

Northwest Marine Trade Association
Consolidated Profit & Loss
October 2024

	Oct 24	Budget	Jul - Oct 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	28,473.37	25,410.00	104,101.57	101,655.00	305,000.00
4010 · Admissions	0.00	0.00	0.00	0.00	464,000.00
4020 · Advertising Income	0.00	0.00	15,000.00	1,500.00	6,500.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	0.00	0.00
4030 · Badges	0.00	0.00	0.00	0.00	3,600.00
4100 · Sponsorships	26,850.00	22,500.00	53,350.00	48,500.00	285,400.00
4200-10 · Dues Revenue	13,068.75	19,852.00	302,233.75	326,352.00	350,102.00
4225-55 · Grow Boating Surcharge	0.00	0.00	0.00	0.00	75,000.00
4350-10 · Interest Income	5,334.25	16.00	10,086.45	71.00	215.00
4360-10 · Dividend Income	3,031.68	2,125.00	11,834.81	8,500.00	25,500.00
4400-10 · Realized Gain / Loss	0.00	0.00	5,633.32	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	12,013.89	0.00	18,694.82	0.00	41,100.00
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	0.00
4555 · Parking	0.00	0.00	0.00	0.00	55,000.00
4600 · Seminar Income	24,150.00	40,000.00	24,150.00	40,000.00	90,500.00
4650 · Space Rental	0.00	0.00	0.00	0.00	2,487,500.00
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>112,921.94</u>	<u>109,903.00</u>	<u>545,084.72</u>	<u>526,578.00</u>	<u>4,189,417.00</u>
Gross Profit	112,921.94	109,903.00	545,084.72	526,578.00	4,189,417.00
Expense					
6000 · Advertising	745.91	1,000.00	4,785.90	5,700.00	402,700.00
6025 · Auto Expense	705.63	600.00	1,245.64	1,550.00	6,800.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	1,195.34	1,500.00	4,546.41	6,175.00	46,700.00
6050 · Boat & Display Handling	0.00	0.00	0.00	0.00	70,000.00

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Accrual Basis

Northwest Marine Trade Association Consolidated Profit & Loss October 2024

	Oct 24	Budget	Jul - Oct 24	YTD Budget	Annual Budget
6075-10 · Board & Committee Expense	211.70	500.00	1,138.47	875.00	5,000.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	821.55	1,000.00	5,528.12	5,250.00	18,000.00
6150 · Contract Services	2,750.00	750.00	5,000.00	8,500.00	531,500.00
6175 · Decorating	0.00	0.00	0.00	0.00	145,000.00
6200 · Depreciation	1,774.63	2,100.00	7,532.86	8,400.00	25,200.00
6215-10 · Donations/Contributions	995.00	0.00	1,245.00	250.00	1,500.00
6225 · Dues	325.00	0.00	1,509.31	1,250.00	3,000.00
6275-10 · Employee Health Insurance	7,816.12	7,820.00	37,264.48	37,280.00	113,500.00
6285-10 · 401K Admin/Contrib	4,633.54	3,625.00	17,151.98	15,500.00	55,800.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	73,350.00
6375 · Food	18,500.62	16,945.00	19,335.65	18,315.00	39,350.00
6475 · Insurance	0.00	0.00	31,242.18	30,500.00	69,000.00
6500-10 · Legislative	8,129.00	9,000.00	25,022.00	33,500.00	110,000.00
6525-10 · Membership Services	4,135.01	3,000.00	7,885.01	6,000.00	22,500.00
6550 · Miscellaneous Expense	196.32	1,000.00	196.32	1,000.00	5,400.00
6575 · Office Expense	1,828.58	1,500.00	5,128.52	6,900.00	25,375.00
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	174.44	150.00	226.74	800.00	7,600.00
6650 · Printing	1,807.91	1,000.00	1,807.91	1,600.00	23,500.00
6675 · Professional Services	15,423.04	22,500.00	46,547.28	55,000.00	117,500.00
6700 · Promotion	9,087.63	1,500.00	16,487.21	9,500.00	164,900.00
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	1,000.00	2,500.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6750 · Repairs & Maint-Office Machine	911.71	150.00	2,079.67	1,550.00	7,500.00

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Northwest Marine Trade Association Consolidated Profit & Loss October 2024

