

Northwest Marine Trade Association Consolidated Profit & Loss April 2024

	Apr 24	Budget	Jul '23 - Apr 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	28,229.29	20,500.00	252,357.44	209,000.00	250,000.00
4010 · Admissions	0.00	0.00	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	0.00	0.00	3,500.00	3,500.00	3,500.00
4100 · Sponsorships	0.00	1,000.00	268,400.00	273,000.00	283,900.00
4200-10 · Dues Revenue	1,830.00	3,780.00	322,192.18	326,325.00	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	5,315.40	11.00	14,870.50	125.50	150.00
4360-10 · Dividend Income	2,943.91	2,125.00	19,072.42	20,700.00	25,000.00
4400-10 · Realized Gain / Loss	0.00	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	496.67	0.00	38,841.47	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	0.00	0.00	56,431.01	52,000.00	52,000.00
4600 · Seminar Income	0.00	0.00	93,426.00	78,500.00	79,000.00
4650 · Space Rental	-90.00	0.00	2,270,889.12	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
Total Income	38,725.27	27,416.00	3,872,044.43	3,756,850.50	4,003,585.00
Gross Profit	38,725.27	27,416.00	3,872,044.43	3,756,850.50	4,003,585.00
Expense					
6000 · Advertising	0.00	2,000.00	345,594.92	357,200.00	401,950.00
6025 · Auto Expense	189.38	750.00	2,304.18	4,450.00	6,700.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	409.10	1,300.00	41,911.24	32,925.00	36,750.00
6050 · Boat & Display Handling	0.00	0.00	52,821.55	70,000.00	70,000.00

1:23 PM

05/08/24

Accrual Basis

Northwest Marine Trade Association Consolidated Profit & Loss April 2024

	Apr 24	Budget	Jul '23 - Apr 24	YTD Budget	Annual Budget
6075-10 · Board & Committee Expense	591.76	1,025.00	1,370.03	2,100.00	3,100.00
6080-10 · Board Planning Session	0.00	1,500.00	0.00	1,500.00	1,500.00
6125 · Computer Support	841.20	750.00	14,677.34	11,750.00	13,500.00
6150 · Contract Services	1,500.00	750.00	512,864.10	480,500.00	495,500.00
6175 · Decorating	0.00	0.00	113,024.34	115,000.00	135,000.00
6200 · Depreciation	2,097.96	1,500.00	17,107.99	14,000.00	17,000.00
6215-10 · Donations/Contributions	525.00	0.00	630.46	1,000.00	1,500.00
6225 · Dues	0.00	0.00	5,227.62	1,700.00	3,000.00
6275-10 · Employee Health Insurance	7,816.12	8,100.00	92,204.36	93,300.00	109,500.00
6285-10 · 401K Admin/Contrib	4,647.31	4,500.00	43,343.19	38,450.00	49,800.00
6325 · Exhibitor Expense	0.00	0.00	64,983.52	60,000.00	60,350.00
6375 · Food	362.32	650.00	26,041.85	28,000.00	34,850.00
6475 · Insurance	0.00	0.00	64,494.10	59,000.00	61,200.00
6500-10 · Legislative	8,100.00	9,500.00	82,326.41	90,800.00	110,000.00
6525-10 · Membership Services	3,185.07	0.00	19,527.87	10,000.00	12,500.00
6550 · Miscellaneous Expense	0.00	0.00	165.97	4,500.00	4,850.00
6575 · Office Expense	1,576.15	500.00	19,957.89	11,850.00	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	421.65	775.00	4,719.25	5,100.00	6,500.00
6650 · Printing	0.00	0.00	15,396.43	17,500.00	18,500.00
6675 · Professional Services	2,984.37	8,500.00	62,253.54	105,500.00	117,500.00
6700 · Promotion	7,827.84	15,375.00	182,483.33	190,000.00	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	0.00	0.00	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	50.98	1,300.00	4,182.76	9,050.00	9,750.00

