

Northwest Marine Trade Association
Consolidated Profit & Loss
September 2023

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	22,160.81	20,500.00	73,244.06	62,500.00	250,000.00
4010 · Admissions	0.00	0.00	0.00	0.00	511,200.00
4020 · Advertising Income	0.00	0.00	5,000.00	500.00	8,000.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	0.00	5,000.00
4030 · Badges	0.00	0.00	0.00	0.00	3,500.00
4100 · Sponsorships	0.00	7,500.00	12,000.00	18,500.00	283,900.00
4200-10 · Dues Revenue	17,803.42	21,725.00	289,142.11	298,520.00	330,735.00
4225-55 · Grow Boating Surcharge	0.00	0.00	0.00	0.00	75,000.00
4350-10 · Interest Income	237.81	12.50	1,456.35	39.50	150.00
4360-10 · Dividend Income	1,690.43	2,025.00	4,351.95	6,325.00	25,000.00
4400-10 · Realized Gain / Loss	-941.56	0.00	-941.56	0.00	0.00
4425-10 · Gain- Grant/PPP/ERTC	0.00	0.00	0.00	0.00	0.00
4425-20 · Grant Income	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	2,072.30	0.00	5,907.37	500.00	21,600.00
4451-10 · Meeting Income Assoc	0.00	0.00	0.00	0.00	0.00
4550 · Misc. Sales (Taxable)	0.00	0.00	0.00	0.00	15,500.00
4555 · Parking	0.00	0.00	0.00	0.00	52,000.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	79,000.00
4650 · Space Rental	0.00	0.00	0.00	0.00	2,343,000.00
4750-40 · Management Fees	0.00	0.00	0.00	0.00	0.00
4750 · Registration Fees	0.00	0.00	0.00	0.00	0.00
Total Income	<u>43,023.21</u>	<u>51,762.50</u>	<u>390,160.28</u>	<u>386,884.50</u>	<u>4,003,585.00</u>
Gross Profit	43,023.21	51,762.50	390,160.28	386,884.50	4,003,585.00
Expense					
6000 · Advertising	445.17	0.00	1,363.01	3,200.00	401,950.00
6025 · Auto Expense	146.88	200.00	566.26	825.00	6,700.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	1,020.74	1,000.00	4,147.34	4,700.00	36,750.00
6050 · Boat & Display Handling	0.00	0.00	0.00	0.00	70,000.00

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10/10/23

Accrual Basis

Northwest Marine Trade Association
Consolidated Profit & Loss
September 2023

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
6075-10 · Board & Committee Expense	661.94	375.00	661.94	375.00	3,100.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	859.94	750.00	2,373.12	2,760.00	13,500.00
6150 · Contract Services	6,750.00	750.00	13,250.00	10,250.00	495,500.00
6175 · Decorating	0.00	0.00	0.00	0.00	135,000.00
6200 · Depreciation	1,297.03	1,250.00	3,944.93	4,000.00	17,000.00
6215-10 · Donations/Contributions	0.00	0.00	0.00	0.00	1,500.00
6225 · Dues	670.00	0.00	1,737.62	1,200.00	3,000.00
6275-10 · Employee Health Insurance	7,639.98	7,500.00	28,919.94	28,500.00	109,500.00
6285-10 · 401K Admin/Contrib	4,184.61	3,750.00	11,712.71	11,250.00	49,800.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	60,350.00
6375 · Food	288.20	500.00	1,398.60	1,750.00	34,850.00
6475 · Insurance	0.00	0.00	29,251.00	27,000.00	61,200.00
6500-10 · Legislative	7,517.00	8,900.00	23,579.00	26,850.00	110,000.00
6525-10 · Membership Services	1,342.80	1,500.00	4,342.80	4,500.00	12,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	4,850.00
6575 · Office Expense	2,369.82	2,750.00	3,953.63	4,175.00	15,650.00
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	19.49	400.00	260.10	625.00	6,500.00
6650 · Printing	0.00	0.00	0.00	300.00	18,500.00
6675 · Professional Services	11,058.59	12,025.00	35,860.65	42,025.00	117,500.00
6700 · Promotion	5,525.11	4,525.00	15,483.01	10,575.00	204,500.00
6705-55 · Grants GB	0.00	0.00	0.00	0.00	20,000.00
6725-20 · Facility Fee SBS	0.00	0.00	0.00	0.00	7,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	0.00	36,500.00
6735 · Repairs & Maint - Equipment	0.00		0.00		0.00
6750 · Repairs & Maint-Office Machine	50.94	315.00	1,444.32	3,800.00	9,750.00