	Oct 24	Budget	Jul - Oct 24	YTD Budget	Annual Budget
6775-10 · Salaries	77,225.18	69,585.00	285,865.16	278,340.00	885,000.00
6800 · Site Expense	0.00	0.00	0.00	0.00	149,000.00
6825 · Speaker	0.00	1,500.00	0.00	1,500.00	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	0.00	0.00	37,500.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	25,000.00
6900 · Subscriptions	0.00	0.00	210.00	50.00	250.00
6925-10 · Taxes - Payroll	6,342.03	5,565.00	23,260.22	22,260.00	75,575.00
6950 · Taxes & Licenses	1,968.70	2,160.00	5,028.25	5,265.00	115,000.00
6975 · Rent	7,214.08	8,675.00	18,731.32	20,300.00	506,300.00
6980 · Rent - Other	1,305.00	1,325.00	5,615.00	5,300.00	66,100.00
7025 · Telephone	1,129.73	1,185.00	4,627.66	4,740.00	14,250.00
7050-10 · Training/Conferences/Seminars	0.00	0.00	899.00	1,500.00	4,500.00
7075 · Travel Expense	1,710.09	1,600.00	4,862.78	4,800.00	18,900.00
8000 · Website Maintenance Fees	3,443.31	3,550.00	9,939.57	9,350.00	55,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	16,000.00
Total Expense	182,506.80	170,785.00	601,945.62	609,800.00	4,150,562.00
Net Ordinary Income	-69,584.86	-60,882.00	-56,860.90	-83,222.00	38,855.00
Net Income	-69,584.86	-60,882.00	-56,860.90	-83,222.00	38,855.00

CONSOLIDATED OCT. 2024 MISSED BUDGET BY \$8,665
YTD BETTER THAN BUDGET BY \$26,362

**Northwest Marine Trade Association
Association
October 2024**

	Oct 24	Budget	Jul - Oct 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	28,473.37	25,410.00	104,101.57	101,655.00	305,000.00
4020 · Advertising Income	0.00	0.00	15,000.00	1,500.00	1,500.00
4100 · Sponsorships	0.00	0.00	0.00	0.00	3,000.00
4200-10 · Dues Revenue	13,068.75	19,852.00	302,233.75	326,352.00	350,102.00
4350-10 · Interest Income	5,334.25	16.00	10,086.45	71.00	215.00
4360-10 · Dividend Income	3,031.68	2,125.00	11,834.81	8,500.00	25,500.00
4425-10 · Gain- Grant/PPP/ERTC	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	10,950.00	0.00	11,550.00	0.00	2,500.00
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	60,858.05	47,403.00	454,806.58	438,078.00	688,317.00
Gross Profit	60,858.05	47,403.00	454,806.58	438,078.00	688,317.00
Expense					
6000 · Advertising	745.91	0.00	4,785.90	1,200.00	1,200.00
6025 · Auto Expense	496.25	250.00	1,036.26	950.00	3,500.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	354.77	700.00	3,705.84	5,375.00	9,500.00
6075-10 · Board & Committee Expense	211.70	500.00	1,138.47	875.00	5,000.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	821.55	1,000.00	5,528.12	5,250.00	12,000.00
6150 · Contract Services	750.00	750.00	3,000.00	3,000.00	12,500.00
6200 · Depreciation	1,774.63	2,100.00	7,532.86	8,400.00	25,200.00
6215-10 · Donations/Contributions	995.00	0.00	1,245.00	250.00	1,500.00
6225 · Dues	325.00	0.00	1,509.31	1,250.00	3,000.00
6275-10 · Employee Health Insurance	7,816.12	7,820.00	37,264.48	37,280.00	113,500.00
6285-10 · 401K Admin/Contrib	4,633.54	3,625.00	17,151.98	15,500.00	55,800.00
6375 · Food	146.59	445.00	981.62	1,715.00	12,750.00
6475 · Insurance	0.00	0.00	31,242.18	30,000.00	30,000.00
6500-10 · Legislative	8,129.00	9,000.00	25,022.00	33,500.00	110,000.00
6525-10 · Membership Services	4,135.01	3,000.00	7,885.01	6,000.00	22,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	250.00
6575 · Office Expense	1,828.58	1,500.00	5,128.52	6,900.00	22,225.00

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**Northwest Marine Trade Association
Association
October 2024**

