Northwest Marine Trade Association 2022-2023 Budget

Draft#1

| Resident Review | | Association | Seattle Boat Show (Feb) | Bell Harbor Marina | Anacortes Boat & Yacht | Grow Boating | Marina Conf | Kayak Try & Buy | 2022-2023 |
|---|----------------------------|----------------------|----------------------------|-------------------------|---------------------------|-----------------|--------------------|--------------------|----------------------|
| Administration \$ 2,000 \$ 2,2500 \$ 3,26 | REVENUE | | | | Show | | | | Budget |
| Adverlising incore Program | | \$ 270,500 | \$ 305,000 | | | | | | |
| Advertising Income Program Diese Honores - Porticis Diese Honores - | | \$ 500 | | | <u> </u> | | | Ψ - | |
| Badges Sample S | | \$ - | | | \$ 2,500 | | | | |
| Interest Income - Portfolio \$ 40 | | \$ | | | | | | | |
| Dischage 1,000 1 | Dues Revenue | \$ 319,485 | | | | | | | \$ 319,485 |
| Contributions Orow Boaling S. 1 | | | | | | | | | |
| Grow Boalling Misc. Income | | \$ 55,398 | | | | | | | \$ 55,398 |
| Meeting Income \$ 1,000 \$ 25,000 \$ 8,500 \$ 1,400 \$ \$ 3 \$ 3,500 \$ 1,700 \$ \$ 3 \$ 3,500 \$ 3,50 | | <u>-\$</u> | | | | | | | <u>-\$</u> |
| Misc. Incomore \$ 1,560 \$ 2,500 \$ 8,500 \$ 4,600 \$ 3 | | <u>-\$</u> | | -\$ | | \$ 48,000 | | | \$ 48,000 |
| Registration Fees Gaint-Case Parking Service High Service | | - \$ 1500 | \$ 25,000 | \$ 8 500 | \$ 4500 | - - | | | -\$ |
| Gaint Loss Perriaria (10.008) Seminar Income (10.008) Seminar Income (10.008) Seminar Income (10.008) Space Refinal (10.008) Space Refina | | \$ 1,500 | <u>Ψ _ 23,000</u> | Ψ0,500_ | 4,300 | - <u>"</u> | | s - | \$ - 55,500 |
| Parking Comman \$ | | ·* — · · · — | | | | | | Ť | <u></u> |
| Seminar Income | | | \$ 45,000 | | | | | | \$ 45,000 |
| Space Rental S | Seminar Income | \$ 500 | | | | | \$ 28,500 | | |
| EXPENSES | | \$ 1,500 | \$ 175,000 | \$ 25,000 | | \$ - | \$ 17,500 | | |
| EXPENSES | Space Rental | \$ | \$ 1,788,500 | \$ 154,000 | \$ 120,000 | l | l | \$ - | \$ 2,062,500 |
| Advortising \$ 200 \$ 325,000 \$ \$ 5,000 \$ 7,000 \$ \$ 5, 80,000 \$ 1,000 \$ 200 \$ 8 6,000 \$ 1,000 \$ 8 6,000 \$ 1,000 \$ 8 6,000 \$ 1,000 \$ 8 6,000 \$ 1, | TOTAL REVENUE | \$ 649,423 | \$ 2,538,500 | \$ 187,500 | \$ 172,000 | \$ 48,000 | \$ 46,000 | \$ - | \$ - \$ 3,641,423 |
| Auto Expense Bad Debt Expense Bad Debt Expense Bad Debt Expense Bark Charage Bank Charage Bark Charage Boat & Display Handling Board & Committee Expense Boat & Display Handling Board & Committee Expense Board Planning Session Computer Support Confract Services Board Planning Session Computer Support South State Session Computer Support South State Session Computer Support South State Session Decorating Board Act Session Computer Support South State Session Decorating Board Act Session Board Planning Session Computer Support South State Session Board State Session Board Planning Session South State Session Board Planning | EXPENSES | | | | | | | | |
