

Northwest Marine Trade Association
Consolidated Profit & Loss
May 2022

	<u>May 22</u>	<u>Budget</u>	<u>Jul '21 - May 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	22,817.85	22,000.00	159,214.62	160,000.00	181,000.00
4010 · Admissions	20,000.00	30,000.00	383,936.00	512,700.00	512,700.00
4020 · Advertising Income	800.00	2,500.00	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	15,000.00	12,500.00	164,450.00	256,000.00	256,000.00
4200-10 · Dues Revenue	1,575.00	1,050.00	294,059.34	283,014.00	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	4.37	4.00	26.74	47.00	50.00
4360-10 · Dividend Income	2,786.71	4,600.00	32,085.28	54,258.00	58,758.00
4400-10 · Realized Gain / Loss	4,994.18	0.00	10,857.32	0.00	0.00
4425-10 · Gain- PPP/ERTC	0.00		164,140.35		
4450 · Miscellaneous Income	2,871.71	4,500.00	31,186.10	34,500.00	34,500.00
4451-10 · Meeting Income II	450.00		450.00		
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	100,971.88	165,000.00	1,761,743.00	1,955,750.00	1,955,750.00
4750 · Registration Fees	0.00	0.00	0.00	0.00	0.00
Total Income	<u>172,271.70</u>	<u>242,154.00</u>	<u>3,183,578.53</u>	<u>3,525,769.00</u>	<u>3,552,847.00</u>
Gross Profit	172,271.70	242,154.00	3,183,578.53	3,525,769.00	3,552,847.00
Expense					
6000 · Advertising	36,639.56	60,150.00	367,558.61	373,300.00	373,800.00
6025 · Auto Expense	1,319.39	950.00	2,858.99	5,400.00	6,000.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	1,787.98	1,250.00	32,372.86	38,850.00	40,850.00
6050 · Boat & Display Handling	0.00	1,000.00	56,080.34	71,000.00	71,000.00

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Accrual Basis

Northwest Marine Trade Association
Consolidated Profit & Loss
May 2022

	May 22	Budget	Jul '21 - May 22	YTD Budget	Annual Budget
6075-10 · Board & Committee Expense	394.59	0.00	741.27	450.00	1,500.00
6080-10 · Board Planning Session	0.00	0.00	0.00	1,500.00	1,500.00
6125 · Computer Support	662.61	1,000.00	12,701.11	12,200.00	13,200.00
6150 · Contract Services	10,290.00	12,750.00	417,861.92	460,250.00	466,250.00
6175 · Decorating	16,328.92	50,750.00	102,983.64	160,750.00	160,750.00
6200 · Depreciation	1,217.31	1,450.00	14,441.37	15,950.00	17,500.00
6215-10 · Donations/Contributions	0.00	0.00	375.00	2,000.00	2,500.00
6225 · Dues	380.00	0.00	4,292.74	2,800.00	3,000.00
6275-10 · Employee Health Insurance	6,550.50	6,345.00	83,744.67	81,155.00	87,500.00
6285-10 · 401K Admin/Contrib	3,488.79	3,240.00	36,003.51	36,260.00	39,500.00
6325 · Exhibitor Expense	240.23	1,750.00	66,712.38	84,750.00	84,750.00
6375 · Food	2,805.68	2,600.00	10,193.83	26,900.00	27,250.00
6475 · Insurance	0.00	2,700.00	44,523.00	56,450.00	56,450.00
6500-10 · Legislative	6,019.91	6,250.00	66,750.61	68,750.00	75,000.00
6525-10 · Membership Services	0.00	0.00	2,439.02	2,250.00	2,500.00
6550 · Miscellaneous Expense	0.00	250.00	108.19	5,350.00	5,350.00
6575 · Office Expense	776.11	1,000.00	14,135.92	13,650.00	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	1,389.68	1,200.00	5,165.81	6,750.00	7,000.00
6650 · Printing	472.07	5,750.00	18,440.75	30,000.00	30,000.00
6675 · Professional Services	4,024.26	13,500.00	67,960.80	110,500.00	117,000.00
6700 · Promotion	8,529.27	11,500.00	108,211.97	145,500.00	146,000.00
6705-55 · Grants GB	0.00	0.00	1,800.00	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	0.00	0.00	150.00	250.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	1,000.00	1,000.00
6750 · Repairs & Maint-Office Machine	1,434.69	400.00	9,133.03	8,100.00	8,500.00



