# Northwest Marine Trade Association
## Consolidated Profit & Loss
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| **Ordinary Income/Expense** | | | | | |
| **Income** | | | | | |
| 4000-10 · Health Plan Participation Fee | 26,647.06 | 25,420.00 | 254,567.69 | 254,160.00 | 305,000.00 |
| 4010 · Admissions | 0.00 | 0.00 | 353,491.00 | 440,000.00 | 464,000.00 |
| 4020 · Advertising Income | 0.00 | 0.00 | 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 | 0.00 | 0.00 | 4,335.00 | 3,600.00 | 3,600.00 |
| 4100 · Sponsorships | 2,200.00 | 1,000.00 | 280,278.00 | 272,000.00 | 285,400.00 |
| 4200-10 · Dues Revenue | 3,075.00 | 3,000.00 | 326,328.75 | 345,102.00 | 350,102.00 |
| 4225-55 · Grow Boating Surcharge | 0.00 | 0.00 | 53,960.00 | 75,000.00 | 75,000.00 |
| 4350-10 · Interest Income | 3,142.83 | 17.00 | 18,879.03 | 179.00 | 215.00 |
| 4360-10 · Dividend Income | 1,889.47 | 2,125.00 | 27,340.43 | 21,250.00 | 25,500.00 |
| 4400-10 · Realized Gain / Loss | -2,726.58 | | -37,675.10 | 0.00 | 0.00 |
| 4425-10 · Gain- Grant/PPP/ERTC | 0.00 | | 0.00 | 0.00 | 0.00 |
| 4425-20 · Grant Income | 0.00 | | 0.00 | 0.00 | 0.00 |
| 4450 · Miscellaneous Income | 504.83 | 0.00 | 39,669.86 | 35,000.00 | 41,100.00 |
| 4451-10 · Meeting Income Assoc | 0.00 | | 0.00 | 0.00 | 0.00 |
| 4550 · Misc. Sales (Taxable) | 0.00 | | 10,598.00 | 0.00 | 0.00 |
| 4555 · Parking | 0.00 | 0.00 | 58,234.48 | 55,000.00 | 55,000.00 |
| 4600 · Seminar Income | 0.00 | 0.00 | 58,546.00 | 90,000.00 | 90,500.00 |
| 4650 · Space Rental | 0.00 | 0.00 | 2,422,369.23 | 2,329,500.00 | 2,487,500.00 |
| 4750-40 · Management Fees | 0.00 | | 0.00 | 0.00 | 0.00 |
| 4750 · Registration Fees | 0.00 | | 1,343.98 | 0.00 | 0.00 |
| **Total Income** | 34,732.61 | 31,562.00 | 3,892,327.92 | 3,927,291.00 | 4,189,417.00 |
| **Gross Profit** | 34,732.61 | 31,562.00 | 3,892,327.92 | 3,927,291.00 | 4,189,417.00 |
| **Expense** | | | | | |
| 6000 · Advertising | 0.00 | 1,500.00 | 387,852.64 | 361,450.00 | 402,700.00 |
| 6025 · Auto Expense | 943.75 | 350.00 | 2,894.08 | 4,475.00 | 6,800.00 |
| 6030 · Bad Debt Expense | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| 6040 · Bank Charge | 2,922.75 | 2,800.00 | 39,692.82 | 42,800.00 | 46,700.00 |
| 6050 · Boat & Display Handling | 0.00 | 0.00 | 59,358.20 | 70,000.00 | 70,000.00 |

