

Northwest Marine Trade Association
Consolidated Profit & Loss
December 2025

| | Dec 25 | Budget | Jul - Dec 25 | YTD Budget | Annual Budget |
|---|------------------|------------------|-------------------|-------------------|---------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4000-10 · Health Plan Participation Fee | 25,483.71 | 24,000.00 | 143,375.42 | 142,000.00 | 287,500.00 |
| 4010 · Admissions | 0.00 | 0.00 | 0.00 | 0.00 | 429,000.00 |
| 4020 · Advertising Income | 0.00 | 0.00 | 0.00 | 500.00 | 7,500.00 |
| 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 | 0.00 | 500.00 | 37,100.00 | 55,000.00 | 288,500.00 |
| 4200-10 · Dues Revenue | 5,375.00 | 7,200.00 | 310,173.75 | 318,180.00 | 334,780.00 |
| 4225-55 · Grow Boating Surcharge | 0.00 | 0.00 | 0.00 | 0.00 | 55,000.00 |
| 4350-10 · Interest Income | 8,905.03 | 200.00 | 15,183.19 | 1,250.00 | 2,500.00 |
| 4360-10 · Dividend Income | 2,955.73 | 1,625.00 | 12,538.37 | 9,750.00 | 19,500.00 |
| 4400-10 · Realized Gain / Loss | 0.00 | 0.00 | 39,778.63 | 0.00 | 0.00 |
| 4450 · Miscellaneous Income | 2,675.19 | 3,330.00 | 13,152.54 | 11,325.00 | 43,000.00 |
| 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 | 0.00 | 0.00 | 30,750.00 | 30,000.00 | 66,500.00 |
| 4650 · Space Rental | 0.00 | 0.00 | 0.00 | 0.00 | 2,633,415.00 |
| 4750 · Registration Fees | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Income | 45,394.66 | 36,855.00 | 602,051.90 | 568,005.00 | 4,225,795.00 |
| Gross Profit | 45,394.66 | 36,855.00 | 602,051.90 | 568,005.00 | 4,225,795.00 |
| Expense | | | | | |
| 6000 · Advertising | 0.00 | 1,000.00 | 0.00 | 4,500.00 | 398,000.00 |
| 6025 · Auto Expense | 16.25 | 175.00 | 1,067.20 | 2,200.00 | 5,825.00 |
| 6030 · Bad Debt Expense | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| 6040 · Bank Charge | 473.88 | 275.00 | 8,781.07 | 5,325.00 | 48,850.00 |
| 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
December 2025

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 25</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---------------------------------------|---------------|---------------|---------------------|-------------------|----------------------|
| 6075-10 · Board & Committee Expense | 215.23 | 750.00 | 969.29 | 1,350.00 | 5,000.00 |
| 6080-10 · Board Planning Session | 0.00 | 0.00 | 0.00 | 0.00 | 1,500.00 |
| 6125 · Computer Support | 1,018.05 | 1,500.00 | 5,948.81 | 7,700.00 | 15,500.00 |
| 6150 · Contract Services | 750.00 | -1,250.00 | 9,500.00 | 12,750.00 | 526,000.00 |
| 6175 · Decorating | 0.00 | 0.00 | 0.00 | 0.00 | 161,500.00 |
| 6200 · Depreciation | 1,996.67 | 1,900.00 | 11,463.72 | 11,350.00 | 22,750.00 |
| 6215-10 · Donations/Contributions | 0.00 | 0.00 | 0.00 | 1,150.00 | 1,500.00 |
| 6225 · Dues | 550.00 | 1,000.00 | 1,295.38 | 4,000.00 | 5,550.00 |
| 6275-10 · Employee Health Insurance | 7,919.81 | 6,750.00 | 51,283.86 | 48,600.00 | 106,200.00 |
| 6285-10 · 401K Admin/Contrib | 4,565.55 | 5,950.00 | 27,277.07 | 28,150.00 | 59,800.00 |
| 6325 · Exhibitor Expense | 0.00 | 0.00 | 0.00 | 0.00 | 79,500.00 |
| 6375 · Food | 120.18 | 1,025.00 | 6,571.73 | 15,750.00 | 32,600.00 |
| 6475 · Insurance | 0.00 | 0.00 | 32,130.99 | 32,400.00 | 73,500.00 |
| 6500-10 · Legislative | 8,288.00 | 8,925.00 | 49,726.45 | 50,875.00 | 112,000.00 |
| 6525-10 · Membership Services | 1,309.01 | 0.00 | 8,059.01 | 9,450.00 | 22,500.00 |
| 6550 · Miscellaneous Expense | 0.00 | 150.00 | 0.00 | 1,350.00 | 3,800.00 |
| 6575 · Office Expense | 242.32 | 1,250.00 | 3,268.81 | 8,875.00 | 21,600.00 |
| 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 | 38.00 | 400.00 | 248.01 | 1,500.00 | 6,000.00 |
| 6650 · Printing | 0.00 | 0.00 | 1,228.74 | 2,700.00 | 15,950.00 |
| 6675 · Professional Services | 13,050.56 | 3,900.00 | 54,781.98 | 57,600.00 | 99,500.00 |
| 6700 · Promotion | 2,500.00 | 0.00 | 24,657.27 | 26,500.00 | 151,500.00 |
| 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 | 6,000.00 |
| 6725 · Repairs & Maint - Facility | 0.00 | 250.00 | 0.00 | 250.00 | 500.00 |
| 6735 · Repairs & Maint - Equipment | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 6750 · Repairs & Maint-Office Machine | 56.08 | 55.00 | 985.77 | 1,120.00 | 2,500.00 |

