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04/10/25

Accrual Basis

Northwest Marine Trade Association Consolidated Profit & Loss July 2024 through March 2025

	Jul '24 - Mar 25	Budget	Jul '24 - Mar 25	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	227,920.63	228,740.00	227,920.63	228,740.00	305,000.00
4010 · Admissions	353,491.00	440,000.00	353,491.00	440,000.00	464,000.00
4020 · Advertising Income	20,061.57	6,500.00	20,061.57	6,500.00	6,500.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	0.00	0.00
4030 · Badges	4,335.00	3,600.00	4,335.00	3,600.00	3,600.00
4100 · Sponsorships	278,078.00	271,000.00	278,078.00	271,000.00	285,400.00
4200-10 · Dues Revenue	323,253.75	342,102.00	323,253.75	342,102.00	350,102.00
4225-55 · Grow Boating Surcharge	53,960.00	75,000.00	53,960.00	75,000.00	75,000.00
4350-10 · Interest Income	15,736.20	162.00	15,736.20	162.00	215.00
4360-10 · Dividend Income	25,450.96	19,125.00	25,450.96	19,125.00	25,500.00
4400-10 · Realized Gain / Loss	-34,948.52	0.00	-34,948.52	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	38,516.93	35,000.00	38,516.93	35,000.00	41,100.00
4451-10 · Meeting Income Assoc	0.00	0.00	0.00	0.00	0.00
4550 · Misc. Sales (Taxable)	10,598.00	0.00	10,598.00	0.00	0.00
4555 · Parking	58,234.48	55,000.00	58,234.48	55,000.00	55,000.00
4600 · Seminar Income	58,546.00	90,000.00	58,546.00	90,000.00	90,500.00
4650 · Space Rental	2,422,369.23	2,329,500.00	2,422,369.23	2,329,500.00	2,487,500.00
4750-40 · Management Fees	0.00	0.00	0.00	0.00	0.00
4750 · Registration Fees	1,343.98	0.00	1,343.98	0.00	0.00
Total Income	3,856,947.21	3,895,729.00	3,856,947.21	3,895,729.00	4,189,417.00
Gross Profit	3,856,947.21	3,895,729.00	3,856,947.21	3,895,729.00	4,189,417.00
Expense					
6000 · Advertising	387,852.64	359,950.00	387,852.64	359,950.00	402,700.00
6025 · Auto Expense	1,950.33	4,125.00	1,950.33	4,125.00	6,800.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	36,770.07	40,000.00	36,770.07	40,000.00	46,700.00
6050 · Boat & Display Handling	59,358.20	70,000.00	59,358.20	70,000.00	70,000.00

*Investments
-
Realized Loss
(35K)*

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04/10/25

Accrual Basis

Northwest Marine Trade Association
Consolidated Profit & Loss
 July 2024 through March 2025

	<u>Jul '24 - Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6075-10 · Board & Committee Expense	1,526.44	1,375.00	1,526.44	1,375.00	5,000.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	11,335.30	15,500.00	11,335.30	15,500.00	18,000.00
6150 · Contract Services	499,356.18	515,500.00	499,356.18	515,500.00	531,500.00
6175 · Decorating	127,434.20	125,000.00	127,434.20	125,000.00	145,000.00
6200 · Depreciation	16,690.11	18,900.00	16,690.11	18,900.00	25,200.00
6215-10 · Donations/Contributions	1,245.00	1,000.00	1,245.00	1,000.00	1,500.00
6225 · Dues	6,698.31	2,250.00	6,698.31	2,250.00	3,000.00
6275-10 · Employee Health Insurance	84,293.55	87,709.00	84,293.55	87,709.00	113,500.00
6285-10 · 401K Admin/Contrib	41,161.01	38,750.00	41,161.01	38,750.00	55,800.00
6325 · Exhibitor Expense	75,665.11	73,000.00	75,665.11	73,000.00	73,350.00
6375 · Food	25,129.89	29,900.00	25,129.89	29,900.00	39,350.00
6475 · Insurance	69,744.58	66,500.00	69,744.58	66,500.00	69,000.00
6500-10 · Legislative	70,067.55	82,000.00	70,067.55	82,000.00	110,000.00
6525-10 · Membership Services	14,242.54	12,000.00	14,242.54	12,000.00	22,500.00
6550 · Miscellaneous Expense	196.32	5,150.00	196.32	5,150.00	5,400.00
6575 · Office Expense	15,073.64	18,975.00	15,073.64	18,975.00	25,375.00
6595-10 · Penalty & Interest	0.00	0.00	0.00	0.00	250.00
6600 · Photography	0.00	500.00	0.00	500.00	500.00
6625 · Postage	3,418.42	5,375.00	3,418.42	5,375.00	7,600.00
6650 · Printing	11,502.33	22,900.00	11,502.33	22,900.00	23,500.00
6675 · Professional Services	65,091.54	94,650.00	65,091.54	94,650.00	117,500.00
6700 · Promotion	166,214.87	132,200.00	166,214.87	132,200.00	164,900.00
6705-55 · Grants GB	13,000.00	20,000.00	13,000.00	20,000.00	20,000.00
6725-20 · Facility Fee SBS	5,123.00	7,500.00	5,123.00	7,500.00	7,500.00
6725 · Repairs & Maint - Facility	0.00	2,000.00	0.00	2,000.00	2,500.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6750 · Repairs & Maint-Office Machine	3,294.66	5,500.00	3,294.66	5,500.00	7,500.00