| Bad Debt Expense | | | | \$ | | | | \$ - | |
| Bank Charge Boat & Display Handling Board & Cormittee Expense Board & Cormittee Expense Board Planning Session Computer Support Strong | | | \$ 750 | \$ | \$ 500 | \$ 1,000 | \$ 250 | l | |
| Boat & Display Handlings Board & Committee Expense Board Planning Session Computer Support \$ 1,500 \$ 1 | | | - <u>;</u> <u></u> | | -, | | -, | | |
| Board Planning Session | | \$ 9,500 | | | | l | \$850 | \$ - | |
| Board Planning Session S | | | <u> 70,000</u> | | 5 1,000 | | | I | \$ 71,000 |
| Computer Support Contract Services \$ 7,500 \$ 15,000 \$ 9,500 \$ 15,000 Decorating Decorating Depreciation \$ 7,000 \$ 90,000 \$ 90,000 \$ 15,000 Disposal of Assets Donations Use \$ 1,500 \$ 9,500 \$ 15,000 \$ 9,500 \$ 15,000 Disposal of Assets Donations \$ 1,500 \$ 9,500 \$ 15,000 \$ 9,500 \$ 1,7000 Disposal of Assets Donations \$ 1,500 \$ 9,500 \$ 1,500 \$ 9,500 \$ 1,500 Dues Employee Health Benefits \$ 4,500 \$ 9,500 \$ 1,500 \$ 9,500 \$ 1,500 Admin Fees/Contrib \$ 99,500 \$ 1,500 \$ 1,500 \$ 1,500 Bus \$ 1,500 \$ 1,500 \$ 1,500 \$ 1,500 Bus | | | | | | l | | | |
| Contract Services \$ 7,500 \$ 45,500 \$ 19,000 \$ 9,500 \$ 15,000 \$ \$ \$ \$ 50,000 \$ Depreciation \$ 1,000 \$ 90,000 \$ 20,000 \$ 50,000 \$ 5, \$ 160,000 \$ 5, \$ 160,000 \$ 5, \$ 1,000 \$ | | | \$ 1200 | | | | | | |
| Decorating bepreciation \$ 17,000 \$ 90,000 \$ 20,000 \$ 5,000 | | | | \$ 19.000 | \$ 9.500 | \$ 15.000 | | \$ - | |
| Depreciation S 17,000 | | Ψ 1,000 | | | | | | 7 | |
| Disposal of Assets S | | \$ 17,000 | | | | | | | |
| Dues Employee Health Benefits \$ 9,9500 | | | | | | | | | \$ - |
| Employee Health Benefits | Donations | \$ 1,500 | | | | | | | \$ 1,500 |
| 401 K Admin Fees/Contrib Exhibitor Expense Exhibitor Expense Field Expense Field Expense Field Expense Food \$ 7,500 \$ 2,500 \$ 2,000 \$ 1,000 \$ 1,000 \$ 16,500 \$ \$ 31,500 \$ FAC - Golf Tournament Grow Boating-Grant Grow Boating-Grant Hr. Mind Interest Expense In Kund Intere | | | | | | | | | |
| Employee Recruitment | | | l | l | | l | | l | |
| Exhibitor Expense \$ \$ \$ \$ \$ \$ \$ \$ \$ | | \$ 39,500 | | | | | | | \$ 39,500 |
| Field Expense | | _\$ | | | | | | -, | <u>-\$</u> |
| Food S | | | <u>\$ _ 80,000</u> | \$ 3,000 | \$1,500 | | | -\$ | <u>\$ _ 84,500</u> |
| Giffs SACT Courtnament SACT Court SACT Court SACT Court Court SACT | | | \$ | | \$ | 4.000 | 40.500 | • | \$ |
| PAC - Colf Tournament Grow Boating Grow Boating- Grant In Kind Interest Expense Insurance \$ 25,000 \$ 26,500 \$ \$ 2,200 \$ 2,250 \$ \$. \$ 5,505 Legislative \$ 100,000 \$ | | <u>5</u> | <u>.\$</u> <u>2,500</u> _ | \$2,000 | \$2,000 | <u> </u> | \$16,500 | \$ - | \$ <u>31,500</u> |
| Grow Boating Grant In Kind Interest Expense Insurance \$ 25,000 \$ 26,500 \$ \$ 25,950 \$ \$ 5,950 \$ \$ 100,000 \$ 100,000 \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,000 \$ \$ 100,0 | | -Ψ — | -* | | | | | | <u> </u> |