Northwest Marine Trade Association
Consolidated Profit & Loss
May 2022

	May 22	Budget	Jul '21 - May 22	YTD Budget	Annual Budget
6775-10 · Salaries	47,629.40	52,000.00	610,142.07	621,000.00	698,000.00
6800 · Site Expense	3,304.65	3,000.00	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	13,194.07	22,045.00	13,194.07	22,045.00	22,045.00
6875 · VIP Event	0.00	150.00	32,234.63	60,150.00	60,150.00
6880 · Sponsorship Benefits	2,401.92	750.00	3,808.59	37,750.00	37,750.00
6900 · Subscriptions	0.00	125.00	889.27	1,375.00	1,500.00
6925-10 · Taxes - Payroll	6,295.24	4,450.00	59,457.40	49,325.00	54,250.00
6950 · Taxes & Licenses	3,012.86	3,075.00	83,290.42	84,940.00	87,300.00
6975 · Rent	5,064.88	7,260.00	420,504.03	414,206.00	417,466.00
6980 · Rent - Other	1,027.00	6,403.00	47,090.43	68,833.00	69,775.00
7025 · Telephone	986.78	1,290.00	11,357.99	11,705.00	12,750.00
7050-10 · Training/Conferences/Seminars	629.00	425.00	801.00	2,100.00	2,500.00
7075 · Travel Expense	5,275.91	8,200.00	14,739.64	12,750.00	14,350.00
8000 · Website Maintenance Fees	12,476.02	1,015.00	42,904.68	23,880.00	26,500.00
9000 · Contingency	0.00	1,000.00	0.00	11,000.00	12,000.00
Total Expense	206,049.28	296,973.00	3,020,509.99	3,417,274.00	3,552,136.00
Net Ordinary Income	-33,777.58	-54,819.00	163,068.54	108,495.00	711.00
Net Income	-33,777.58	-54,819.00	163,068.54	108,495.00	711.00