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Accrual Basis

Northwest Marine Trade Association
Consolidated Profit & Loss
 July 2024 through March 2025

	<u>Jul '24 - Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6775-10 · Salaries	675,977.84	652,245.00	675,977.84	652,245.00	885,000.00
6800 · Site Expense	157,900.33	145,000.00	157,900.33	145,000.00	149,000.00
6825 · Speaker	13,130.17	26,500.00	13,130.17	26,500.00	26,500.00
6850 · Special Projects-Split	0.00	0.00	0.00	0.00	31,762.00
6875 · VIP Event	20,296.54	37,500.00	20,296.54	37,500.00	37,500.00
6880 · Sponsorship Benefits	14,533.05	23,000.00	14,533.05	23,000.00	25,000.00
6900 · Subscriptions	210.00	150.00	210.00	150.00	250.00
6925-10 · Taxes - Payroll	59,570.31	50,470.00	59,570.31	50,470.00	75,575.00
6950 · Taxes & Licenses	104,990.94	104,815.00	104,990.94	104,815.00	115,000.00
6975 · Rent	482,283.46	489,675.00	482,283.46	489,675.00	506,300.00
6980 · Rent - Other	60,345.38	12,375.00	60,345.38	12,375.00	66,100.00
7025 · Telephone	11,080.82	10,665.00	11,080.82	10,665.00	14,250.00
7050-10 · Training/Conferences/Seminars	1,499.00	3,000.00	1,499.00	3,000.00	4,500.00
7075 · Travel Expense	9,611.41	10,950.00	9,611.41	10,950.00	18,900.00
8000 · Website Maintenance Fees	51,793.69	44,200.00	51,793.69	44,200.00	55,000.00
9000 · Contingency	0.00	10,000.00	0.00	10,000.00	16,000.00
Total Expense	<u>3,476,658.73</u>	<u>3,478,754.00</u>	<u>3,476,658.73</u>	<u>3,478,754.00</u>	<u>4,150,562.00</u>
Net Ordinary Income	<u>380,288.48</u>	<u>416,975.00</u>	<u>380,288.48</u>	<u>416,975.00</u>	<u>38,855.00</u>
Net Income	<u><u>380,288.48</u></u>	<u><u>416,975.00</u></u>	<u><u>380,288.48</u></u>	<u><u>416,975.00</u></u>	<u><u>38,855.00</u></u>