| Grow Boating- Grant In Kind Interest Expense Insurance \$ 25,000 \$ 26,500 \$ - \$ 2,200 \$ 2,250 \$ \$. \$ 55,950 \$ 100,000 \$ 1,000 \$ \$ 100,000 \$ 1,000 \$ 1,000 \$ \$ 100,000 \$ 1,000 | | | | | | l | | | - * |
| In Kind Interest Expense Insurance | | | | \$ | | \$ 10.000 | | | \$ 10.000 |
| Legislative \$ 100,000 \$ 100,000 \$ 3,500 | | | | | | | | | \$ - |
| Membership Services | | \$ 25,000 | \$ 26,500 | \$ - | \$ 2,200 | \$ 2,250 | | \$ - | |
| Miscellaneous Expense | Legislative | | | | | | | | \$ 100,000 |
| Office Expense \$ 12,500 \$ 2,500 \$ 5 5 500 \$ 5 | | | | | | | | | |
| Photography Postage \$ 2,500 \$ 3,000 \$ - \$ 1,000 \$ 500 \$ \$ 7,000 Printing Program Professional Services \$ 105,000 \$ 6,000 \$ 5 6,000 \$ 5 7,500 \$ 1,000 \$ 5 117,000 Promotion \$ 105,000 \$ 385,000 \$ 35,000 \$ 7,500 \$ 7,500 \$ 1,000 \$ 1 147,500 Rent \$ 42,000 \$ 385,000 \$ 35,000 \$ 2,500 \$ 1,000 \$ 1 147,500 Rent Other Repairs & Maint - Equipment Repairs & Maint - Facility Repairs & Maint- Facility Repairs & Maint-Office Machin Salaries \$ 760,000 Site Expense \$ 760,000 Site Expense \$ 760,000 Site Expense \$ 115,000 \$ 20,000 \$ 2,000 \$ 2,500 \$ 1,500 \$ 2,2500 VIP Event Spoaker VIP Event Spoaker \$ 1,500 Taxes - Payroll \$ 65,000 Taxes - Payroll Training/Conf/Seminars \$ 2,500 \$ 3,800 \$ - \$ 4,500 \$ 5 1,500 \$ 3,7500 Training/Conf/Seminars \$ 2,500 \$ 3,800 \$ - \$ 4,500 \$ 5 1,500 \$ 1,000 | | | | \$ 3,000 | \$ 250 | | \$ 1,000 | \$ - | |
| Postage \$ 2,500 \$ 3,000 \$ - \$ 5,000 \$ 5,000 \$ - \$ 5,000 \$ 5,000 \$ - \$ 5,000 \$ 5,000 \$ - \$ 5,000 | | \$ 12,500 | | \$ | | \$ 150 | | | |
| Printing Program Printing Program Professional Services \$ 105,000 \$ 6,000 \$ 500 \$ 1,000 \$ - \$ 17,000 Professional Services \$ 105,000 \$ 6,000 \$ 56,000 \$ 7,500 \$ 7,500 \$ 5 117,000 Promotion \$ 2,500 \$ 95,000 \$ 35,000 \$ 7,500 \$ 7,500 \$ 5 117,000 Promotion Rent Rent - Other Rent - Other Rent - Cher Rent - Facility Repairs & Maint - Equipment Repairs & Maint - Facility Repairs & Maint - Facility Repairs & Maint-Office Machin Salaries Site Expense \$ 760,000 \$ 115,000 \$ 20,000 \$ 2,500 \$ \$ 1,500 \$ \$ 9,750 Professional Services Professional Services \$ 105,000 \$ 95,000 \$ 53,000 \$ 5,460 \$ 9,750 Professional Services \$ 105,000 Professional Services \$ 9,750 Professional Services \$ 115,000 Professional Services \$ 9,750 Professional Services \$ 115,000 Professional | | | | | | | | | |