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Northwest Marine Trade Association
Consolidated Profit & Loss
September 2023

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
6775-10 · Salaries	69,742.79	68,500.00	195,210.48	195,700.00	830,000.00
6800 · Site Expense	0.00	0.00	0.00	0.00	134,000.00
6825 · Speaker	0.00	0.00	0.00	0.00	26,500.00
6850 · Special Projects-Split	0.00	0.00	0.00	0.00	31,762.00
6875 · VIP Event	0.00	0.00	0.00	0.00	37,500.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	32,000.00
6900 · Subscriptions	0.00	250.00	180.00	250.00	1,500.00
6925-10 · Taxes - Payroll	5,483.23	5,150.00	15,790.16	15,450.00	72,500.00
6950 · Taxes & Licenses	853.21	1,050.00	2,224.04	2,800.00	113,550.00
6975 · Rent	3,645.67	3,675.00	10,747.01	10,777.00	473,200.00
6980 · Rent - Other	1,305.00	1,305.00	3,915.00	3,915.00	67,100.00
7025 · Telephone	1,139.53	1,125.00	3,348.00	3,375.00	13,500.00
7050-10 · Training/Conferences/Seminars	4,540.00	0.00	5,890.00	1,350.00	2,500.00
7075 · Travel Expense	348.84	0.00	2,420.38	1,700.00	16,900.00
8000 · Website Maintenance Fees	1,240.73	1,500.00	5,040.12	5,250.00	57,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	16,000.00
Total Expense	140,147.24	129,045.00	429,015.17	429,227.00	3,992,212.00
Net Ordinary Income	-97,124.03	-77,282.50	-38,854.89	-42,342.50	11,373.00
Net Income	-97,124.03	-77,282.50	-38,854.89	-42,342.50	11,373.00

Consolidated

September 2023 missed budget by \$20K
 YTD better than budget w \$3,500.-

Northwest Marine Trade Association
Association
September 2023

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	22,160.81	20,500.00	73,244.06	62,500.00	250,000.00
4020 · Advertising Income	0.00	0.00	5,000.00	500.00	500.00
4100 · Sponsorships	0.00	0.00	0.00	500.00	2,500.00
4200-10 · Dues Revenue	17,803.42	21,725.00	289,142.11	298,520.00	330,735.00
4350-10 · Interest Income	237.81	12.50	1,456.35	39.50	150.00
4360-10 · Dividend Income	1,690.43	2,025.00	4,351.95	6,325.00	25,000.00
4425-10 · Gain- Grant/PPP/ERTC	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	120.00	0.00	720.00	500.00	1,500.00
4451-10 · Meeting Income Assoc	0.00	0.00	0.00	0.00	0.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	500.00
Total Income	42,012.47	44,262.50	373,914.47	368,884.50	610,885.00
Gross Profit	42,012.47	44,262.50	373,914.47	368,884.50	610,885.00
Expense					
6000 · Advertising	445.17	0.00	1,363.01	200.00	200.00
6025 · Auto Expense	146.88	200.00	435.01	825.00	3,500.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	1,020.74	1,000.00	4,147.34	4,700.00	9,500.00
6075-10 · Board & Committee Expense	661.94	375.00	661.94	375.00	3,100.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	859.94	750.00	2,373.12	2,760.00	12,000.00
6150 · Contract Services	750.00	750.00	2,250.00	2,250.00	8,500.00
6200 · Depreciation	1,297.03	1,250.00	3,944.93	4,000.00	17,000.00
6215-10 · Donations/Contributions	0.00	0.00	0.00	0.00	1,500.00
6225 · Dues	670.00	0.00	1,737.62	1,200.00	3,000.00
6275-10 · Employee Health Insurance	7,639.98	7,500.00	28,919.94	28,500.00	109,500.00
6285-10 · 401K Admin/Contrib	4,184.61	3,750.00	11,712.71	11,250.00	49,800.00
6375 · Food	91.94	500.00	478.81	1,400.00	9,500.00
6475 · Insurance	0.00	0.00	29,251.00	26,500.00	26,500.00
6500-10 · Legislative	7,517.00	8,900.00	23,579.00	26,850.00	110,000.00
6525-10 · Membership Services	1,342.80	1,500.00	4,342.80	4,500.00	12,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	250.00
6575 · Office Expense	2,369.82	2,750.00	3,953.63	4,175.00	12,500.00