Consolidated

May 2022 Better than Budget by +\$20K

*YTD Better than Budget ≈ \$55K**

** Includes the \$164K PPP forgiven & ERTC*

Northwest Marine Trade Association
Association
May 2022

	<u>May 22</u>	<u>Budget</u>	<u>Jul '21 - May 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	22,817.85	22,000.00	159,214.62	160,000.00	181,000.00
4020 · Advertising Income	0.00	0.00	0.00	500.00	500.00
4100 · Sponsorships	0.00	0.00	0.00	1,500.00	1,500.00
4200-10 · Dues Revenue	1,575.00	1,050.00	294,059.34	283,014.00	284,589.00
4350-10 · Interest Income	4.37	4.00	26.74	47.00	50.00
4360-10 · Dividend Income	2,786.71	4,600.00	32,085.28	54,258.00	58,758.00
4425-10 · Gain- PPP/ERTC	0.00		164,140.35		
4450 · Miscellaneous Income	0.00	0.00	8,891.46	1,500.00	1,500.00
4451-10 · Meeting Income II	450.00		450.00		
4600 · Seminar Income	0.00	0.00	0.00	500.00	500.00
Total Income	<u>27,633.93</u>	<u>27,654.00</u>	<u>658,867.79</u>	<u>501,319.00</u>	<u>528,397.00</u>
Gross Profit	27,633.93	27,654.00	658,867.79	501,319.00	528,397.00
Expense					
6000 · Advertising	0.00	50.00	0.00	200.00	200.00
6025 · Auto Expense	188.57	250.00	1,005.39	3,000.00	3,500.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	438.38	750.00	6,916.13	9,500.00	11,500.00
6075-10 · Board & Committee Expense	394.59	0.00	741.27	450.00	1,500.00
6080-10 · Board Planning Session	0.00	0.00	0.00	1,500.00	1,500.00
6125 · Computer Support	662.61	1,000.00	11,087.81	11,000.00	12,000.00
6150 · Contract Services	500.00	1,500.00	6,500.00	9,000.00	10,000.00
6200 · Depreciation	1,217.31	1,450.00	14,441.37	15,950.00	17,500.00
6215-10 · Donations/Contributions	0.00	0.00	375.00	2,000.00	2,500.00
6225 · Dues	380.00	0.00	4,292.74	2,800.00	3,000.00
6275-10 · Employee Health Insurance	6,550.50	6,345.00	83,744.67	81,155.00	87,500.00
6285-10 · 401K Admin/Contrib	3,488.79	3,240.00	36,003.51	36,260.00	39,500.00
6375 · Food	377.37	300.00	3,795.30	3,200.00	3,500.00
6475 · Insurance	-2,150.00	0.00	16,184.00	25,000.00	25,000.00
6500-10 · Legislative	6,019.91	6,250.00	66,750.61	68,750.00	75,000.00
6525-10 · Membership Services	0.00	0.00	2,439.02	2,250.00	2,500.00
6550 · Miscellaneous Expense	0.00	0.00	108.19	500.00	500.00
6575 · Office Expense	539.86	1,000.00	11,450.22	11,000.00	12,000.00

Northwest Marine Trade Association
Association
May 2022

	May 22	Budget	Jul '21 - May 22	YTD Budget	Annual Budget
6595-10 · Penalty & Interest	0.00	0.00	0.00	250.00	250.00
6625 · Postage	399.68	200.00	1,237.27	2,500.00	2,750.00
6650 · Printing	0.00	250.00	0.00	500.00	500.00
6675 · Professional Services	4,024.26	7,500.00	63,085.80	98,500.00	105,000.00
6700 · Promotion	1,791.15	500.00	2,207.77	2,500.00	2,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	150.00	250.00
6750 · Repairs & Maint-Office Machine	1,434.69	400.00	9,133.03	8,100.00	8,500.00
6775-10 · Salaries	47,629.40	52,000.00	610,142.07	621,000.00	698,000.00
6900 · Subscriptions	0.00	125.00	889.27	1,375.00	1,500.00
6925-10 · Taxes - Payroll	6,295.24	4,450.00	59,457.40	49,325.00	54,250.00
6950 · Taxes & Licenses	407.19	2,625.00	5,715.39	12,190.00	14,500.00
6975 · Rent	3,020.52	3,260.00	35,762.50	35,740.00	39,000.00
6980 · Rent - Other	1,027.00	943.00	13,360.65	10,373.00	11,315.00
7025 · Telephone	986.78	1,040.00	11,357.99	11,455.00	12,500.00
7050-10 · Training/Conferences/Seminars	629.00	425.00	801.00	2,100.00	2,500.00
7075 · Travel Expense	1,543.03	3,500.00	7,208.47	6,000.00	7,500.00
8000 · Website Maintenance Fees	3,149.22	515.00	20,273.88	16,130.00	18,500.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
Total Expense	90,945.05	99,868.00	1,106,467.72	1,161,703.00	1,290,015.00
Net Ordinary Income	-63,311.12	-72,214.00	-447,599.93	-660,384.00	-761,618.00
Net Income	-63,311.12	-72,214.00	-447,599.93	-660,384.00	-761,618.00

Association Better than Budget \approx \$9K for May 2022

YTD Better than Budget by + \$212K, includes

PPP + ERTC funds of \$164K

Northwest Marine Trade Association
Seattle Boat Show
May 2022

	May 22	Budget	Jul '21 - May 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	0.00	0.00	17,813.14	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>0.00</u>	<u>0.00</u>	<u>2,332,899.04</u>	<u>2,718,450.00</u>	<u>2,718,450.00</u>
Gross Profit	0.00	0.00	2,332,899.04	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

