

# Northwest Marine Trade Association Consolidated Profit & Loss March 2024

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000-10 · Health Plan Participation Fee	24,326.93	21,500.00	224,128.15	188,500.00	250,000.00
4010 · Admissions	166,432.00	194,850.00	439,569.00	487,200.00	511,200.00
4020 · Advertising Income	0.00	0.00	9,940.00	8,000.00	8,000.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	5,000.00	5,000.00
4030 · Badges	160.00	0.00	3,500.00	3,500.00	3,500.00
4100 · Sponsorships	0.00	2,000.00	268,400.00	272,000.00	283,900.00
4200-10 · Dues Revenue	2,440.00	2,520.00	320,362.18	322,545.00	330,735.00
4225-55 · Grow Boating Surcharge	0.00	0.00	52,851.25	75,000.00	75,000.00
4350-10 · Interest Income	19.11	14.00	9,555.10	114.50	150.00
4360-10 · Dividend Income	2,404.31	1,975.00	16,128.51	18,575.00	25,000.00
4400-10 · Realized Gain / Loss	4,920.69	0.00	16,574.04	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	1,101.16	2,800.00	38,344.80	18,000.00	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	13,130.00	15,500.00	15,500.00
4555 · Parking	13,144.01	12,500.00	56,431.01	52,000.00	52,000.00
4600 · Seminar Income	207.00	0.00	93,426.00	78,500.00	79,000.00
4650 · Space Rental	0.00	0.00	2,270,979.12	2,185,000.00	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
<b>Total Income</b>	<b>215,155.21</b>	<b>238,159.00</b>	<b>3,833,319.16</b>	<b>3,729,434.50</b>	<b>4,003,585.00</b>
<b>Gross Profit</b>	<b>215,155.21</b>	<b>238,159.00</b>	<b>3,833,319.16</b>	<b>3,729,434.50</b>	<b>4,003,585.00</b>
<b>Expense</b>					
6000 · Advertising	-5,509.96	37,500.00	345,594.92	355,200.00	401,950.00
6025 · Auto Expense	295.00	975.00	2,114.80	3,700.00	6,700.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	13,165.79	6,850.00	41,502.14	31,625.00	36,750.00
6050 · Boat & Display Handling	20,015.05	21,500.00	52,821.55	70,000.00	70,000.00

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04/09/24

Accrual Basis

# Northwest Marine Trade Association Consolidated Profit & Loss

March 2024

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
6075-10 · Board & Committee Expense	0.00	0.00	778.27	1,075.00	3,100.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	703.39	900.00	13,836.14	11,000.00	13,500.00
6150 · Contract Services	285,403.37	295,750.00	511,364.10	479,750.00	495,500.00
6175 · Decorating	-4,799.68	0.00	113,024.34	115,000.00	135,000.00
6200 · Depreciation	2,097.96	1,500.00	15,010.03	12,500.00	17,000.00
6215-10 · Donations/Contributions	0.00	0.00	105.46	1,000.00	1,500.00
6225 · Dues	435.00	0.00	5,227.62	1,700.00	3,000.00
6275-10 · Employee Health Insurance	7,816.12	8,100.00	84,388.24	85,200.00	109,500.00
6285-10 · 401K Admin/Contrib	4,665.31	3,750.00	38,695.88	33,950.00	49,800.00
6325 · Exhibitor Expense	-31,894.76	8,500.00	64,983.52	60,000.00	60,350.00
6375 · Food	155.12	1,200.00	25,679.53	27,350.00	34,850.00
6475 · Insurance	0.00	0.00	64,494.10	59,000.00	61,200.00
6500-10 · Legislative	8,242.00	9,100.00	74,226.41	81,300.00	110,000.00
6525-10 · Membership Services	3,750.00	2,000.00	16,342.80	10,000.00	12,500.00
6550 · Miscellaneous Expense	0.00	0.00	165.97	4,500.00	4,850.00
6575 · Office Expense	1,979.78	600.00	18,381.74	11,350.00	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	500.00	500.00
6625 · Postage	198.50	125.00	4,297.60	4,325.00	6,500.00
6650 · Printing	679.10	0.00	15,396.43	17,500.00	18,500.00
6675 · Professional Services	2,544.62	5,750.00	59,269.17	97,000.00	117,500.00
6700 · Promotion	15,653.70	38,000.00	174,655.49	174,625.00	204,500.00
6705-55 · Grants GB	0.00	0.00	10,000.00	20,000.00	20,000.00
6725-20 · Facility Fee SBS	6,125.00	7,500.00	6,125.00	7,500.00	7,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	410.20	36,500.00	36,500.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6750 · Repairs & Maint-Office Machine	613.85	305.00	4,131.78	7,750.00	9,750.00

