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09/15/22

Accrual Basis

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

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000-10 · Health Plan Participation Fee	26,344.45	22,000.00	43,537.51	41,500.00	310,500.00
4010 · Admissions	0.00	0.00	0.00	0.00	452,000.00
4020 · Advertising Income	10,000.00	500.00	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	33,984.27	17,000.00	33,984.27	17,000.00	288,000.00
4200-10 · Dues Revenue	22,039.20	28,700.00	257,678.10	261,200.00	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	15.34	3.00	25.45	7.00	40.00
4360-10 · Dividend Income	2,070.92	3,575.00	3,935.27	6,150.00	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	2,113.70	0.00	2,426.91	0.00	39,500.00
4451-10 · Meeting Income Assoc	0.00		300.00		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>96,567.88</b>	<b>71,778.00</b>	<b>351,887.51</b>	<b>326,357.00</b>	<b>3,888,923.00</b>
<b>Gross Profit</b>	<b>96,567.88</b>	<b>71,778.00</b>	<b>351,887.51</b>	<b>326,357.00</b>	<b>3,888,923.00</b>
<b>Expense</b>					
6000 · Advertising	4,448.70	5,000.00	4,989.17	5,200.00	397,200.00
6025 · Auto Expense	225.00	300.00	714.22	750.00	6,000.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	1,296.67	1,250.00	3,702.78	3,975.00	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 August 2022

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
6075-10 · Board & Committee Expense	0.00	0.00	660.85	700.00	2,500.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	918.39	1,000.00	2,200.60	2,250.00	13,200.00
6150 · Contract Services	5,500.00	5,500.00	6,000.00	6,000.00	506,000.00
6175 · Decorating	0.00	0.00	0.00	0.00	202,000.00
6200 · Depreciation	1,221.42	1,225.00	2,442.84	2,450.00	17,000.00
6215-10 · Donations/Contributions	0.00	0.00	0.00	0.00	1,500.00
6225 · Dues	650.00	750.00	1,181.51	1,250.00	5,500.00
6275-10 · Employee Health Insurance	6,569.40	6,590.00	18,638.80	18,690.00	99,500.00
6285-10 · 401K Admin/Contrib	3,363.93	3,220.00	6,769.86	6,640.00	39,500.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	84,500.00
6375 · Food	176.86	200.00	443.50	475.00	31,500.00
6475 · Insurance	4,427.40	2,250.00	27,871.35	27,250.00	55,950.00
6500-10 · Legislative	6,000.00	6,000.00	12,000.00	12,000.00	110,000.00
6525-10 · Membership Services	3,521.75	1,000.00	3,521.75	1,000.00	3,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	50.00	5,100.00
6575 · Office Expense	319.42	1,025.00	723.46	1,775.00	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	318.45	350.00	411.42	450.00	7,000.00
6650 · Printing	0.00	500.00	0.00	500.00	30,000.00
6675 · Professional Services	171.65	750.00	5,345.48	6,250.00	122,000.00
6700 · Promotion	5,395.56	5,100.00	5,439.56	5,100.00	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	1,367.02	1,415.00	1,874.08	1,925.00	9,750.00

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

	<u>Aug 22</u>	<u>Budget</u>	<u>Jul - Aug 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6775-10 · Salaries	56,064.98	57,500.00	112,829.96	115,000.00	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	0.00	0.00	0.00	1,500.00
6925-10 · Taxes - Payroll	4,969.52	5,100.00	10,004.50	10,200.00	65,000.00
6950 · Taxes & Licenses	683.52	705.00	995.13	1,410.00	86,300.00
6975 · Rent	0.00	3,312.00	3,311.64	6,624.00	452,845.00
6980 · Rent - Other	1,027.00	1,227.00	2,184.00	2,454.00	73,960.00
7025 · Telephone	1,091.78	1,015.00	2,103.56	2,030.00	12,750.00
7050-10 · Training/Conferences/Seminars	499.00	500.00	499.00	500.00	2,500.00
7075 · Travel Expense	439.26	600.00	469.26	650.00	18,300.00
8000 · Website Maintenance Fees	922.75	1,425.00	3,502.83	3,925.00	30,500.00
9000 · Contingency	0.00	0.00	0.00	0.00	11,000.00
<b>Total Expense</b>	<u>111,589.43</u>	<u>114,809.00</u>	<u>240,831.11</u>	<u>247,473.00</u>	<u>3,858,150.00</u>
<b>Net Ordinary Income</b>	<u>-15,021.55</u>	<u>-43,031.00</u>	<u>111,056.40</u>	<u>78,884.00</u>	<u>30,773.00</u>
<b>Net Income</b>	<u><u>-15,021.55</u></u>	<u><u>-43,031.00</u></u>	<u><u>111,056.40</u></u>	<u><u>78,884.00</u></u>	<u><u>30,773.00</u></u>