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Accrual Basis

Northwest Marine Trade Association
Seattle Boat Show
May 2022

	<u>May 22</u>	<u>Budget</u>	<u>Jul '21 - May 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	0.00	0.00	74,081.25	70,000.00	70,000.00
6975 · Rent	0.00	0.00	370,490.77	369,966.00	369,966.00
6980 · Rent - Other	0.00	0.00	33,729.78	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>0.00</u>	<u>0.00</u>	<u>1,756,263.42</u>	<u>1,995,416.00</u>	<u>1,995,416.00</u>
Net Ordinary Income	<u>0.00</u>	<u>0.00</u>	<u>576,635.62</u>	<u>723,034.00</u>	<u>723,034.00</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>576,635.62</u></u>	<u><u>723,034.00</u></u>	<u><u>723,034.00</u></u>

FINAL

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Northwest Marine Trade Association
Grow Boating
May 2022

	May 22	Budget	Jul '21 - May 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	3,500.00	800.00	6,500.00	7,000.00
6025 · Auto Expense	0.00	200.00	564.08	900.00	1,000.00
6150 · Contract Services	0.00	0.00	8,000.00	10,000.00	15,000.00
6375 · Food	0.00	50.00	400.99	950.00	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	0.00	2,000.00	14,217.72	7,000.00	7,500.00
6705-55 · Grants GB	0.00	0.00	1,800.00	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	400.00	500.00
8000 · Website Maintenance Fees	0.00	0.00	0.00	750.00	1,000.00
Total Expense	<u>0.00</u>	<u>5,850.00</u>	<u>25,792.27</u>	<u>41,500.00</u>	<u>48,000.00</u>
Net Ordinary Income	<u>0.00</u>	<u>-5,850.00</u>	<u>-24,888.27</u>	<u>6,500.00</u>	<u>0.00</u>
Net Income	<u><u>0.00</u></u>	<u><u>-5,850.00</u></u>	<u><u>-24,888.27</u></u>	<u><u>6,500.00</u></u>	<u><u>0.00</u></u>

Grow Boating YTD spent \approx \$25K from designated funds

No activity May 2022

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

	May 22	Budget	Jul '21 - May 22	YTD Budget	Annual Budget
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	0.00	0.00	0.00	0.00	0.00
Total Income	<u>0.00</u>	<u>0.00</u>	<u>39,701.00</u>	<u>43,500.00</u>	<u>43,500.00</u>
Gross Profit	0.00	0.00	39,701.00	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>0.00</u>	<u>0.00</u>	<u>22,832.79</u>	<u>16,100.00</u>	<u>16,100.00</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>22,832.79</u></u>	<u><u>16,100.00</u></u>	<u><u>16,100.00</u></u>