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04/09/24

Accrual Basis

# Northwest Marine Trade Association Consolidated Profit & Loss

March 2024

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
6775-10 · Salaries	67,087.78	67,500.00	634,259.90	609,475.00	830,000.00
6800 · Site Expense	100,721.06	63,250.00	143,541.14	130,000.00	134,000.00
6825 · Speaker	13,822.36	25,000.00	13,822.36	26,500.00	26,500.00
6850 · Special Projects-Split	0.00	0.00	0.00	0.00	31,762.00
6875 · VIP Event	20,850.80	28,000.00	31,696.77	37,500.00	37,500.00
6880 · Sponsorship Benefits	7,009.96	12,500.00	8,136.16	30,000.00	32,000.00
6900 · Subscriptions	0.00	0.00	194.00	500.00	1,500.00
6925-10 · Taxes - Payroll	6,872.23	7,450.00	51,886.18	51,750.00	72,500.00
6950 · Taxes & Licenses	37,501.32	37,300.00	106,142.21	107,875.00	113,550.00
6975 · Rent	431,195.78	426,023.00	464,743.26	459,675.00	473,200.00
6980 · Rent - Other	1,305.00	21,450.00	58,270.38	57,650.00	67,100.00
7025 · Telephone	1,283.01	1,125.00	10,992.22	10,125.00	13,500.00
7050-10 · Training/Conferences/Seminars	0.00	0.00	5,971.88	2,000.00	2,500.00
7075 · Travel Expense	3,335.96	100.00	15,506.70	8,800.00	16,900.00
8000 · Website Maintenance Fees	1,968.80	800.00	72,946.11	48,900.00	57,000.00
9000 · Contingency	0.00	0.00	0.00	10,000.00	16,000.00
<b>Total Expense</b>	<b>1,025,288.32</b>	<b>1,140,403.00</b>	<b>3,381,132.50</b>	<b>3,411,650.00</b>	<b>3,992,212.00</b>
<b>Net Ordinary Income</b>	<b>-810,133.11</b>	<b>-902,244.00</b>	<b>452,186.66</b>	<b>317,784.50</b>	<b>11,373.00</b>
<b>Net Income</b>	<b>-810,133.11</b>	<b>-902,244.00</b>	<b>452,186.66</b>	<b>317,784.50</b>	<b>11,373.00</b>

*CONSOLIDATED  
MARCH 2024  
BETTER BUDGET + \$134K  
BETTER BUDGET + \$92K  
YTD THAN  
BETTER BUDGET + \$134K  
BETTER BUDGET + \$92K  
YTD THAN*

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04/09/24

Accrual Basis

# Northwest Marine Trade Association Association March 2024

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000-10 · Health Plan Participation Fee	24,326.93	21,500.00	224,128.15	188,500.00	250,000.00
4020 · Advertising Income	0.00	0.00	5,000.00	500.00	500.00
4100 · Sponsorships	0.00	1,000.00	0.00	1,500.00	2,500.00
4200-10 · Dues Revenue	2,440.00	2,520.00	320,362.18	322,545.00	330,735.00
4350-10 · Interest Income	19.11	14.00	9,555.10	114.50	150.00
4360-10 · Dividend Income	2,404.31	1,975.00	16,128.51	18,575.00	25,000.00
4425-10 · Gain- Grant/PPP/ERTC	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	0.00	500.00	8,220.00	1,500.00	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
<b>Total Income</b>	<u>29,190.35</u>	<u>27,509.00</u>	<u>583,393.94</u>	<u>533,234.50</u>	<u>610,885.00</u>
<b>Gross Profit</b>	29,190.35	27,509.00	583,393.94	533,234.50	610,885.00
<b>Expense</b>					
6000 · Advertising	0.00	0.00	1,363.01	200.00	200.00
6025 · Auto Expense	295.00	250.00	1,639.79	2,450.00	3,500.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	288.16	350.00	6,854.35	6,775.00	9,500.00
6075-10 · Board & Committee Expense	0.00	0.00	778.27	1,075.00	3,100.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	703.39	900.00	8,288.28	9,500.00	12,000.00
6150 · Contract Services	1,500.00	750.00	8,250.00	6,750.00	8,500.00
6200 · Depreciation	2,097.96	1,500.00	15,010.03	12,500.00	17,000.00
6215-10 · Donations/Contributions	0.00	0.00	105.46	1,000.00	1,500.00
6225 · Dues	435.00	0.00	4,677.62	1,700.00	3,000.00
6275-10 · Employee Health Insurance	7,816.12	8,100.00	84,388.24	85,200.00	109,500.00
6285-10 · 401K Admin/Contrib	4,665.31	3,750.00	38,695.88	33,950.00	49,800.00
6375 · Food	155.12	700.00	2,305.56	5,000.00	9,500.00
6475 · Insurance	0.00	0.00	29,251.00	26,500.00	26,500.00
6500-10 · Legislative	8,242.00	9,100.00	74,226.41	81,300.00	110,000.00
6525-10 · Membership Services	3,750.00	2,000.00	16,342.80	10,000.00	12,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	250.00
6575 · Office Expense	1,979.78	600.00	16,262.44	8,750.00	12,500.00