Northwest Marine Trade Association
Association
September 2023

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
6595-10 · Penalty & Interest	0.00	0.00	0.00	0.00	250.00
6625 · Postage	19.49	300.00	260.10	525.00	2,000.00
6650 · Printing	0.00	0.00	0.00	300.00	500.00
6675 · Professional Services	11,058.59	12,025.00	35,860.65	42,025.00	110,000.00
6700 · Promotion	240.00	275.00	601.49	575.00	2,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	0.00	36,500.00
6735 · Repairs & Maint - Equipment	0.00		0.00		0.00
6750 · Repairs & Maint-Office Machine	50.94	315.00	1,444.32	3,800.00	9,750.00
6775-10 · Salaries	69,742.79	68,500.00	195,210.48	195,700.00	830,000.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	0.00
6900 · Subscriptions	0.00	250.00	180.00	250.00	1,500.00
6925-10 · Taxes - Payroll	5,483.23	5,150.00	15,790.16	15,450.00	72,500.00
6950 · Taxes & Licenses	745.66	700.00	1,849.88	1,900.00	8,500.00
6975 · Rent	3,645.67	3,675.00	10,747.01	10,777.00	46,200.00
6980 · Rent - Other	1,305.00	1,305.00	3,915.00	3,915.00	18,500.00
7025 · Telephone	1,139.53	1,125.00	3,310.50	3,375.00	13,500.00
7050-10 · Training/Conferences/Seminars	4,540.00	0.00	5,890.00	1,350.00	2,500.00
7075 · Travel Expense	181.48	0.00	2,253.02	1,700.00	8,500.00
8000 · Website Maintenance Fees	990.73	1,250.00	4,290.12	4,500.00	30,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
Total Expense	128,140.96	124,095.00	400,753.59	405,627.00	1,585,550.00
Net Ordinary Income	-86,128.49	-79,832.50	-26,839.12	-36,742.50	-974,665.00
Net Income	-86,128.49	-79,832.50	-26,839.12	-36,742.50	-974,665.00

