



Growing Boating in the Pacific Northwest

To: NMTA Board of Trustees
From: George Harris *GH*
Date: April 16, 2025
Re: **2025/2026 NMTA Draft Budget #1**

Enclosed is Draft Budget #1. This is the first step for creating our 2025/2026 that will be approved at the June 18 board meeting.

The attached Draft Budget #1 makes the following key assumptions:

1. Space rental for the 2026 Seattle Boat Show will increase by 3% indoors at Lumen and in-the-water at Bell Harbor Marina.
2. Space rental at Lumen will be 210,000 sq. ft and Bell Harbor Marina will be 35,000 sq. ft. At SBS25 we rented 221,307 sq. ft. and 38,625 sq. ft respectively.
3. Adult ticket prices for SBS26 will hold at \$20 with a total attendance of approximately 32,000. At SBS25 our Lumen attendance was 28,152. Our SBS24 Lumen attendance was 33,458.
4. Lumen facility rental will increase by 3%. Our lease agreement increases out rate annually by Seattle CPI-U.
5. Lumen labor will increase by 5% instead of the 3% increase we have seen annually since 2022.
6. SBS26 show hours will not change and stay at 80-hours (same as SBS25).
7. The 2025/2026 membership rate will hold at \$585 as discussed at the March board meeting. Right now, I think our best-case scenario is to maintain membership with approximately 600 paid members.
8. All other revenue and expense numbers are preliminary using experience and estimates from Jen, Katie and George.

Our budget review and discussion schedule this year is:

- Budget Draft #1 & Key Assumptions – Wednesday, April 16
- Budget Lunch #1 – Wednesday, May 7, Noon – NMTA Office/Zoom
- Budget Lunch #2 – Wednesday, May 28, Noon – NMTA Office/Zoom
- Budget Lunch #3 – Wednesday, June 11, Noon – NMTA Office/Zoom
- Approve Budget - Wednesday, June 18, 3:00 p.m. – Queen City Yacht Club