# Northwest Marine Trade Association
## Consolidated Profit & Loss
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| 6075-10 · Board & Committee Expense | 1,279.26 | 1,625.00 | 2,805.70 | 3,000.00 | 5,000.00 |
| 6080-10 · Board Planning Session | 0.00 | 1,500.00 | 0.00 | 1,500.00 | 1,500.00 |
| 6125 · Computer Support | 1,003.08 | 1,000.00 | 12,338.38 | 16,500.00 | 18,000.00 |
| 6150 · Contract Services | 1,500.00 | 750.00 | 500,856.18 | 516,250.00 | 531,500.00 |
| 6175 · Decorating | 0.00 | 0.00 | 127,434.20 | 125,000.00 | 145,000.00 |
| 6200 · Depreciation | 1,879.33 | 2,100.00 | 18,569.44 | 21,000.00 | 25,200.00 |
| 6215-10 · Donations/Contributions | 499.00 | 0.00 | 1,744.00 | 1,000.00 | 1,500.00 |
| 6225 · Dues | 0.00 | 0.00 | 6,698.31 | 2,250.00 | 3,000.00 |
| 6275-10 · Employee Health Insurance | 7,472.81 | 8,597.00 | 91,766.36 | 96,306.00 | 113,500.00 |
| 6285-10 · 401K Admin/Contrib | 4,852.45 | 3,750.00 | 46,013.46 | 42,500.00 | 55,800.00 |
| 6325 · Exhibitor Expense | 0.00 | 0.00 | 75,665.11 | 73,000.00 | 73,350.00 |
| 6375 · Food | 415.70 | 1,650.00 | 25,545.59 | 31,550.00 | 39,350.00 |
| 6475 · Insurance | 0.00 | 0.00 | 69,744.58 | 66,500.00 | 69,000.00 |
| 6500-10 · Legislative | 21,748.01 | 9,000.00 | 91,815.56 | 91,000.00 | 110,000.00 |
| 6525-10 · Membership Services | 4,050.00 | 3,000.00 | 18,292.54 | 15,000.00 | 22,500.00 |
| 6550 · Miscellaneous Expense | 0.00 | 0.00 | 196.32 | 5,150.00 | 5,400.00 |
| 6575 · Office Expense | 489.43 | 1,650.00 | 15,563.07 | 20,625.00 | 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 | 500.00 | 500.00 |
| 6625 · Postage | 29.65 | 350.00 | 3,448.07 | 5,725.00 | 7,600.00 |
| 6650 · Printing | 0.00 | 0.00 | 11,502.33 | 22,900.00 | 23,500.00 |
| 6675 · Professional Services | 6,761.52 | 6,525.00 | 71,853.06 | 101,175.00 | 117,500.00 |
| 6700 · Promotion | -5,000.00 | 9,000.00 | 161,214.87 | 141,200.00 | 164,900.00 |
| 6705-55 · Grants GB | 1,000.00 | 0.00 | 14,000.00 | 20,000.00 | 20,000.00 |
| 6725-20 · Facility Fee SBS | 0.00 | 0.00 | 5,123.00 | 7,500.00 | 7,500.00 |
| 6725 · Repairs & Maint - Facility | 0.00 | 0.00 | 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 | 0.00 | 350.00 | 3,294.66 | 5,850.00 | 7,500.00 |

# Northwest Marine Trade Association
## Consolidated Profit & Loss
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| 6775-10 · Salaries | 70,837.50 | 70,585.00 | 746,815.34 | 722,830.00 | 885,000.00 |
| 6800 · Site Expense | 0.00 | 0.00 | 157,900.33 | 145,000.00 | 149,000.00 |
| 6825 · Speaker | 0.00 | 0.00 | 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 | 0.00 | 0.00 | 20,296.54 | 37,500.00 | 37,500.00 |
| 6880 · Sponsorship Benefits | 0.00 | 0.00 | 14,533.05 | 23,000.00 | 25,000.00 |
| 6900 · Subscriptions | 0.00 | 0.00 | 210.00 | 150.00 | 250.00 |
| 6925-10 · Taxes - Payroll | 7,835.59 | 7,565.00 | 67,405.90 | 58,035.00 | 75,575.00 |
| 6950 · Taxes & Licenses | 938.23 | 7,860.00 | 105,929.17 | 112,675.00 | 115,000.00 |
| 6975 · Rent | 4,371.42 | 5,275.00 | 486,654.88 | 494,950.00 | 506,300.00 |
| 6980 · Rent - Other | 1,455.00 | 1,475.00 | 61,800.38 | 13,850.00 | 66,100.00 |
| 7025 · Telephone | 1,304.76 | 1,195.00 | 12,385.58 | 11,860.00 | 14,250.00 |
| 7050-10 · Training/Conferences/Seminars | 0.00 | 0.00 | 1,499.00 | 3,000.00 | 4,500.00 |
| 7075 · Travel Expense | 461.58 | 250.00 | 10,072.99 | 11,200.00 | 18,900.00 |
| 8000 · Website Maintenance Fees | 8,449.10 | 2,850.00 | 60,242.79 | 47,050.00 | 55,000.00 |
| 9000 · Contingency | 0.00 | 0.00 | 0.00 | 10,000.00 | 16,000.00 |
| Total Expense | 147,499.92 | 152,552.00 | 3,624,158.65 | 3,631,306.00 | 4,150,562.00 |
| Net Ordinary Income | -112,767.31 | -120,990.00 | 268,169.27 | 295,985.00 | 38,855.00 |
| **Net Income** | **-112,767.31** | **-120,990.00** | **268,169.27** | **295,985.00** | **38,855.00** |