**Northwest Marine Trade Association
Consolidated Profit & Loss
December 2025**

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 25</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---|--------------------------|--------------------------|---------------------------|---------------------------|-------------------------|
| 6775-10 · Salaries | 79,148.36 | 80,000.00 | 457,674.76 | 450,000.00 | 962,000.00 |
| 6800 · Site Expense | 0.00 | 0.00 | 0.00 | 0.00 | 150,100.00 |
| 6825 · Speaker | 0.00 | 0.00 | 0.00 | 1,500.00 | 14,000.00 |
| 6850 · Special Projects-Split | 0.00 | 0.00 | 0.00 | 0.00 | 41,379.00 |
| 6875 · VIP Event | 0.00 | 0.00 | 0.00 | 0.00 | 25,000.00 |
| 6880 · Sponsorship Benefits | 0.00 | 0.00 | 750.00 | 2,500.00 | 18,500.00 |
| 6900 · Subscriptions | 0.00 | 0.00 | 0.00 | 250.00 | 250.00 |
| 6925-10 · Taxes - Payroll | 5,481.36 | 7,500.00 | 37,459.86 | 38,250.00 | 84,525.00 |
| 6950 · Taxes & Licenses | 1,106.84 | 1,285.00 | 5,665.44 | 7,455.00 | 117,250.00 |
| 6975 · Rent | 4,063.00 | 4,050.00 | 38,812.47 | 28,750.00 | 520,150.00 |
| 6980 · Rent - Other | 1,605.00 | 1,455.00 | 9,330.00 | 8,730.00 | 79,750.00 |
| 7025 · Telephone | 1,165.00 | 1,150.00 | 6,797.53 | 6,900.00 | 14,866.00 |
| 7050-10 · Training/Conferences/Seminars | 0.00 | 0.00 | 0.00 | 1,500.00 | 4,500.00 |
| 7075 · Travel Expense | 50.49 | 500.00 | 5,095.52 | 7,700.00 | 21,650.00 |
| 8000 · Website Maintenance Fees | 620.33 | 2,875.00 | 8,423.06 | 11,500.00 | 51,000.00 |
| 9000 · Contingency | 0.00 | 0.00 | 0.00 | 0.00 | 16,000.00 |
| Total Expense | <u>136,349.97</u> | <u>132,820.00</u> | <u>869,253.80</u> | <u>900,480.00</u> | <u>4,198,095.00</u> |
| Net Ordinary Income | <u>-90,955.31</u> | <u>-95,965.00</u> | <u>-267,201.90</u> | <u>-332,475.00</u> | <u>27,700.00</u> |
| Net Income | <u><u>-90,955.31</u></u> | <u><u>-95,965.00</u></u> | <u><u>-267,201.90</u></u> | <u><u>-332,475.00</u></u> | <u><u>27,700.00</u></u> |

