

10:53 AM

10/13/22

Accrual Basis

**Northwest Marine Trade Association**  
**Consolidated Profit & Loss**  
**September 2022**

	Sep 22	Budget	Jul - Sep 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000-10 · Health Plan Participation Fee	19,054.80	22,500.00	62,592.31	64,000.00	310,500.00
4010 · Admissions	0.00	0.00	0.00	0.00	452,000.00
4020 · Advertising Income	0.00	0.00	10,000.00	500.00	15,500.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	0.00	24,000.00
4030 · Badges	0.00	0.00	0.00	0.00	3,500.00
4100 · Sponsorships	6,000.00	14,000.00	39,984.27	31,000.00	288,000.00
4200-10 · Dues Revenue	13,763.36	18,250.00	271,441.46	279,450.00	319,485.00
4225-55 · Grow Boating Surcharge	0.00	0.00	0.00	0.00	48,000.00
4230-55 · Grow Boating - Sponsorships	0.00	0.00	0.00	0.00	0.00
4350-10 · Interest Income	13.77	4.00	39.22	11.00	40.00
4360-10 · Dividend Income	3,073.89	4,150.00	7,009.16	10,300.00	55,398.00
4400-10 · Realized Gain / Loss	0.00	0.00	0.00	0.00	0.00
4425-10 · Gain- PPP/ERTC	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	1,708.05	0.00	4,134.96	0.00	39,500.00
4451-10 · Meeting Income Assoc	40.00		340.00		0.00
4550 · Misc. Sales (Taxable)	0.00		0.00		0.00
4555 · Parking	0.00	0.00	0.00	0.00	45,000.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	99,000.00
4650 · Space Rental	0.00	0.00	0.00	0.00	2,169,000.00
4750-40 · Management Fees	0.00		0.00		20,000.00
4750 · Registration Fees	0.00	0.00	0.00	0.00	0.00
<b>Total Income</b>	<b>43,653.87</b>	<b>58,904.00</b>	<b>395,541.38</b>	<b>385,261.00</b>	<b>3,888,923.00</b>
<b>Gross Profit</b>	<b>43,653.87</b>	<b>58,904.00</b>	<b>395,541.38</b>	<b>385,261.00</b>	<b>3,888,923.00</b>
<b>Expense</b>					
6000 · Advertising	562.59	1,000.00	5,551.76	6,200.00	397,200.00
6025 · Auto Expense	6.25	500.00	720.47	1,250.00	6,000.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	891.99	625.00	4,594.77	4,600.00	38,600.00
6050 · Boat & Display Handling	0.00	0.00	0.00	0.00	71,000.00

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Accrual Basis

**Northwest Marine Trade Association**  
**Consolidated Profit & Loss**  
**September 2022**

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6075-10 · Board & Committee Expense	382.63	250.00	1,043.48	950.00	2,500.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	554.56	750.00	2,755.16	3,000.00	13,200.00
6150 · Contract Services	4,500.00	4,500.00	10,500.00	10,500.00	506,000.00
6175 · Decorating	0.00	0.00	0.00	0.00	202,000.00
6200 · Depreciation	1,221.42	1,225.00	3,664.26	3,675.00	17,000.00
6215-10 · Donations/Contributions	0.00	250.00	0.00	250.00	1,500.00
6225 · Dues	0.00	0.00	1,181.51	1,250.00	5,500.00
6275-10 · Employee Health Insurance	6,669.53	6,590.00	25,308.33	25,280.00	99,500.00
6285-10 · 401K Admin/Contrib	3,714.24	3,120.00	10,484.10	9,760.00	39,500.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	84,500.00
6375 · Food	419.70	200.00	863.20	675.00	31,500.00
6475 · Insurance	0.00	0.00	27,871.35	27,250.00	55,950.00
6500-10 · Legislative	6,081.08	9,750.00	18,081.08	21,750.00	110,000.00
6525-10 · Membership Services	0.00	0.00	3,521.75	1,000.00	3,500.00
6550 · Miscellaneous Expense	0.00	100.00	0.00	150.00	5,100.00
6575 · Office Expense	954.64	1,050.00	1,678.10	2,825.00	15,150.00
6595-10 · Penalty & Interest	0.00	0.00	0.00	0.00	250.00
6600 · Photography	0.00	0.00	0.00	0.00	500.00
6625 · Postage	11.75	250.00	423.17	700.00	7,000.00
6650 · Printing	0.00	0.00	0.00	500.00	30,000.00
6675 · Professional Services	20,546.67	25,500.00	25,892.15	31,750.00	122,000.00
6700 · Promotion	2,552.79	2,600.00	7,992.35	7,700.00	177,500.00
6705-55 · Grants GB	0.00	0.00	0.00	0.00	10,000.00
6725-20 · Facility Fee SBS	0.00	0.00	0.00	0.00	9,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	0.00	250.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6750 · Repairs & Maint-Office Machine	533.42	510.00	2,407.50	2,435.00	9,750.00