Consolidated

April 2025 Better than budget by $8,223

YTD Better than budget $27,816

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# Northwest Marine Trade Association
## Association
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| **Ordinary Income/Expense** | | | | | |
| **Income** | | | | | |
| 4000-10 · Health Plan Participation Fee | 26,647.06 | 25,420.00 | 254,567.69 | 254,160.00 | 305,000.00 |
| 4020 · Advertising Income | 0.00 | 0.00 | 15,000.00 | 1,500.00 | 1,500.00 |
| 4100 · Sponsorships | 700.00 | 0.00 | 700.00 | 0.00 | 3,000.00 |
| 4200-10 · Dues Revenue | 3,075.00 | 3,000.00 | 326,328.75 | 345,102.00 | 350,102.00 |
| 4350-10 · Interest Income | 3,142.83 | 17.00 | 18,879.03 | 179.00 | 215.00 |
| 4360-10 · Dividend Income | 1,889.47 | 2,125.00 | 27,340.43 | 21,250.00 | 25,500.00 |
| 4425-10 · Gain- Grant/PPP/ERTC | 0.00 | | 0.00 | 0.00 | 0.00 |
| 4450 · Miscellaneous Income | 0.00 | 0.00 | 10,837.12 | 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** | 35,454.36 | 30,562.00 | 653,653.02 | 622,191.00 | 688,317.00 |
| **Gross Profit** | 35,454.36 | 30,562.00 | 653,653.02 | 622,191.00 | 688,317.00 |
| **Expense** | | | | | |
| 6000 · Advertising | 0.00 | 0.00 | 4,785.90 | 1,200.00 | 1,200.00 |
| 6025 · Auto Expense | 943.75 | 350.00 | 2,684.70 | 2,625.00 | 3,500.00 |
| 6030 · Bad Debt Expense | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| 6040 · Bank Charge | 494.17 | 300.00 | 5,959.82 | 7,000.00 | 9,500.00 |
| 6075-10 · Board & Committee Expense | 1,279.26 | 1,625.00 | 2,805.70 | 3,000.00 | 5,000.00 |
| 6080-10 · Board Planning Session | 0.00 | 1,500.00 | 0.00 | 1,500.00 | 1,500.00 |
| 6125 · Computer Support | 1,003.08 | 1,000.00 | 10,504.13 | 10,500.00 | 12,000.00 |
| 6150 · Contract Services | 1,500.00 | 750.00 | 11,000.00 | 10,250.00 | 12,500.00 |
| 6200 · Depreciation | 1,879.33 | 2,100.00 | 18,569.44 | 21,000.00 | 25,200.00 |
| 6215-10 · Donations/Contributions | 499.00 | 0.00 | 1,744.00 | 1,000.00 | 1,500.00 |
| 6225 · Dues | 0.00 | 0.00 | 6,698.31 | 2,250.00 | 3,000.00 |
| 6275-10 · Employee Health Insurance | 7,472.81 | 8,597.00 | 91,766.36 | 96,306.00 | 113,500.00 |
| 6285-10 · 401K Admin/Contrib | 4,852.45 | 3,750.00 | 46,013.46 | 42,500.00 | 55,800.00 |
| 6375 · Food | 415.70 | 1,650.00 | 2,810.42 | 8,000.00 | 12,750.00 |
| 6475 · Insurance | 0.00 | | 31,342.18 | 30,000.00 | 30,000.00 |
| 6500-10 · Legislative | 21,748.01 | 9,000.00 | 91,815.56 | 91,000.00 | 110,000.00 |
| 6525-10 · Membership Services | 4,050.00 | 3,000.00 | 18,292.54 | 15,000.00 | 22,500.00 |
| 6550 · Miscellaneous Expense | 0.00 | 0.00 | 0.00 | 0.00 | 250.00 |
| 6575 · Office Expense | 489.43 | 1,500.00 | 12,676.19 | 17,975.00 | 22,225.00 |