Northwest Marine Trade Association
Consolidated Profit & Loss
April 2024

	Apr 24	Budget	Jul '23 - Apr 24	YTD Budget	Annual Budget
6775-10 · Salaries	66,787.78	67,500.00	701,047.68	676,975.00	830,000.00
6800 · Site Expense	0.00	0.00	143,541.14	130,000.00	134,000.00
6825 · Speaker	0.00	0.00	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	0.00	0.00	31,696.77	37,500.00	37,500.00
6880 · Sponsorship Benefits	0.00	0.00	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	6,836.27	5,250.00	58,722.45	57,000.00	72,500.00
6950 · Taxes & Licenses	951.04	775.00	107,093.25	108,650.00	113,550.00
6975 · Rent	3,645.67	3,675.00	468,388.93	463,350.00	473,200.00
6980 · Rent - Other	1,305.00	1,450.00	59,575.38	59,100.00	67,100.00
7025 · Telephone	1,248.20	1,125.00	12,240.42	11,250.00	13,500.00
7050-10 · Training/Conferences/Seminars	575.00	500.00	6,546.88	2,500.00	2,500.00
7075 · Travel Expense	1,274.77	3,100.00	16,781.47	11,900.00	16,900.00
8000 · Website Maintenance Fees	3,086.31	800.00	76,032.42	49,700.00	57,000.00
9000 · Contingency	0.00	0.00	0.00	10,000.00	16,000.00
Total Expense	128,836.25	142,950.00	3,509,968.75	3,554,600.00	3,992,212.00
Net Ordinary Income	-90,110.98	-115,534.00	362,075.68	202,250.50	11,373.00
Net Income	-90,110.98	-115,534.00	362,075.68	202,250.50	11,373.00

Consolidated

April 2024 Better than budget +\$25K

YTD Better than budget by ≈ \$160K

1:20 PM

05/08/24

Accrual Basis

**Northwest Marine Trade Association
Association
April 2024**

	Apr 24	Budget	Jul '23 - Apr 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	28,229.29	20,500.00	252,357.44	209,000.00	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	1,500.00	2,500.00
4200-10 · Dues Revenue	1,830.00	3,780.00	322,192.18	326,325.00	330,735.00
4350-10 · Interest Income	5,315.40	11.00	14,870.50	125.50	150.00
4360-10 · Dividend Income	2,943.91	2,125.00	19,072.42	20,700.00	25,000.00
4425-10 · Gain- Grant/PPP/ERTC	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	0.00	0.00	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
Total Income	38,318.60	26,416.00	621,712.54	559,650.50	610,885.00
Gross Profit	38,318.60	26,416.00	621,712.54	559,650.50	610,885.00
Expense					
6000 · Advertising	0.00	0.00	1,363.01	200.00	200.00
6025 · Auto Expense	189.38	500.00	1,960.42	2,950.00	3,500.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	409.10	300.00	7,263.45	7,075.00	9,500.00
6075-10 · Board & Committee Expense	591.76	1,025.00	1,370.03	2,100.00	3,100.00
6080-10 · Board Planning Session	0.00	1,500.00	0.00	1,500.00	1,500.00
6125 · Computer Support	841.20	750.00	9,129.48	10,250.00	12,000.00
6150 · Contract Services	1,500.00	750.00	9,750.00	7,500.00	8,500.00
6200 · Depreciation	2,097.96	1,500.00	17,107.99	14,000.00	17,000.00
6215-10 · Donations/Contributions	525.00	0.00	630.46	1,000.00	1,500.00
6225 · Dues	0.00	0.00	4,677.62	1,700.00	3,000.00
6275-10 · Employee Health Insurance	7,816.12	8,100.00	92,204.36	93,300.00	109,500.00
6285-10 · 401K Admin/Contrib	4,647.31	4,500.00	43,343.19	38,450.00	49,800.00
6375 · Food	362.32	650.00	2,667.88	5,650.00	9,500.00
6475 · Insurance	0.00	0.00	29,251.00	26,500.00	26,500.00
6500-10 · Legislative	8,100.00	9,500.00	82,326.41	90,800.00	110,000.00
6525-10 · Membership Services	3,185.07	0.00	19,527.87	10,000.00	12,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	250.00
6575 · Office Expense	1,576.15	500.00	17,838.59	9,250.00	12,500.00

