.00	1,348.20	16,500.00	16,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	1,000.00	1,000.00
6575 · Office Expense	0.00		0.00		
6650 · Printing	0.00	0.00	928.92	1,000.00	1,000.00
6700 · Promotion	0.00		0.00		
6825 · Speaker	0.00	0.00	0.00	1,500.00	1,500.00
6950 · Taxes & Licenses	0.00	0.00	864.29	800.00	800.00
6975 · Rent	0.00	0.00	12,206.40	4,500.00	4,500.00
7075 · Travel Expense	0.00	0.00	60.50	1,000.00	1,000.00
Total Expense	<u>0.00</u>	<u>0.00</u>	<u>16,868.21</u>	<u>27,400.00</u>	<u>27,400.00</u>
Net Ordinary Income	<u>-440.00</u>	<u>0.00</u>	<u>22,392.79</u>	<u>16,100.00</u>	<u>16,100.00</u>
Net Income	<u><u>-440.00</u></u>	<u><u>0.00</u></u>	<u><u>22,392.79</u></u>	<u><u>16,100.00</u></u>	<u><u>16,100.00</u></u>

o/s MC registration

FINAL

*2021 Marina + Boatyard Conference
Better than Budget by \$6,293*

Northwest Marine Trade Association Anacortes Boat & Yacht Show June 2022

	Jun 22	Budget	Jul '21 - Jun 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4010 · Admissions	0.00	0.00	20,000.00	30,000.00	30,000.00
4020 · Advertising Income	0.00	0.00	800.00	2,500.00	2,500.00
4100 · Sponsorships	0.00	0.00	15,000.00	10,000.00	10,000.00
4450 · Miscellaneous Income	0.00	0.00	3,577.50	4,500.00	4,500.00
4650 · Space Rental	-197.34	0.00	100,774.54	155,000.00	155,000.00
4750 · Registration Fees	0.00	0.00	0.00	0.00	0.00
Total Income	-197.34	0.00	140,152.04	202,000.00	202,000.00
Gross Profit	-197.34	0.00	140,152.04	202,000.00	202,000.00
Expense					
6000 · Advertising	0.00	0.00	36,639.56	55,000.00	55,000.00
6025 · Auto Expense	0.00	0.00	1,130.82	500.00	500.00
6040 · Bank Charge	0.00	0.00	1,349.60	250.00	250.00
6050 · Boat & Display Handling	0.00	0.00	0.00	1,000.00	1,000.00
6150 · Contract Services	0.00	0.00	9,790.00	9,500.00	9,500.00
6175 · Decorating	0.00	0.00	16,328.92	50,000.00	50,000.00
6325 · Exhibitor Expense	0.00	0.00	240.23	1,500.00	1,500.00
6375 · Food	0.00	0.00	2,428.31	2,000.00	2,000.00
6475 · Insurance	0.00	0.00	2,150.00	2,200.00	2,200.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	250.00	250.00
6575 · Office Expense	0.00	0.00	236.25	0.00	0.00
6625 · Postage	0.00	0.00	990.00	1,000.00	1,000.00
6650 · Printing	0.00	0.00	472.07	5,000.00	5,000.00
6675 · Professional Services	0.00	0.00	0.00	6,000.00	6,000.00
6700 · Promotion	0.00	0.00	6,738.12	7,500.00	7,500.00
6800 · Site Expense	0.00	0.00	3,304.65	2,500.00	2,500.00
6850 · Special Projects-Split	-2,190.00	0.00	11,004.07	22,045.00	22,045.00