Consolidated

Through March 2025, missed budget by \$36,687

Northwest Marine Trade Association
Association
March 2025

	Mar 25	Budget	Jul '24 - Mar 25	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	23,879.59	25,425.00	227,920.63	228,740.00	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	2,540.00	3,000.00	323,253.75	342,102.00	350,102.00
4350-10 · Interest Income	1,776.06	15.00	15,736.20	162.00	215.00
4360-10 · Dividend Income	3,249.27	2,125.00	25,450.96	19,125.00	25,500.00
4425-10 · Gain- Grant/PPP/ERTC	0.00		0.00	0.00	0.00
4450 · Miscellaneous Income	0.00	0.00	10,206.02	0.00	2,500.00
4451-10 · Meeting Income Assoc	0.00		0.00	0.00	0.00
4600 · Seminar Income	0.00	0.00	0.00	0.00	500.00
Total Income	31,444.92	30,565.00	617,567.56	591,629.00	688,317.00
Gross Profit	31,444.92	30,565.00	617,567.56	591,629.00	688,317.00
Expense					
6000 · Advertising	0.00	0.00	4,785.90	1,200.00	1,200.00
6025 · Auto Expense	227.50	275.00	1,740.95	2,275.00	3,500.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	349.19	225.00	5,465.65	6,700.00	9,500.00
6075-10 · Board & Committee Expense	187.04	0.00	1,526.44	1,375.00	5,000.00
6080-10 · Board Planning Session	0.00	0.00	0.00	0.00	1,500.00
6125 · Computer Support	780.73	750.00	9,501.05	9,500.00	12,000.00
6150 · Contract Services	1,500.00	1,500.00	9,500.00	9,500.00	12,500.00
6200 · Depreciation	1,879.33	2,100.00	16,690.11	18,900.00	25,200.00
6215-10 · Donations/Contributions	0.00	250.00	1,245.00	1,000.00	1,500.00
6225 · Dues	435.00	0.00	6,698.31	2,250.00	3,000.00
6275-10 · Employee Health Insurance	7,472.81	8,597.00	84,293.55	87,709.00	113,500.00
6285-10 · 401K Admin/Contrib	4,940.41	6,750.00	41,161.01	38,750.00	55,800.00
6375 · Food	235.44	1,350.00	2,394.72	6,350.00	12,750.00
6475 · Insurance	0.00		31,342.18	30,000.00	30,000.00
6500-10 · Legislative	8,171.00	9,500.00	70,067.55	82,000.00	110,000.00
6525-10 · Membership Services	0.00	0.00	14,242.54	12,000.00	22,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	250.00
6575 · Office Expense	867.05	2,650.00	12,186.76	16,475.00	22,225.00

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Accrual Basis

Northwest Marine Trade Association
Association
March 2025

	<u>Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</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	33.90	150.00	1,079.98	1,525.00	2,500.00
6650 · Printing	0.00		388.81	500.00	500.00
6675 · Professional Services	802.59	7,500.00	61,205.58	87,150.00	110,000.00
6700 · Promotion	0.00	0.00	9,567.21	4,000.00	7,500.00
6725 · Repairs & Maint - Facility	0.00	500.00	0.00	2,000.00	2,500.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6750 · Repairs & Maint-Office Machine	150.34	600.00	3,294.66	5,500.00	7,500.00
6775-10 · Salaries	72,303.92	70,585.00	675,977.84	652,245.00	885,000.00
6900 · Subscriptions	0.00	50.00	210.00	150.00	250.00
6925-10 · Taxes - Payroll	8,222.53	5,565.00	59,570.31	50,470.00	75,575.00
6950 · Taxes & Licenses	769.51	755.00	8,152.45	7,015.00	9,500.00
6975 · Rent	3,839.08	3,875.00	34,551.72	34,875.00	49,000.00
6980 · Rent - Other	1,455.00	1,475.00	13,690.00	12,375.00	17,500.00
7025 · Telephone	1,112.55	1,185.00	10,165.82	10,665.00	14,250.00
7050-10 · Training/Conferences/Seminars	250.00	1,000.00	1,499.00	3,000.00	4,500.00
7075 · Travel Expense	98.72	250.00	5,628.38	6,650.00	10,000.00
8000 · Website Maintenance Fees	1,185.55	1,500.00	12,260.63	15,500.00	21,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
Total Expense	<u>117,269.19</u>	<u>128,937.00</u>	<u>1,210,084.11</u>	<u>1,219,604.00</u>	<u>1,661,250.00</u>
Net Ordinary Income	<u>-85,824.27</u>	<u>-98,372.00</u>	<u>-592,516.55</u>	<u>-627,975.00</u>	<u>-972,933.00</u>
Net Income	<u><u>-85,824.27</u></u>	<u><u>-98,372.00</u></u>	<u><u>-592,516.55</u></u>	<u><u>-627,975.00</u></u>	<u><u>-972,933.00</u></u>

Association

March 2025 Better than budget \$12,548

YTD Better than budget \$35,458

Northwest Marine Trade Association
Seattle Boat Show
July 2024 through March 2025