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 10/13/22  
 Accrual Basis

**Northwest Marine Trade Association  
 Consolidated Profit & Loss  
 September 2022**

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6775-10 · Salaries	61,903.54	62,250.00	174,733.50	177,250.00	760,000.00
6800 · Site Expense	0.00	0.00	0.00	0.00	137,500.00
6825 · Speaker	0.00	0.00	0.00	0.00	22,500.00
6850 · Special Projects-Split	0.00	0.00	0.00	0.00	7,045.00
6875 · VIP Event	0.00	0.00	0.00	0.00	55,000.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	47,000.00
6900 · Subscriptions	0.00	500.00	0.00	500.00	1,500.00
6925-10 · Taxes - Payroll	5,088.78	5,200.00	15,093.28	15,400.00	65,000.00
6950 · Taxes & Licenses	744.23	705.00	1,739.36	2,115.00	86,300.00
6975 · Rent	3,404.42	3,450.00	6,716.06	10,074.00	452,845.00
6980 · Rent - Other	1,157.00	1,227.00	3,341.00	3,681.00	73,960.00
7025 · Telephone	899.59	1,015.00	3,003.15	3,045.00	12,750.00
7050-10 · Training/Conferences/Seminars	0.00	0.00	499.00	500.00	2,500.00
7075 · Travel Expense	167.77	100.00	637.03	750.00	18,300.00
8000 · Website Maintenance Fees	777.07	1,445.00	4,279.90	5,370.00	30,500.00
9000 · Contingency	0.00	0.00	0.00	0.00	11,000.00
<b>Total Expense</b>	<u>123,745.66</u>	<u>134,662.00</u>	<u>364,576.77</u>	<u>382,135.00</u>	<u>3,858,150.00</u>
<b>Net Ordinary Income</b>	<u>-80,091.79</u>	<u>-75,758.00</u>	<u>30,964.61</u>	<u>3,126.00</u>	<u>30,773.00</u>
<b>Net Income</b>	<u><u>-80,091.79</u></u>	<u><u>-75,758.00</u></u>	<u><u>30,964.61</u></u>	<u><u>3,126.00</u></u>	<u><u>30,773.00</u></u>