CONSOLIDATED

December 2025 Better than Budget \$5,010

YTD Better than Budget \$65,273

311

**Northwest Marine Trade Association
Association
December 2025**

| | Dec 25 | Budget | Jul - Dec 25 | YTD Budget | Annual Budget |
|---|------------------|------------------|-------------------|-------------------|-------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4000-10 · Health Plan Participation Fee | 25,483.71 | 24,000.00 | 143,375.42 | 142,000.00 | 287,500.00 |
| 4020 · Advertising Income | 0.00 | 0.00 | 0.00 | 500.00 | 2,500.00 |
| 4100 · Sponsorships | 0.00 | 0.00 | 0.00 | 0.00 | 5,000.00 |
| 4200-10 · Dues Revenue | 5,375.00 | 7,200.00 | 310,173.75 | 318,180.00 | 334,780.00 |
| 4350-10 · Interest Income | 8,905.03 | 200.00 | 15,183.19 | 1,250.00 | 2,500.00 |
| 4360-10 · Dividend Income | 2,955.73 | 1,625.00 | 12,538.37 | 9,750.00 | 19,500.00 |
| 4450 · Miscellaneous Income | 0.00 | 0.00 | 641.88 | 2,500.00 | 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 |
| 4750 · Registration Fees | 0.00 | | 0.00 | | |
| Total Income | 42,719.47 | 33,025.00 | 481,912.61 | 474,180.00 | 654,780.00 |
| Gross Profit | 42,719.47 | 33,025.00 | 481,912.61 | 474,180.00 | 654,780.00 |
| Expense | | | | | |
| 6000 · Advertising | 0.00 | 0.00 | 0.00 | 500.00 | 1,000.00 |
| 6025 · Auto Expense | 16.25 | 175.00 | 741.57 | 1,525.00 | 3,000.00 |
| 6030 · Bad Debt Expense | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| 6040 · Bank Charge | 473.88 | 275.00 | 7,071.67 | 4,475.00 | 9,500.00 |
| 6075-10 · Board & Committee Expense | 215.23 | 750.00 | 969.29 | 1,350.00 | 5,000.00 |
| 6080-10 · Board Planning Session | 0.00 | 0.00 | 0.00 | 0.00 | 1,500.00 |
| 6125 · Computer Support | 1,018.05 | 1,500.00 | 5,948.81 | 7,700.00 | 12,000.00 |
| 6150 · Contract Services | 750.00 | 750.00 | 4,500.00 | 5,250.00 | 13,000.00 |
| 6200 · Depreciation | 1,996.67 | 1,900.00 | 11,463.72 | 11,350.00 | 22,750.00 |
| 6215-10 · Donations/Contributions | 0.00 | 0.00 | 0.00 | 1,150.00 | 1,500.00 |
| 6225 · Dues | 0.00 | 1,000.00 | 745.38 | 4,000.00 | 5,000.00 |
| 6275-10 · Employee Health Insurance | 7,919.81 | 6,750.00 | 51,283.86 | 48,600.00 | 106,200.00 |
| 6285-10 · 401K Admin/Contrib | 4,565.55 | 5,950.00 | 27,277.07 | 28,150.00 | 59,800.00 |
| 6375 · Food | 120.18 | 900.00 | 1,451.73 | 3,000.00 | 9,500.00 |
| 6475 · Insurance | 0.00 | 0.00 | 32,130.99 | 31,900.00 | 32,000.00 |