**Northwest Marine Trade Association  
Association  
March 2024**

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
6595-10 · Penalty & Interest	0.00	0.00	0.00	0.00	250.00
6625 · Postage	198.50	125.00	783.85	1,125.00	2,000.00
6650 · Printing	0.00	0.00	231.45	500.00	500.00
6675 · Professional Services	2,544.62	5,750.00	52,202.00	89,500.00	110,000.00
6700 · Promotion	1,559.50	0.00	32,756.73	1,625.00	2,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	410.20	36,500.00	36,500.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6750 · Repairs & Maint-Office Machine	613.85	305.00	4,131.78	7,750.00	9,750.00
6775-10 · Salaries	67,087.78	67,500.00	634,259.90	609,475.00	830,000.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	0.00
6900 · Subscriptions	0.00	0.00	187.00	500.00	1,500.00
6925-10 · Taxes - Payroll	6,872.23	7,450.00	51,886.18	51,750.00	72,500.00
6950 · Taxes & Licenses	816.15	750.00	7,299.81	5,975.00	8,500.00
6975 · Rent	3,645.67	6,023.00	32,621.03	35,175.00	46,200.00
6980 · Rent - Other	1,305.00	1,450.00	11,745.00	12,650.00	18,500.00
7025 · Telephone	1,198.01	1,125.00	10,251.41	10,125.00	13,500.00
7050-10 · Training/Conferences/Seminars	0.00	0.00	5,971.88	2,000.00	2,500.00
7075 · Travel Expense	3,335.96	100.00	12,426.51	5,000.00	8,500.00
8000 · Website Maintenance Fees	1,168.80	550.00	17,751.13	27,150.00	30,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
<b>Total Expense</b>	<b>122,273.91</b>	<b>119,128.00</b>	<b>1,183,355.00</b>	<b>1,189,450.00</b>	<b>1,585,550.00</b>
<b>Net Ordinary Income</b>	<b>-93,083.56</b>	<b>-91,619.00</b>	<b>-599,961.06</b>	<b>-656,215.50</b>	<b>-974,665.00</b>
<b>Net Income</b>	<b>-93,083.56</b>	<b>-91,619.00</b>	<b>-599,961.06</b>	<b>-656,215.50</b>	<b>-974,665.00</b>