Consolidated

September 2022 over budget by \$4,300.-  
 YTD better than budget by + \$27K

10:52 AM

10/13/22

Accrual Basis

# Northwest Marine Trade Association Association September 2022

	Sep 22	Budget	Jul - Sep 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000-10 · Health Plan Participation Fee	19,054.80	22,500.00	62,592.31	64,000.00	310,500.00
4020 · Advertising Income	0.00	0.00	10,000.00	500.00	500.00
4100 · Sponsorships	0.00	0.00	600.00	0.00	1,500.00
4200-10 · Dues Revenue	13,763.36	18,250.00	271,441.46	279,450.00	319,485.00
4350-10 · Interest Income	13.77	4.00	39.22	11.00	40.00
4360-10 · Dividend Income	3,073.89	4,150.00	7,009.16	10,300.00	55,398.00
4425-10 · Gain- PPP/ERTC	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	60.00	0.00	120.00	0.00	1,500.00
4451-10 · Meeting Income Assoc	40.00		340.00		0.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	500.00
<b>Total Income</b>	<b>36,005.82</b>	<b>44,904.00</b>	<b>352,142.15</b>	<b>354,261.00</b>	<b>689,423.00</b>
<b>Gross Profit</b>	<b>36,005.82</b>	<b>44,904.00</b>	<b>352,142.15</b>	<b>354,261.00</b>	<b>689,423.00</b>
<b>Expense</b>					
6000 · Advertising	562.59	0.00	2,551.76	200.00	200.00
6025 · Auto Expense	6.25	250.00	720.47	1,000.00	3,500.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	891.99	625.00	4,594.77	4,600.00	9,500.00
6075-10 · Board & Committee Expense	382.63	250.00	1,043.48	950.00	2,500.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	554.56	750.00	2,755.16	3,000.00	12,000.00
6150 · Contract Services	500.00	500.00	1,500.00	1,500.00	7,500.00
6200 · Depreciation	1,221.42	1,225.00	3,664.26	3,675.00	17,000.00
6215-10 · Donations/Contributions	0.00	250.00	0.00	250.00	1,500.00
6225 · Dues	0.00	0.00	1,181.51	1,250.00	4,500.00
6275-10 · Employee Health Insurance	6,669.53	6,590.00	25,308.33	25,280.00	99,500.00
6285-10 · 401K Admin/Contrib	3,714.24	3,120.00	10,484.10	9,760.00	39,500.00
6375 · Food	419.70	200.00	852.72	675.00	7,500.00
6475 · Insurance	0.00	0.00	25,621.35	25,000.00	25,000.00
6500-10 · Legislative	6,081.08	9,750.00	18,081.08	21,750.00	110,000.00
6525-10 · Membership Services	0.00	0.00	3,521.75	1,000.00	3,500.00
6550 · Miscellaneous Expense	0.00	50.00	0.00	100.00	250.00
6575 · Office Expense	954.64	1,050.00	1,678.10	2,825.00	12,500.00

HT PAF  
(43,500)

DUES  
(44,500.-)

Sept 2022 Income  
down ~ 48,900.-

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10/13/22

Accrual Basis

**Northwest Marine Trade Association  
Association  
September 2022**

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6595-10 · Penalty & Interest	0.00	0.00	0.00	0.00	250.00
6625 · Postage	11.75	250.00	423.17	700.00	2,500.00
6650 · Printing	0.00	0.00	0.00	500.00	500.00
6675 · Professional Services	20,546.67	25,500.00	25,892.15	31,750.00	110,000.00
6700 · Promotion	52.79	100.00	149.65	200.00	2,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	0.00	250.00
6750 · Repairs & Maint-Office Machine	533.42	510.00	2,407.50	2,435.00	9,750.00
6775-10 · Salaries	61,903.54	62,250.00	174,733.50	177,250.00	760,000.00
6880 · Sponsorship Benefits	0.00		0.00		0.00
6900 · Subscriptions	0.00	500.00	0.00	500.00	1,500.00
6925-10 · Taxes - Payroll	5,088.78	5,200.00	15,093.28	15,400.00	65,000.00
6950 · Taxes & Licenses	698.24	705.00	1,651.95	2,115.00	8,500.00
6975 · Rent	3,404.42	3,450.00	6,716.06	10,074.00	42,000.00
6980 · Rent - Other	1,157.00	1,227.00	3,341.00	3,681.00	16,500.00
7025 · Telephone	899.59	1,015.00	3,003.15	3,045.00	12,500.00
7050-10 · Training/Conferences/Seminars	0.00	0.00	499.00	500.00	2,500.00
7075 · Travel Expense	167.77	100.00	637.03	650.00	8,500.00
8000 · Website Maintenance Fees	527.07	1,195.00	3,529.90	4,370.00	19,500.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
<b>Total Expense</b>	<u>116,949.67</u>	<u>126,612.00</u>	<u>341,636.18</u>	<u>355,985.00</u>	<u>1,421,700.00</u>
<b>Net Ordinary Income</b>	<u>-80,943.85</u>	<u>-81,708.00</u>	<u>10,505.97</u>	<u>-1,724.00</u>	<u>-732,277.00</u>
<b>Net Income</b>	<u><u>-80,943.85</u></u>	<u><u>-81,708.00</u></u>	<u><u>10,505.97</u></u>	<u><u>-1,724.00</u></u>	<u><u>-732,277.00</u></u>