FINAL

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06/17/22

Accrual Basis

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

	<u>May 22</u>	<u>Budget</u>	<u>Jul '21 - May 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4010 · Admissions	20,000.00	30,000.00	20,000.00	30,000.00	30,000.00
4020 · Advertising Income	800.00	2,500.00	800.00	2,500.00	2,500.00
4100 · Sponsorships	15,000.00	10,000.00	15,000.00	10,000.00	10,000.00
4450 · Miscellaneous Income	2,871.71	4,500.00	3,577.50	4,500.00	4,500.00
4650 · Space Rental	100,971.88	155,000.00	100,971.88	155,000.00	155,000.00
Total Income	<u>139,643.59</u>	<u>202,000.00</u>	<u>140,349.38</u>	<u>202,000.00</u>	<u>202,000.00</u>
Gross Profit	139,643.59	202,000.00	140,349.38	202,000.00	202,000.00
Expense					
6000 · Advertising	36,639.56	55,000.00	36,639.56	55,000.00	55,000.00
6025 · Auto Expense	1,130.82	500.00	1,130.82	500.00	500.00
6040 · Bank Charge	1,349.60	250.00	1,349.60	250.00	250.00
6050 · Boat & Display Handling	0.00	1,000.00	0.00	1,000.00	1,000.00
6150 · Contract Services	9,790.00	9,500.00	9,790.00	9,500.00	9,500.00
6175 · Decorating	16,328.92	50,000.00	16,328.92	50,000.00	50,000.00
6325 · Exhibitor Expense	240.23	1,500.00	240.23	1,500.00	1,500.00
6375 · Food	2,428.31	2,000.00	2,428.31	2,000.00	2,000.00
6475 · Insurance	2,150.00	2,200.00	2,150.00	2,200.00	2,200.00
6550 · Miscellaneous Expense	0.00	250.00	0.00	250.00	250.00
6575 · Office Expense	236.25		236.25		
6625 · Postage	990.00	1,000.00	990.00	1,000.00	1,000.00
6650 · Printing	472.07	5,000.00	472.07	5,000.00	5,000.00
6675 · Professional Services	0.00	6,000.00	0.00	6,000.00	6,000.00
6700 · Promotion	6,738.12	7,500.00	6,738.12	7,500.00	7,500.00
6800 · Site Expense	3,304.65	2,500.00	3,304.65	2,500.00	2,500.00
6850 · Special Projects-Split	13,194.07	22,045.00	13,194.07	22,045.00	22,045.00
6880 · Sponsorship Benefits	1,900.00		1,900.00		

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

	<u>May 22</u>	<u>Budget</u>	<u>Jul '21 - May 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6950 · Taxes & Licenses	2,605.67	450.00	2,620.01	450.00	500.00
6975 · Rent	2,044.36	2,500.00	2,044.36	2,500.00	2,500.00
6980 · Rent - Other	0.00	5,460.00	0.00	5,460.00	5,460.00
7025 · Telephone	0.00	250.00	0.00	250.00	250.00
7075 · Travel Expense	3,732.88	4,500.00	3,732.88	4,500.00	4,500.00
8000 · Website Maintenance Fees	9,326.80	500.00	9,326.80	500.00	500.00
Total Expense	<u>114,602.31</u>	<u>179,905.00</u>	<u>114,616.65</u>	<u>179,905.00</u>	<u>179,955.00</u>
Net Ordinary Income	<u>25,041.28</u>	<u>22,095.00</u>	<u>25,732.73</u>	<u>22,095.00</u>	<u>22,045.00</u>
Net Income	<u><u>25,041.28</u></u>	<u><u>22,095.00</u></u>	<u><u>25,732.73</u></u>	<u><u>22,095.00</u></u>	<u><u>22,045.00</u></u>

*Anacortes Boat + Yacht Show featuring TrawlerFest
May 2022 Better than Budget by \$3K*

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06/17/22

Accrual Basis

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

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

*Event
Cancelled*

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**NMTA CASH FLOW ANALYSIS
MMKT/DEPOSITORY/CHECKING ACCOUNTS
AS OF MAY 31, 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	410,290
RECEIPTS	129,940	710,073	224,607	56,336	129,448	523,958	138,900	412,746	109,681	173,598	177,795	189,024
DISBURSEMENTS	126,502	147,186	141,664	177,730	176,493	135,222	305,674	299,847	701,516	192,651	124,797	595,237
ENDING CASH	155,929	718,816	801,759	680,365	633,320	1,022,055	855,281	968,180	376,344	357,292	410,290	4,077

Accounts Receivables 5/31/22

Current	\$	35,959
30 Days	\$	241,975
60 Days	\$	-
90 Days	\$	1,807
120 Days	\$	440
Total	\$	280,181

as of 6/17/22 total A/R aging \$183,082

Accounts Payable 5/31/22

Current	\$	95,284
30 Days	\$	27,575
60 Days	\$	545,758
90 Days	\$	1,000
120 Days		
Total	\$	669,618

as of 6/17/22 total A/P aging \$583,493

As of May 31, 2022

Operating Accounts

Cash - US Bank Checking	\$	240,987
Cash - Petty	\$	42
Cash - US Bank CC	\$	169,303
		\$ 410,332