	<u>Oct 24</u>	<u>Budget</u>	<u>Jul - Oct 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	174.44	150.00	226.74	700.00	2,500.00
6650 · Printing	0.00	0.00	0.00	500.00	500.00
6675 · Professional Services	15,423.04	22,500.00	46,547.28	55,000.00	110,000.00
6700 · Promotion	8,687.63	0.00	9,217.21	1,000.00	7,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	1,000.00	2,500.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6750 · Repairs & Maint-Office Machine	911.71	150.00	2,079.67	1,550.00	7,500.00
6775-10 · Salaries	77,225.18	69,585.00	285,865.16	278,340.00	885,000.00
6900 · Subscriptions	0.00	0.00	210.00	50.00	250.00
6925-10 · Taxes - Payroll	6,342.03	5,565.00	23,260.22	22,260.00	75,575.00
6950 · Taxes & Licenses	1,057.57	760.00	3,407.83	3,140.00	9,500.00
6975 · Rent	3,839.08	3,875.00	15,356.32	15,500.00	49,000.00
6980 · Rent - Other	1,305.00	1,325.00	5,615.00	5,300.00	17,500.00
7025 · Telephone	1,129.73	1,185.00	4,627.66	4,740.00	14,250.00
7050-10 · Training/Conferences/Seminars	0.00	0.00	899.00	1,500.00	4,500.00
7075 · Travel Expense	77.76	100.00	3,230.45	3,200.00	10,000.00
8000 · Website Maintenance Fees	943.31	2,500.00	4,939.57	7,000.00	21,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
Total Expense	<u>150,280.13</u>	<u>138,385.00</u>	<u>559,639.66</u>	<u>558,225.00</u>	<u>1,661,250.00</u>
Net Ordinary Income	<u>-89,422.08</u>	<u>-90,982.00</u>	<u>-104,833.08</u>	<u>-120,147.00</u>	<u>-972,933.00</u>
Net Income	<u><u>-89,422.08</u></u>	<u><u>-90,982.00</u></u>	<u><u>-104,833.08</u></u>	<u><u>-120,147.00</u></u>	<u><u>-972,933.00</u></u>

ASSOCIATION OCT. 2024 BETTER THAN BUDGET +\$1,500
 YTD BETTER THAN BUDGET \$15,314

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

	Oct 24	Budget	Jul - Oct 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4010 · Admissions	0.00	0.00	0.00	0.00	440,000.00
4020 · Advertising Income	0.00	0.00	0.00	0.00	5,000.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	0.00	0.00
4030 · Badges	0.00	0.00	0.00	0.00	3,600.00
4100 · Sponsorships	0.00	0.00	0.00	0.00	210,000.00
4425-20 · Grant Income	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	463.89	0.00	5,094.82	0.00	35,000.00
4550 · Misc. Sales (Taxable)	0.00	0.00	0.00	0.00	0.00
4555 · Parking	0.00	0.00	0.00	0.00	55,000.00
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	2,329,500.00
Total Income	<u>463.89</u>	<u>0.00</u>	<u>5,094.82</u>	<u>0.00</u>	<u>3,128,100.00</u>
Gross Profit	463.89	0.00	5,094.82	0.00	3,128,100.00
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	35,000.00
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	6,000.00
6150 · Contract Services	0.00	0.00	0.00	0.00	497,000.00
6175 · Decorating	0.00	0.00	0.00	0.00	125,000.00
6325 · Exhibitor Expense	0.00	0.00	0.00	0.00	73,000.00
6375 · Food	0.00	0.00	0.00	0.00	6,750.00
6475 · Insurance	0.00	0.00	0.00	0.00	36,000.00
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

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Accrual Basis

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

	<u>Oct 24</u>	<u>Budget</u>	<u>Jul - Oct 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6625 · Postage	0.00	0.00	0.00	0.00	3,600.00
6650 · Printing	0.00	0.00	0.00	0.00	21,000.00
6675 · Professional Services	0.00	0.00	0.00	0.00	7,500.00
6700 · Promotion	0.00	0.00	0.00	0.00	95,000.00
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	145,000.00
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	13,000.00
6950 · Taxes & Licenses	8.12	0.00	109.68	0.00	98,000.00
6975 · Rent	0.00	0.00	0.00	0.00	450,000.00
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	24,500.00
9000 · Contingency	0.00	0.00	0.00	0.00	10,000.00
Total Expense	<u>8.12</u>	<u>0.00</u>	<u>109.68</u>	<u>0.00</u>	<u>2,191,100.00</u>
Net Ordinary Income	<u>455.77</u>	<u>0.00</u>	<u>4,985.14</u>	<u>0.00</u>	<u>937,000.00</u>
Net Income	<u><u>455.77</u></u>	<u><u>0.00</u></u>	<u><u>4,985.14</u></u>	<u><u>0.00</u></u>	<u><u>937,000.00</u></u>