*ASSOCIATION MISSED  
MARCH 2023 \$1,500  
BUDGET BY BETTER THAN \$50K  
YTD BUDGET*

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04/09/24

Accrual Basis

# Northwest Marine Trade Association Seattle Boat Show March 2024

Ordinary Income/Expense	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
Income					
4010 · Admissions	166,432.00	194,850.00	439,569.00	487,200.00	487,200.00
4020 · Advertising Income	0.00	0.00	4,940.00	7,500.00	7,500.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	5,000.00	5,000.00
4030 · Badges	160.00	0.00	3,500.00	3,500.00	3,500.00
4100 · Sponsorships	0.00	0.00	212,900.00	200,000.00	200,000.00
4425-20 · Grant Income	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	825.00	2,300.00	27,817.76	16,500.00	16,500.00
4550 · Misc. Sales (Taxable)	0.00	0.00	13,130.00	15,500.00	15,500.00
4555 · Parking	13,144.01	12,500.00	56,431.01	52,000.00	52,000.00
4600 · Seminar Income	207.00	0.00	51,706.00	50,000.00	50,000.00
4650 · Space Rental	0.00	0.00	2,270,979.12	2,185,000.00	2,185,000.00
<b>Total Income</b>	<b>180,768.01</b>	<b>209,650.00</b>	<b>3,080,972.89</b>	<b>3,022,200.00</b>	<b>3,022,200.00</b>
<b>Gross Profit</b>	<b>180,768.01</b>	<b>209,650.00</b>	<b>3,080,972.89</b>	<b>3,022,200.00</b>	<b>3,022,200.00</b>
Expense					
6000 · Advertising	-5,509.96	37,500.00	341,631.91	350,000.00	350,000.00
6025 · Auto Expense	0.00	475.00	0.00	750.00	750.00
6040 · Bank Charge	12,877.63	6,500.00	33,921.62	24,000.00	25,000.00
6050 · Boat & Display Handling	20,015.05	21,500.00	52,821.55	70,000.00	70,000.00
6125 · Computer Support	0.00	0.00	5,547.86	1,500.00	1,500.00
6150 · Contract Services	283,903.37	295,000.00	492,114.10	465,000.00	465,000.00
6175 · Decorating	-4,799.68	0.00	113,024.34	115,000.00	115,000.00
6325 · Exhibitor Expense	-31,894.76	8,500.00	64,983.52	60,000.00	60,000.00
6375 · Food	0.00	500.00	6,670.30	5,500.00	5,500.00
6475 · Insurance	0.00	0.00	35,243.10	32,000.00	32,000.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	3,500.00	3,500.00
6575 · Office Expense	0.00	0.00	2,119.30	2,500.00	2,500.00
6600 · Photography	0.00	0.00	0.00	500.00	500.00

ADMISSIONS DOWN  
- \$47K

SPONSORSHIP UP  
+ \$13K

SPACE RENTAL UP  
+ \$85K

CONTRACT SERVICES  
UP + \$27K

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04/09/24

Accrual Basis

# Northwest Marine Trade Association Seattle Boat Show March 2024

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
6625 · Postage	0.00	0.00	3,481.25	3,000.00	3,000.00
6650 · Printing	679.10	0.00	14,365.10	16,000.00	16,000.00
6675 · Professional Services	0.00	0.00	3,967.04	7,500.00	7,500.00
6700 · Promotion	14,094.20	35,000.00	121,492.24	130,000.00	130,000.00
6725-20 · Facility Fee SBS	6,125.00	7,500.00	6,125.00	7,500.00	7,500.00
6800 · Site Expense	100,721.06	63,250.00	143,541.14	130,000.00	130,000.00
6825 · Speaker	13,822.36	25,000.00	13,822.36	25,000.00	25,000.00
6875 · VIP Event	20,850.80	28,000.00	31,696.77	37,500.00	37,500.00
6880 · Sponsorship Benefits	5,509.96	12,500.00	6,636.16	20,000.00	20,000.00
6950 · Taxes & Licenses	36,442.81	36,000.00	95,688.40	98,000.00	98,000.00
6975 · Rent	427,550.11	420,000.00	427,550.11	420,000.00	420,000.00
6980 · Rent - Other	0.00	20,000.00	46,525.38	45,000.00	45,000.00
7025 · Telephone	85.00	0.00	703.31	0.00	0.00
7075 · Travel Expense	0.00	0.00	1,493.85	2,500.00	2,500.00
8000 · Website Maintenance Fees	0.00	0.00	51,644.98	17,500.00	17,500.00
9000 · Contingency	0.00	0.00	0.00	10,000.00	10,000.00
<b>Total Expense</b>	<b>900,472.05</b>	<b>1,017,225.00</b>	<b>2,116,810.69</b>	<b>2,099,750.00</b>	<b>2,100,750.00</b>
<b>Net Ordinary Income</b>	<b>-719,704.04</b>	<b>-807,575.00</b>	<b>964,162.20</b>	<b>922,450.00</b>	<b>921,450.00</b>
<b>Net Income</b>	<b>-719,704.04</b>	<b>-807,575.00</b>	<b>964,162.20</b>	<b>922,450.00</b>	<b>921,450.00</b>