**Northwest Marine Trade Association
Association
December 2025**

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 25</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---|--------------------------|--------------------------|---------------------------|---------------------------|-----------------------------|
| 6500-10 · Legislative | 8,288.00 | 8,925.00 | 49,726.45 | 50,875.00 | 112,000.00 |
| 6525-10 · Membership Services | 1,309.01 | 0.00 | 8,059.01 | 9,450.00 | 22,500.00 |
| 6550 · Miscellaneous Expense | 0.00 | 0.00 | 0.00 | 0.00 | 250.00 |
| 6575 · Office Expense | 242.32 | 1,250.00 | 2,805.19 | 8,775.00 | 18,500.00 |
| 6595-10 · Penalty & Interest | 0.00 | 0.00 | 0.00 | 0.00 | 250.00 |
| 6625 · Postage | 38.00 | 250.00 | 248.01 | 1,200.00 | 2,500.00 |
| 6650 · Printing | 0.00 | 0.00 | 0.00 | 450.00 | 450.00 |
| 6675 · Professional Services | 13,050.56 | 3,900.00 | 54,781.98 | 57,600.00 | 95,000.00 |
| 6700 · Promotion | 0.00 | 0.00 | 1,983.18 | 5,500.00 | 7,500.00 |
| 6725 · Repairs & Maint - Facility | 0.00 | 250.00 | 0.00 | 250.00 | 500.00 |
| 6735 · Repairs & Maint - Equipment | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 6750 · Repairs & Maint-Office Machine | 56.08 | 55.00 | 985.77 | 1,120.00 | 2,500.00 |
| 6775-10 · Salaries | 79,148.36 | 80,000.00 | 457,674.76 | 450,000.00 | 962,000.00 |
| 6900 · Subscriptions | 0.00 | 0.00 | 0.00 | 250.00 | 250.00 |
| 6925-10 · Taxes - Payroll | 5,481.36 | 7,500.00 | 37,459.86 | 38,250.00 | 84,525.00 |
| 6950 · Taxes & Licenses | 780.74 | 825.00 | 3,915.97 | 4,580.00 | 10,500.00 |
| 6975 · Rent | 4,063.00 | 4,050.00 | 24,378.00 | 24,250.00 | 48,500.00 |
| 6980 · Rent - Other | 1,605.00 | 1,455.00 | 9,330.00 | 8,730.00 | 19,500.00 |
| 7025 · Telephone | 1,165.00 | 1,150.00 | 6,797.53 | 6,900.00 | 13,750.00 |
| 7050-10 · Training/Conferences/Seminars | 0.00 | 0.00 | 0.00 | 1,500.00 | 4,500.00 |
| 7075 · Travel Expense | 50.49 | 500.00 | 3,705.95 | 5,750.00 | 12,000.00 |
| 8000 · Website Maintenance Fees | 620.33 | 2,500.00 | 8,242.76 | 10,250.00 | 18,000.00 |
| 9000 · Contingency | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 |
| Total Expense | <u>132,973.87</u> | <u>132,560.00</u> | <u>813,678.51</u> | <u>834,630.00</u> | <u>1,719,225.00</u> |
| Net Ordinary Income | <u>-90,254.40</u> | <u>-99,535.00</u> | <u>-331,765.90</u> | <u>-360,450.00</u> | <u>-1,064,445.00</u> |
| Net Income | <u>-90,254.40</u> | <u>-99,535.00</u> | <u>-331,765.90</u> | <u>-360,450.00</u> | <u>-1,064,445.00</u> |

ASSOCIATION

Dec. 2025 BETTER THAN BUDGET \$9,281
 YTD BETTER THAN BUDGET \$28,684
 5

**Northwest Marine Trade Association
Seattle Boat Show
December 2025**

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 25</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|----------------------------------|-----------------|-----------------|---------------------|-------------------|----------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4010 · Admissions | 0.00 | 0.00 | 0.00 | 0.00 | 405,000.00 |
| 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 | 215,000.00 |
| 4450 · Miscellaneous Income | 2,675.19 | 3,330.00 | 10,485.66 | 8,825.00 | 36,000.00 |
| 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 | 36,000.00 |
| 4650 · Space Rental | 0.00 | 0.00 | 0.00 | 0.00 | 2,455,415.00 |
| Total Income | <u>2,675.19</u> | <u>3,330.00</u> | <u>10,485.66</u> | <u>8,825.00</u> | <u>3,211,015.00</u> |
| Gross Profit | 2,675.19 | 3,330.00 | 10,485.66 | 8,825.00 | 3,211,015.00 |
| 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 | 36,000.00 |
| 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 | 3,500.00 |
| 6150 · Contract Services | 0.00 | 0.00 | 0.00 | 0.00 | 491,500.00 |
| 6175 · Decorating | 0.00 | 0.00 | 0.00 | 0.00 | 139,000.00 |
| 6325 · Exhibitor Expense | 0.00 | 0.00 | 0.00 | 0.00 | 78,000.00 |
| 6375 · Food | 0.00 | 0.00 | 0.00 | 0.00 | 6,750.00 |
| 6475 · Insurance | 0.00 | 0.00 | 0.00 | 0.00 | 38,500.00 |
| 6550 · Miscellaneous Expense | 0.00 | 0.00 | 0.00 | 0.00 | 2,000.00 |
| 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 |
| 6625 · Postage | 0.00 | 0.00 | 0.00 | 0.00 | 2,500.00 |