	<u>Jul '24 - Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4010 · Admissions	353,491.00	440,000.00	353,491.00	440,000.00	440,000.00
4020 · Advertising Income	5,061.57	5,000.00	5,061.57	5,000.00	5,000.00
4025-20 · Adv Income Program SBS	0.00	0.00	0.00	0.00	0.00
4030 · Badges	4,335.00	3,600.00	4,335.00	3,600.00	3,600.00
4100 · Sponsorships	222,228.00	210,000.00	222,228.00	210,000.00	210,000.00
4425-20 · Grant Income	0.00	0.00	0.00	0.00	0.00
4450 · Miscellaneous Income	25,816.18	35,000.00	25,816.18	35,000.00	35,000.00
4550 · Misc. Sales (Taxable)	10,598.00	0.00	10,598.00	0.00	0.00
4555 · Parking	58,234.48	55,000.00	58,234.48	55,000.00	55,000.00
4600 · Seminar Income	34,396.00	50,000.00	34,396.00	50,000.00	50,000.00
4650 · Space Rental	2,422,369.23	2,329,500.00	2,422,369.23	2,329,500.00	2,329,500.00
Total Income	3,136,529.46	3,128,100.00	3,136,529.46	3,128,100.00	3,128,100.00
Gross Profit	3,136,529.46	3,128,100.00	3,136,529.46	3,128,100.00	3,128,100.00
Expense					
6000 · Advertising	360,854.93	350,000.00	360,854.93	350,000.00	350,000.00
6025 · Auto Expense	0.00	750.00	0.00	750.00	750.00
6040 · Bank Charge	30,463.85	32,500.00	30,463.85	32,500.00	35,000.00
6050 · Boat & Display Handling	59,358.20	70,000.00	59,358.20	70,000.00	70,000.00
6125 · Computer Support	1,834.25	6,000.00	1,834.25	6,000.00	6,000.00
6150 · Contract Services	489,856.18	497,000.00	489,856.18	497,000.00	497,000.00
6175 · Decorating	127,434.20	125,000.00	127,434.20	125,000.00	125,000.00
6325 · Exhibitor Expense	75,665.11	73,000.00	75,665.11	73,000.00	73,000.00
6375 · Food	4,381.14	6,750.00	4,381.14	6,750.00	6,750.00
6475 · Insurance	38,402.40	36,000.00	38,402.40	36,000.00	36,000.00
6550 · Miscellaneous Expense	0.00	3,500.00	0.00	3,500.00	3,500.00
6575 · Office Expense	2,886.88	2,500.00	2,886.88	2,500.00	2,500.00
6600 · Photography	0.00	500.00	0.00	500.00	500.00

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**Northwest Marine Trade Association
Seattle Boat Show
July 2024 through March 2025**

	<u>Jul '24 - Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6625 · Postage	2,338.44	3,600.00	2,338.44	3,600.00	3,600.00
6650 · Printing	9,305.61	21,000.00	9,305.61	21,000.00	21,000.00
6675 · Professional Services	3,885.96	7,500.00	3,885.96	7,500.00	7,500.00
6700 · Promotion	139,642.35	95,000.00	139,642.35	95,000.00	95,000.00
6725-20 · Facility Fee SBS	5,123.00	7,500.00	5,123.00	7,500.00	7,500.00
6735 · Repairs & Maint - Equipment	0.00		0.00		
6800 · Site Expense	157,900.33	145,000.00	157,900.33	145,000.00	145,000.00
6825 · Speaker	13,130.17	25,000.00	13,130.17	25,000.00	25,000.00
6875 · VIP Event	20,296.54	37,500.00	20,296.54	37,500.00	37,500.00
6880 · Sponsorship Benefits	14,533.05	13,000.00	14,533.05	13,000.00	13,000.00
6950 · Taxes & Licenses	93,862.86	93,500.00	93,862.86	93,500.00	98,000.00
6975 · Rent	444,356.74	450,000.00	444,356.74	450,000.00	450,000.00
6980 · Rent - Other	46,655.38	0.00	46,655.38	0.00	45,000.00
7025 · Telephone	915.00	0.00	915.00	0.00	0.00
7075 · Travel Expense	2,350.70	2,500.00	2,350.70	2,500.00	2,500.00
8000 · Website Maintenance Fees	25,498.78	24,500.00	25,498.78	24,500.00	24,500.00
9000 · Contingency	0.00	10,000.00	0.00	10,000.00	10,000.00
Total Expense	<u>2,170,932.05</u>	<u>2,139,100.00</u>	<u>2,170,932.05</u>	<u>2,139,100.00</u>	<u>2,191,100.00</u>
Net Ordinary Income	<u>965,597.41</u>	<u>989,000.00</u>	<u>965,597.41</u>	<u>989,000.00</u>	<u>937,000.00</u>
Net Income	<u><u>965,597.41</u></u>	<u><u>989,000.00</u></u>	<u><u>965,597.41</u></u>	<u><u>989,000.00</u></u>	<u><u>937,000.00</u></u>