*SITE EXPENSE  
UP + \$13K*

*WEBSITE  
UP + \$34K  
OSBS.COM  
@ DAS#80AAD*

*SEATTLE BOAT SHOW  
YTD BUDGET + \$140K  
BUDGET*

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04/09/24  
Accrual Basis

Northwest Marine Trade Association  
Grow Boating  
March 2024

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4225-55 · Grow Boating Surcharge	0.00	0.00	52,851.25	75,000.00	75,000.00
4450 · Miscellaneous Income	0.00	0.00	2,030.88	0.00	0.00
Total Income	0.00	0.00	54,882.13	75,000.00	75,000.00
Gross Profit	0.00	0.00	54,882.13	75,000.00	75,000.00
Expense					
6000 · Advertising	0.00	0.00	0.00	1,000.00	5,000.00
6025 · Auto Expense	0.00	250.00	0.00	250.00	1,000.00
6150 · Contract Services	0.00	0.00	11,000.00	8,000.00	12,000.00
6375 · Food	0.00	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	100.00	150.00
6625 · Postage	0.00	0.00	0.00	200.00	500.00
6650 · Printing	0.00	0.00	0.00	0.00	500.00
6700 · Promotion	0.00	0.00	4,849.17	19,500.00	32,000.00
6705-55 · Grants GB	0.00	0.00	10,000.00	20,000.00	20,000.00
6950 · Taxes & Licenses	225.67	500.00	1,194.78	1,500.00	1,500.00
7075 · Travel Expense	0.00	0.00	167.36	300.00	400.00
8000 · Website Maintenance Fees	0.00	0.00	0.00	1,000.00	1,000.00
Total Expense	225.67	750.00	28,131.10	52,700.00	75,000.00
Net Ordinary Income	-225.67	-750.00	26,751.03	22,300.00	0.00
Net Income	-225.67	-750.00	26,751.03	22,300.00	0.00

*SBS Surcharge*  
 $211,405 \#$   
 $211,25$   
 $\times .25$   
 $\hline$   
 $\#52,185.25$

*Grow Boating*  
*YTD Budget*  
*THAN \$4K*



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04/09/24

Accrual Basis

# Northwest Marine Trade Association Marina & Boatyard Conference

March 2024

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00	0.00	15,000.00	17,500.00	17,500.00
4600 · Seminar Income	0.00	0.00	41,720.00	28,500.00	28,500.00
4750 · Registration Fees	0.00	0.00	0.00	0.00	0.00
<b>Total Income</b>	<b>0.00</b>	<b>0.00</b>	<b>56,720.00</b>	<b>46,000.00</b>	<b>46,000.00</b>
<b>Gross Profit</b>	<b>0.00</b>	<b>0.00</b>	<b>56,720.00</b>	<b>46,000.00</b>	<b>46,000.00</b>
Expense					
6000 · Advertising	0.00	0.00	0.00	0.00	0.00
6025 · Auto Expense	0.00	0.00	343.76	250.00	250.00
6040 · Bank Charge	0.00	0.00	726.17	850.00	850.00
6150 · Contract Services	0.00	0.00	0.00	0.00	0.00
6375 · Food	0.00	0.00	15,783.88	16,500.00	16,500.00
6550 · Miscellaneous Expense	0.00	0.00	165.97	1,000.00	1,000.00
6575 · Office Expense	0.00	0.00	0.00	0.00	0.00
6650 · Printing	0.00	0.00	799.88	1,000.00	1,000.00
6675 · Professional Services	0.00	0.00	0.00	0.00	0.00
6700 · Promotion	0.00	0.00	200.00	0.00	0.00
6825 · Speaker	0.00	0.00	0.00	1,500.00	1,500.00
6950 · Taxes & Licenses	0.00	0.00	1,234.79	800.00	800.00
6975 · Rent	0.00	0.00	4,572.12	4,500.00	4,500.00
7075 · Travel Expense	0.00	0.00	1,418.98	1,000.00	1,000.00
<b>Total Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>25,245.55</b>	<b>27,400.00</b>	<b>27,400.00</b>
<b>Net Ordinary Income</b>	<b>0.00</b>	<b>0.00</b>	<b>31,474.45</b>	<b>18,600.00</b>	<b>18,600.00</b>
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>31,474.45</b>	<b>18,600.00</b>	<b>18,600.00</b>

*FINAL*

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**Northwest Marine Trade Association  
 Anacortes Boat & Yacht Show  
 March 2024**