611

**Northwest Marine Trade Association
Seattle Boat Show
December 2025**

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 25</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|------------------------------------|------------------------|------------------------|-------------------------|------------------------|----------------------------|
| 6650 · Printing | 0.00 | 0.00 | 0.00 | 0.00 | 10,000.00 |
| 6675 · Professional Services | 0.00 | 0.00 | 0.00 | 0.00 | 4,500.00 |
| 6700 · Promotion | 0.00 | 0.00 | 0.00 | 0.00 | 100,000.00 |
| 6725-20 · Facility Fee SBS | 0.00 | 0.00 | 0.00 | 0.00 | 6,000.00 |
| 6735 · Repairs & Maint - Equipment | 0.00 | | 0.00 | | 0.00 |
| 6800 · Site Expense | 0.00 | 0.00 | 0.00 | 0.00 | 146,000.00 |
| 6825 · Speaker | 0.00 | 0.00 | 0.00 | 0.00 | 12,500.00 |
| 6875 · VIP Event | 0.00 | 0.00 | 0.00 | 0.00 | 25,000.00 |
| 6880 · Sponsorship Benefits | 0.00 | 0.00 | 0.00 | 0.00 | 11,500.00 |
| 6950 · Taxes & Licenses | 69.58 | 50.00 | 228.27 | 175.00 | 98,000.00 |
| 6975 · Rent | 0.00 | 0.00 | 0.00 | 0.00 | 465,000.00 |
| 6980 · Rent - Other | 0.00 | 0.00 | 0.00 | 0.00 | 56,500.00 |
| 7025 · Telephone | 0.00 | | 0.00 | | 1,000.00 |
| 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 | 26,500.00 |
| 9000 · Contingency | 0.00 | 0.00 | 0.00 | 0.00 | 10,000.00 |
| Total Expense | <u>69.58</u> | <u>50.00</u> | <u>228.27</u> | <u>175.00</u> | <u>2,196,500.00</u> |
| Net Ordinary Income | <u>2,605.61</u> | <u>3,280.00</u> | <u>10,257.39</u> | <u>8,650.00</u> | <u>1,014,515.00</u> |
| Net Income | <u><u>2,605.61</u></u> | <u><u>3,280.00</u></u> | <u><u>10,257.39</u></u> | <u><u>8,650.00</u></u> | <u><u>1,014,515.00</u></u> |