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# Northwest Marine Trade Association
## Association
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| 6595-10 · Penalty & Interest | 0.00 | 0.00 | 0.00 | 0.00 | 250.00 |
| 6625 · Postage | 29.65 | 350.00 | 1,109.63 | 1,875.00 | 2,500.00 |
| 6650 · Printing | 0.00 | | 388.81 | 500.00 | 500.00 |
| 6675 · Professional Services | 6,761.52 | 6,525.00 | 67,967.10 | 93,675.00 | 110,000.00 |
| 6700 · Promotion | 0.00 | 0.00 | 9,567.21 | 4,000.00 | 7,500.00 |
| 6725 · Repairs & Maint - Facility | 0.00 | 0.00 | 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 | 0.00 | 350.00 | 3,294.66 | 5,850.00 | 7,500.00 |
| 6775-10 · Salaries | 70,837.50 | 70,585.00 | 746,815.34 | 722,830.00 | 885,000.00 |
| 6900 · Subscriptions | 0.00 | 0.00 | 210.00 | 150.00 | 250.00 |
| 6925-10 · Taxes - Payroll | 7,835.59 | 7,565.00 | 67,405.90 | 58,035.00 | 75,575.00 |
| 6950 · Taxes & Licenses | 903.15 | 810.00 | 9,055.60 | 7,825.00 | 9,500.00 |
| 6975 · Rent | 4,371.42 | 5,275.00 | 38,923.14 | 40,150.00 | 49,000.00 |
| 6980 · Rent - Other | 1,455.00 | 1,475.00 | 15,145.00 | 13,850.00 | 17,500.00 |
| 7025 · Telephone | 1,219.76 | 1,195.00 | 11,385.58 | 11,860.00 | 14,250.00 |
| 7050-10 · Training/Conferences/Seminars | 0.00 | 0.00 | 1,499.00 | 3,000.00 | 4,500.00 |
| 7075 · Travel Expense | 461.58 | 250.00 | 6,089.96 | 6,900.00 | 10,000.00 |
| 8000 · Website Maintenance Fees | 485.54 | 2,500.00 | 12,746.17 | 18,000.00 | 21,000.00 |
| 9000 · Contingency | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| Total Expense | 140,987.70 | 132,002.00 | 1,351,071.81 | 1,351,606.00 | 1,661,250.00 |
| Net Ordinary Income | -105,533.34 | -101,440.00 | -697,418.79 | -729,415.00 | -972,933.00 |
| Net Income | **-105,533.34** | **-101,440.00** | **-697,418.79** | **-729,415.00** | **-972,933.00** |