2025 Seattle Boat Show

Through March 2025 better than YE Budget by \$28,600

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Accrual Basis

Northwest Marine Trade Association
Grow Boating
March 2025

	<u>Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4225-55 · Grow Boating Surcharge	0.00	0.00	53,960.00	75,000.00	75,000.00
4450 · Miscellaneous Income	0.00		2,025.00	0.00	0.00
Total Income	<u>0.00</u>	<u>0.00</u>	<u>55,985.00</u>	<u>75,000.00</u>	<u>75,000.00</u>
Gross Profit	0.00	0.00	55,985.00	75,000.00	75,000.00
Expense					
6000 · Advertising	0.00	0.00	22,211.81	3,000.00	5,000.00
6025 · Auto Expense	0.00	250.00	0.00	750.00	1,000.00
6150 · Contract Services	0.00	3,500.00	0.00	9,000.00	12,000.00
6375 · Food	0.00	0.00	0.00	300.00	350.00
6475 · Insurance	0.00		0.00	500.00	500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	100.00	100.00
6575 · Office Expense	0.00	0.00	0.00	0.00	150.00
6625 · Postage	0.00	150.00	0.00	250.00	500.00
6650 · Printing	0.00	100.00	0.00	400.00	500.00
6700 · Promotion	0.00	0.00	11,095.00	17,500.00	32,000.00
6705-55 · Grants GB	0.00	0.00	13,000.00	20,000.00	20,000.00
6950 · Taxes & Licenses	230.41	1,400.00	1,218.79	1,500.00	1,500.00
7075 · Travel Expense	0.00	0.00	0.00	300.00	400.00
8000 · Website Maintenance Fees	0.00	100.00	0.00	700.00	1,000.00
Total Expense	<u>230.41</u>	<u>5,500.00</u>	<u>47,525.60</u>	<u>54,300.00</u>	<u>75,000.00</u>
Net Ordinary Income	<u>-230.41</u>	<u>-5,500.00</u>	<u>8,459.40</u>	<u>20,700.00</u>	<u>0.00</u>
Net Income	<u><u>-230.41</u></u>	<u><u>-5,500.00</u></u>	<u><u>8,459.40</u></u>	<u><u>20,700.00</u></u>	<u><u>0.00</u></u>

*Q1/2025
Taxes*

Grow Boating

March 2025 No ACTIVITY

YTD Net Income \$8,459

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04/10/25

Accrual Basis

**Northwest Marine Trade Association
Marina & Boatyard Conference
March 2025**

	<u>Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00		24,350.00	17,500.00	17,500.00
4600 · Seminar Income	0.00		24,150.00	40,000.00	40,000.00
4750 · Registration Fees	0.00		1,343.98	0.00	0.00
Total Income	<u>0.00</u>		<u>49,843.98</u>	<u>57,500.00</u>	<u>57,500.00</u>
Gross Profit	0.00		49,843.98	57,500.00	57,500.00
Expense					
6025 · Auto Expense	0.00		209.38	350.00	350.00
6040 · Bank Charge	0.00		840.57	800.00	800.00
6150 · Contract Services	0.00		0.00	0.00	0.00
6375 · Food	0.00		18,354.03	16,500.00	16,500.00
6550 · Miscellaneous Expense	0.00		196.32	1,000.00	1,000.00
6575 · Office Expense	0.00		0.00	0.00	0.00
6650 · Printing	0.00		1,807.91	1,000.00	1,000.00
6675 · Professional Services	0.00		0.00	0.00	0.00
6700 · Promotion	0.00		400.00		
6825 · Speaker	0.00		0.00	1,500.00	1,500.00
6950 · Taxes & Licenses	0.00		1,061.59	1,250.00	1,250.00
6975 · Rent	0.00		3,375.00	4,800.00	4,800.00
7075 · Travel Expense	0.00		1,632.33	1,500.00	1,500.00
Total Expense	<u>0.00</u>		<u>27,877.13</u>	<u>28,700.00</u>	<u>28,700.00</u>
Net Ordinary Income	<u>0.00</u>		<u>21,966.85</u>	<u>28,800.00</u>	<u>28,800.00</u>
Net Income	<u>0.00</u>		<u>21,966.85</u>	<u>28,800.00</u>	<u>28,800.00</u>