Consolidated

August 2022 Better than budget \$28K

YTD Better than budget \$32K

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Accrual Basis

## Northwest Marine Trade Association Association August 2022

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000-10 · Health Plan Participation Fee	26,344.45	22,000.00	43,537.51	41,500.00	310,500.00
4020 · Advertising Income	10,000.00	500.00	10,000.00	500.00	500.00
4100 · Sponsorships	600.00	0.00	600.00	0.00	1,500.00
4200-10 · Dues Revenue	22,039.20	28,700.00	257,678.10	261,200.00	319,485.00
4350-10 · Interest Income	15.34	3.00	25.45	7.00	40.00
4360-10 · Dividend Income	2,070.92	3,575.00	3,935.27	6,150.00	55,398.00
4425-10 · Gain- PPP/ERTC	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	0.00	0.00	60.00	0.00	1,500.00
4451-10 · Meeting Income Assoc	0.00		300.00		0.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	500.00
<b>Total Income</b>	<b>61,069.91</b>	<b>54,778.00</b>	<b>316,136.33</b>	<b>309,357.00</b>	<b>689,423.00</b>
<b>Gross Profit</b>	<b>61,069.91</b>	<b>54,778.00</b>	<b>316,136.33</b>	<b>309,357.00</b>	<b>689,423.00</b>
<b>Expense</b>					
6000 · Advertising	1,448.70	0.00	1,989.17	200.00	200.00
6025 · Auto Expense	225.00	300.00	714.22	750.00	3,500.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	1,296.67	1,250.00	3,702.78	3,975.00	9,500.00
6075-10 · Board & Committee Expense	0.00	0.00	660.85	700.00	2,500.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	918.39	1,000.00	2,200.60	2,250.00	12,000.00
6150 · Contract Services	500.00	500.00	1,000.00	1,000.00	7,500.00
6200 · Depreciation	1,221.42	1,225.00	2,442.84	2,450.00	17,000.00
6215-10 · Donations/Contributions	0.00	0.00	0.00	0.00	1,500.00
6225 · Dues	650.00	750.00	1,181.51	1,250.00	4,500.00
6275-10 · Employee Health Insurance	6,569.40	6,590.00	18,638.80	18,690.00	99,500.00
6285-10 · 401K Admin/Contrib	3,363.93	3,220.00	6,769.86	6,640.00	39,500.00
6375 · Food	166.38	200.00	433.02	475.00	7,500.00
6475 · Insurance	2,177.40	0.00	25,621.35	25,000.00	25,000.00
6500-10 · Legislative	6,000.00	6,000.00	12,000.00	12,000.00	110,000.00
6525-10 · Membership Services	3,521.75	1,000.00	3,521.75	1,000.00	3,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	50.00	250.00
6575 · Office Expense	319.42	1,025.00	723.46	1,775.00	12,500.00

*+ \$2,500.00 -  
Member Services  
Includes New membership  
card/stickers  
Wednesday Waterlife*