*Space -
Corrections/
Rounding adj.*

*Special Projects
Drink vouchers
already accrued
in promotions*

**Northwest Marine Trade Association
Anacortes Boat & Yacht Show
June 2022**

	Jun 22	Budget	Jul '21 - Jun 22	YTD Budget	Annual Budget
6880 · Sponsorship Benefits	0.00		1,900.00		
6950 · Taxes & Licenses	12.78	50.00	2,632.79	500.00	500.00
6975 · Rent	0.00	0.00	2,044.36	2,500.00	2,500.00
6980 · Rent - Other	0.00	0.00	0.00	5,460.00	5,460.00
7025 · Telephone	0.00	0.00	0.00	250.00	250.00
7075 · Travel Expense	0.00	0.00	3,732.88	4,500.00	4,500.00
8000 · Website Maintenance Fees	250.00	0.00	9,576.80	500.00	500.00
Total Expense	-1,927.22	50.00	112,689.43	179,955.00	179,955.00
Net Ordinary Income	1,729.88	-50.00	27,462.61	22,045.00	22,045.00
Net Income	1,729.88	-50.00	27,462.61	22,045.00	22,045.00

FINAL

*2022 Anacortes Boat + Yacht Show featuring TrawlerFest
YTD Better than Budget \$5,418*

3:25 PM

07/14/22

Accrual Basis

Northwest Marine Trade Association
Kayak Try and Buy/ NW Paddling Festival
June 2022

	<u>Jun 22</u>	<u>Budget</u>	<u>Jul '21 - Jun 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00	0.00	0.00	2,500.00	2,500.00
4650 · Space Rental	0.00	0.00	0.00	10,000.00	10,000.00
Total Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>12,500.00</u>	<u>12,500.00</u>
Gross Profit	0.00	0.00	0.00	12,500.00	12,500.00
Expense					
6000 · Advertising	0.00	0.00	0.00	1,600.00	1,600.00
6025 · Auto Expense	0.00	0.00	0.00	0.00	0.00
6040 · Bank Charge	0.00	0.00	0.00	250.00	250.00
6150 · Contract Services	0.00	0.00	0.00	1,750.00	1,750.00
6175 · Decorating	0.00	0.00	0.00	750.00	750.00
6325 · Exhibitor Expense	0.00	0.00	0.00	250.00	250.00
6375 · Food	0.00	0.00	0.00	250.00	250.00
6475 · Insurance	0.00	0.00	0.00	500.00	500.00
6650 · Printing	0.00	0.00	0.00	500.00	500.00
6700 · Promotion	0.00	0.00	0.00	1,500.00	1,500.00
6800 · Site Expense	0.00	0.00	0.00	500.00	500.00
6875 · VIP Event	0.00	0.00	0.00	150.00	150.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	750.00	750.00
6975 · Rent	2,113.00	0.00	2,113.00	1,500.00	1,500.00
7075 · Travel Expense	0.00	0.00	0.00	100.00	100.00
9000 · Contingency	0.00	0.00	0.00	1,000.00	1,000.00
Total Expense	<u>2,113.00</u>	<u>0.00</u>	<u>2,113.00</u>	<u>11,350.00</u>	<u>11,350.00</u>
Net Ordinary Income	<u>-2,113.00</u>	<u>0.00</u>	<u>-2,113.00</u>	<u>1,150.00</u>	<u>1,150.00</u>
Net Income	<u><u>-2,113.00</u></u>	<u><u>0.00</u></u>	<u><u>-2,113.00</u></u>	<u><u>1,150.00</u></u>	<u><u>1,150.00</u></u>

*Event
Cancelled*

Prepaid expenses \$2,113.