Association

April 2025 missed budget by $4,093

YTD better than budget by $31,996

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# Northwest Marine Trade Association
## Seattle Boat Show
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| **Ordinary Income/Expense** | | | | | |
| **Income** | | | | | |
| 4010 · Admissions | 0.00 | 0.00 | 353,491.00 | 440,000.00 | 440,000.00 |
| 4020 · Advertising Income | 0.00 | 0.00 | 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 | 0.00 | 0.00 | 4,335.00 | 3,600.00 | 3,600.00 |
| 4100 · Sponsorships | 0.00 | 0.00 | 222,228.00 | 210,000.00 | 210,000.00 |
| 4425-20 · Grant Income | 0.00 | | 0.00 | 0.00 | 0.00 |
| 4450 · Miscellaneous Income | 0.00 | 0.00 | 25,833.18 | 35,000.00 | 35,000.00 |
| 4550 · Misc. Sales (Taxable) | 0.00 | | 10,598.00 | 0.00 | 0.00 |
| 4555 · Parking | 0.00 | 0.00 | 58,234.48 | 55,000.00 | 55,000.00 |
| 4600 · Seminar Income | 0.00 | 0.00 | 34,396.00 | 50,000.00 | 50,000.00 |
| 4650 · Space Rental | 0.00 | 0.00 | 2,422,369.23 | 2,329,500.00 | 2,329,500.00 |
| **Total Income** | 0.00 | 0.00 | 3,136,546.46 | 3,128,100.00 | 3,128,100.00 |
| **Gross Profit** | 0.00 | 0.00 | 3,136,546.46 | 3,128,100.00 | 3,128,100.00 |
| **Expense** | | | | | |
| 6000 · Advertising | 0.00 | 0.00 | 360,854.93 | 350,000.00 | 350,000.00 |
| 6025 · Auto Expense | 0.00 | 0.00 | 0.00 | 750.00 | 750.00 |
| 6040 · Bank Charge | 2,428.58 | 2,500.00 | 32,892.43 | 35,000.00 | 35,000.00 |
| 6050 · Boat & Display Handling | 0.00 | 0.00 | 59,358.20 | 70,000.00 | 70,000.00 |
| 6125 · Computer Support | 0.00 | 0.00 | 1,834.25 | 6,000.00 | 6,000.00 |
| 6150 · Contract Services | 0.00 | 0.00 | 489,856.18 | 497,000.00 | 497,000.00 |
| 6175 · Decorating | 0.00 | 0.00 | 127,434.20 | 125,000.00 | 125,000.00 |
| 6325 · Exhibitor Expense | 0.00 | 0.00 | 75,665.11 | 73,000.00 | 73,000.00 |
| 6375 · Food | 0.00 | 0.00 | 4,381.14 | 6,750.00 | 6,750.00 |
| 6475 · Insurance | 0.00 | 0.00 | 38,402.40 | 36,000.00 | 36,000.00 |
| 6550 · Miscellaneous Expense | 0.00 | 0.00 | 0.00 | 3,500.00 | 3,500.00 |
| 6575 · Office Expense | 0.00 | 0.00 | 2,886.88 | 2,500.00 | 2,500.00 |
| 6600 · Photography | 0.00 | 0.00 | 0.00 | 500.00 | 500.00 |

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# Northwest Marine Trade Association
## Seattle Boat Show
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| 6625 · Postage | 0.00 | 0.00 | 2,338.44 | 3,600.00 | 3,600.00 |
| 6650 · Printing | 0.00 | 0.00 | 9,305.61 | 21,000.00 | 21,000.00 |
| 6675 · Professional Services | 0.00 | 0.00 | 3,885.96 | 7,500.00 | 7,500.00 |
| 6700 · Promotion | 0.00 | 0.00 | 139,642.35 | 95,000.00 | 95,000.00 |
| 6725-20 · Facility Fee SBS | 0.00 | 0.00 | 5,123.00 | 7,500.00 | 7,500.00 |
| 6735 · Repairs & Maint - Equipment | 0.00 | | 0.00 | | |
| 6800 · Site Expense | 0.00 | 0.00 | 157,900.33 | 145,000.00 | 145,000.00 |
| 6825 · Speaker | 0.00 | 0.00 | 13,130.17 | 25,000.00 | 25,000.00 |
| 6875 · VIP Event | 0.00 | 0.00 | 20,296.54 | 37,500.00 | 37,500.00 |
| 6880 · Sponsorship Benefits | 0.00 | 0.00 | 14,533.05 | 13,000.00 | 13,000.00 |
| 6950 · Taxes & Licenses | 0.00 | 4,500.00 | 93,862.86 | 98,000.00 | 98,000.00 |
| 6975 · Rent | 0.00 | 0.00 | 444,356.74 | 450,000.00 | 450,000.00 |
| 6980 · Rent - Other | 0.00 | 0.00 | 46,655.38 | 0.00 | 45,000.00 |
| 7025 · Telephone | 85.00 | | 1,000.00 | 0.00 | 0.00 |
| 7075 · Travel Expense | 0.00 | 0.00 | 2,350.70 | 2,500.00 | 2,500.00 |
| 8000 · Website Maintenance Fees | 400.00 | 0.00 | 25,898.78 | 24,500.00 | 24,500.00 |
| 9000 · Contingency | 0.00 | 0.00 | 0.00 | 10,000.00 | 10,000.00 |
| Total Expense | 2,913.58 | 7,000.00 | 2,173,845.63 | 2,146,100.00 | 2,191,100.00 |
| Net Ordinary Income | -2,913.58 | -7,000.00 | 962,700.83 | 982,000.00 | 937,000.00 |
| **Net Income** | **-2,913.58** | **-7,000.00** | **962,700.83** | **982,000.00** | **937,000.00** |