JANUARY / FEBRUARY 2025 EVENT

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**Northwest Marine Trade Association
Grow Boating
October 2024**

	Oct 24	Budget	Jul - Oct 24	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	600.00	0.00	1,875.00	0.00	0.00
Total Income	600.00	0.00	1,875.00	0.00	75,000.00
Gross Profit	600.00	0.00	1,875.00	0.00	75,000.00
Expense					
6000 · Advertising	0.00	0.00	0.00	1,500.00	5,000.00
6025 · Auto Expense	0.00	0.00	0.00	250.00	1,000.00
6150 · Contract Services	0.00	0.00	0.00	5,500.00	12,000.00
6375 · Food	0.00	0.00	0.00	100.00	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	0.00	0.00	100.00	500.00
6650 · Printing	0.00	0.00	0.00	100.00	500.00
6700 · Promotion	0.00	0.00	1,470.00	0.00	32,000.00
6705-55 · Grants GB	0.00	0.00	0.00	0.00	20,000.00
6950 · Taxes & Licenses	10.50	50.00	38.26	100.00	1,500.00
7075 · Travel Expense	0.00	0.00	0.00	100.00	400.00
8000 · Website Maintenance Fees	0.00	50.00	0.00	350.00	1,000.00
Total Expense	10.50	100.00	1,508.26	8,600.00	75,000.00
Net Ordinary Income	589.50	-100.00	366.74	-8,600.00	0.00
Net Income	<u>589.50</u>	<u>-100.00</u>	<u>366.74</u>	<u>-8,600.00</u>	<u>0.00</u>

Grow Boating

Oct. 2024

BETTER THAN BUDGET \$689

YTD

BETTER THAN BUDGET + \$8,200

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

	Oct 24	Budget	Jul - Oct 24	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4100 · Sponsorships	24,350.00	17,500.00	24,350.00	17,500.00	17,500.00
4600 · Seminar Income	24,150.00	40,000.00	24,150.00	40,000.00	40,000.00
4750 · Registration Fees	0.00	0.00	0.00	0.00	0.00
Total Income	<u>48,500.00</u>	<u>57,500.00</u>	<u>48,500.00</u>	<u>57,500.00</u>	<u>57,500.00</u>
Gross Profit	48,500.00	57,500.00	48,500.00	57,500.00	57,500.00
Expense					
6025 · Auto Expense	209.38	350.00	209.38	350.00	350.00
6040 · Bank Charge	840.57	800.00	840.57	800.00	800.00
6150 · Contract Services	2,000.00	0.00	2,000.00	0.00	0.00
6375 · Food	18,354.03	16,500.00	18,354.03	16,500.00	16,500.00
6550 · Miscellaneous Expense	196.32	1,000.00	196.32	1,000.00	1,000.00
6575 · Office Expense	0.00	0.00	0.00	0.00	0.00
6650 · Printing	1,807.91	1,000.00	1,807.91	1,000.00	1,000.00
6675 · Professional Services	0.00	0.00	0.00	0.00	0.00
6700 · Promotion	400.00		400.00		
6825 · Speaker	0.00	1,500.00	0.00	1,500.00	1,500.00
6950 · Taxes & Licenses	848.76	950.00	848.76	950.00	1,250.00
6975 · Rent	3,375.00	4,800.00	3,375.00	4,800.00	4,800.00
7075 · Travel Expense	1,632.33	1,500.00	1,632.33	1,500.00	1,500.00
Total Expense	<u>29,664.30</u>	<u>28,400.00</u>	<u>29,664.30</u>	<u>28,400.00</u>	<u>28,700.00</u>
Net Ordinary Income	<u>18,835.70</u>	<u>29,100.00</u>	<u>18,835.70</u>	<u>29,100.00</u>	<u>28,800.00</u>
Net Income	<u><u>18,835.70</u></u>	<u><u>29,100.00</u></u>	<u><u>18,835.70</u></u>	<u><u>29,100.00</u></u>	<u><u>28,800.00</u></u>

MARINA CONFERENCE

OCT, 2024 MISSED BUDGET BY \$10,265

WORK IN PROGRESS

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Northwest Marine Trade Association
Anacortes Boat & Yacht Show
 October 2024