**NMTA CASH FLOW ANALYSIS
MMKT/DEPOSITORY/CHECKING ACCOUNTS
AS OF JUNE 30, 2022**

FOR FISCAL YEAR-ENDING 2019 THRU 2022

2018-2019	JULY 2018	AUGUST 2018	SEPTEMBER 2018	OCTOBER 2018	NOVEMBER 2018	DECEMBER 2018	JANUARY 2019	FEBRUARY 2019	MARCH 2019	APRIL 2019	MAY 2019	JUNE 2019
BEGINNING CASH	24,822	43,740	777,281	862,243	834,574	987,357	1,354,757	1,349,687	847,317	627,595	581,969	38,762
RECEIPTS	287,733	896,387	273,009	148,325	291,095	547,780	428,106	173,101	101,645	196,479	241,078	260,151
DISBURSEMENTS	268,814	162,846	188,047	175,994	138,312	180,379	433,177	675,471	321,367	242,105	784,285	215,977
ENDING CASH	43,740	777,281	862,243	834,574	987,357	1,354,757	1,349,687	847,317	627,595	581,969	38,762	82,936
2019-2020	JULY 2019	AUGUST 2019	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019	JANUARY 2020	FEBRUARY 2020	MARCH 2020	APRIL 2020	MAY 2020	JUNE 2020
BEGINNING CASH	82,936	87,065	564,143	740,393	677,511	671,467	1,144,812	1,284,665	910,272	370,138	392,451	98,994
RECEIPTS	283,134	730,243	428,328	92,426	195,307	688,134	517,064	176,860	28,397	177,591	750,387	136,021
DISBURSEMENTS	279,004	253,165	252,077	155,308	201,351	214,789	377,212	551,253	568,530	155,279	1,043,844	178,410
ENDING CASH	87,065	564,143	740,393	677,511	671,467	1,144,812	1,284,665	910,272	370,138	392,451	98,994	56,605
2020-2021	JULY 2020	AUGUST 2020	SEPTEMBER 2020	OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
BEGINNING CASH	56,605	74,366	339,576	644,595	591,938	352,875	266,545	180,864	225,621	123,287	224,061	304,568
RECEIPTS	504,836	392,702	424,808	68,620	50,443	107,758	133,953	595,845	49,111	237,548	199,899	131,580
DISBURSEMENTS	487,075	127,492	119,789	121,277	289,506	194,087	219,634	551,088	151,445	136,774	119,392	283,657
ENDING CASH	74,366	339,576	644,595	591,938	352,875	266,545	180,864	225,621	123,287	224,061	304,568	152,491
2021-2022	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2022	JUNE 2022
BEGINNING CASH	152,491	155,929	718,816	801,759	680,365	633,320	1,022,055	855,281	968,180	376,344	357,292	412,790
RECEIPTS	129,940	710,073	224,607	56,336	129,448	523,958	138,900	412,746	109,681	173,598	177,795	386,542
DISBURSEMENTS	126,502	147,186	141,664	177,730	176,493	135,222	305,674	299,847	701,516	192,651	122,297	768,455
ENDING CASH	155,929	718,816	801,759	680,365	633,320	1,022,055	855,281	968,180	376,344	357,292	412,790	30,877

As of June 30, 2022

Accounts Receivables 6/30/22	
Current	\$ 22,820
30 Days	\$ 14,985
60 Days	\$ 105,351
90 Days	
120 Days	<u>\$ 1,124</u>
Total	<u><u>\$ 144,280</u></u>
as of 7/14/22 total A/R aging \$103,726	

Accounts Payable 6/30/22	
Current	\$ 29,233
30 Days	\$ 10,485
60 Days	
90 Days	
120 Days	
Total	<u><u>\$ 39,718</u></u>
as of 7/14/22 total A/P aging \$28,975	

Operating Accounts

Cash - US Bank Checking	\$ 8,630
Cash - Petty	\$ 42
Cash - US Bank CC	<u>\$ 22,248</u>
	<u>\$ 30,919</u>

Investment Accounts

Cash - Wells Fargo Financial	\$ 87,429
Securities-US Treasury	\$ 197,050
Investments - Bonds/Units	\$ 332,203
Compass Acct. (Equities)	<u>\$ 371,399</u>
	<u>\$ 988,081</u>