	Mar 24	Budget	Jul '23 - Mar 24	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	276.16	0.00	276.16	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
<b>Total Income</b>	<b>276.16</b>	<b>0.00</b>	<b>276.16</b>	<b>0.00</b>	<b>195,500.00</b>
<b>Gross Profit</b>	<b>276.16</b>	<b>0.00</b>	<b>276.16</b>	<b>0.00</b>	<b>195,500.00</b>
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

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04/09/24

Accrual Basis

**Northwest Marine Trade Association  
Anacortes Boat & Yacht Show  
March 2024**

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
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	6.01	0.00	6.01	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
<b>Total Expense</b>	<b>6.01</b>	<b>0.00</b>	<b>6.01</b>	<b>0.00</b>	<b>149,512.00</b>
<b>Net Ordinary Income</b>	<b>270.15</b>	<b>0.00</b>	<b>270.15</b>	<b>0.00</b>	<b>45,988.00</b>
<b>Net Income</b>	<b>270.15</b>	<b>0.00</b>	<b>270.15</b>	<b>0.00</b>	<b>45,988.00</b>

*MAY EVENT*

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04/09/24

Accrual Basis

**Northwest Marine Trade Association  
Superyacht Northwest  
March 2024**

	Mar 24	Budget	Jul '23 - Mar 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00	1,000.00	40,500.00	53,000.00	54,000.00
Total Income	0.00	1,000.00	40,500.00	53,000.00	54,000.00
Gross Profit	0.00	1,000.00	40,500.00	53,000.00	54,000.00
Expense					
6000 · Advertising	0.00	0.00	2,600.00	4,000.00	6,750.00
6225 · Dues	0.00	0.00	550.00	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	0.00	3,000.00	15,357.35	23,500.00	31,000.00
6880 · Sponsorship Benefits	1,500.00	0.00	1,500.00	10,000.00	10,000.00
6950 · Taxes & Licenses	10.68	50.00	718.42	1,600.00	1,750.00
7075 · Travel Expense	0.00	0.00	0.00	0.00	0.00
8000 · Website Maintenance Fees	800.00	250.00	3,550.00	3,250.00	4,500.00
Total Expense	2,310.68	3,300.00	24,275.77	42,350.00	54,000.00
Net Ordinary Income	-2,310.68	-2,300.00	16,224.23	10,650.00	0.00
Net Income	<b>-2,310.68</b>	<b>-2,300.00</b>	<b>16,224.23</b>	<b>10,650.00</b>	<b>0.00</b>

*SYN IN ON BUDGET  
2023. TAM \$500  
MARCH BUDGET  
YTD BUDGET*

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**NMTA CASH FLOW ANALYSIS  
MMKT/DEPOSITORY/CHECKING ACCOUNTS  
AS OF MARCH 31, 2024**

**FOR FISCAL YEAR-ENDING 2021 THRU 2024**

	JULY 2020	AUGUST 2020	SEPTEMBER 2020	OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
<b>2020-2021</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>												
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>												
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
<b>2023-2024</b>												
BEGINNING CASH	664,957	566,450	1,523,188	1,573,239	954,927	1,311,760	1,615,481	1,621,018	1,414,493	905,575	210,210	178,645
RECEIPTS	124,705	1,120,182	203,220	197,861	545,901	549,369	309,728	438,060	109,047	100,005	280,900	124,045
DISBURSEMENTS	223,212	163,444	153,169	816,173	189,068	245,649	304,190	644,585	617,965	795,370	312,465	197,960
ENDING CASH	566,450	1,523,188	1,573,239	954,927	1,311,760	1,615,481	1,621,018	1,414,493	905,575	210,210	178,645	104,730

	<b>As of March 31, 2024</b>													
	Accounts Payable 3/31/24													
Current	\$	24,327	Current	\$	673,520									
30 Days	\$	25,456	30 Days	\$	689									
60 Days	\$	957	60 Days											
90 Days	\$	193	90 Days											
120 Days			120 Days											
Total	\$	50,932	Total	\$	674,209									
			as of 4/10/24 total A/R aging \$26,605											
			Accounts Payable 3/31/24											
Operating Accounts			Cash - US Bank Checking	\$	546,884									
Cash - Petty			Cash - Petty	\$	36									
Cash - US Bank CC			Cash - US Bank CC	\$	358,692									
Investment Accounts			Investment Accounts											
Cash - Wells Fargo Financial			Cash - Wells Fargo Financial	\$	78,740									
Securities-US Treasury			Securities-US Treasury	\$	675,930									
Investments - Bonds/Units			Investments - Bonds/Units	\$	407,913									
Compass Acct. (Equities)			Compass Acct. (Equities)	\$	494,413									
			Total Cash/Investments	\$	1,656,996									
			Total Cash/Investments	\$	2,562,607									