	<u>Oct 24</u>	<u>Budget</u>	<u>Jul - Oct 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
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	175.00	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>175.00</u>	<u>0.00</u>	<u>195,500.00</u>
Gross Profit	0.00	0.00	175.00	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	2,500.00
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	8,700.00
6800 · Site Expense	0.00	0.00	0.00	0.00	4,000.00
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

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

	<u>Oct 24</u>	<u>Budget</u>	<u>Jul - Oct 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6950 · Taxes & Licenses	0.00	0.00	3.06	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>3.06</u>	<u>0.00</u>	<u>149,512.00</u>
Net Ordinary Income	<u>0.00</u>	<u>0.00</u>	<u>171.94</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>171.94</u></u>	<u><u>0.00</u></u>	<u><u>45,988.00</u></u>

MAY 2025 EVENT

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**Northwest Marine Trade Association
 Superyacht Northwest
 October 2024**

	<u>Oct 24</u>	<u>Budget</u>	<u>Jul - Oct 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4100 · Sponsorships	2,500.00	5,000.00	29,000.00	31,000.00	45,000.00
Total Income	<u>2,500.00</u>	<u>5,000.00</u>	<u>29,000.00</u>	<u>31,000.00</u>	<u>45,000.00</u>
Gross Profit	2,500.00	5,000.00	29,000.00	31,000.00	45,000.00
Expense					
6000 · Advertising	0.00	1,000.00	0.00	3,000.00	6,500.00
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	550.00
6625 · Postage	0.00	0.00	0.00	0.00	0.00
6700 · Promotion	0.00	1,500.00	5,400.00	8,500.00	21,700.00
6880 · Sponsorship Benefits	0.00	0.00	0.00	0.00	10,000.00
6950 · Taxes & Licenses	43.75	400.00	620.66	1,075.00	1,750.00
8000 · Website Maintenance Fees	2,500.00	1,000.00	5,000.00	2,000.00	4,500.00
Total Expense	<u>2,543.75</u>	<u>3,900.00</u>	<u>11,020.66</u>	<u>14,575.00</u>	<u>45,000.00</u>
Net Ordinary Income	<u>-43.75</u>	<u>1,100.00</u>	<u>17,979.34</u>	<u>16,425.00</u>	<u>0.00</u>
Net Income	<u><u>-43.75</u></u>	<u><u>1,100.00</u></u>	<u><u>17,979.34</u></u>	<u><u>16,425.00</u></u>	<u><u>0.00</u></u>

SYNW OCT. 2024 MISSED BUDGET BY +\$1,000
 YTD BETTER THAN BUDGET BY \$1,500

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

FOR FISCAL YEAR-ENDING 2022 THRU 2025

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	278,210
RECEIPTS	124,705	1,120,182	203,220	197,861	545,901	549,369	309,728	438,060	109,047	117,091	279,177	129,713
DISBURSEMENTS	223,212	163,444	153,169	816,173	189,068	245,649	304,190	644,585	617,965	176,260	847,373	198,338
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	278,210	209,585
2024-2025	JULY 2024	AUGUST 2024	SEPTEMBER 2024	OCTOBER 2024	NOVEMBER 2024	DECEMBER 2024	JANUARY 2025	FEBRUARY 2025	MARCH 2025	APRIL 2025	MAY 2025	JUNE 2025
BEGINNING CASH	209,585	182,628	795,573	1,126,032	1,067,665	1,131,688	1,392,971	1,245,410	1,162,586	658,584	249,944	194,755
RECEIPTS	221,926	789,849	508,709	124,005	425,798	532,983	293,769	674,321	97,318	238,810	213,526	131,260
DISBURSEMENTS	248,883	176,904	178,250	182,372	361,775	271,700	441,330	757,145	601,320	647,450	268,715	211,000
ENDING CASH	182,628	795,573	1,126,032	1,067,665	1,131,688	1,392,971	1,245,410	1,162,586	658,584	249,944	194,755	115,015

As of October 31, 2024

<u>Accounts Receivables 10/31/24</u>	
Current	\$ 28,473
30 Days	\$ 2,050
60 Days	\$ -
90 Days	\$ 585
120 Days	\$ 1,018
Total	\$ 32,126

as of 11/13/24 total A/R aging \$3,068

<u>Accounts Payable 10/31/24</u>	
Current	\$ 38,623
30 Days	\$ -
60 Days	
90 Days	
120 Days	
Total	\$ 38,623

as of 11/13/24 total A/P aging \$1,618

Operating Accounts

Cash - US Bank Checking	\$ 761,491
Cash - Petty	\$ 13
Cash - US Bank CC	\$ 306,174
	\$ 1,067,678