Total Cash/Investments \$ 1,019,000

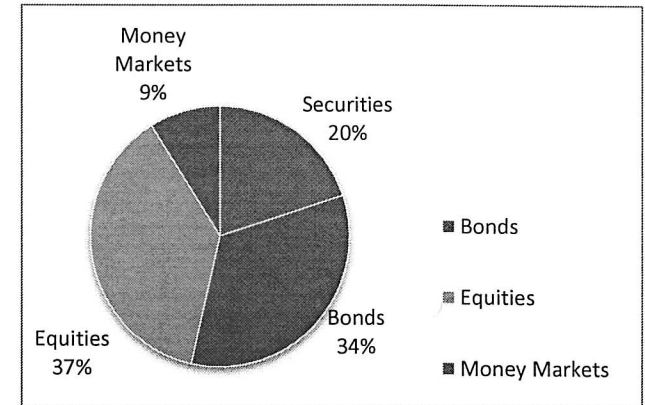
13

**Northwest Marine Trade Association
Schedule of Investments
June 30, 2022**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 06/30/22</u>	<u>Yield</u>	<u>Gain or (Loss)</u>	<u>Appx. Mos. to Maturity</u>	<u>Est. Ann. Income</u>
Standard Fed Bank	CD	02/17/15	64,000		\$ -	0.00%	-		
Securities- US Treasury Bond ETF/CEF				0	\$ 197,050	0.00%	197,050		\$ 3,625
Bond Mutual Funds				439,871	\$ 266,314	4.15%	(173,558)		\$ 11,039
				599,693	\$ 65,889	4.55%	(533,804)		\$ 3,001
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>1,039,564</u>	<u>\$ 529,252</u>	<u>3.34%</u>	<u>(510,312)</u>		<u>17,665</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 87,429				17
Compass Account {Equities} Wells Fargo Advisors					\$ 371,399				7,976
Total					<u>\$ 988,081</u>				

<u>Maturity Date</u>	<u>Market Value</u>	<u>Percent</u>
\$ -	-	0%
\$ 197,050	197,050	0%
\$ -	-	0%
\$ -	-	0%
<u>\$ 197,050</u>	<u>197,050</u>	

Investment Allocation



**Northwest Marine Trade Association
Balance Sheet
As of June 30, 2022**

Assets

	----- 2022 -----	----- 2021 -----
Current Assets:		
PAC Bank of America	\$ -	\$ 3,111
PAC Peoples Bank	\$ 28,117	\$ 20,082
PayPal	\$ 487	\$ 487
Cash and cash equivalents	\$ 30,919	\$ 152,533
Accounts receivable	\$ 144,280	\$ 98,365
Accounts receivable - Other	\$ (15,444)	\$ (11,899)
Pending Dues	\$ (103,923)	\$ (102,810)
PPP Loan Forgiven		\$ (128,688)
Prepaid Expenses	\$ 16,686	\$ 48,438
Total Current Assets	\$ 101,121	\$ 79,619
Investments	\$ 988,081	\$ 1,314,507
Goodwill: NWPF	\$ 7,500	\$ 7,500
Property and equipment	\$ 315,951	\$ 314,341
Accumulated Depreciation	\$ (292,790)	\$ (277,132)
	\$ 23,161	\$ 37,209
Total Assets	\$ 1,119,863	\$ 1,438,835

Liabilities and Net Assets

Liabilities:		
Payables	\$ 39,718	\$ 20,168
Accrued Expenses	\$ 1,507	\$ 596
Deferred Rent Liability	\$ 840	\$ 840
Deferred Vacation Liability	\$ 35,192	\$ 46,561
PPP Loan Peoples Bank	\$ -	\$ 128,687
Deferred Revenue	\$ 216,364	\$ 507,410
Total Liabilities	\$ 293,621	\$ 704,262
Unrestricted Net Assets	\$ 826,242	\$ 734,574
Total Liabilities and Net Assets	\$ 1,119,863	\$ 1,438,835

Board Designated Amount for Grow Boating in Unrestricted Net Assets			
YE	Revenue	Expense	Net Income (Loss)
	Balance carry forward through 2015		\$ 17,875
2016	\$ 174,953	\$ 138,740	\$ 36,213
2017	\$ 172,367	\$ 171,815	\$ 552
2018	\$ 157,683	\$ 142,378	\$ 15,305
2019	\$ 153,757	\$ 122,066	\$ 31,691
2020	\$ 165,241	\$ 133,472	\$ 31,769
2021	\$ 9,411	\$ 30,800	\$ (21,389)
	Total		\$ 112,523