*Sept 2022  
Expenses  
down to \$9,600.-*

Association

September 2022 better than budget + \$700.-

YTD better than budget + \$12K

9:29 AM

10/13/22

Accrual Basis

**Northwest Marine Trade Association**  
**Seattle Boat Show**  
**September 2022**

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4010 · Admissions	0.00	0.00	0.00	0.00	422,000.00
4020 · Advertising Income	0.00	0.00	0.00	0.00	12,500.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	0.00	24,000.00
4030 · Badges	0.00	0.00	0.00	0.00	3,500.00
4100 · Sponsorships	0.00	0.00	0.00	0.00	200,000.00
4450 · Miscellaneous Income	1,114.05	0.00	3,480.96	0.00	33,500.00
4550 · Misc. Sales (Taxable)	0.00		0.00		0.00
4555 · Parking	0.00	0.00	0.00	0.00	45,000.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	70,000.00
4650 · Space Rental	0.00	0.00	0.00	0.00	2,049,000.00
<b>Total Income</b>	<u>1,114.05</u>	<u>0.00</u>	<u>3,480.96</u>	<u>0.00</u>	<u>2,859,500.00</u>
<b>Gross Profit</b>	1,114.05	0.00	3,480.96	0.00	2,859,500.00
<b>Expense</b>					
6000 · Advertising	0.00	0.00	0.00	0.00	325,000.00
6025 · Auto Expense	0.00	0.00	0.00	0.00	750.00
6040 · Bank Charge	0.00	0.00	0.00	0.00	28,000.00
6050 · Boat & Display Handling	0.00	0.00	0.00	0.00	70,000.00
6125 · Computer Support	0.00	0.00	0.00	0.00	1,200.00
6150 · Contract Services	0.00	0.00	0.00	0.00	474,000.00
6175 · Decorating	0.00	0.00	0.00	0.00	152,000.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	83,000.00
6375 · Food	0.00	0.00	0.00	0.00	4,500.00
6475 · Insurance	0.00	0.00	0.00	0.00	26,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	3,500.00
6575 · Office Expense	0.00	0.00	0.00	0.00	2,500.00
6600 · Photography	0.00	0.00	0.00	0.00	500.00
6625 · Postage	0.00	0.00	0.00	0.00	3,000.00

*CC fees*

*Feb 2023 Event*

9:29 AM

10/13/22

Accrual Basis

Northwest Marine Trade Association  
Seattle Boat Show  
September 2022

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6650 · Printing	0.00	0.00	0.00	0.00	23,000.00
6675 · Professional Services	0.00	0.00	0.00	0.00	6,000.00
6700 · Promotion	0.00	0.00	0.00	0.00	130,000.00
6725-20 · Facility Fee SBS	0.00	0.00	0.00	0.00	9,500.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6800 · Site Expense	0.00	0.00	0.00	0.00	135,000.00
6825 · Speaker	0.00	0.00	0.00	0.00	21,000.00
6875 · VIP Event	0.00	0.00	0.00	0.00	55,000.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	37,000.00
6950 · Taxes & Licenses	34.36	0.00	75.78	0.00	75,000.00
6975 · Rent	0.00	0.00	0.00	0.00	403,845.00
6980 · Rent - Other	0.00	0.00	0.00	0.00	52,000.00
7025 · Telephone	0.00	0.00	0.00	0.00	0.00
7075 · Travel Expense	0.00	0.00	0.00	0.00	3,800.00
8000 · Website Maintenance Fees	0.00	0.00	0.00	0.00	6,500.00
9000 · Contingency	0.00	0.00	0.00	0.00	10,000.00
<b>Total Expense</b>	<u>34.36</u>	<u>0.00</u>	<u>75.78</u>	<u>0.00</u>	<u>2,142,095.00</u>
<b>Net Ordinary Income</b>	<u>1,079.69</u>	<u>0.00</u>	<u>3,405.18</u>	<u>0.00</u>	<u>717,405.00</u>
<b>Net Income</b>	<u><u>1,079.69</u></u>	<u><u>0.00</u></u>	<u><u>3,405.18</u></u>	<u><u>0.00</u></u>	<u><u>717,405.00</u></u>