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09/15/22

Accrual Basis

**Northwest Marine Trade Association**  
**Association**  
**August 2022**

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
6595-10 · Penalty & Interest	0.00	0.00	0.00	0.00	250.00
6625 · Postage	318.45	350.00	411.42	450.00	2,500.00
6650 · Printing	0.00	500.00	0.00	500.00	500.00
6675 · Professional Services	171.65	750.00	5,345.48	6,250.00	110,000.00
6700 · Promotion	52.86	100.00	96.86	100.00	2,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	0.00	250.00
6750 · Repairs & Maint-Office Machine	1,367.02	1,415.00	1,874.08	1,925.00	9,750.00
6775-10 · Salaries	56,064.98	57,500.00	112,829.96	115,000.00	760,000.00
6880 · Sponsorship Benefits	0.00		0.00		0.00
6900 · Subscriptions	0.00	0.00	0.00	0.00	1,500.00
6925-10 · Taxes - Payroll	4,969.52	5,100.00	10,004.50	10,200.00	65,000.00
6950 · Taxes & Licenses	646.53	705.00	953.71	1,410.00	8,500.00
6975 · Rent	0.00	3,312.00	3,311.64	6,624.00	42,000.00
6980 · Rent - Other	1,027.00	1,227.00	2,184.00	2,454.00	16,500.00
7025 · Telephone	1,091.78	1,015.00	2,103.56	2,030.00	12,500.00
7050-10 · Training/Conferences/Seminars	499.00	500.00	499.00	500.00	2,500.00
7075 · Travel Expense	439.26	500.00	469.26	550.00	8,500.00
8000 · Website Maintenance Fees	422.75	675.00	3,002.83	3,175.00	19,500.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
<b>Total Expense</b>	<b>95,449.26</b>	<b>96,709.00</b>	<b>224,686.51</b>	<b>229,373.00</b>	<b>1,421,700.00</b>
<b>Net Ordinary Income</b>	<b>-34,379.35</b>	<b>-41,931.00</b>	<b>91,449.82</b>	<b>79,984.00</b>	<b>-732,277.00</b>
<b>Net Income</b>	<b>-34,379.35</b>	<b>-41,931.00</b>	<b>91,449.82</b>	<b>79,984.00</b>	<b>-732,277.00</b>

Association

August 2022 better than budget \$7,500.-

YTD better than budget \$11,500.-

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Accrual Basis

## Northwest Marine Trade Association Seattle Boat Show August 2022

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
<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
<i>cc Fees</i> 4450 · Miscellaneous Income	2,113.70	0.00	2,366.91	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>2,113.70</u>	<u>0.00</u>	<u>2,366.91</u>	<u>0.00</u>	<u>2,859,500.00</u>
<b>Gross Profit</b>	2,113.70	0.00	2,366.91	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

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Accrual Basis

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

	<u>Aug 22</u>	<u>Budget</u>	<u>Jul - Aug 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
<i>Taxes on cc fees</i> 6950 · Taxes & Licenses	36.99	0.00	41.42	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>36.99</u>	<u>0.00</u>	<u>41.42</u>	<u>0.00</u>	<u>2,142,095.00</u>
<b>Net Ordinary Income</b>	<u>2,076.71</u>	<u>0.00</u>	<u>2,325.49</u>	<u>0.00</u>	<u>717,405.00</u>
<b>Net Income</b>	<u><u>2,076.71</u></u>	<u><u>0.00</u></u>	<u><u>2,325.49</u></u>	<u><u>0.00</u></u>	<u><u>717,405.00</u></u>

*Feb 2023  
Event*

**Northwest Marine Trade Association**  
**Grow Boating**  
**August 2022**

	Aug 22	Budget	Jul - Aug 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	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>48,000.00</u>
<b>Gross Profit</b>	0.00	0.00	0.00	0.00	48,000.00
<b>Expense</b>					
6000 · Advertising	0.00	2,000.00	0.00	2,000.00	7,000.00
6025 · Auto Expense	0.00	0.00	0.00	0.00	1,000.00
6150 · Contract Services	5,000.00	5,000.00	5,000.00	5,000.00	15,000.00
6375 · Food	0.00	0.00	0.00	0.00	1,000.00
6475 · Insurance	2,250.00	2,250.00	2,250.00	2,250.00	2,250.00
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	0.00	0.00	0.00	500.00
6650 · Printing	0.00	0.00	0.00	0.00	500.00
6700 · Promotion	342.70	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	0.00	0.00	0.00	0.00	1,500.00
7075 · Travel Expense	0.00	100.00	0.00	100.00	500.00
8000 · Website Maintenance Fees	0.00	250.00	0.00	250.00	1,000.00
<b>Total Expense</b>	<u>7,592.70</u>	<u>9,600.00</u>	<u>7,592.70</u>	<u>9,600.00</u>	<u>48,000.00</u>
<b>Net Ordinary Income</b>	<u>-7,592.70</u>	<u>-9,600.00</u>	<u>-7,592.70</u>	<u>-9,600.00</u>	<u>0.00</u>
<b>Net Income</b>	<u><u>-7,592.70</u></u>	<u><u>-9,600.00</u></u>	<u><u>-7,592.70</u></u>	<u><u>-9,600.00</u></u>	<u><u>0.00</u></u>