2025 Seattle Boat Show

Better than YE budget by $25,700

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# Northwest Marine Trade Association
## Grow Boating
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| **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** | 0.00 | 0.00 | 55,985.00 | 75,000.00 | 75,000.00 |
| **Gross Profit** | 0.00 | 0.00 | 55,985.00 | 75,000.00 | 75,000.00 |
| **Expense** | | | | | |
| 6000 · Advertising | 0.00 | 1,500.00 | 22,211.81 | 4,500.00 | 5,000.00 |
| 6025 · Auto Expense | 0.00 | 0.00 | 0.00 | 750.00 | 1,000.00 |
| 6150 · Contract Services | 0.00 | 0.00 | 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 | 150.00 | 0.00 | 150.00 | 150.00 |
| 6625 · Postage | 0.00 | 0.00 | 0.00 | 250.00 | 500.00 |
| 6650 · Printing | 0.00 | 0.00 | 0.00 | 400.00 | 500.00 |
| 6700 · Promotion | 0.00 | 7,500.00 | 11,095.00 | 25,000.00 | 32,000.00 |
| 6705-55 · Grants GB | 1,000.00 | 0.00 | 14,000.00 | 20,000.00 | 20,000.00 |
| 6950 · Taxes & Licenses | 0.00 | 0.00 | 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 | 800.00 | 1,000.00 |
| **Total Expense** | 1,000.00 | 9,250.00 | 48,525.60 | 63,550.00 | 75,000.00 |
| **Net Ordinary Income** | -1,000.00 | -9,250.00 | 7,459.40 | 11,450.00 | 0.00 |
| **Net Income** | **-1,000.00** | **-9,250.00** | **7,459.40** | **11,450.00** | **0.00** |

Grow Boating
April 2025 better than budget $8,250
YTD better than budget by $3,991

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# Northwest Marine Trade Association
## Marina & Boatyard Conference
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| **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** | 0.00 | | 49,843.98 | 57,500.00 | 57,500.00 |
| **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** | 0.00 | | 27,877.13 | 28,700.00 | 28,700.00 |
| **Net Ordinary Income** | 0.00 | | 21,966.85 | 28,800.00 | 28,800.00 |
| **Net Income** | **0.00** | | **21,966.85** | **28,800.00** | **28,800.00** |

FINAL

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# Northwest Marine Trade Association
## Anacortes Boat & Yacht Show
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| **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 |
| 4450 · Miscellaneous Income | 504.83 | 0.00 | 974.56 | 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** | 504.83 | 0.00 | 974.56 | 0.00 | 195,500.00 |
| **Gross Profit** | 504.83 | 0.00 | 974.56 | 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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# Northwest Marine Trade Association
## Anacortes Boat & Yacht Show
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| 6950 · Taxes & Licenses | 8.83 | 2,500.00 | 18.31 | 2,500.00 | 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 | 8.83 | 2,500.00 | 18.31 | 2,500.00 | 149,512.00 |
| Net Ordinary Income | 496.00 | -2,500.00 | 956.25 | -2,500.00 | 45,988.00 |
| **Net Income** | **496.00** | **-2,500.00** | **956.25** | **-2,500.00** | **45,988.00** |