Association

September 2023 missed budget by \approx \$6,300.-

YTD better than budget by \$9,900.-

**Northwest Marine Trade Association
Seattle Boat Show
September 2023**

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4010 · Admissions	0.00	0.00	0.00	0.00	487,200.00
4020 · Advertising Income	0.00	0.00	0.00	0.00	7,500.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	0.00	5,000.00
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
4425-20 · Grant Income	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	1,805.42	0.00	4,200.49	0.00	16,500.00
4550 · Misc. Sales (Taxable)	0.00	0.00	0.00	0.00	15,500.00
4555 · Parking	0.00	0.00	0.00	0.00	52,000.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	50,000.00
4650 · Space Rental	0.00	0.00	0.00	0.00	2,185,000.00
Total Income	<u>1,805.42</u>	<u>0.00</u>	<u>4,200.49</u>	<u>0.00</u>	<u>3,022,200.00</u>
Gross Profit	1,805.42	0.00	4,200.49	0.00	3,022,200.00
Expense					
6000 · Advertising	0.00	0.00	0.00	0.00	350,000.00
6025 · Auto Expense	0.00	0.00	0.00	0.00	750.00
6040 · Bank Charge	0.00	0.00	0.00	0.00	25,000.00
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	1,500.00
6150 · Contract Services	0.00	0.00	0.00	0.00	465,000.00
6175 · Decorating	0.00	0.00	0.00	0.00	115,000.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	60,000.00
6375 · Food	0.00	0.00	0.00	0.00	5,500.00
6475 · Insurance	0.00	0.00	0.00	0.00	32,000.00
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

CC Fees

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10/10/23

Accrual Basis

**Northwest Marine Trade Association
Seattle Boat Show
September 2023**

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
6625 · Postage	0.00	0.00	0.00	0.00	3,000.00
6650 · Printing	0.00	0.00	0.00	0.00	16,000.00
6675 · Professional Services	0.00	0.00	0.00	0.00	7,500.00
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	7,500.00
6800 · Site Expense	0.00	0.00	0.00	0.00	130,000.00
6825 · Speaker	0.00	0.00	0.00	0.00	25,000.00
6875 · VIP Event	0.00	0.00	0.00	0.00	37,500.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	20,000.00
6950 · Taxes & Licenses	49.53	0.00	91.44	0.00	98,000.00
6975 · Rent	0.00	0.00	0.00	0.00	420,000.00
6980 · Rent - Other	0.00	0.00	0.00	0.00	45,000.00
7025 · Telephone	0.00	0.00	0.00	0.00	0.00
7075 · Travel Expense	0.00	0.00	0.00	0.00	2,500.00
8000 · Website Maintenance Fees	0.00	0.00	0.00	0.00	17,500.00
9000 · Contingency	0.00	0.00	0.00	0.00	10,000.00
Total Expense	<u>49.53</u>	<u>0.00</u>	<u>91.44</u>	<u>0.00</u>	<u>2,100,750.00</u>
Net Ordinary Income	<u>1,755.89</u>	<u>0.00</u>	<u>4,109.05</u>	<u>0.00</u>	<u>921,450.00</u>
Net Income	<u><u>1,755.89</u></u>	<u><u>0.00</u></u>	<u><u>4,109.05</u></u>	<u><u>0.00</u></u>	<u><u>921,450.00</u></u>

*February 2024
Event*

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10/10/23

Accrual Basis

Northwest Marine Trade Association
Grow Boating
September 2023

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4225-55 · Grow Boating Surcharge	0.00	0.00	0.00	0.00	75,000.00
4450 · Miscellaneous Income	146.88	0.00	986.88	0.00	0.00
Total Income	146.88	0.00	986.88	0.00	75,000.00
Gross Profit	146.88	0.00	986.88	0.00	75,000.00
Expense					
6000 · Advertising	0.00	0.00	0.00	1,000.00	5,000.00
6025 · Auto Expense	0.00	0.00	0.00	0.00	1,000.00
6150 · Contract Services	6,000.00	0.00	11,000.00	8,000.00	12,000.00
6375 · Food	196.26	0.00	919.79	350.00	350.00
6475 · Insurance	0.00	0.00	0.00	500.00	500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	100.00
6575 · Office Expense	0.00	0.00	0.00	0.00	150.00
6625 · Postage	0.00	100.00	0.00	100.00	500.00
6650 · Printing	0.00	0.00	0.00	0.00	500.00
6700 · Promotion	1,785.11	1,750.00	2,349.17	2,500.00	32,000.00
6705-55 · Grants GB	0.00	0.00	0.00	0.00	20,000.00
6950 · Taxes & Licenses	6.78	50.00	21.48	150.00	1,500.00
7075 · Travel Expense	167.36	0.00	167.36	0.00	400.00
8000 · Website Maintenance Fees	0.00	0.00	0.00	0.00	1,000.00
Total Expense	8,155.51	1,900.00	14,457.80	12,600.00	75,000.00
Net Ordinary Income	-8,008.63	-1,900.00	-13,470.92	-12,600.00	0.00
Net Income	-8,008.63	-1,900.00	-13,470.92	-12,600.00	0.00

