

**Northwest Marine Trade Association**  
**Projected Year-End Consolidated 2021-2022**  
**As of 06/22/22**

|                                | <b>2021-2022</b>     | <b>2021-2022</b>       | <b>2021-2022</b>           |
|--------------------------------|----------------------|------------------------|----------------------------|
|                                | <b>As of 3/31/21</b> | <b>Approved Budget</b> | <b>Projected 6/30/2022</b> |
| <b>REVENUE</b>                 |                      |                        |                            |
| Admissions                     | \$ 363,936           | \$ 512,700             | \$ 383,936                 |
| Advertising Income             | \$ 9,475             | \$ 18,000              | \$ 9,475                   |
| Advertising Income Program     | \$19,850.00          | \$ 24,000              | \$19,850.00                |
| Badges                         | \$3,390.00           | \$ 3,500               | \$3,390.00                 |
| Business License               | \$ -                 |                        | \$ -                       |
| Contributions                  | \$ -                 | \$ -                   | \$ -                       |
| Dividend Income                | \$ 26,103            | \$ 58,758              | \$ 34,860                  |
| Dues Revenue                   | \$ 290,909           | \$ 284,589             | \$ 295,109                 |
| Grow Boating                   | \$0.00               | \$ 48,000              | \$0.00                     |
| Health Plan Participation Fee  | \$ 115,353           | \$ 181,000             | \$ 181,715                 |
| Interest Income                | \$ 20                | \$ 50                  | \$ 29                      |
| Meeting Income                 | \$ -                 | \$ -                   | \$ 800                     |
| Misc. Income                   | \$ 39,547            | \$ 34,500              | \$ 42,986                  |
| Parking                        | \$ 42,756            | \$ 60,000              | \$ 42,756                  |
| Realized Gain                  | \$ 134,550           | \$ -                   | \$ 164,140                 |
| Registration- Race             | \$0.00               | \$ -                   | \$0.00                     |
| Seminar Income                 | \$ 93,359            | \$ 116,000             | \$ 92,919                  |
| Space Rental                   | \$ 1,624,268         | \$ 1,955,750           | \$ 1,761,743               |
| Special Project                | \$ -                 | \$ -                   | \$ -                       |
| Sponsorships                   | \$ 149,450           | \$ 256,000             | \$ 168,450                 |
| <b>TOTAL REVENUE</b>           | <b>\$ 2,912,966</b>  | <b>\$ 3,552,847</b>    | <b>\$ 3,202,158</b>        |
| <b>EXPENSES</b>                |                      |                        |                            |
| 401 K Admin Fees/Contrib       | \$ 28,887            | \$ 39,500              | \$ 39,504                  |
| Advertising                    | \$ 330,444           | \$ 373,800             | \$ 367,559                 |
| Auto Expense                   | \$ 1,170             | \$ 6,000               | \$ 3,109                   |
| Bad Debt Expense               | \$ -                 | \$ 1,000               | \$ -                       |
| Bank Charge                    | \$ 29,088            | \$ 40,850              | \$ 33,373                  |
| Board & Committee Expense      | \$ 48                | \$ 1,500               | \$ 1,741                   |
| Board Planning Session         | \$ -                 | \$ 1,500               | \$ -                       |
| Boat & Display Handling        | \$ 56,080            | \$ 71,000              | \$ 56,080                  |
| Computer Support               | \$ 10,754            | \$ 13,200              | \$ 13,951                  |
| Contingeny                     | \$ -                 | \$ 12,000              | \$ -                       |
| Contract Services              | \$ 459,755           | \$ 466,250             | \$ 418,362                 |
| Decorating                     | \$ 86,655            | \$ 160,750             | \$ 102,984                 |
| Depreciation                   | \$ 12,007            | \$ 17,500              | \$ 15,661                  |
