

Northwest Marine Trade Association
Projected Year-End Consolidated 2023-2024
As of 05/21/24

	<u>2023-2024</u> <u>As of 3/31/24</u>	<u>2023-2024</u> <u>Approved</u> <u>Budget</u>	<u>2023-2024</u> <u>Projected</u> <u>6/30/2024</u>
REVENUE			
Admissions	\$ 439,569	\$ 511,200	\$ 463,569
Advertising Income	\$ 9,940	\$ 8,000	\$ 14,940
Advertising Income Program	\$0.00	\$ 5,000	\$0.00
Badges	\$3,500.00	\$ 3,500	\$3,500.00
Business License/ Grant			
Contributions	\$ -	\$ -	\$ -
Dividend Income	\$ 16,129	\$ 25,000	\$ 23,373
Dues Revenue	\$ 320,362	\$ 330,735	\$ 327,392
Grow Boating	\$52,851.25	\$ 75,000	\$0.00
Health Plan Participation Fee	\$ 224,128	\$ 250,000	\$ 306,352
Interest Income	\$ 9,555	\$ 150	\$ 14,903
Meeting Income	\$ -	\$ -	\$ 200
Misc. Income	\$ 51,475	\$ 37,100	\$ 56,575
Parking	\$ 56,431	\$ 52,000	\$ 56,431
Realized Gain	\$ 16,574	\$ -	\$ 11,923
Registration- Race	\$0.00	\$ -	\$0.00
Seminar Income	\$ 93,426	\$ 79,000	\$ 93,426
Space Rental	\$ 2,270,979	\$ 2,343,000	\$ 2,440,889
Special Project	\$ -		\$ 20,000
Sponsorships	\$ 268,400	\$ 283,900	\$ 281,700
TOTAL REVENUE	<u>\$ 3,833,319</u>	<u>\$ 4,003,585</u>	<u>\$ 4,115,173</u>
EXPENSES			
401 K Admin Fees/Contrib	\$ 38,696	\$ 49,800	\$ 54,118
Advertising	\$ 345,595	\$ 401,950	\$ 382,995
Auto Expense	\$ 2,115	\$ 6,700	\$ 3,829
Bad Debt Expense	\$ -	\$ 1,000	\$ -
Bank Charge	\$ 41,502	\$ 36,750	\$ 45,561
Board & Committee Expense	\$ 778	\$ 3,100	\$ 3,870
Board Planning Session	\$ -	\$ 1,500	\$ -
Boat & Display Handling	\$ 52,822	\$ 70,000	\$ 52,822
Computer Support	\$ 13,836	\$ 13,500	\$ 16,927
Contingeny	\$ -	\$ 16,000	\$ -
Contract Services	\$ 511,364	\$ 495,500	\$ 523,864
Decorating	\$ 113,024	\$ 135,000	\$ 132,524
Depreciation	\$ 15,010	\$ 17,000	\$ 21,308
Disposal of Assets	\$ -	\$ -	\$ -
Donations/Contributions	\$ 105	\$ 1,500	\$ 1,130
Dues	\$ 5,228	\$ 3,000	\$ 6,178
Employee Health Benefits	\$ 84,388	\$ 109,500	\$ 107,844
Exhibitor Expense	\$ 64,984	\$ 60,350	\$ 65,284
Field Expense	\$ -	\$ -	\$ -
Food	\$ 25,680	\$ 34,850	\$ 42,022
Grants	\$ 10,000	\$ 20,000	\$ -
Insurance	\$ 64,494	\$ 61,200	\$ 66,694
Legislative	\$ 74,226	\$ 110,000	\$ 99,076
Membership Services	\$ 16,343	\$ 12,500	\$ 24,528
Miscellaneous Expense	\$ 166	\$ 4,850	\$ 366
Office Expense	\$ 18,382	\$ 15,650	\$ 24,033
Penalty & Interest	\$ -	\$ 250	\$ -
Photography	\$0.00	\$ 500	\$0.00
Postage	\$ 4,298	\$ 6,500	\$ 6,514
Printing	\$15,396.43	\$ 18,500	\$ 17,096
Printing Program	\$0.00	\$ -	\$0.00
Professional Services	\$ 59,269	\$ 117,500	\$ 71,998
Promotion	\$ 174,655	\$ 204,500	\$ 199,983
Rent	\$ 464,743	\$ 473,200	\$ 480,914
Rent - Other	\$ 58,270	\$ 67,100	\$ 62,185
Repairs & Maint - Equipment	\$ -		\$ -
Repairs & Maint - Facility	\$ 6,535	\$ 44,000	\$ 7,035
Repairs & Maint-Office Machine	\$ 4,132	\$ 9,750	\$ 5,683
Salaries	\$ 634,260	\$ 830,000	\$ 879,649
Site Expense	\$ 143,541	\$ 134,000	\$ 147,041
Speaker	\$13,822.36	\$ 26,500	\$ 13,822
Special Features (VIP Event)	\$31,696.77	\$ 37,500	\$ 31,697
Special Project - ABAY SPLIT	\$0.00	\$ 31,762	\$49,029.75
Sponsorship Benefits	\$ 8,136	\$ 32,000	\$ 10,536
Subscriptions	\$ 194	\$ 1,500	\$ 194
Taxes - Payroll	\$ 51,886	\$ 72,500	\$ 74,547
Taxes & Licenses	\$ 106,142	\$ 113,550	\$ 113,195
Telephone	\$ 10,992	\$ 13,500	\$ 14,910
Training/Conf/Seminars	\$ 5,972	\$ 2,500	\$ 7,747
Travel Expense	\$ 15,507	\$ 16,900	\$ 25,164
Website Maint	\$ 72,946	\$ 57,000	\$ 81,531
TOTAL EXPENSES	<u>\$ 3,381,133</u>	<u>\$ 3,992,212</u>	<u>\$ 3,955,200</u>
NET INCOME/ (LOSS)	<u>\$ 452,187</u>	<u>\$ 11,373</u>	<u>\$ 159,973</u>