1:20 PM

05/08/24

Accrual Basis

**Northwest Marine Trade Association
Association
April 2024**

	<u>Apr 24</u>	<u>Budget</u>	<u>Jul '23 - Apr 24</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	411.80	675.00	1,228.15	1,800.00	2,000.00
6650 · Printing	0.00	0.00	231.45	500.00	500.00
6675 · Professional Services	2,984.37	8,500.00	58,286.50	98,000.00	110,000.00
6700 · Promotion	1,877.05	375.00	34,633.78	2,000.00	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	50.98	1,300.00	4,182.76	9,050.00	9,750.00
6775-10 · Salaries	66,787.78	67,500.00	701,047.68	676,975.00	830,000.00
6880 · Sponsorship Benefits	0.00		0.00	0.00	0.00
6900 · Subscriptions	0.00	0.00	194.00	500.00	1,500.00
6925-10 · Taxes - Payroll	6,836.27	5,250.00	58,722.45	57,000.00	72,500.00
6950 · Taxes & Licenses	943.93	725.00	8,243.74	6,700.00	8,500.00
6975 · Rent	3,645.67	3,675.00	36,266.70	38,850.00	46,200.00
6980 · Rent - Other	1,305.00	1,450.00	13,050.00	14,100.00	18,500.00
7025 · Telephone	1,163.20	1,125.00	11,452.11	11,250.00	13,500.00
7050-10 · Training/Conferences/Seminars	575.00	500.00	6,546.88	2,500.00	2,500.00
7075 · Travel Expense	1,274.77	3,100.00	13,701.28	8,100.00	8,500.00
8000 · Website Maintenance Fees	1,342.56	550.00	19,093.69	27,700.00	30,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
Total Expense	<u>121,039.75</u>	<u>124,300.00</u>	<u>1,307,703.13</u>	<u>1,313,750.00</u>	<u>1,585,550.00</u>
Net Ordinary Income	<u>-82,721.15</u>	<u>-97,884.00</u>	<u>-685,990.59</u>	<u>-754,099.50</u>	<u>-974,665.00</u>
Net Income	<u><u>-82,721.15</u></u>	<u><u>-97,884.00</u></u>	<u><u>-685,990.59</u></u>	<u><u>-754,099.50</u></u>	<u><u>-974,665.00</u></u>

Association

April 2024 Better than budget by + \$15K

YTD Better than budget by \$68K

5

1:20 PM

05/08/24

Accrual Basis

**Northwest Marine Trade Association
Seattle Boat Show
April 2024**

	<u>Apr 24</u>	<u>Budget</u>	<u>Jul '23 - Apr 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4010 · Admissions	0.00	0.00	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	0.00	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	0.00	0.00	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	0.00	0.00	56,431.01	52,000.00	52,000.00
4600 · Seminar Income	0.00	0.00	51,706.00	50,000.00	50,000.00
4650 · Space Rental	-90.00	0.00	2,270,889.12	2,185,000.00	2,185,000.00
Total Income	<u>-90.00</u>	<u>0.00</u>	<u>3,080,882.89</u>	<u>3,022,200.00</u>	<u>3,022,200.00</u>
Gross Profit	-90.00	0.00	3,080,882.89	3,022,200.00	3,022,200.00
Expense					
6000 · Advertising	0.00	0.00	341,631.91	350,000.00	350,000.00
6025 · Auto Expense	0.00	0.00	0.00	750.00	750.00
6040 · Bank Charge	0.00	1,000.00	33,921.62	25,000.00	25,000.00
6050 · Boat & Display Handling	0.00	0.00	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	0.00	0.00	492,114.10	465,000.00	465,000.00
6175 · Decorating	0.00	0.00	113,024.34	115,000.00	115,000.00
6325 · Exhibitor Expense	0.00	0.00	64,983.52	60,000.00	60,000.00
6375 · Food	0.00	0.00	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

6

1:20 PM

05/08/24

Accrual Basis

Northwest Marine Trade Association
Seattle Boat Show
April 2024

	<u>Apr 24</u>	<u>Budget</u>	<u>Jul '23 - Apr 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6625 · Postage	9.85	0.00	3,491.10	3,000.00	3,000.00
6650 · Printing	0.00	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	5,825.79	0.00	127,318.03	130,000.00	130,000.00
6725-20 · Facility Fee SBS	0.00	0.00	6,125.00	7,500.00	7,500.00
6800 · Site Expense	0.00	0.00	143,541.14	130,000.00	130,000.00
6825 · Speaker	0.00	0.00	13,822.36	25,000.00	25,000.00
6875 · VIP Event	0.00	0.00	31,696.77	37,500.00	37,500.00
6880 · Sponsorship Benefits	0.00	0.00	6,636.16	20,000.00	20,000.00
6950 · Taxes & Licenses	-1.58	0.00	95,686.82	98,000.00	98,000.00
6975 · Rent	0.00	0.00	427,550.11	420,000.00	420,000.00
6980 · Rent - Other	0.00	0.00	46,525.38	45,000.00	45,000.00
7025 · Telephone	85.00	0.00	788.31	0.00	0.00
7075 · Travel Expense	0.00	0.00	1,493.85	2,500.00	2,500.00
8000 · Website Maintenance Fees	1,743.75	0.00	53,388.73	17,500.00	17,500.00
9000 · Contingency	0.00	0.00	0.00	10,000.00	10,000.00
Total Expense	<u>7,662.81</u>	<u>1,000.00</u>	<u>2,124,473.50</u>	<u>2,100,750.00</u>	<u>2,100,750.00</u>
Net Ordinary Income	<u>-7,752.81</u>	<u>-1,000.00</u>	<u>956,409.39</u>	<u>921,450.00</u>	<u>921,450.00</u>
Net Income	<u><u>-7,752.81</u></u>	<u><u>-1,000.00</u></u>	<u><u>956,409.39</u></u>	<u><u>921,450.00</u></u>	<u><u>921,450.00</u></u>