MAY 2025
Event

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# Northwest Marine Trade Association
## Superyacht Northwest
### April 2025

| | Apr 25 | Budget | Jul '24 - Apr 25 | YTD Budget | Annual Budget |
|---|---|---|---|---|---|
| **Ordinary Income/Expense** | | | | | |
| **Income** | | | | | |
| **4100 · Sponsorships** | 1,500.00 | 1,000.00 | 33,000.00 | 44,500.00 | 45,000.00 |
| **Total Income** | 1,500.00 | 1,000.00 | 33,000.00 | 44,500.00 | 45,000.00 |
| **Gross Profit** | 1,500.00 | 1,000.00 | 33,000.00 | 44,500.00 | 45,000.00 |
| **Expense** | | | | | |
| **6000 · Advertising** | 0.00 | 0.00 | 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** | -5,000.00 | 1,500.00 | 510.31 | 17,200.00 | 21,700.00 |
| **6880 · Sponsorship Benefits** | 0.00 | | 0.00 | 10,000.00 | 10,000.00 |
| **6950 · Taxes & Licenses** | 26.25 | 50.00 | 712.02 | 1,600.00 | 1,750.00 |
| **8000 · Website Maintenance Fees** | 7,563.56 | 250.00 | 21,597.84 | 3,750.00 | 4,500.00 |
| **Total Expense** | 2,589.81 | 1,800.00 | 22,820.17 | 38,850.00 | 45,000.00 |
| **Net Ordinary Income** | -1,089.81 | -800.00 | 10,179.83 | 5,650.00 | 0.00 |
| **Net Income** | **-1,089.81** | **-800.00** | **10,179.83** | **5,650.00** | **0.00** |

SYNW

April 2025 missed budget by $290.

YTD better than budget by $4,530.-

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**NMTA CASH FLOW ANALYSIS**
**MMKT/DEPOSITORY/CHECKING ACCOUNTS**
**AS OF APRIL 30, 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 | 1,058,336 | 202,147 |
| RECEIPTS | 221,926 | 789,849 | 508,709 | 124,005 | 575,278 | 674,276 | 364,626 | 208,769 | 210,593 | 116,825 | 213,526 | 131,260 |
| DISBURSEMENTS | 248,883 | 176,904 | 178,250 | 182,372 | 176,500 | 174,370 | 355,294 | 899,054 | 339,343 | 215,136 | 1,069,715 | 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 | 1,058,336 | 202,147 | 122,422 |

| Accounts Receivables 4/30/25 | | |
|---|---|---|
| Current | $ | 87,028 |
| 30 Days | $ | - |
| 60 Days | | |
| 90 Days | | |
| 120 Days | | |
| Total | $ | 87,028 |

as of5/8/25 total A/R aging $343,398

| Accounts Payable 4/30/25 | | |
|---|---|---|
| Current | $ | 22,993 |
| 30 Days | $ | 707,587 |
| 60 Days | $ | 150 |
| 90 Days | | |
| 120 Days | | |
| Total | $ | 730,730 |

as of 5/8/25 total A/P aging $150

**As of April 30, 2025**

| | | | |
|---|---|---|---|
| **Operating Accounts** | | | |
| Cash - US Bank Checking | $ | 587,724 | |
| Cash - Petty | $ | 14 | |
| Cash - US Bank CC | $ | 470,611 | |
| | | | $ 1,058,349 |
| **Investment Accounts** | | | |
| Cash - Wells Fargo Financial | $ | 107,635 | |
| Securities-US Treasury | $ | 662,806 | |
| Investments - Bonds/Units | $ | 405,161 | |
| Compass Acct. (Equities) | $ | 499,542 | |
| | | | $ 1,675,145 |
| Total Cash/Investments | | | $ 2,733,494 |