January / February 2026 EVENT

Northwest Marine Trade Association
Grow Boating
December 2025

| | Dec 25 | Budget | Jul - Dec 25 | YTD Budget | Annual Budget |
|----------------------------------|--------------|------------------|------------------|-------------------|---------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4225-55 · Grow Boating Surcharge | 0.00 | 0.00 | 0.00 | 0.00 | 55,000.00 |
| 4450 · Miscellaneous Income | 0.00 | 0.00 | 2,025.00 | 0.00 | 0.00 |
| Total Income | 0.00 | 0.00 | 2,025.00 | 0.00 | 55,000.00 |
| Gross Profit | 0.00 | 0.00 | 2,025.00 | 0.00 | 55,000.00 |
| Expense | | | | | |
| 6000 · Advertising | 0.00 | 1,000.00 | 0.00 | 2,500.00 | 4,500.00 |
| 6025 · Auto Expense | 0.00 | 0.00 | 0.00 | 300.00 | 500.00 |
| 6150 · Contract Services | 0.00 | 0.00 | 5,000.00 | 7,500.00 | 15,000.00 |
| 6375 · Food | 0.00 | 125.00 | 0.00 | 250.00 | 350.00 |
| 6475 · Insurance | 0.00 | 0.00 | 0.00 | 500.00 | 500.00 |
| 6550 · Miscellaneous Expense | 0.00 | 0.00 | 0.00 | 50.00 | 100.00 |
| 6575 · Office Expense | 0.00 | 0.00 | 0.00 | 100.00 | 150.00 |
| 6625 · Postage | 0.00 | 150.00 | 0.00 | 300.00 | 500.00 |
| 6650 · Printing | 0.00 | 0.00 | 0.00 | 250.00 | 500.00 |
| 6700 · Promotion | 0.00 | 0.00 | 5,564.16 | 8,500.00 | 10,000.00 |
| 6705-55 · Grants GB | 0.00 | 0.00 | 0.00 | 0.00 | 20,000.00 |
| 6950 · Taxes & Licenses | 0.96 | 10.00 | 44.10 | 100.00 | 1,500.00 |
| 7075 · Travel Expense | 0.00 | 0.00 | 0.00 | 200.00 | 400.00 |
| 8000 · Website Maintenance Fees | 0.00 | 250.00 | 0.00 | 500.00 | 1,000.00 |
| Total Expense | 0.96 | 1,535.00 | 10,608.26 | 21,050.00 | 55,000.00 |
| Net Ordinary Income | -0.96 | -1,535.00 | -8,583.26 | -21,050.00 | 0.00 |
| Net Income | <u>-0.96</u> | <u>-1,535.00</u> | <u>-8,583.26</u> | <u>-21,050.00</u> | <u>0.00</u> |

Grow Boating

NO ACTIVITY DEC. 2025 EXCEPT \$.96 QUARTERLY TAXES
 YTD BETTER THAN BUDGET \$12,467

8

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

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 25</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--------------------------------|-----------------------|------------------------|-------------------------|-------------------------|-------------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4100 · Sponsorships | 0.00 | 0.00 | 27,600.00 | 20,000.00 | 20,000.00 |
| 4600 · Seminar Income | 0.00 | 0.00 | 30,750.00 | 30,000.00 | 30,000.00 |
| 4750 · Registration Fees | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Income | <u>0.00</u> | <u>0.00</u> | <u>58,350.00</u> | <u>50,000.00</u> | <u>50,000.00</u> |
| Gross Profit | 0.00 | 0.00 | 58,350.00 | 50,000.00 | 50,000.00 |
| Expense | | | | | |
| 6025 · Auto Expense | 0.00 | 0.00 | 325.63 | 375.00 | 375.00 |
| 6040 · Bank Charge | 0.00 | 0.00 | 1,709.40 | 850.00 | 850.00 |
| 6150 · Contract Services | 0.00 | -2,000.00 | 0.00 | 0.00 | 0.00 |
| 6375 · Food | 0.00 | 0.00 | 5,120.00 | 12,500.00 | 12,500.00 |
| 6550 · Miscellaneous Expense | 0.00 | 0.00 | 0.00 | 1,000.00 | 1,000.00 |
| 6575 · Office Expense | 0.00 | | 463.62 | | |
| 6650 · Printing | 0.00 | 0.00 | 1,228.74 | 2,000.00 | 2,000.00 |
| 6700 · Promotion | 0.00 | 0.00 | 2,109.93 | 0.00 | 0.00 |
| 6825 · Speaker | 0.00 | 0.00 | 0.00 | 1,500.00 | 1,500.00 |
| 6950 · Taxes & Licenses | 249.15 | 250.00 | 1,270.28 | 1,250.00 | 1,250.00 |
| 6975 · Rent | 0.00 | 0.00 | 14,434.47 | 4,500.00 | 4,500.00 |
| 7075 · Travel Expense | 0.00 | 0.00 | 1,389.57 | 1,750.00 | 1,750.00 |
| Total Expense | <u>249.15</u> | <u>-1,750.00</u> | <u>28,051.64</u> | <u>25,725.00</u> | <u>25,725.00</u> |
| Net Ordinary Income | <u>-249.15</u> | <u>1,750.00</u> | <u>30,298.36</u> | <u>24,275.00</u> | <u>24,275.00</u> |
| Net Income | <u><u>-249.15</u></u> | <u><u>1,750.00</u></u> | <u><u>30,298.36</u></u> | <u><u>24,275.00</u></u> | <u><u>24,275.00</u></u> |