## Northwest Marine Trade Association Grow Boating September 2022

	Sep 22	Budget	Jul - Sep 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4225-55 · Grow Boating Surcharge	0.00	0.00	0.00	0.00	48,000.00
4230-55 · Grow Boating - Sponsorships	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	534.00	0.00	534.00	0.00	0.00
<b>Total Income</b>	<u>534.00</u>	<u>0.00</u>	<u>534.00</u>	<u>0.00</u>	<u>48,000.00</u>
<b>Gross Profit</b>	534.00	0.00	534.00	0.00	48,000.00
<b>Expense</b>					
6000 · Advertising	0.00	0.00	0.00	2,000.00	7,000.00
6025 · Auto Expense	0.00	250.00	0.00	250.00	1,000.00
6150 · Contract Services	4,000.00	4,000.00	9,000.00	9,000.00	15,000.00
6375 · Food	0.00	0.00	0.00	0.00	1,000.00
6475 · Insurance	0.00	0.00	2,250.00	2,250.00	2,250.00
6550 · Miscellaneous Expense	0.00	50.00	0.00	50.00	100.00
6575 · Office Expense	0.00	0.00	0.00	0.00	150.00
6625 · Postage	0.00	0.00	0.00	0.00	500.00
6650 · Printing	0.00	0.00	0.00	0.00	500.00
6700 · Promotion	0.00	0.00	342.70	0.00	7,500.00
6705-55 · Grants GB	0.00	0.00	0.00	0.00	10,000.00
6950 · Taxes & Licenses	11.63	0.00	11.63	0.00	1,500.00
7075 · Travel Expense	0.00	0.00	0.00	100.00	500.00
8000 · Website Maintenance Fees	0.00	0.00	0.00	250.00	1,000.00
<b>Total Expense</b>	<u>4,011.63</u>	<u>4,300.00</u>	<u>11,604.33</u>	<u>13,900.00</u>	<u>48,000.00</u>
<b>Net Ordinary Income</b>	<u>-3,477.63</u>	<u>-4,300.00</u>	<u>-11,070.33</u>	<u>-13,900.00</u>	<u>0.00</u>
<b>Net Income</b>	<u><u>-3,477.63</u></u>	<u><u>-4,300.00</u></u>	<u><u>-11,070.33</u></u>	<u><u>-13,900.00</u></u>	<u><u>0.00</u></u>

*PR  
work*

*Grow Boating has spent \$11K from the designated GB funds*



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

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4100 · Sponsorships	0.00	0.00	0.00	0.00	17,500.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	28,500.00
4750 · Registration Fees	0.00	0.00	0.00	0.00	0.00
<b>Total Income</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>46,000.00</u>
<b>Gross Profit</b>	0.00	0.00	0.00	0.00	46,000.00
<b>Expense</b>					
6025 · Auto Expense	0.00	0.00	0.00	0.00	250.00
6040 · Bank Charge	0.00	0.00	0.00	0.00	850.00
6150 · Contract Services	0.00	0.00	0.00	0.00	0.00
6375 · Food	0.00	0.00	0.00	0.00	16,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	1,000.00
6575 · Office Expense	0.00	0.00	0.00	0.00	0.00
6650 · Printing	0.00	0.00	0.00	0.00	1,000.00
6675 · Professional Services	0.00		0.00		0.00
6700 · Promotion	0.00	0.00	0.00	0.00	0.00
6825 · Speaker	0.00	0.00	0.00	0.00	1,500.00
6950 · Taxes & Licenses	0.00	0.00	0.00	0.00	800.00
6975 · Rent	0.00	0.00	0.00	0.00	4,500.00
7075 · Travel Expense	0.00	0.00	0.00	0.00	1,000.00
<b>Total Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>27,400.00</u>
<b>Net Ordinary Income</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>18,600.00</u>
<b>Net Income</b>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>18,600.00</u></u>