FINAL

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04/10/25

Accrual Basis

**Northwest Marine Trade Association
Anacortes Boat & Yacht Show
March 2025**

	<u>Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</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
4100 · Sponsorships	0.00	0.00	0.00	0.00	9,900.00
<i>CC</i> <i>Fees</i> 4450 · Miscellaneous Income	294.73	0.00	469.73	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
Total Income	<u>294.73</u>	<u>0.00</u>	<u>469.73</u>	<u>0.00</u>	<u>195,500.00</u>
Gross Profit	294.73	0.00	469.73	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
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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04/10/25

Accrual Basis

Northwest Marine Trade Association
Anacortes Boat & Yacht Show
March 2025

	<u>Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6950 · Taxes & Licenses	6.42	0.00	9.48	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
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>6.42</u>	<u>0.00</u>	<u>9.48</u>	<u>0.00</u>	<u>149,512.00</u>
Net Ordinary Income	<u>288.31</u>	<u>0.00</u>	<u>460.25</u>	<u>0.00</u>	<u>45,988.00</u>
Net Income	<u><u>288.31</u></u>	<u><u>0.00</u></u>	<u><u>460.25</u></u>	<u><u>0.00</u></u>	<u><u>45,988.00</u></u>

MAY 2025
EVENT

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04/10/25

Accrual Basis

Northwest Marine Trade Association
Superyacht Northwest
March 2025

	<u>Mar 25</u>	<u>Budget</u>	<u>Jul '24 - Mar 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00	2,000.00	31,500.00	43,500.00	45,000.00
Total Income	<u>0.00</u>	<u>2,000.00</u>	<u>31,500.00</u>	<u>43,500.00</u>	<u>45,000.00</u>
Gross Profit	0.00	2,000.00	31,500.00	43,500.00	45,000.00
Expense					
6000 · Advertising	0.00	750.00	0.00	5,750.00	6,500.00
6225 · Dues	0.00		0.00	0.00	0.00
6375 · Food	0.00		0.00	0.00	0.00
6475 · Insurance	0.00		0.00	0.00	0.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	550.00	550.00
6625 · Postage	0.00		0.00	0.00	0.00
6700 · Promotion	2,610.31	1,200.00	5,510.31	15,700.00	21,700.00
6880 · Sponsorship Benefits	0.00		0.00	10,000.00	10,000.00
6950 · Taxes & Licenses	10.68	50.00	685.77	1,550.00	1,750.00
8000 · Website Maintenance Fees	163.55	250.00	14,034.28	3,500.00	4,500.00
Total Expense	<u>2,784.54</u>	<u>2,250.00</u>	<u>20,230.36</u>	<u>37,050.00</u>	<u>45,000.00</u>
Net Ordinary Income	<u>-2,784.54</u>	<u>-250.00</u>	<u>11,269.64</u>	<u>6,450.00</u>	<u>0.00</u>
Net Income	<u><u>-2,784.54</u></u>	<u><u>-250.00</u></u>	<u><u>11,269.64</u></u>	<u><u>6,450.00</u></u>	<u><u>0.00</u></u>

SYNW
March 2025 missed budget ≈ \$2,500
YTD Net Income \$11,270

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**NMTA CASH FLOW ANALYSIS
MMKT/DEPOSITORY/CHECKING ACCOUNTS
AS OF MARCH 31, 2025**

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	1,466,443	1,966,349	1,975,682	1,285,397	1,156,647	378,007	192,818
RECEIPTS	221,926	789,849	508,709	124,005	575,278	674,276	364,626	208,769	210,593	118,810	213,526	131,260
DISBURSEMENTS	248,883	176,904	178,250	182,372	176,500	174,370	355,294	899,054	339,343	897,450	398,715	210,985
ENDING CASH	182,628	795,573	1,126,032	1,067,665	1,466,443	1,966,349	1,975,682	1,285,397	1,156,647	378,007	192,818	113,093