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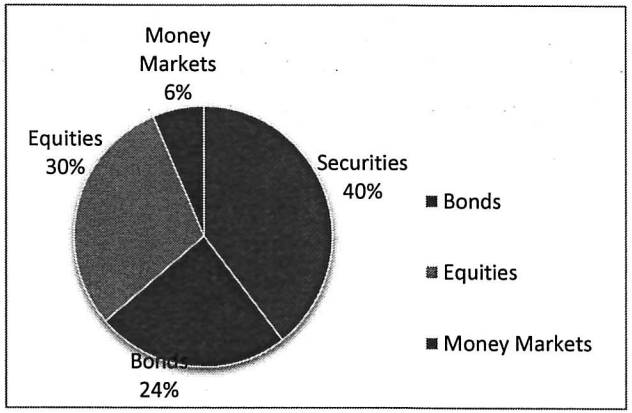
# Northwest Marine Trade Association
## Schedule of Investments
## April 30, 2025

| Banking Institution | Rating | Maturity Date | Par | Purchase Amount | Market Value 04/30/25 | Yield | Gain or (Loss) | Appx. Mos. to Maturity | Est. Ann. Income |
|---|---|---|---|---|---|---|---|---|---|
| Standard Fed Bank | CD | 02/17/15 | 64,000 | | $ - | 0.00% | - | | |
| Securities- US Treasury | | | | 0 | $ 662,806 | 0.00% | 662,806 | | $ 21,356 |
| Bond ETF/CEF | | | | 439,871 | $ 405,161 | 5.30% | (34,710) | | $ 21,476 |
| Bond Mutual Funds | | | | 599,693 | $ - | #DIV/0! | (599,693) | | $ - |
| Investments Sub-Total/Current Yield | | | **64,000** | **1,039,564** | **$ 1,067,967** | **4.01%** | **28,404** | | **42,832** |
| US Bank SWEEP | | | | | $ - | | | | |
| Money Market Wells Fargo Advisors Financial | | | | | $ 107,635 | | | | 27 |
| Compass Account {Equities} Wells Fargo Advisors | | | | | $ 499,542 | | | | 9,518 |
| **Total** | | | | | **$ 1,675,145** | | | | |

| Maturity Date | Market Value | Percent |
|---|---|---|
| | $ - | 0% |
| | $ 662,806 | 0% |
| | $ - | 0% |
| | $ - | 0% |
| | **$ 662,806** | |

**Investment Allocation**






G:\ACCOUNTING\MONTH-END\Investments\2024-2025\Investments as of 4.30.25.xlsx

Prepared by Jennifer Higgins

***Northwest Marine Trade Association***
***Balance Sheet***
***As of April 30, 2025***

***Assets***

| | 2025 | 2024 |
|---|---|---|
| **Current Assets:** | | |
| PAC Peoples Bank | $ 33,727 | $ 41,706 |
| PayPal | $ 115 | $ 13,831 |
| Cash and cash equivalents | $ 1,058,349 | $ 846,442 |
| Accounts receivable | $ 87,028 | $ 382,599 |
| Accounts receivable - Other | $ 16 | $ (701) |
| Pending Dues Receivables | $ - | $ - |
| Prepaid Expenses | $ 65,923 | $ 45,421 |
| **Total Current Assets** | **$ 1,245,158** | **$ 1,329,298** |
| Investments | $ 1,675,145 | $ 1,627,449 |
| Goodwill: NWPF | | |
| Property and equipment | $ 352,746 | $ 346,464 |
| Accumulated Depreciation | $ (281,545) | $ (258,780) |
| | $ 71,201 | $ 87,684 |
| **Total Assets** | **$ 2,991,504** | **$ 3,044,431** |

Liabilities and Net Assets

| | | |
|---|---|---|
| **Liabilities:** | | |
| Payables | $ 730,730 | $ 670,181 |
| Accrued Expenses | $ 814 | $ 643 |
| Deferred Rent Liability | $ 6,312 | $ 3,773 |
| Deferred Vacation Liability | $ 35,319 | $ 29,875 |
| Grant | $ - | $ - |
| Deferred Revenue | $ 192,280 | $ 461,536 |
| **Total Liabilities** | **$ 965,455** | **$ 1,166,007** |
| **Unrestricted Net Assets** | **$ 2,026,049** | **$ 1,878,424** |
| **Total Liabilities and Net Assets** | **$ 2,991,504** | **$ 3,044,431** |

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 | $ 82,487 |





Prepared by Jennifer Higgins