2024 Seattle Boat Show better than budget x \$35K

7

1:21 PM

05/08/24

Accrual Basis

Northwest Marine Trade Association
Grow Boating
April 2024

	Apr 24	Budget	Jul '23 - Apr 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	<u>0.00</u>	<u>0.00</u>	<u>54,882.13</u>	<u>75,000.00</u>	<u>75,000.00</u>
Gross Profit	0.00	0.00	54,882.13	75,000.00	75,000.00
Expense					
6000 · Advertising	0.00	2,000.00	0.00	3,000.00	5,000.00
6025 · Auto Expense	0.00	250.00	0.00	500.00	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	100.00	0.00	300.00	500.00
6650 · Printing	0.00	0.00	0.00	0.00	500.00
6700 · Promotion	0.00	12,500.00	4,849.17	32,000.00	32,000.00
6705-55 · Grants GB	0.00	0.00	10,000.00	20,000.00	20,000.00
6950 · Taxes & Licenses	0.00	0.00	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	<u>0.00</u>	<u>14,850.00</u>	<u>28,131.10</u>	<u>67,550.00</u>	<u>75,000.00</u>
Net Ordinary Income	<u>0.00</u>	<u>-14,850.00</u>	<u>26,751.03</u>	<u>7,450.00</u>	<u>0.00</u>
Net Income	<u><u>0.00</u></u>	<u><u>-14,850.00</u></u>	<u><u>26,751.03</u></u>	<u><u>7,450.00</u></u>	<u><u>0.00</u></u>

Grow Boating

No activity April 2024
 YTD better than budget + \$19K

8

**Northwest Marine Trade Association
Marina & Boatyard Conference
April 2024**

	Apr 24	Budget	Jul '23 - Apr 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
Total Income	<u>0.00</u>	<u>0.00</u>	<u>56,720.00</u>	<u>46,000.00</u>	<u>46,000.00</u>
Gross Profit	0.00	0.00	56,720.00	46,000.00	46,000.00
Expense					
6000 · Advertising	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		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
Total Expense	<u>0.00</u>	<u>0.00</u>	<u>25,245.55</u>	<u>27,400.00</u>	<u>27,400.00</u>
Net Ordinary Income	<u>0.00</u>	<u>0.00</u>	<u>31,474.45</u>	<u>18,600.00</u>	<u>18,600.00</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>31,474.45</u></u>	<u><u>18,600.00</u></u>	<u><u>18,600.00</u></u>

FINAL Better than budget \$12,874

9

Northwest Marine Trade Association Superyacht Northwest April 2024

	Apr 24	Budget	Jul '23 - Apr 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00	1,000.00	40,500.00	54,000.00	54,000.00
Total Income	0.00	1,000.00	40,500.00	54,000.00	54,000.00
Gross Profit	0.00	1,000.00	40,500.00	54,000.00	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
6625 · Postage	0.00	0.00	0.00	0.00	0.00
6650 · Printing	0.00		0.00	0.00	0.00
6700 · Promotion	125.00	2,500.00	15,482.35	26,000.00	31,000.00
6880 · Sponsorship Benefits	0.00	0.00	1,500.00	10,000.00	10,000.00
6950 · Taxes & Licenses	0.00	50.00	718.42	1,650.00	1,750.00
7075 · Travel Expense	0.00		0.00	0.00	0.00
8000 · Website Maintenance Fees	0.00	250.00	3,550.00	3,500.00	4,500.00
Total Expense	125.00	2,800.00	24,400.77	45,150.00	54,000.00
Net Ordinary Income	-125.00	-1,800.00	16,099.23	8,850.00	0.00
Net Income	-125.00	-1,800.00	16,099.23	8,850.00	0.00

SYNW

April 2024 better than budget \$1,675

YTD better than budget ≈ \$7,500.