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10/10/23

Accrual Basis

**Northwest Marine Trade Association
Marina & Boatyard Conference
September 2023**

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
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
Total Income	0.00	0.00	0.00	0.00	46,000.00
Gross Profit	0.00	0.00	0.00	0.00	46,000.00
Expense					
6000 · Advertising	0.00	0.00	0.00	0.00	0.00
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	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
Total Expense	0.00	0.00	0.00	0.00	27,400.00
Net Ordinary Income	0.00	0.00	0.00	0.00	18,600.00
Net Income	0.00	0.00	0.00	0.00	18,600.00

*Oct 2023
Event*

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10/10/23

Accrual Basis

**Northwest Marine Trade Association
Anacortes Boat & Yacht Show
September 2023**

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4010 · Admissions	0.00	0.00	0.00	0.00	24,000.00
4020 · Advertising Income	0.00	0.00	0.00	0.00	0.00
4100 · Sponsorships	0.00	0.00	0.00	0.00	9,900.00
4450 · Miscellaneous Income	0.00	0.00	0.00	0.00	3,600.00
4650 · Space Rental	0.00	0.00	0.00	0.00	158,000.00
4750-40 · Management Fees	0.00	0.00	0.00	0.00	0.00
Total Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>195,500.00</u>
Gross Profit	0.00	0.00	0.00	0.00	195,500.00
Expense					
6000 · Advertising	0.00	0.00	0.00	0.00	40,000.00
6025 · Auto Expense	0.00	0.00	0.00	0.00	1,200.00
6040 · Bank Charge	0.00	0.00	0.00	0.00	1,400.00
6050 · Boat & Display Handling	0.00	0.00	0.00	0.00	0.00
6150 · Contract Services	0.00	0.00	0.00	0.00	10,000.00
6175 · Decorating	0.00	0.00	0.00	0.00	20,000.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	350.00
6375 · Food	0.00	0.00	0.00	0.00	3,000.00
6475 · Insurance	0.00	0.00	0.00	0.00	2,200.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	0.00
6575 · Office Expense	0.00	0.00	0.00	0.00	500.00
6625 · Postage	0.00	0.00	0.00	0.00	1,000.00
6650 · Printing	0.00	0.00	0.00	0.00	500.00
6675 · Professional Services	0.00	0.00	0.00	0.00	0.00
6700 · Promotion	0.00	0.00	0.00	0.00	9,000.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	0.00	0.00
6800 · Site Expense	0.00	0.00	0.00	0.00	4,000.00

*May 2024
Event*

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10/10/23

Accrual Basis

**Northwest Marine Trade Association
Anacortes Boat & Yacht Show
September 2023**

	<u>Sep 23</u>	<u>Budget</u>	<u>Jul - Sep 23</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6850 · Special Projects-Split	0.00	0.00	0.00	0.00	31,762.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	2,000.00
6950 · Taxes & Licenses	0.00	0.00	0.00	0.00	3,000.00
6975 · Rent	0.00	0.00	0.00	0.00	2,500.00
6980 · Rent - Other	0.00	0.00	0.00	0.00	3,600.00
7025 · Telephone	0.00	0.00	0.00	0.00	0.00
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	4,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	5,000.00
Total Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>149,512.00</u>
Net Ordinary Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>45,988.00</u>
Net Income	<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>45,988.00</u></u>