| Disposal of Assets             | \$ -                 | \$ -                   | \$ -                       |
| Donations/Contributions        | \$ 375               | \$ 2,500               | \$ 875                     |
| Dues                           | \$ 3,478             | \$ 3,000               | \$ 4,493                   |
| Employee Health Benefits       | \$ 70,625            | \$ 87,500              | \$ 90,315                  |
| Exhibitor Expense              | \$ 66,472            | \$ 84,750              | \$ 66,712                  |
| Field Expense                  | \$ -                 | \$ -                   | \$ -                       |
| Food                           | \$ 6,926             | \$ 27,250              | \$ 14,724                  |
| Grants                         | \$ 1,800             | \$ 10,000              | \$ -                       |
| Insurance                      | \$ 44,523            | \$ 56,450              | \$ 44,523                  |
| Legislative                    | \$ 54,688            | \$ 75,000              | \$ 72,751                  |
| Membership Services            | \$ 2,439             | \$ 2,500               | \$ 6,939                   |
| Miscellaneous Expense          | \$ 108               | \$ 5,350               | \$ 158                     |
| Office Expense                 | \$ 13,019            | \$ 14,650              | \$ 14,886                  |
| Penalty & Interest             | \$ -                 | \$ 250                 | \$ -                       |
| Photography                    | \$0.00               | \$ 500                 | \$0.00                     |
| Postage                        | \$ 3,751             | \$ 7,000               | \$ 5,221                   |
| Printing                       | \$17,968.68          | \$ 30,000              | \$ 18,541                  |
| Printing Program               | \$0.00               | \$ -                   | \$0.00                     |
| Professional Services          | \$ 55,784            | \$ 117,000             | \$ 75,461                  |
| Promotion                      | \$ 99,683            | \$ 146,000             | \$ 110,212                 |
| Rent                           | \$ 426,147           | \$ 417,466             | \$ 423,796                 |
| Rent - Other                   | \$ 45,036            | \$ 69,775              | \$ 48,117                  |
| Repairs & Maint - Equipment    | \$ -                 | \$ 1,000               | \$ -                       |
| Repairs & Maint - Facility     | \$ 6,521             | \$ 10,250              | \$ 6,521                   |
| Repairs & Maint-Office Machine | \$ 7,191             | \$ 8,500               | \$ 9,883                   |
| Salaries                       | \$ 507,572           | \$ 698,000             | \$ 683,642                 |
| Site Expense                   | \$ 113,172           | \$ 113,000             | \$ 110,083                 |
| Speaker                        | \$17,400.00          | \$ 40,500              | \$ 17,400                  |
| Special Features (VIP Event)   | \$32,234.63          | \$ 60,150              | \$ 32,235                  |
| Special Project - ABAY SPLIT   | \$0.00               | \$ 22,045              | \$ 13,194                  |
| Sponsorship Benefits           | \$ 1,407             | \$ 37,750              | \$ 3,307                   |
| Subscriptions                  | \$ 889               | \$ 1,500               | \$ 939                     |
| Taxes - Payroll                | \$ 47,409            | \$ 54,250              | \$ 65,957                  |
| Taxes & Licenses               | \$ 78,902            | \$ 87,300              | \$ 84,340                  |
| Telephone                      | \$ 9,345             | \$ 12,750              | \$ 12,358                  |
| Training/Conf/Seminars         | \$ 172               | \$ 2,500               | \$ 1,051                   |
| Travel Expense                 | \$ 9,214             | \$ 14,350              | \$ 14,990                  |
| Website Maint                  | \$ 27,784            | \$ 26,500              | \$ 43,905                  |
| <b>TOTAL EXPENSES</b>          | <b>\$ 2,786,924</b>  | <b>\$ 3,552,136</b>    | <b>\$ 3,151,655</b>        |
| <b>NET INCOME/ (LOSS)</b>      | <b>\$ 126,042</b>    | <b>\$ 711</b>          | <b>\$ 50,503</b>           |

\* Includes PPP forgiven & ERTC rec'd