*Oct 2022  
Event*

9:30 AM

10/13/22

Accrual Basis

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

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4010 · Admissions	0.00	0.00	0.00	0.00	30,000.00
4020 · Advertising Income	0.00	0.00	0.00	0.00	2,500.00
4100 · Sponsorships	0.00	0.00	0.00	0.00	15,000.00
4450 · Miscellaneous Income	0.00	0.00	0.00	0.00	4,500.00
4650 · Space Rental	0.00	0.00	0.00	0.00	120,000.00
4750-40 · Management Fees	0.00		0.00		20,000.00
<b>Total Income</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>192,000.00</u>
<b>Gross Profit</b>	0.00	0.00	0.00	0.00	192,000.00
<b>Expense</b>					
6000 · Advertising	0.00	0.00	0.00	0.00	55,000.00
6025 · Auto Expense	0.00	0.00	0.00	0.00	500.00
6040 · Bank Charge	0.00	0.00	0.00	0.00	250.00
6050 · Boat & Display Handling	0.00	0.00	0.00	0.00	1,000.00
6150 · Contract Services	0.00	0.00	0.00	0.00	9,500.00
6175 · Decorating	0.00	0.00	0.00	0.00	50,000.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	1,500.00
6375 · Food	0.00	0.00	0.00	0.00	2,000.00
6475 · Insurance	0.00	0.00	0.00	0.00	2,200.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	250.00
6575 · Office Expense	0.00		0.00		0.00
6625 · Postage	0.00	0.00	0.00	0.00	1,000.00
6650 · Printing	0.00	0.00	0.00	0.00	5,000.00
6675 · Professional Services	0.00	0.00	0.00	0.00	6,000.00
6700 · Promotion	0.00	0.00	0.00	0.00	7,500.00
6725 · Repairs & Maint - Facility	0.00		0.00		0.00
6800 · Site Expense	0.00	0.00	0.00	0.00	2,500.00

*May 2023  
Event*

9:30 AM

10/13/22

Accrual Basis

Northwest Marine Trade Association  
Anacortes Boat & Yacht Show  
September 2022

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6850 · Special Projects-Split	0.00	0.00	0.00	0.00	7,045.00
6880 · Sponsorship Benefits	0.00		0.00		0.00
6950 · Taxes & Licenses	0.00	0.00	0.00	0.00	500.00
6975 · Rent	0.00	0.00	0.00	0.00	2,500.00
6980 · Rent - Other	0.00	0.00	0.00	0.00	5,460.00
7025 · Telephone	0.00	0.00	0.00	0.00	250.00
7075 · Travel Expense	0.00	0.00	0.00	0.00	4,500.00
8000 · Website Maintenance Fees	0.00	0.00	0.00	0.00	500.00
<b>Total Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>164,955.00</u>
<b>Net Ordinary Income</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>27,045.00</u>
<b>Net Income</b>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>27,045.00</u></u>

9:46 AM

10/13/22

Accrual Basis

**Northwest Marine Trade Association  
Superyacht Northwest  
September 2022**

	<u>Sep 22</u>	<u>Budget</u>	<u>Jul - Sep 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>4100 · Sponsorships</b>	6,000.00	14,000.00	39,384.27	31,000.00	54,000.00
<b>Total Income</b>	<u>6,000.00</u>	<u>14,000.00</u>	<u>39,384.27</u>	<u>31,000.00</u>	<u>54,000.00</u>
<b>Gross Profit</b>	6,000.00	14,000.00	39,384.27	31,000.00	54,000.00
<b>Expense</b>					
<b>6000 · Advertising</b>	0.00	1,000.00	3,000.00	4,000.00	10,000.00
<b>6225 · Dues</b>	0.00	0.00	0.00	0.00	1,000.00
<b>6375 · Food</b>	0.00	0.00	0.00	0.00	0.00
<b>6475 · Insurance</b>	0.00	0.00	0.00	0.00	0.00
<b>6550 · Miscellaneous Expense</b>	0.00	0.00	0.00	0.00	0.00
<b>6575 · Office Expense</b>	0.00	0.00	0.00	0.00	0.00
<b>6625 · Postage</b>	0.00	0.00	0.00	0.00	0.00
<b>6650 · Printing</b>	0.00	0.00	0.00	0.00	0.00
<b>6700 · Promotion</b>	2,500.00	2,500.00	7,500.00	7,500.00	30,000.00
<b>6880 · Sponsorship Benefits</b>	0.00	0.00	0.00	0.00	10,000.00
<b>6950 · Taxes &amp; Licenses</b>	273.17	0.00	857.39	0.00	0.00
<b>7075 · Travel Expense</b>	0.00	0.00	0.00	0.00	0.00
<b>8000 · Website Maintenance Fees</b>	250.00	250.00	750.00	750.00	3,000.00
<b>Total Expense</b>	<u>3,023.17</u>	<u>3,750.00</u>	<u>12,107.39</u>	<u>12,250.00</u>	<u>54,000.00</u>
<b>Net Ordinary Income</b>	<u>2,976.83</u>	<u>10,250.00</u>	<u>27,276.88</u>	<u>18,750.00</u>	<u>0.00</u>
<b>Net Income</b>	<u><u>2,976.83</u></u>	<u><u>10,250.00</u></u>	<u><u>27,276.88</u></u>	<u><u>18,750.00</u></u>	<u><u>0.00</u></u>