Investment Accounts

Cash - Wells Fargo Financial	\$ 111,057
Securities-US Treasury	\$ 565,773
Investments - Bonds/Units	\$ 477,992
Compass Acct. (Equities)	\$ 523,621
	\$ 1,678,443

Total Cash/Investments **\$ 2,746,122**

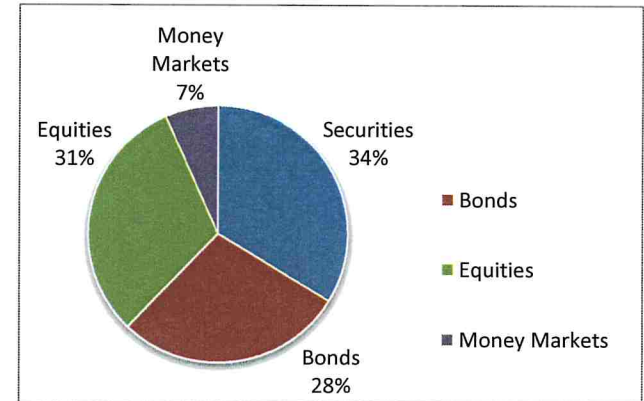
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**Northwest Marine Trade Association
Schedule of Investments
October 31, 2024**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 10/31/24</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%	-		
Securities- US Treasury Bond ETF/CEF				0	\$ 565,773	0.00%	565,773		\$ 17,238
Bond Mutual Funds				439,871	\$ 409,977	5.39%	(29,895)		\$ 22,086
				599,693	\$ 68,016	9.88%	(531,677)		\$ 6,723
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>1,039,564</u>	<u>\$ 1,043,766</u>	<u>4.41%</u>	<u>4,202</u>		<u>46,047</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 111,057				56
Compass Account {Equities} Wells Fargo Advisors					\$ 523,622				9,780
Total					<u>\$ 1,678,444</u>				

<u>Maturity Date</u>	<u>Market Value</u>	<u>Percent</u>
	\$ -	0%
	\$ 565,773	0%
	\$ -	0%
	\$ -	0%
	<u>\$ 565,773</u>	

Investment Allocation



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

Assets

	2024	2023
Current Assets:		
PAC Peoples Bank	\$ 35,677	\$ 31,406
PayPal	\$ 115	\$ 487
Cash and cash equivalents	\$ 1,067,678	\$ 954,964
Accounts receivable	\$ 32,126	\$ 26,696
Accounts receivable - Other	\$ -	\$ -
Pending Dues Receivables	\$ -	\$ -
Prepaid Expenses	\$ 138,331	\$ 145,448
Total Current Assets	\$ 1,273,926	\$ 1,159,001
Investments	\$ 1,678,444	\$ 1,546,734
Goodwill: NWPF		
Property and equipment	\$ 346,464	\$ 289,662
Accumulated Depreciation	\$ (270,508)	\$ (246,914)
	<u>\$ 75,955</u>	<u>\$ 42,749</u>
Total Assets	<u>\$ 3,028,325</u>	<u>\$ 2,748,483</u>

Liabilities and Net Assets

Liabilities:		
Payables	\$ 38,623	\$ 33,596
Accrued Expenses	\$ 1,668	\$ 1,804
Deferred Rent Liability	\$ 6,312	\$ 3,773
Deferred Vacation Liability	\$ 35,319	\$ 29,875
Grant	\$ -	\$ -
Deferred Revenue	\$ 1,263,063	\$ 1,297,472
Total Liabilities	\$ 1,344,984	\$ 1,366,520
Unrestricted Net Assets	<u>\$ 1,683,341</u>	<u>\$ 1,381,963</u>
Total Liabilities and Net Assets	<u>\$ 3,028,325</u>	<u>\$ 2,748,483</u>

Board Designated Amount for Grow Boating in Unrestricted Net Assets			
YE	Revenue	Expense	Net Income (Loss)
	Balance carry forward through 2017		\$ 55,147
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)
2024	\$ 57,072	\$ 33,177	\$ 23,895
		Total	<u>\$ 82,487</u>