Investment Accounts

Cash - Wells Fargo Financial	\$	270,243
Securities-US Treasury	\$	-
Investments - Bonds/Units	\$	509,840
Compass Acct. (Equities)	\$	446,595
		\$ 1,226,677

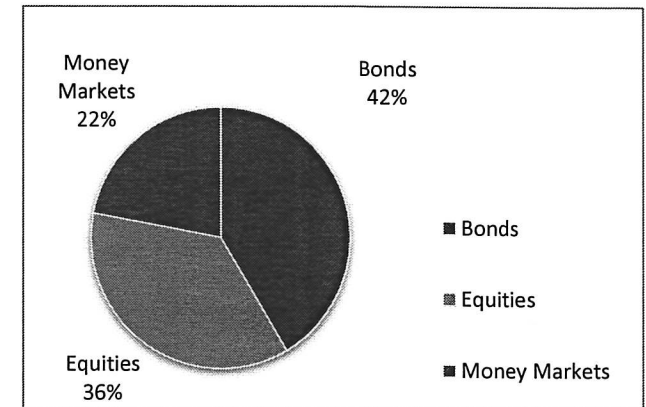
Total Cash/Investments **\$ 1,637,009**

**Northwest Marine Trade Association
Schedule of Investments
May 31, 2022**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 05/31/22</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				0	\$ -	0.00%	-		\$ -
Bond ETF/CEF				439,871	\$ 276,730	3.76%	(163,141)		\$ 10,399
Bond Mutual Funds				599,693	\$ 233,109	5.97%	(366,583)		\$ 13,924
Investments Sub-Total/Current Yield-			<u>64,000</u>	<u>1,039,564</u>	<u>\$ 509,839</u>	<u>4.77%</u>	<u>(529,725)</u>		<u>24,323</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 270,243				46
Compass Account {Equities} Wells Fargo Advisors					\$ 446,595				9,086
Total					<u>\$ 1,226,676</u>				

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

Investment Allocation



Northwest Marine Trade Association
Balance Sheet
As of May 31, 2022

Assets

	2022	2021
Current Assets:		
PAC Bank of America	\$ -	\$ 3,114
PAC Peoples Bank	\$ 28,117	\$ 11,392
PayPal	\$ 487	\$ 487
Cash and cash equivalents	\$ 410,332	\$ 304,610
Accounts receivable	\$ 280,181	\$ 223,229
Accounts receivable - Other	\$ (20,057)	\$ (10,766)
Pending Transfer-PPP loan	\$ -	\$ -
Prepaid Expenses	\$ 42,854	\$ 43,853
Total Current Assets	\$ 741,914	\$ 575,920
Investments	\$ 1,226,677	\$ 1,202,442
Goodwill: NWPF	\$ 7,500	\$ 7,500
Property and equipment	\$ 315,951	\$ 306,824
Accumulated Depreciation	\$ (291,573)	\$ (275,772)
	\$ 24,378	\$ 31,052
Total Assets	\$ 2,000,469	\$ 1,816,914

Liabilities and Net Assets

Liabilities:		
Payables	\$ 669,618	\$ 83,291
Accrued Expenses	\$ 3,448	\$ 1,553
Deferred Rent Liability	\$ 840	\$ 26,729
Deferred Vacation Liability	\$ 34,136	\$ 54,884
PPP Loan Peoples Bank	\$ -	\$ 257,375
Deferred Revenue	\$ 326,210	\$ 611,678
Total Liabilities	\$ 1,034,251	\$ 1,035,510
Unrestricted Net Assets	\$ 966,218	\$ 781,404
Total Liabilities and Net Assets	\$ 2,000,469	\$ 1,816,914

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