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10/10/23

Accrual Basis

Northwest Marine Trade Association
Superyacht Northwest
September 2023

	Sep 23	Budget	Jul - Sep 23	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00	7,500.00	12,000.00	18,000.00	54,000.00
Total Income	0.00	7,500.00	12,000.00	18,000.00	54,000.00
Gross Profit	0.00	7,500.00	12,000.00	18,000.00	54,000.00
Expense					
6000 · Advertising	0.00	0.00	0.00	2,000.00	6,750.00
6225 · Dues	0.00	0.00	0.00	0.00	0.00
6375 · Food	0.00	0.00	0.00	0.00	0.00
6475 · Insurance	0.00	0.00	0.00	0.00	0.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	0.00
6575 · Office Expense	0.00	0.00	0.00	0.00	0.00
6625 · Postage	0.00	0.00	0.00	0.00	0.00
6650 · Printing	0.00	0.00	0.00	0.00	0.00
6700 · Promotion	3,500.00	2,500.00	12,532.35	7,500.00	31,000.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	10,000.00
6950 · Taxes & Licenses	51.24	300.00	261.24	750.00	1,750.00
7075 · Travel Expense	0.00	0.00	0.00	0.00	0.00
8000 · Website Maintenance Fees	250.00	250.00	750.00	750.00	4,500.00
Total Expense	3,801.24	3,050.00	13,543.59	11,000.00	54,000.00
Net Ordinary Income	-3,801.24	4,450.00	-1,543.59	7,000.00	0.00
Net Income	-3,801.24	4,450.00	-1,543.59	7,000.00	0.00

SYNW

September 2023 missed budget by + \$8K

YTD missed budget by \$8,500.-

* Note, SYNW has a carry forward balance from FYE23 in the amount of \$10,409.-

**NMTA CASH FLOW ANALYSIS
MMKT/DEPOSITORY/CHECKING ACCOUNTS
AS OF SEPTEMBER 30, 2023**

FOR FISCAL YEAR-ENDING 2021 THRU 2024

2020-2021	JULY 2020	AUGUST 2020	SEPTEMBER 2020	OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
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
2021-2022	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2022	JUNE 2022
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
2022-2023	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2023	JUNE 2023
BEGINNING CASH	30,877	9,568	638,529	890,521	844,460	1,375,261	1,906,460	1,962,471	1,901,767	1,375,628	690,138	740,056
RECEIPTS	151,938	771,762	416,178	104,179	719,795	701,527	396,130	405,442	127,417	99,006	269,736	124,841
DISBURSEMENTS	173,247	142,800	164,186	150,240	188,994	170,328	340,119	466,145	653,556	784,495	219,818	199,940
ENDING CASH	9,568	638,529	890,521	844,460	1,375,261	1,906,460	1,962,471	1,901,767	1,375,628	690,138	740,056	664,957
2023-2024	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
BEGINNING CASH	664,957	566,450	1,523,188	1,573,239	1,176,719	1,088,166	1,716,228	1,659,890	1,181,548	948,403	514,038	127,673
RECEIPTS	124,705	1,120,182	203,220	89,585	61,582	989,122	376,607	122,393	90,095	238,005	193,900	124,045
DISBURSEMENTS	223,212	163,444	153,169	486,105	150,135	361,060	432,945	600,735	323,240	672,370	580,265	147,960
ENDING CASH	566,450	1,523,188	1,573,239	1,176,719	1,088,166	1,716,228	1,659,890	1,181,548	948,403	514,038	127,673	103,758

As of September 30, 2023

Accounts Receivables 9/30/23	
Current	\$ 22,161
30 Days	
60 Days	
90 Days	\$ 37,450
120 Days	\$ -
Total	\$ 59,611
as of 10/10/23 total A/R aging \$34,090	

Accounts Payable 9/30/23	
Current	\$ 24,210
30 Days	\$ 2,875
60 Days	
90 Days	
120 Days	
Total	\$ 27,085
as of 10/10/23 total A/P aging \$4,875	