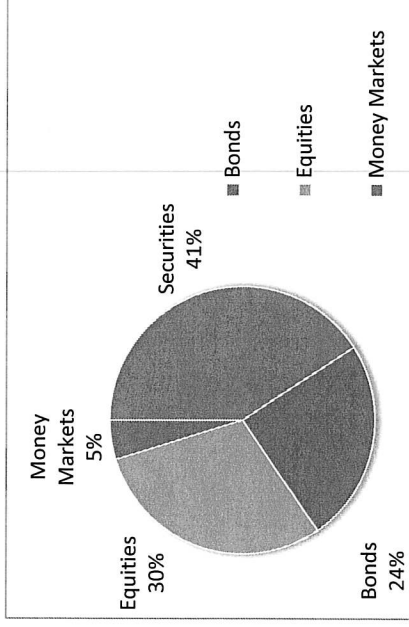
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**Northwest Marine Trade Association  
Schedule of Investments  
March 31, 2024**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 03/31/24</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%	-		\$ 21,923
Securities- US Treasury Bond ETF/CEF				0	\$ 675,930	0.00%	675,930		\$ 18,678
Bond Mutual Funds				439,871	\$ 338,923	5.51%	(100,948)		\$ 5,545
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>599,693</u>	\$ 68,990	8.04%	(530,703)		<u>46,146</u>
US Bank SWEET				<u>1,039,564</u>	\$ <u>1,083,842</u>	<u>4.26%</u>	<u>44,278</u>		
Money Market Wells Fargo Advisors Financial Compass Account {Equities} Wells Fargo Advisors					\$ 78,740				118
<b>Total</b>					\$ <u>494,413</u>				<u>9,380</u>
					\$ <u>1,656,996</u>				

**Investment Allocation**

<u>Maturity Date</u>	<u>Market Value</u>	<u>Percent</u>
	\$ -	0%
	\$ 675,930	0%
	\$ -	0%
	\$ -	0%
	\$ <u>675,930</u>	



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**Northwest Marine Trade Association**  
**Balance Sheet**  
**As of March 31, 2024**

**Assets**

	2024	2023
<b>Current Assets:</b>		
PAC Peoples Bank	\$ 33,506	\$ 42,937
PayPal	\$ 13,831	\$ 487
Cash and cash equivalents	\$ 905,611	\$ 1,375,693
Accounts receivable	\$ 50,932	\$ 31,903
Accounts receivable - Other	\$ 9,908	\$ (25,638)
Pending Dues Receivables	\$ -	\$ -
Prepaid Expenses	\$ 25,049	\$ 30,167
<b>Total Current Assets</b>	<b>\$ 1,038,838</b>	<b>\$ 1,455,548</b>
Investments	\$ 1,656,996	\$ 996,536
Goodwill: NWPF	\$ -	\$ -
Property and equipment	\$ 346,464	\$ 294,116
Accumulated Depreciation	\$ (256,682)	\$ (237,847)
<b>Total Assets</b>	<b>\$ 2,785,615</b>	<b>\$ 2,508,353</b>

Liabilities and Net Assets

<b>Liabilities:</b>		
Payables	\$ 674,209	\$ 638,912
Accrued Expenses	\$ 17,875	\$ 18,338
Long Term Lease Liability	\$ 3,773	\$ 948
Deferred Vacation Liability	\$ 29,875	\$ 35,192
Grant	\$ -	\$ -
Deferred Revenue	\$ 63,602	\$ 56,927
<b>Total Liabilities</b>	<b>\$ 789,335</b>	<b>\$ 750,317</b>
<b>Unrestricted Net Assets</b>	<b>\$ 1,996,280</b>	<b>\$ 1,758,036</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 2,785,615</b>	<b>\$ 2,508,353</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)
2023	\$ 1,584	\$ 27,127	\$ (25,543)
	Total		<u>\$ 58,592</u>

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