10

**NMTA CASH FLOW ANALYSIS
MMKT/DEPOSITORY/CHECKING ACCOUNTS
AS OF APRIL 30, 2024**

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	954,927	1,311,760	1,615,481	1,621,018	1,414,493	905,575	846,406	178,645
RECEIPTS	124,705	1,120,182	203,220	197,861	545,901	549,369	309,728	438,060	109,047	117,091	144,704	124,045
DISBURSEMENTS	223,212	163,444	153,169	816,173	189,068	245,649	304,190	644,585	617,965	176,260	812,465	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	846,406	178,645	104,730

As of April 30, 2024

Accounts Receivables 4/30/24	
Current	\$ 363,999
30 Days	\$ -
60 Days	\$ 17,450
90 Days	\$ 1,150
120 Days	_____
Total	\$ 382,599

as of 5/9/24 total A/R aging \$378,738

Accounts Payable 4/30/24	
Current	\$ 23,890
30 Days	\$ 646,291
60 Days	_____
90 Days	_____
120 Days	_____
Total	\$ 670,181

as of 5/9/24 total A/P aging \$649,916

Operating Accounts

Cash - US Bank Checking	\$ 461,939
Cash - Petty	\$ 36
Cash - US Bank CC	\$ 384,467
	<u>\$ 846,442</u>

Investment Accounts

Cash - Wells Fargo Financial	\$ 86,461
Securities-US Treasury	\$ 670,290
Investments - Bonds/Units	\$ 401,367
Compass Acct. (Equities)	\$ 469,331
	<u>\$ 1,627,449</u>

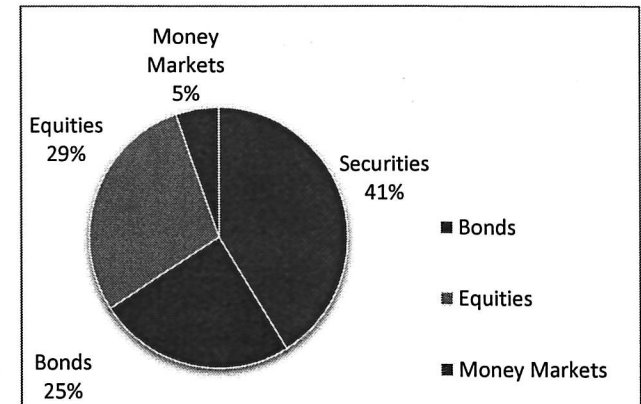
Total Cash/Investments \$ 2,473,891

**Northwest Marine Trade Association
Schedule of Investments
April 30, 2024**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 04/30/24</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%	-		
Securities- US Treasury Bond ETF/CEF				0	\$ 670,290	0.00%	670,290		\$ 21,923
Bond Mutual Funds				439,871	\$ 333,942	5.65%	(105,929)		\$ 18,870
				599,693	\$ 67,425	8.27%	(532,268)		\$ 5,576
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>1,039,564</u>	<u>\$ 1,071,656</u>	<u>4.33%</u>	<u>32,092</u>		<u>46,369</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 86,461				126
Compass Account {Equities} Wells Fargo Advisors					\$ 469,331				9,403
Total					<u>\$ 1,627,449</u>				

<u>Maturity Date</u>	<u>Market Value</u>	<u>Percent</u>
	\$ -	0%
	\$ 670,290	0%
	\$ -	0%
	\$ -	0%
	<u>\$ 670,290</u>	

Investment Allocation



12

Northwest Marine Trade Association
Balance Sheet
As of April 30, 2024

Assets

	2024	2023
Current Assets:		
PAC Peoples Bank	\$ 41,706	\$ 43,122
PayPal	\$ 13,831	\$ 487
Cash and cash equivalents	\$ 846,442	\$ 690,204
Accounts receivable	\$ 382,599	\$ 354,294
Accounts receivable - Other	\$ (701)	\$ (10,788)
Pending Dues Receivables	\$ -	\$ -
Prepaid Expenses	\$ 45,421	\$ 44,054
Total Current Assets	\$ 1,329,298	\$ 1,121,372
Investments	\$ 1,627,449	\$ 1,004,659
Goodwill: NWPF	\$ -	\$ -
Property and equipment	\$ 346,464	\$ 294,116
Accumulated Depreciation	\$ (258,780)	\$ (239,219)
	\$ 87,684	\$ 54,896
Total Assets	\$ 3,044,431	\$ 2,180,927

Liabilities and Net Assets

Liabilities:		
Payables	\$ 670,181	\$ 17,212
Accrued Expenses	\$ 643	\$ 519
Long Term Lease Liability	\$ 3,773	\$ 948
Deferred Vacation Liability	\$ 29,875	\$ 35,192
Grant	\$ -	\$ -
Deferred Revenue	\$ 461,536	\$ 122,896
Total Liabilities	\$ 1,166,007	\$ 176,768
Unrestricted Net Assets	\$ 1,878,424	\$ 2,004,159
Total Liabilities and Net Assets	\$ 3,044,431	\$ 2,180,927

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		\$ 58,592