| Printing Program Professional Services \$ 105,000 \$ 6,000 Promotion \$ 2,500 \$ 95,000 \$ 35,000 Rent Rent \$ 42,000 \$ 385,000 \$ 53,000 Rent- Other Repairs & Maint - Equipment Repairs & Maint - Facility Repairs & Maint-Office Machin S 16,500 \$ 9,500 \$ 9,500 \$ 53,000 Rent Repairs & Maint-Office Machin S 16,500 \$ 9,500 \$ 9,500 \$ 53,000 Rent Repairs & Maint-Office Machin S 16,500 \$ 9,500 \$ 9,500 \$ 5,460 Repairs & Maint-Office Machin S 16,500 \$ 9,500 \$ 9,500 Repairs & Maint-Office Machin S 16,500 \$ 9,750 Repairs & Maint-Office Machin S 16,000 Site Expense S 760,000 Site Expense S 21,000 Site Expense S 21,000 Speaker S 21,000 Speaker S 21,000 Speaker S 25,000 \$ 7,000 Subscriptions S 1,500 Taxes - Payroll S 65,000 Taxes & Licenses S 8,500 \$ 75,000 \$ 1,500 Repairs & Maint-Office Machin S 250 Penalty & Interest Prizes Telephone Training/Conf/Seminars Training/Conf/Seminars Training/Conf/Seminars Training/Conf/Seminars Training/Conf/Seminars Training/Conf/Seminars S 1,000 \$ 1,955,250 \$ 162,000 S 156,000 S 157,000 S 1500 S 1000 S 100 | | | | <u>-\$</u> | | | <u>-\$</u> <u></u> | | |
| Professional Services \$ 105,000 \$ 6,000 \$ 35,000 \$ 7,500 \$ 7,500 \$ 147,500 \$ | | э 500 | | - _p — | φ <u>5,000</u> | φ5 <u>00</u> | \$ 1,000 | \$ - | |
| Promotion \$ 2,500 \$ 95,000 \$ 35,000 \$ 7,500 \$ 7,500 \$ \$ 147,500 \$ 8 | | \$ 105,000 | | | \$ 6,000 | l | | | |
| Rent | | | \$ 95,000 | \$ 35,000 | \$ 7,500 | \$ 7500 | | \$ | \$ 147,500 |
| Rent - Other Repairs & Maint - Equipment Repairs & Maint - Facility Repairs & Splood | | \$ 42,000 | | - 55,000 | \$ 2,500 | 1-4 | \$ 4500 | | |
| Repairs & Maint - Equipment Repairs & Maint - Facility \$ 250 \$ 9,500 \$ 9,500 \$ \$ 9,750 \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ \$ 9,750 \$ | | | | \$ 53.000 | | l | .,,,,,,,,, | | |
| Repairs & Maint - Facility \$ 250 \$ 9,500 Repairs & Maint-Office Machin \$ 9,750 | | | \$ - | | | 1 | | I | \$ - |
| Repairs & Maint-Office Machin \$ 9,750 \$ 760,000 | Repairs & Maint - Facility | | \$ 9,500 | 1 | | 1 | | 1 | |
| Salaries \$ 760,000 \$ 760,000 Site Expense \$ 115,000 \$ 20,000 \$ 1,500 \$ 22,500 Speaker \$ 21,000 \$ 21,000 \$ 22,500 \$ 22,500 VIP Event \$ 55,000 \$ - \$ 55,000 \$ - \$ 55,000 Sponsorship Benefits \$ 30,000 \$ 7,000 \$ - \$ 55,000 \$ 1,500 \$ 1,500 \$ 22,500 \$ 1,500 \$ 1,500 \$ 20,000 \$ 2,500 \$ | | | l | | | l | | l | \$ 9,750 |
| Speaker | | \$ 760,000 | | | | l | | | \$ 760,000 |
| VIP Event \$ 55,000 \$ - \$ \$ - \$ \$ - \$ \$ 55,000 \$ \$ 7,000 \$ \$ - \$ \$ - \$ \$ 37,000 \$ \$ 30,000 \$ 7,000 \$ \$ - \$ \$ 37,000 \$ \$ 1,500 \$ \$ 1,500 \$ \$ 65,000 \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ \$ 65,000 \$ 65,000 \$ \$ 65,000 | | | | \$ 20,000 | \$ 2,500 | \$ | | \$ - | \$ 137,500 |
| Sponsorship Benefits \$ 30,000 \$ 7,000 \$ 37,000 Subscriptions \$ 1,500 \$ 1,500 \$ 1,500 Taxes - Payroll \$ 65,000 \$ 65,000 \$ 65,000 Penalty & Interest \$ 8,500 \$ 75,000 \$ - \$ 500 \$ 1,500 \$ 800 \$ - \$ 86,300 Penalty & Interest \$ 250 </td <td></td> <td></td> <td></td> <td>l-<u>-</u></td> <td></td> <td>l-<u>-</u></td> <td>\$ 1,500</td> <td></td> <td>\$ 22,500</td> | | | | l- <u>-</u> | | l- <u>-</u> | \$ 1,500 | | \$ 22,500 |
| Subscriptions Subscription | | | | <u>\$</u> - | | - § | | | |
