

Northwest Marine Trade Association
Projected Year-End Consolidated 2024-2025
As of 04/15/24

	<u>2024-2025</u> <u>As of 3/31/25</u>	<u>2024-2025</u> <u>Approved</u> <u>Budget</u>	<u>2024-2025</u> <u>Projected</u> <u>6/30/2025</u>
REVENUE			
Admissions	\$ 353,491	\$ 464,000	\$ 377,491
Advertising Income	\$ 20,062	\$ 6,500	\$ 20,062
Advertising Income Program	\$0.00	\$ -	\$0.00
Badges	\$4,335.00	\$ 3,600	\$4,335.00
Business License/ Grant			
Contributions	\$ -	\$ -	\$ -
Dividend Income	\$ 25,451	\$ 25,500	\$ 29,951
Dues Revenue	\$ 323,254	\$ 350,102	\$ 328,744
Grow Boating	\$53,960.00	\$ 75,000	\$53,960.00
Health Plan Participation Fee	\$ 227,921	\$ 305,000	\$ 296,921
Interest Income	\$ 15,736	\$ 215	\$ 17,236
Meeting Income	\$ -	\$ -	\$ -
Misc. Income	\$ 50,459	\$ 41,100	\$ 56,536
Parking	\$ 58,234	\$ 55,000	\$ 58,234
Realized Gain	\$ (34,949)	\$ -	\$ (39,599)
Registration- Race	\$0.00	\$ -	\$0.00
Seminar Income	\$ 58,546	\$ 90,500	\$ 58,546
Space Rental	\$ 2,422,369	\$ 2,487,500	\$ 2,586,379
Special Project	\$ -		
Sponsorships	\$ 278,078	\$ 285,400	\$ 293,078
TOTAL REVENUE	<u>\$ 3,856,947</u>	<u>\$ 4,189,417</u>	<u>\$ 4,141,874</u>
EXPENSES			
401 K Admin Fees/Contrib	\$ 41,161	\$ 55,800	\$ 56,811
Advertising	\$ 387,853	\$ 402,700	\$ 427,449
Auto Expense	\$ 1,950	\$ 6,800	\$ 4,100
Bad Debt Expense	\$ -	\$ 1,000	\$ -
Bank Charge	\$ 36,770	\$ 46,700	\$ 43,136
Board & Committee Expense	\$ 1,526	\$ 5,000	\$ 3,751
Board Planning Session	\$ -	\$ 1,500	\$ -
Boat & Display Handling	\$ 59,358	\$ 70,000	\$ 59,358
Computer Support	\$ 11,335	\$ 18,000	\$ 13,885
Contingeny	\$ -	\$ 16,000	\$ -
Contract Services	\$ 499,356	\$ 531,500	\$ 522,606
Decorating	\$ 127,434	\$ 145,000	\$ 147,434
Depreciation	\$ 16,690	\$ 25,200	\$ 22,380
Disposal of Assets	\$ -	\$ -	\$ -
Donations/Contributions	\$ 1,245	\$ 1,500	\$ 2,195
Dues	\$ 6,698	\$ 3,000	\$ 7,448
Employee Health Benefits	\$ 84,294	\$ 113,500	\$ 106,794
Exhibitor Expense	\$ 75,665	\$ 73,350	\$ 80,165
Field Expense	\$ -	\$ -	\$ -
Food	\$ 25,130	\$ 39,350	\$ 34,580
Grants	\$ 13,000	\$ 20,000	\$ -
Insurance	\$ 69,745	\$ 69,000	\$ 72,245
Legislative	\$ 70,068	\$ 110,000	\$ 107,168
Membership Services	\$ 14,243	\$ 22,500	\$ 20,428
Miscellaneous Expense	\$ 196	\$ 5,400	\$ 196
Office Expense	\$ 15,074	\$ 25,375	\$ 18,249
Penalty & Interest	\$ -	\$ 250	\$ -
Photography	\$0.00	\$ 500	\$0.00
Postage	\$ 3,418	\$ 7,600	\$ 4,378
Printing	\$11,502.33	\$ 23,500	\$ 11,752
Printing Program	\$0.00	\$ -	\$0.00
Professional Services	\$ 65,092	\$ 117,500	\$ 71,592
Promotion	\$ 166,215	\$ 164,900	\$ 191,041
Rent	\$ 482,283	\$ 506,300	\$ 496,733
Rent - Other	\$ 60,345	\$ 66,100	\$ 65,700
Repairs & Maint - Equipment	\$ -		\$ -
Repairs & Maint - Facility	\$ 5,123	\$ 10,000	\$ 5,123
Repairs & Maint-Office Machine	\$ 3,295	\$ 7,500	\$ 4,147
Salaries	\$ 675,978	\$ 885,000	\$ 930,488
Site Expense	\$ 157,900	\$ 149,000	\$ 161,650
Speaker	\$13,130.17	\$ 26,500	\$ 13,130
Special Features (VIP Event)	\$20,296.54	\$ 37,500	\$ 20,297
Special Project - ABAY SPLIT	\$0.00	\$ 31,762	\$35,563
Sponsorship Benefits	\$ 14,533	\$ 25,000	\$ 15,183
Subscriptions	\$ 210	\$ 250	\$ 210
Taxes - Payroll	\$ 59,570	\$ 75,575	\$ 82,320
Taxes & Licenses	\$ 104,991	\$ 115,000	\$ 112,526
Telephone	\$ 11,081	\$ 14,250	\$ 14,816
Training/Conf/Seminars	\$ 1,499	\$ 4,500	\$ 2,124
Travel Expense	\$ 9,611	\$ 18,900	\$ 19,711
Website Maint	\$ 51,794	\$ 55,000	\$ 63,037
TOTAL EXPENSES	<u>\$ 3,476,659</u>	<u>\$ 4,150,562</u>	<u>\$ 4,084,903</u>
NET INCOME/ (LOSS)	<u>\$ 380,288</u>	<u>\$ 38,855</u>	<u>\$ 56,971</u>