MARINA CONFERENCE

DEC. 2025 Quarterly TAXES \$249.15
 BETTER THAN BUDGET \$6,023

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

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 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 | 0.00 |
| 4100 · Sponsorships | 0.00 | 0.00 | 0.00 | 0.00 | 13,500.00 |
| 4450 · Miscellaneous Income | 0.00 | 0.00 | 0.00 | 0.00 | 4,500.00 |
| 4650 · Space Rental | 0.00 | 0.00 | 0.00 | 0.00 | 178,000.00 |
| Total Income | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>220,000.00</u> |
| Gross Profit | 0.00 | 0.00 | 0.00 | 0.00 | 220,000.00 |
| 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 | 2,500.00 |
| 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 | 6,500.00 |
| 6175 · Decorating | 0.00 | 0.00 | 0.00 | 0.00 | 22,500.00 |
| 6325 · Exhibitor Expense | 0.00 | 0.00 | 0.00 | 0.00 | 1,500.00 |
| 6375 · Food | 0.00 | 0.00 | 0.00 | 0.00 | 3,500.00 |
| 6475 · Insurance | 0.00 | 0.00 | 0.00 | 0.00 | 2,500.00 |
| 6550 · Miscellaneous Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 6575 · Office Expense | 0.00 | 0.00 | 0.00 | 0.00 | 450.00 |
| 6625 · Postage | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 |
| 6650 · Printing | 0.00 | 0.00 | 0.00 | 0.00 | 3,000.00 |
| 6700 · Promotion | 0.00 | 0.00 | 0.00 | 0.00 | 9,000.00 |
| 6800 · Site Expense | 0.00 | 0.00 | 0.00 | 0.00 | 4,100.00 |
| 6850 · Special Projects-Split | 0.00 | 0.00 | 0.00 | 0.00 | 41,379.00 |
| 6880 · Sponsorship Benefits | 0.00 | 0.00 | 0.00 | 0.00 | 3,500.00 |
| 6950 · Taxes & Licenses | 0.00 | 0.00 | 0.00 | 0.00 | 4,500.00 |

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Accrual Basis

Northwest Marine Trade Association
Anacortes Boat & Yacht Show
December 2025

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 25</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---------------------------------|--------------------|--------------------|---------------------|--------------------|-------------------------|
| 6975 · Rent | 0.00 | 0.00 | 0.00 | 0.00 | 2,150.00 |
| 6980 · Rent - Other | 0.00 | 0.00 | 0.00 | 0.00 | 3,750.00 |
| 7025 · Telephone | 0.00 | 0.00 | 0.00 | 0.00 | 116.00 |
| 7075 · Travel Expense | 0.00 | 0.00 | 0.00 | 0.00 | 5,000.00 |
| 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>0.00</u> | <u>0.00</u> | <u>166,645.00</u> |
| Net Ordinary Income | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>53,355.00</u> |
| Net Income | <u><u>0.00</u></u> | <u><u>0.00</u></u> | <u><u>0.00</u></u> | <u><u>0.00</u></u> | <u><u>53,355.00</u></u> |

MAY 2026 EVENT

Northwest Marine Trade Association
 Superyacht Northwest
 December 2025

| | <u>Dec 25</u> | <u>Budget</u> | <u>Jul - Dec 25</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---------------------------------|-------------------------|---------------------|-------------------------|-------------------------|----------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4100 · Sponsorships | 0.00 | 500.00 | 9,500.00 | 35,000.00 | 35,000.00 |
| Total Income | <u>0.00</u> | <u>500.00</u> | <u>9,500.00</u> | <u>35,000.00</u> | <u>35,000.00</u> |
| Gross Profit | 0.00 | 500.00 | 9,500.00 | 35,000.00 | 35,000.00 |
| Expense | | | | | |
| 6000 · Advertising | 0.00 | 0.00 | 0.00 | 1,500.00 | 2,500.00 |
| 6225 · Dues | 550.00 | 0.00 | 550.00 | 0.00 | 550.00 |
| 6550 · Miscellaneous Expense | 0.00 | 150.00 | 0.00 | 300.00 | 450.00 |
| 6700 · Promotion | 2,500.00 | 0.00 | 15,000.00 | 12,500.00 | 25,000.00 |
| 6880 · Sponsorship Benefits | 0.00 | 0.00 | 750.00 | 2,500.00 | 3,500.00 |
| 6950 · Taxes & Licenses | 6.41 | 150.00 | 206.82 | 1,350.00 | 1,500.00 |
| 8000 · Website Maintenance Fees | 0.00 | 125.00 | 180.30 | 750.00 | 1,500.00 |
| Total Expense | <u>3,056.41</u> | <u>425.00</u> | <u>16,687.12</u> | <u>18,900.00</u> | <u>35,000.00</u> |
| Net Ordinary Income | -3,056.41 | 75.00 | -7,187.12 | 16,100.00 | 0.00 |
| Net Income | <u>-3,056.41</u> | <u>75.00</u> | <u>-7,187.12</u> | <u>16,100.00</u> | <u>0.00</u> |