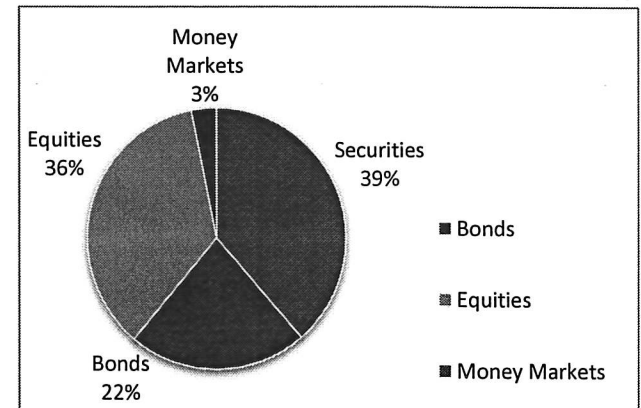
Operating Accounts	
Cash - US Bank Checking	\$ 1,248,275
Cash - Petty	\$ 36
Cash - US Bank CC	\$ 324,964
	<u>\$ 1,573,276</u>
Investment Accounts	
Cash - Wells Fargo Financial	\$ 30,518
Securities-US Treasury	\$ 375,691
Investments - Bonds/Units	\$ 217,987
Compass Acct. (Equities)	\$ 348,019
	<u>\$ 972,215</u>
Total Cash/Investments	\$ 2,545,490

**Northwest Marine Trade Association
Schedule of Investments
September 30, 2023**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 09/30/23</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	\$ 375,691	0.00%	375,691		\$ 14,565
Bond ETF/CEF				439,871	\$ 152,067	2.40%	(287,804)		\$ 3,644
Bond Mutual Funds				599,693	\$ 65,920	7.80%	(533,773)		\$ 5,139
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>1,039,564</u>	<u>\$ 593,678</u>	<u>3.93%</u>	<u>(445,886)</u>		<u>23,348</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 30,518				46
Compass Account {Equities} Wells Fargo Advisors					\$ 348,019				7,318
Total					<u>\$ 972,215</u>				

<u>Maturity Date</u>	<u>Market Value</u>	<u>Percent</u>
	\$ -	0%
	\$ 375,691	0%
	\$ -	0%
	\$ -	0%
	<u>\$ 375,691</u>	

Investment Allocation



**Northwest Marine Trade Association
Balance Sheet
As of September 30, 2023**

Assets

	2023	2022
Current Assets:		
PAC Peoples Bank	\$ 56,581	\$ 44,247
PayPal	\$ 487	\$ 487
Cash and cash equivalents	\$ 1,573,276	\$ 890,563
Accounts receivable	\$ 59,611	\$ 72,502
Accounts receivable - Other	\$ 2,090	\$ (1,301)
Pending Dues Receivables	\$ -	\$ -
Prepaid Expenses	\$ 92,679	\$ 106,325
Total Current Assets	\$ 1,784,724	\$ 1,112,824
Investments	\$ 972,215	\$ 957,633
Goodwill: NWPF		\$ -
Property and equipment	\$ 289,662	\$ 259,449
Accumulated Depreciation	\$ (245,617)	\$ (229,617)
	<u>\$ 44,046</u>	<u>\$ 29,832</u>
Total Assets	<u>\$ 2,800,984</u>	<u>\$ 2,100,289</u>

Liabilities and Net Assets

Liabilities:		
Payables	\$ 27,085	\$ 29,768
Accrued Expenses	\$ 853	\$ 1,692
Long Term Lease Liability	\$ 3,773	\$ 948
Deferred Vacation Liability	\$ 29,875	\$ 35,192
Grant	\$ -	\$ -
Deferred Revenue	\$ 1,284,299	\$ 1,198,624
Total Liabilities	\$ 1,345,886	\$ 1,266,225
Unrestricted Net Assets	<u>\$ 1,455,099</u>	<u>\$ 834,064</u>
Total Liabilities and Net Assets	<u>\$ 2,800,984</u>	<u>\$ 2,100,289</u>

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)
2023	\$ 1,584	\$ 27,127	\$ (25,543)
	Total		<u>\$ 58,592</u>