*PR work*

*Evening  
Thankyou*

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

	<u>Aug 22</u>	<u>Budget</u>	<u>Jul - Aug 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*

11:08 AM

09/15/22

Accrual Basis

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

	<u>Aug 22</u>	<u>Budget</u>	<u>Jul - Aug 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	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	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	0.00	0.00
6800 · Site Expense	0.00	0.00	0.00	0.00	2,500.00

*May 2023  
Event*

11:08 AM

09/15/22

Accrual Basis

Northwest Marine Trade Association  
Anacortes Boat & Yacht Show  
August 2022

	<u>Aug 22</u>	<u>Budget</u>	<u>Jul - Aug 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>

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09/15/22

Accrual Basis

# Northwest Marine Trade Association Superyacht Northwest August 2022

*New*

*Sponsorship  
Includes \$16,384.27  
Rollforward FYE22*

*Promotion  
Social Media Exp  
July + Aug*

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4100 · Sponsorships	33,384.27	17,000.00	33,384.27	17,000.00	54,000.00
<b>Total Income</b>	<u>33,384.27</u>	<u>17,000.00</u>	<u>33,384.27</u>	<u>17,000.00</u>	<u>54,000.00</u>
<b>Gross Profit</b>	33,384.27	17,000.00	33,384.27	17,000.00	54,000.00
<b>Expense</b>					
6000 · Advertising	3,000.00	3,000.00	3,000.00	3,000.00	10,000.00
6225 · Dues	0.00	0.00	0.00	0.00	1,000.00
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	5,000.00	5,000.00	5,000.00	5,000.00	30,000.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	10,000.00
6950 · Taxes & Licenses	584.22	0.00	584.22	0.00	0.00
7075 · Travel Expense	0.00	0.00	0.00	0.00	0.00
8000 · Website Maintenance Fees	500.00	500.00	500.00	500.00	3,000.00
<b>Total Expense</b>	<u>9,084.22</u>	<u>8,500.00</u>	<u>9,084.22</u>	<u>8,500.00</u>	<u>54,000.00</u>
<b>Net Ordinary Income</b>	<u>24,300.05</u>	<u>8,500.00</u>	<u>24,300.05</u>	<u>8,500.00</u>	<u>0.00</u>
<b>Net Income</b>	<u><u>24,300.05</u></u>	<u><u>8,500.00</u></u>	<u><u>24,300.05</u></u>	<u><u>8,500.00</u></u>	<u><u>0.00</u></u>

**NMTA CASH FLOW ANALYSIS  
MMKT/DEPOSITORY/CHECKING ACCOUNTS  
AS OF AUGUST 31, 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	548,365	462,026	470,745	1,203,589	1,209,868	910,340	871,660	472,487	11,714
RECEIPTS	151,938	771,762	109,552	83,353	164,686	984,256	416,876	476,444	158,647	222,625	154,739	170,044
DISBURSEMENTS	173,247	142,800	199,716	169,692	155,967	251,412	410,597	775,972	197,327	621,798	615,512	143,868
ENDING CASH	9,568	638,529	548,365	462,026	470,745	1,203,589	1,209,868	910,340	871,660	472,487	11,714	37,890

**As of August 31, 2022**

<b>Accounts Receivables 8/31/22</b>	
Current	\$ 26,344
30 Days	\$ -
60 Days	\$ 1,030
90 Days	\$ 52,902
120 Days	\$ -
<b>Total</b>	<b>\$ 80,276</b>

as of 9/15/22 total A/R aging \$46,722

<b>Accounts Payable 8/31/22</b>	
Current	\$ 17,091
30 Days	\$ 150
60 Days	
90 Days	
120 Days	
<b>Total</b>	<b>\$ 17,241</b>

as of 9/15/22 total A/P aging \$1,215

**Operating Accounts**

Cash - US Bank Checking	\$ 525,055
Cash - Petty	\$ 42
Cash - US Bank CC	\$ 113,474
	<b>\$ 638,571</b>