| Taxes - Payroll Taxes & Licenses \$ 8,500 \$ 75,000 \$ - \$ 500 \$ 1,500 \$ 800 \$ - \$ 86,300 Penalty & Interest Prizes Telephone Training/Conf/Seminars Travel Expense Website Maint S 19,500 \$ 3,800 \$ - \$ 4,500 \$ 500 \$ 1,000 \$ - \$ 18,300 Website Maint Contingency TOTAL EXPENSES Split with Chamber | | - 1 FOC | <u>э 30,000</u> | φ <u> /,</u> 000 | | - <u>-</u> | | a - | |
| Taxes & Licenses Penalty & Interest Penalty & Interest Prizes Telephone Training/Conf/Seminars Travel Expense Website Maint Contingency TOTAL EXPENSES Split with Chamber \$ 8,500 \$ 75,000 \$ - \$ 500 \$ 1,500 \$ - \$ 86,300 \$ 250 \$ 250 \$ 12,750 \$ 250 \$ 12,750 \$ 2,500 \$ 12,750 \$ 2,500 \$ 1,000 \$ - \$ 1,8300 \$ 27,500 | | | | | | l | | I | |
| Penalty & Interest Prizes Prizes Trelephone Training/Conf/Seminars Travel Expense Website Maint Contingency TOTAL EXPENSES Split with Chamber \$ 250 \$ 250 \$ \$ 250 \$ \$ 250 \$ \$ 250 \$ \$ 250 \$ \$ 250 \$ \$ 250 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 2,500 \$ \$ 1,000 \$ \$ 27,500 \$ 27,500 \$ | | | \$ 75,000 | - <u>-</u> | \$ 500 | \$ 1500 | \$ 800 | \$ - | |
| Prizes Telephone \$ 12,500 \$ - \$ 250 \$ 12,750 \$ 12,750 \$ 2,500 \$ 12,750 \$ 12, | | | | -* | | | | <u> </u> | |
| Telephone Training/Conf/Seminars Travel Expense Website Maint Contingency TOTAL EXPENSES Split with Chamber \$ 12,500 \$ | | | l | | | 1 | | l | \$ - |
| Training/Conf/Seminars Travel Expense \$ 2,500 \$ 3,800 \$ - \$ 4,500 \$ 500 \$ 1,000 \$ - \$ 18,300 Website Maint Contingency **Total Expense** **Total | | \$ 12,500 | \$ | | \$ 250 | l | | l | \$ 12,750 |
| Travel Expense \$ 8,500 \$ 3,800 \$ - \$ 4,500 \$ 500 \$ 1,000 \$ - \$ 18,300 \$ Contingency \$ 1,000 \$ 1,955,250 \$ 162,000 \$ 157,910 \$ 48,000 \$ 27,400 \$ - \$ 3,757,260 \$ 5,000 | | \$ 2,500 | | l | | 1 | | | |
| Website Maint Contingency \$ 19,500 \$ 6,500 \$ - \$ 500 \$ 1,000 \$ 27,500 \$ 27,500 \$ 11,000 \$ 27,500 \$ 11,000 \$ 27,500 \$ 11,000 \$ 27,500 \$ 11,000 \$ 27,500 \$ 27,500 \$ 27,500 \$ 27,40 | | | \$ 3,800 | \$ | \$ 4,500 | \$ 500 | \$ 1,000 | \$ | \$ 18,300 |
| Contingency \$ 1,000 \$ 10,000 \$ - \$ - \$ - \$ - \$ 11,000 TOTAL EXPENSES Split with Chamber \$ 7,045 | | \$ 19,500 | \$ 6,500 | \$ - | \$ 500 | \$ 1,000 | | | \$ 27,500 |
| Split with Chamber \$ 7,045 | Contingency | \$ <u>1,000</u> | \$ 10,000 | \$ | | \$ | | \$ - | \$ 11,000 |
| Split with Chamber \$ 7,045 | TOTAL EVERYORS | I., - 12-22- | I., | I., | I., — 32—27 | I., <u></u> | I., ,, _ | I., | A 0 757 000 |
| | | \$ 1,406,700 | a 1,955,250 | a 162,000 | | Φ 48,000 | a 27,400 | a - | \$ 3,757,260 |
| NET INCOME! (LOSS) \$ (101,211) \$ 000,200 \$ 20,000 \$ 21,040 \$ - \$ 18,600 \$ - \$ (102,882); } | • | ¢ (757.077) | ¢ 502.050 | ¢ 25 500 | | e | ¢ 40.000 | e | € (402 000) |
| | INE I INCOME (LUSS) | \$ (151,Z11) | Ψ 303,∠3 U | φ ∠5,500 | Ψ Z1,045 | φ - | Ψ 10,0UU | φ - | ψ (102,002); |