

Northwest Marine Trade Association
Projected Year-End Consolidated 2021-2022
As of 05/25/22

	<u>2021-2022</u> <u>As of 3/31/21</u>	<u>2021-2022</u> <u>Approved</u> <u>Budget</u>	<u>2021-2022</u> <u>Projected</u> <u>6/30/2022</u>	
REVENUE				
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	\$ 34,899	
Dues Revenue	\$ 290,909	\$ 284,589	\$ 294,584	
Grow Boating	\$0.00	\$ 48,000	\$0.00	
Health Plan Participation Fee	\$ 115,353	\$ 181,000	\$ 181,147	
Interest Income	\$ 20	\$ 50	\$ 27	
Meeting Income	\$ -	\$ -	\$ -	
Misc. Income	\$ 39,547	\$ 34,500	\$ 42,614	
Parking	\$ 42,756	\$ 60,000	\$ 42,756	
Realized Gain	\$ 134,550	\$ -	\$ 164,140	* Includes PPP forgiven & ERTC rec'd
Registration- Race	\$0.00	\$ -	\$0.00	
Seminar Income	\$ 93,359	\$ 116,000	\$ 92,919	
Space Rental	\$ 1,624,268	\$ 1,955,750	\$ 1,738,200	
Special Project	\$ -	\$ -	\$ -	
Sponsorships	\$ 149,450	\$ 256,000	\$ 164,950	
TOTAL REVENUE	<u>\$ 2,912,966</u>	<u>\$ 3,552,847</u>	<u>\$ 3,172,888</u>	
EXPENSES				
401 K Admin Fees/Contrib	\$ 28,887	\$ 39,500	\$ 39,515	
Advertising	\$ 330,444	\$ 373,800	\$ 390,919	
Auto Expense	\$ 1,170	\$ 6,000	\$ 3,090	
Bad Debt Expense	\$ -	\$ 1,000	\$ -	
Bank Charge	\$ 29,088	\$ 40,850	\$ 33,335	
Board & Committee Expense	\$ 48	\$ 1,500	\$ 1,497	
Board Planning Session	\$ -	\$ 1,500	\$ -	
Boat & Display Handling	\$ 56,080	\$ 71,000	\$ 56,080	
Computer Support	\$ 10,754	\$ 13,200	\$ 14,139	
Contingency	\$ -	\$ 12,000	\$ -	
Contract Services	\$ 459,755	\$ 466,250	\$ 420,072	
Decorating	\$ 86,655	\$ 160,750	\$ 104,155	
Depreciation	\$ 12,007	\$ 17,500	\$ 15,664	
Disposal of Assets	\$ -	\$ -	\$ -	
Donations/Contributions	\$ 375	\$ 2,500	\$ 875	
Dues	\$ 3,478	\$ 3,000	\$ 4,113	
Employee Health Benefits	\$ 70,625	\$ 87,500	\$ 90,334	
Exhibitor Expense	\$ 66,472	\$ 84,750	\$ 67,222	
Field Expense	\$ -	\$ -	\$ -	
Food	\$ 6,926	\$ 27,250	\$ 14,918	
Grants	\$ 1,800	\$ 10,000	\$ -	
Insurance	\$ 44,523	\$ 56,450	\$ 46,723	
Legislative	\$ 54,688	\$ 75,000	\$ 72,831	
Membership Services	\$ 2,439	\$ 2,500	\$ 6,939	
Miscellaneous Expense	\$ 108	\$ 5,350	\$ 408	
Office Expense	\$ 13,019	\$ 14,650	\$ 14,860	
Penalty & Interest	\$ -	\$ 250	\$ -	
Photography	\$0.00	\$ 500	\$0.00	
Postage	\$ 3,751	\$ 7,000	\$ 5,431	
Printing	\$17,968.68	\$ 30,000	\$ 18,319	
Printing Program	\$0.00	\$ -	\$0.00	
Professional Services	\$ 55,784	\$ 117,000	\$ 77,937	
Promotion	\$ 99,683	\$ 146,000	\$ 101,833	
Rent	\$ 426,147	\$ 417,466	\$ 424,523	
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	\$ 9,698	
Salaries	\$ 507,572	\$ 698,000	\$ 697,513	
Site Expense	\$ 113,172	\$ 113,000	\$ 107,379	
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	\$ 5,000	
Sponsorship Benefits	\$ 1,407	\$ 37,750	\$ 1,407	
Subscriptions	\$ 889	\$ 1,500	\$ 1,014	
Taxes - Payroll	\$ 47,409	\$ 54,250	\$ 65,412	
Taxes & Licenses	\$ 78,902	\$ 87,300	\$ 82,828	
Telephone	\$ 9,345	\$ 12,750	\$ 12,371	
Training/Conf/Seminars	\$ 172	\$ 2,500	\$ 422	
Travel Expense	\$ 9,214	\$ 14,350	\$ 18,464	
Website Maint	\$ 27,784	\$ 26,500	\$ 32,929	
TOTAL EXPENSES	<u>\$ 2,786,924</u>	<u>\$ 3,552,136</u>	<u>\$ 3,166,242</u>	
NET INCOME/ (LOSS)	<u>\$ 126,042</u>	<u>\$ 711</u>	<u>\$ 6,646</u>	