**Investment Accounts**

Cash - Wells Fargo Financial	\$ 90,419
Securities-US Treasury	\$ 196,249
Investments - Bonds/Units	\$ 333,078
Compass Acct. (Equities)	\$ 385,258
	<b>\$ 1,005,003</b>

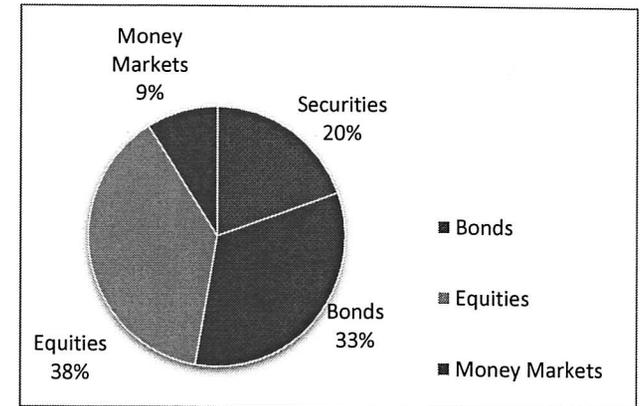
**Total Cash/Investments** **\$ 1,643,575**

**Northwest Marine Trade Association  
Schedule of Investments  
August 31, 2022**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 08/31/22</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	\$ 196,249	0.00%	196,249		\$ 3,625
Bond ETF/CEF				439,871	\$ 265,925	4.19%	(173,947)		\$ 11,155
Bond Mutual Funds				599,693	\$ 67,153	4.49%	(532,539)		\$ 3,016
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>1,039,564</u>	<u>\$ 529,327</u>	<u>3.36%</u>	<u>(510,237)</u>		<u>17,796</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 90,419				157
Compass Account {Equities} Wells Fargo Advisors					\$ 385,258				8,075
<b>Total</b>					<u>\$ 1,005,003</u>				

<u>Maturity Date</u>	<u>Market Value</u>	<u>Percent</u>
\$	-	0%
\$	196,249	0%
\$	-	0%
\$	-	0%
<u>\$</u>	<u>196,249</u>	

**Investment Allocation**



**Northwest Marine Trade Association  
Balance Sheet  
As of August 31, 2022**

**Assets**

	2022	2021
<b>Current Assets:</b>		
PAC Peoples Bank	\$ 27,817	\$ 28,503
PayPal	\$ 487	\$ 487
Cash and cash equivalents	\$ 638,571	\$ 718,858
Accounts receivable	\$ 80,276	\$ 38,190
Accounts receivable - Other	\$ -	\$ (16,321)
PPP Loan Forgiven	\$ -	\$ -
Prepaid Expenses	\$ 54,574	\$ 76,815
<b>Total Current Assets</b>	<b>\$ 801,726</b>	<b>\$ 846,532</b>
Investments	\$ 1,005,003	\$ 1,342,650
Goodwill: NWPF		\$ 7,500
Property and equipment	\$ 259,449	\$ 314,341
Accumulated Depreciation	\$ (228,395)	\$ (279,852)
	\$ 31,054	\$ 34,489
<b>Total Assets</b>	<b>\$ 1,837,783</b>	<b>\$ 2,231,172</b>

Liabilities and Net Assets

<b>Liabilities:</b>		
Payables	\$ 17,241	\$ 21,732
Accrued Expenses	\$ (17,162)	\$ 136
Deferred Rent Liability	\$ 948	\$ 840
Deferred Vacation Liability	\$ 35,192	\$ 46,561
PPP Loan Peoples Bank	\$ -	\$ 128,687
Deferred Revenue	\$ 834,676	\$ 1,058,308
<b>Total Liabilities</b>	<b>\$ 870,895</b>	<b>\$ 1,256,263</b>
<b>Unrestricted Net Assets</b>	<b>\$ 966,888</b>	<b>\$ 974,908</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 1,837,783</b>	<b>\$ 2,231,172</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