**NMTA CASH FLOW ANALYSIS  
MMKT/DEPOSITORY/CHECKING ACCOUNTS  
AS OF SEPTEMBER 30, 2022**

**FOR FISCAL YEAR-ENDING 2020 THRU 2023**

<b>2019-2020</b>	<b>JULY 2019</b>	<b>AUGUST 2019</b>	<b>SEPTEMBER 2019</b>	<b>OCTOBER 2019</b>	<b>NOVEMBER 2019</b>	<b>DECEMBER 2019</b>	<b>JANUARY 2020</b>	<b>FEBRUARY 2020</b>	<b>MARCH 2020</b>	<b>APRIL 2020</b>	<b>MAY 2020</b>	<b>JUNE 2020</b>
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

<b>2020-2021</b>	<b>JULY 2020</b>	<b>AUGUST 2020</b>	<b>SEPTEMBER 2020</b>	<b>OCTOBER 2020</b>	<b>NOVEMBER 2020</b>	<b>DECEMBER 2020</b>	<b>JANUARY 2021</b>	<b>FEBRUARY 2021</b>	<b>MARCH 2021</b>	<b>APRIL 2021</b>	<b>MAY 2021</b>	<b>JUNE 2021</b>
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

<b>2021-2022</b>	<b>JULY 2021</b>	<b>AUGUST 2021</b>	<b>SEPTEMBER 2021</b>	<b>OCTOBER 2021</b>	<b>NOVEMBER 2021</b>	<b>DECEMBER 2021</b>	<b>JANUARY 2022</b>	<b>FEBRUARY 2022</b>	<b>MARCH 2022</b>	<b>APRIL 2022</b>	<b>MAY 2022</b>	<b>JUNE 2022</b>
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	412,790
RECEIPTS	129,940	710,073	224,607	56,336	129,448	523,958	138,900	412,746	109,681	173,598	177,795	386,542
DISBURSEMENTS	126,502	147,186	141,664	177,730	176,493	135,222	305,674	299,847	701,516	192,651	122,297	768,455
ENDING CASH	155,929	718,816	801,759	680,365	633,320	1,022,055	855,281	968,180	376,344	357,292	412,790	30,877

<b>2022-2023</b>	<b>JULY 2022</b>	<b>AUGUST 2022</b>	<b>SEPTEMBER 2022</b>	<b>OCTOBER 2022</b>	<b>NOVEMBER 2022</b>	<b>DECEMBER 2022</b>	<b>JANUARY 2023</b>	<b>FEBRUARY 2023</b>	<b>MARCH 2023</b>	<b>APRIL 2023</b>	<b>MAY 2023</b>	<b>JUNE 2023</b>
BEGINNING CASH	30,877	9,568	638,529	890,521	804,182	752,845	1,253,589	1,209,868	910,340	871,660	472,487	11,714
RECEIPTS	151,938	771,762	416,178	83,353	104,630	752,156	366,876	476,444	158,647	222,625	154,739	170,044
DISBURSEMENTS	173,247	142,800	164,186	169,692	155,967	251,412	410,597	775,972	197,327	621,798	615,512	143,868
ENDING CASH	9,568	638,529	890,521	804,182	752,845	1,253,589	1,209,868	910,340	871,660	472,487	11,714	37,890

**As of September 30, 2022**

<u>Accounts Receivables 9/30/22</u>	
Current	\$ 20,964
30 Days	\$ 8,250
60 Days	\$ -
90 Days	\$ -
120 Days	<u>\$ 43,289</u>
Total	<u>\$ 72,502</u>

as of 10/13/22 total A/R aging \$43,128

<u>Accounts Payable 9/30/22</u>	
Current	\$ 11,553
30 Days	\$ 18,215
60 Days	
90 Days	
120 Days	
Total	<u>\$ 29,768</u>

as of 10/13/22 total A/P aging \$1,630

**Operating Accounts**

Cash - US Bank Checking	\$ 704,838
Cash - Petty	\$ 42
Cash - US Bank CC	<u>\$ 185,684</u>
	\$ 890,563