**Northwest Marine Trade Association
2025-2026 Budget**

DRAFT #1

	Association	Seattle Boat Show (Feb)	Bell Harbor Marina	Anacortes Boat & Yacht Show	Grow Boating	Marina Conf	Superyacht NW	2025-2026 Budget
REVENUE								
Health Ins. Participation Fee	\$ 287,500							\$ 287,500
Admissions		\$ 405,000		\$ 24,000			\$ -	\$ 429,000
Advertising Income	\$ 2,500	\$ 5,000						\$ 7,500
Advertising Income Program								
Badges		\$ 3,600						\$ 3,600
Dues Revenue	\$ 330,280							\$ 330,280
Interest Income - Portfolio	\$ 2,500							\$ 2,500
Dividend Income - Portfolio	\$ 19,500							\$ 19,500
Contributions								
Grow Boating					\$ 55,000			\$ 55,000
Meeting Income								
Misc. Income	\$ 2,500	\$ 27,500	\$ 8,500	\$ 4,250				\$ 42,750
Registration Fees							\$ -	
Gain/Loss								
Parking		\$ 55,000						\$ 55,000
Seminar Income	\$ 500	\$ 36,000				\$ 30,000		\$ 66,500
Sponsorships	\$ 5,000	\$ 185,000	\$ 30,000	\$ 10,000		\$ 20,000	\$ 35,000	\$ 285,000
Space Rental		\$ 2,260,815	\$ 194,600	\$ 165,000				\$ 2,620,415
								\$ -
TOTAL REVENUE	\$ 650,280	\$ 2,977,915	\$ 233,100	\$ 203,250	\$ 55,000	\$ 50,000	\$ 35,000	\$ 4,204,545
EXPENSES								
Advertising	\$ 1,000	\$ 350,000		\$ 40,000	\$ 4,500		\$ 2,500	\$ 398,000
Auto Expense	\$ 3,000	\$ 750		\$ 1,200	\$ 500	\$ 375		\$ 5,825
Bad Debt Expense	\$ 1,000							\$ 1,000
Bank Charge	\$ 9,500	\$ 36,000		\$ 2,500		\$ 850	\$ -	\$ 48,850
Boat & Display Handling		\$ 70,000						\$ 70,000
Board & Committee Expense	\$ 5,000							\$ 5,000
Board Planning Session	\$ 1,500							\$ 1,500
Computer Support	\$ 12,000	\$ 3,500						\$ 15,500
Contract Services	\$ 13,000	\$ 475,000	\$ 16,500	\$ 10,000	\$ 15,000		\$ -	\$ 529,500
Decorating		\$ 115,000	\$ 24,000	\$ 22,500			\$ -	\$ 161,500
Depreciation	\$ 22,750							\$ 22,750
Disposal of Assets								
Donations	\$ 1,500							\$ 1,500
Dues	\$ 5,000						\$ 550	\$ 5,550
Employee Health Benefits	\$ 116,130							\$ 116,130
401 K Admin Fees/Contrib	\$ 59,800							\$ 59,800
Employee Recruitment								
Exhibitor Expense		\$ 75,000	\$ 3,000	\$ 500			\$ -	\$ 78,500
Field Expense								
Food	\$ 9,500	\$ 4,750	\$ 2,000	\$ 3,500	\$ 350	\$ 12,500	\$ -	\$ 32,600
Gifts								
PAC - Golf Tournament								
Grow Boating					\$ -			\$ -
Grow Boating- Grant					\$ 20,000			\$ 20,000
In Kind Interest Expense								
Insurance	\$ 32,000	\$ 38,500		\$ 2,500	\$ 500		\$ -	\$ 73,500
Legislative	\$ 112,000							\$ 112,000
Membership Services	\$ 22,500							\$ 22,500
Miscellaneous Expense	\$ 250	\$ 500	\$ 1,500		\$ 100	\$ 1,000	\$ 450	\$ 3,800
Office Expense	\$ 21,500	\$ 2,500		\$ 500	\$ 150			\$ 24,650
Photography		\$ 500						\$ 500
Postage	\$ 2,500	\$ 2,500		\$ 1,250	\$ 500			\$ 6,750
Printing	\$ 450	\$ 2,500		\$ 6,000	\$ 500	\$ 2,000	\$ -	\$ 11,450
Printing Program		\$ 7,500						\$ 7,500
Professional Services	\$ 95,000	\$ 4,500						\$ 99,500
Promotion	\$ 7,500	\$ 60,000	\$ 40,000	\$ 9,250	\$ 10,000		\$ 25,000	\$ 151,750
Rent	\$ 48,500	\$ 465,000		\$ 2,500		\$ 4,500	\$ -	\$ 520,500
Rent - Other	\$ 19,500	\$ 10,000	\$ 46,500	\$ 3,750				\$ 79,750
Repairs & Maint - Equipment								
Repairs & Maint - Facility	\$ 500	\$ 6,000						\$ 6,500
Repairs & Maint-Office Machin	\$ 5,000							\$ 5,000
Salaries	\$ 962,000							\$ 962,000
Site Expense		\$ 145,000	\$ 1,000	\$ 4,500	\$ -		\$ -	\$ 150,500
Speaker		\$ 12,500				\$ 1,500		\$ 14,000
VIP Event		\$ 25,000					\$ -	\$ 25,000
Sponsorship Benefits		\$ 8,000	\$ 3,500	\$ 2,000	\$ -		\$ 3,500	\$ 17,000
Subscriptions	\$ 250							\$ 250
Taxes - Payroll	\$ 84,525							\$ 84,525
Taxes & Licenses	\$ 10,500	\$ 98,000		\$ 5,000	\$ 1,500	\$ 1,250	\$ 1,500	\$ 117,750
Penalty & Interest	\$ 250							\$ 250
Prizes								
Telephone	\$ 13,750	\$ 1,000						\$ 14,750
Training/Conf/Seminars	\$ 4,500							\$ 4,500
Travel Expense	\$ 12,000	\$ 2,500		\$ 4,500	\$ 400	\$ 1,750	\$ -	\$ 21,150
Website Maint	\$ 18,000	\$ 26,500		\$ 4,000	\$ 1,000		\$ 1,500	\$ 51,000
Contingency	\$ 1,000	\$ 10,000		\$ 5,000	\$ -		\$ -	\$ 16,000
								\$ -
TOTAL EXPENSES	\$ 1,734,655	\$ 2,058,500	\$ 138,000	\$ 130,950	\$ 55,000	\$ 25,725	\$ 35,000	\$ 4,177,830
Split with Chamber				\$ 28,765				
NET INCOME/ (LOSS)	\$ (1,084,375)	\$ 919,415	\$ 95,100	\$ 43,535	\$ -	\$ 24,275	\$ -	\$ (2,050)