As of March 31, 2025

<u>Accounts Receivables 3/31/25</u>	
Current	\$ 34,382
30 Days	\$ 900
60 Days	
90 Days	
120 Days	\$ 800
Total	\$ 36,082

as of 4/10/25 total A/R aging \$15,152

<u>Accounts Payable 3/31/25</u>	
Current	\$ 753,540
30 Days	\$ 405
60 Days	
90 Days	
120 Days	
Total	\$ 753,945

as of 4/10/25 total A/P aging \$707,737

Operating Accounts

Cash - US Bank Checking	\$ 708,059
Cash - Petty	\$ 14
Cash - US Bank CC	\$ 448,588
	\$ 1,156,660

Investment Accounts

Cash - Wells Fargo Financial	\$ 53,114
Securities-US Treasury	\$ 712,455
Investments - Bonds/Units	\$ 406,846
Compass Acct. (Equities)	\$ 515,473
	\$ 1,687,888

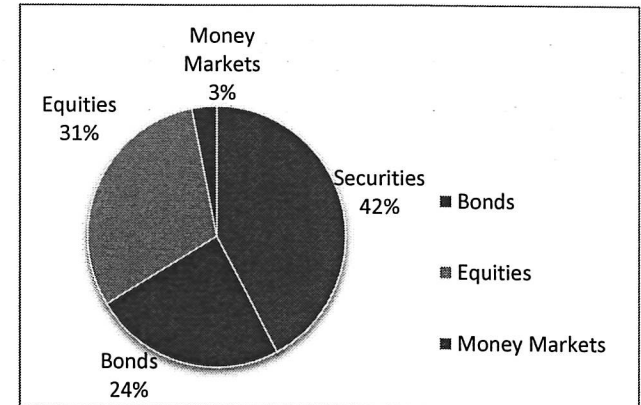
Total Cash/Investments **\$ 2,844,548**

**Northwest Marine Trade Association
Schedule of Investments
March 31, 2025**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 03/31/25</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	\$ 712,455	0.00%	712,455		\$ 23,331
Bond Mutual Funds				439,871	\$ 406,846	5.31%	(33,025)		\$ 21,589
				599,693	\$ -	#DIV/0!	(599,693)		\$ -
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>1,039,564</u>	<u>\$ 1,119,301</u>	<u>4.01%</u>	<u>79,737</u>		<u>44,920</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 53,114				27
Compass Account {Equities} Wells Fargo Advisors					\$ 515,473				9,785
Total					<u>\$ 1,687,888</u>				

<u>Maturity Date</u>	<u>Market Value</u>	<u>Percent</u>
	\$ -	0%
	\$ 712,455	0%
	\$ -	0%
	\$ -	0%
	<u>\$ 712,455</u>	

Investment Allocation



**Northwest Marine Trade Association
Balance Sheet
As of March 31, 2025**

Assets

	2025	2024
Current Assets:		
PAC Peoples Bank	\$ 34,027	\$ 33,506
PayPal	\$ 115	\$ 13,831
Cash and cash equivalents	\$ 1,156,660	\$ 905,611
Accounts receivable	\$ 36,082	\$ 50,932
Accounts receivable - Other	\$ (28,505)	\$ 9,908
Pending Dues Receivables	\$ -	\$ -
Prepaid Expenses	\$ 46,246	\$ 25,049
Total Current Assets	\$ 1,244,625	\$ 1,038,838
Investments	\$ 1,687,888	\$ 1,656,996
Goodwill: NWPF		
Property and equipment	\$ 352,746	\$ 346,464
Accumulated Depreciation	\$ (279,666)	\$ (256,682)
	<u>\$ 73,080</u>	<u>\$ 89,782</u>
Total Assets	<u>\$ 3,005,593</u>	<u>\$ 2,785,615</u>

Liabilities and Net Assets

Liabilities:		
Payables	\$ 753,945	\$ 674,209
Accrued Expenses	\$ -	\$ 17,875
Deferred Rent Liability	\$ 6,312	\$ 3,773
Deferred Vacation Liability	\$ 35,319	\$ 29,875
Grant	\$ -	\$ -
Deferred Revenue	\$ 58,444	\$ 63,602
Total Liabilities	\$ 854,020	\$ 789,335
Unrestricted Net Assets	\$ 2,151,573	\$ 1,996,280
Total Liabilities and Net Assets	<u>\$ 3,005,593</u>	<u>\$ 2,785,615</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>