**Investment Accounts**

Cash - Wells Fargo Financial	\$ 92,459
Securities-US Treasury	\$ 194,706
Investments - Bonds/Units	\$ 318,189
Compass Acct. (Equities)	<u>\$ 352,278</u>
	\$ 957,633

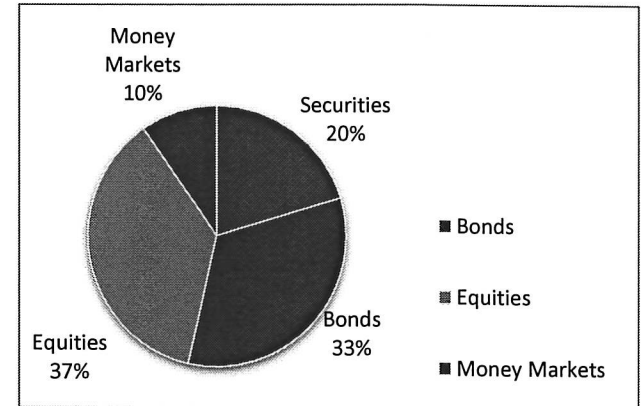
Total Cash/Investments \$ 1,848,196

**Northwest Marine Trade Association  
Schedule of Investments  
September 30, 2022**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 09/30/22</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	\$ 194,706	0.00%	194,706		\$ 3,625
Bond ETF/CEF				439,871	\$ 255,144	4.66%	(184,728)		\$ 11,885
Bond Mutual Funds				599,693	\$ 63,045	4.86%	(536,647)		\$ 3,064
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>1,039,564</u>	<u>\$ 512,895</u>	<u>3.62%</u>	<u>(526,669)</u>		<u>18,574</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 92,459				145
Compass Account {Equities} Wells Fargo Advisors					\$ 352,278				8,134
<b>Total</b>					<u>\$ 957,633</u>				

<u>Maturity Date</u>	<u>Market Value</u>	<u>Percent</u>
\$ -	-	0%
\$ 194,706	194,706	0%
\$ -	-	0%
\$ -	-	0%
<u>\$ 194,706</u>	<u>194,706</u>	

**Investment Allocation**



**Northwest Marine Trade Association**  
**Balance Sheet**  
**As of September 30, 2022**

**Assets**

	2022	2021
<b>Current Assets:</b>		
PAC Peoples Bank	\$ 44,247	\$ 28,503
PayPal	\$ 487	\$ 487
Cash and cash equivalents	\$ 890,563	\$ 801,801
Accounts receivable	\$ 72,502	\$ 8,838
Accounts receivable - Other	\$ (1,301)	\$ (33,524)
PPP Loan Forgiven	\$ -	\$ -
Prepaid Expenses	\$ 106,325	\$ 94,931
<b>Total Current Assets</b>	<b>\$ 1,112,824</b>	<b>\$ 901,035</b>
Investments	\$ 957,633	\$ 1,317,470
Goodwill: NWPf	\$ -	\$ 7,500
Property and equipment	\$ 259,449	\$ 314,341
Accumulated Depreciation	\$ (229,617)	\$ (281,212)
	\$ 29,832	\$ 33,129
<b>Total Assets</b>	<b>\$ 2,100,289</b>	<b>\$ 2,259,134</b>

Liabilities and Net Assets

<b>Liabilities:</b>		
Payables	\$ 29,768	\$ 18,660
Accrued Expenses	\$ 1,692	\$ 254
Deferred Rent Liability	\$ 948	\$ 840
Deferred Vacation Liability	\$ 35,192	\$ 46,561
PPP Loan Peoples Bank	\$ -	\$ -
Deferred Revenue	\$ 1,198,624	\$ 1,214,410
<b>Total Liabilities</b>	<b>\$ 1,266,225</b>	<b>\$ 1,280,726</b>
<b>Unrestricted Net Assets</b>	<b>\$ 834,064</b>	<b>\$ 978,408</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 2,100,289</b>	<b>\$ 2,259,134</b>

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)
2022	\$ 904	\$ 29,292	\$ (28,388)
		Total	\$ 84,135