

**Northwest Marine Trade Association
2022-2023 Budget**

Draft#1

	Association	Seattle Boat Show (Feb)	Bell Harbor Marina	Anacortes Boat & Yacht Show	Grow Boating	Marina Conf	Kayak Try & Buy	2022-2023 Budget
REVENUE								
Health Ins. Participation Fee	\$ 270,500							\$ 270,500
Admissions		\$ 395,000		\$ 30,000			\$ -	\$ 425,000
Advertising Income	\$ 500	\$ 12,500						\$ 13,000
Advertising Income Program		\$ 24,000		\$ 2,500				\$ 26,500
Badges		\$ 3,500						\$ 3,500
Dues Revenue	\$ 319,485							\$ 319,485
Interest Income - Portfolio	\$ 40							\$ 40
Dividend Income - Portfolio	\$ 55,398							\$ 55,398
Contributions								\$ -
Grow Boating					\$ 48,000			\$ 48,000
Meeting Income								\$ -
Misc. Income	\$ 1,500	\$ 25,000	\$ 8,500	\$ 4,500	\$ -			\$ 39,500
Registration Fees							\$ -	\$ -
Gain/Loss								\$ -
Parking		\$ 45,000						\$ 45,000
Seminar Income	\$ 500	\$ 70,000				\$ 28,500		\$ 99,000
Sponsorships	\$ 1,500	\$ 175,000	\$ 25,000	\$ 15,000	\$ -	\$ 17,500		\$ 234,000
Space Rental		\$ 1,788,500	\$ 154,000	\$ 120,000				\$ 2,062,500
								\$ -
TOTAL REVENUE	\$ 649,423	\$ 2,538,500	\$ 187,500	\$ 172,000	\$ 48,000	\$ 46,000	\$ -	\$ 3,641,423
EXPENSES								
Advertising	\$ 200	\$ 325,000	\$ -	\$ 55,000	\$ 7,000	\$ -	\$ -	\$ 387,200
Auto Expense	\$ 3,500	\$ 750	\$ -	\$ 500	\$ 1,000	\$ 250	\$ -	\$ 6,000
Bad Debt Expense	\$ 1,000							\$ 1,000
Bank Charge	\$ 9,500	\$ 28,000		\$ 250		\$ 850	\$ -	\$ 38,600
Boat & Display Handling		\$ 70,000		\$ 1,000				\$ 71,000
Board & Committee Expense	\$ 2,500							\$ 2,500
Board Planning Session	\$ 1,500							\$ 1,500
Computer Support	\$ 12,000	\$ 1,200						\$ 13,200
Contract Services	\$ 7,500	\$ 455,000	\$ 19,000	\$ 9,500	\$ 15,000	\$ -	\$ -	\$ 506,000
Decorating		\$ 90,000	\$ 20,000	\$ 50,000		\$ -	\$ -	\$ 160,000
Depreciation	\$ 17,000							\$ 17,000
Disposal of Assets								\$ -
Donations	\$ 1,500							\$ 1,500
Dues	\$ 4,500							\$ 4,500
Employee Health Benefits	\$ 99,500							\$ 99,500
401 K Admin Fees/Contrib	\$ 39,500							\$ 39,500
Employee Recruitment								\$ -
Exhibitor Expense		\$ 80,000	\$ 3,000	\$ 1,500		\$ -	\$ -	\$ 84,500
Field Expense								\$ -
Food	\$ 7,500	\$ 2,500	\$ 2,000	\$ 2,000	\$ 1,000	\$ 16,500	\$ -	\$ 31,500
Gifts								\$ -
PAC - Golf Tournament								\$ -
Grow Boating								\$ -
Grow Boating- Grant					\$ 10,000			\$ 10,000
In Kind Interest Expense								\$ -
Insurance	\$ 25,000	\$ 26,500	\$ -	\$ 2,200	\$ 2,250	\$ -	\$ -	\$ 55,950
Legislative	\$ 100,000							\$ 100,000
Membership Services	\$ 3,500							\$ 3,500
Miscellaneous Expense	\$ 250	\$ 500	\$ 3,000	\$ 250	\$ 100	\$ 1,000	\$ -	\$ 5,100
Office Expense	\$ 12,500	\$ 2,500	\$ -		\$ 150			\$ 15,150
Photography		\$ 500						\$ 500
Postage	\$ 2,500	\$ 3,000	\$ -	\$ 1,000	\$ 500	\$ -	\$ -	\$ 7,000
Printing	\$ 500	\$ 6,000	\$ -	\$ 5,000	\$ 500	\$ 1,000	\$ -	\$ 13,000
Printing Program		\$ 17,000						\$ 17,000
Professional Services	\$ 105,000	\$ 6,000		\$ 6,000		\$ -	\$ -	\$ 117,000
Promotion	\$ 2,500	\$ 95,000	\$ 35,000	\$ 7,500	\$ 7,500	\$ -	\$ -	\$ 147,500
Rent	\$ 42,000	\$ 385,000	\$ 53,000	\$ 2,500	\$ 4,500	\$ -	\$ -	\$ 434,000
Rent - Other	\$ 16,500	\$ 35,000	\$ -	\$ 5,460				\$ 109,960
Repairs & Maint - Equipment								\$ -
Repairs & Maint - Facility	\$ 250	\$ 9,500						\$ 9,750
Repairs & Maint-Office Machin	\$ 9,750							\$ 9,750
Salaries	\$ 760,000							\$ 760,000
Site Expense		\$ 115,000	\$ 20,000	\$ 2,500		\$ -	\$ -	\$ 137,500
Speaker		\$ 21,000				\$ 1,500		\$ 22,500
VIP Event		\$ 55,000						\$ 55,000
Sponsorship Benefits		\$ 30,000	\$ 7,000					\$ 37,000
Subscriptions	\$ 1,500							\$ 1,500
Taxes - Payroll	\$ 65,000							\$ 65,000
Taxes & Licenses	\$ 8,500	\$ 75,000	\$ -	\$ 500	\$ 1,500	\$ 800	\$ -	\$ 86,300
Penalty & Interest	\$ 250							\$ 250
Prizes								\$ -
Telephone	\$ 12,500	\$ -		\$ 250				\$ 12,750
Training/Conf/Seminars	\$ 2,500							\$ 2,500
Travel Expense	\$ 8,500	\$ 3,800	\$ -	\$ 4,500	\$ 500	\$ 1,000	\$ -	\$ 18,300
Website Maint	\$ 19,500	\$ 6,500	\$ -	\$ 500	\$ 1,000			\$ 27,500
Contingency	\$ 1,000	\$ 10,000	\$ -	\$ -	\$ -			\$ 11,000
								\$ -
TOTAL EXPENSES	\$ 1,406,700	\$ 1,955,250	\$ 162,000	\$ 157,910	\$ 48,000	\$ 27,400	\$ -	\$ 3,757,260
Split with Chamber				\$ 7,045				
NET INCOME/ (LOSS)	\$ (757,277)	\$ 583,250	\$ 25,500	\$ 27,045	\$ -	\$ 18,600	\$ -	\$ (102,882)