SYNW

DEC. 2025 MISSED BUDGET BY \$ 3,131

YTD MISSED BUDGET \$ 23,287

UNSPONT CARRY FORWARD FROM FYE 23/24/25

\$27,049 LEAVING POSITIVE BALANCE OF \$13,762

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

FOR FISCAL YEAR-ENDING 2023 THRU 2026

| 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 | 372,605 |
| RECEIPTS | 221,926 | 789,849 | 508,709 | 124,005 | 575,278 | 674,276 | 364,626 | 208,769 | 210,593 | 116,825 | 234,049 | 147,312 |
| DISBURSEMENTS | 248,883 | 176,904 | 178,250 | 182,372 | 176,500 | 174,370 | 355,294 | 899,054 | 339,343 | 215,136 | 919,779 | 235,064 |
| 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 | 372,605 | 284,853 |
| 2025-2026 | JULY 2025 | AUGUST 2025 | SEPTEMBER 2025 | OCTOBER 2025 | NOVEMBER 2025 | DECEMBER 2025 | JANUARY 2026 | FEBRUARY 2026 | MARCH 2026 | APRIL 2026 | MAY 2026 | JUNE 2026 |
| BEGINNING CASH | 284,853 | 197,995 | 879,128 | 1,334,039 | 1,282,523 | 1,716,422 | 2,190,078 | 1,761,015 | 1,224,856 | 1,142,096 | 324,781 | 266,895 |
| RECEIPTS | 182,735 | 841,370 | 618,927 | 101,551 | 602,804 | 675,610 | 124,887 | 280,026 | 184,675 | 147,105 | 225,125 | 129,625 |
| DISBURSEMENTS | 269,593 | 160,238 | 164,016 | 153,066 | 168,906 | 201,953 | 553,950 | 816,185 | 267,435 | 964,420 | 283,011 | 246,489 |
| ENDING CASH | 197,995 | 879,128 | 1,334,039 | 1,282,523 | 1,716,422 | 2,190,078 | 1,761,015 | 1,224,856 | 1,142,096 | 324,781 | 266,895 | 150,031 |

Accounts Receivables 12/31/25

| | |
|----------|------------------|
| Current | \$ 27,023 |
| 30 Days | \$ 55,739 |
| 60 Days | |
| 90 Days | |
| 120 Days | |
| Total | <u>\$ 82,762</u> |

as of 1/9/26 total A/R aging \$49,498

Accounts Payable 12/31/25

| | |
|----------|------------------|
| Current | \$ 9,690 |
| 30 Days | \$ 1,055 |
| 60 Days | |
| 90 Days | |
| 120 Days | |
| Total | <u>\$ 10,745</u> |

as of 1/9/26 total A/P aging \$18,143

Operating Accounts

| | |
|-------------------------|---------------------|
| Cash - US Bank Checking | \$ 1,642,520 |
| Cash - Petty | \$ 14 |
| Cash - US Bank CC | \$ 547,558 |
| | <u>\$ 2,190,091</u> |

Investment Accounts

| | |
|------------------------------|---------------------|
| Cash - Wells Fargo Financial | \$ 290,938 |
| Securities-US Treasury | \$ 632,287 |
| Investments - Bonds/Units | \$ 306,056 |
| Compass Acct. (Equities) | \$ 525,766 |
| | <u>\$ 1,755,047</u> |

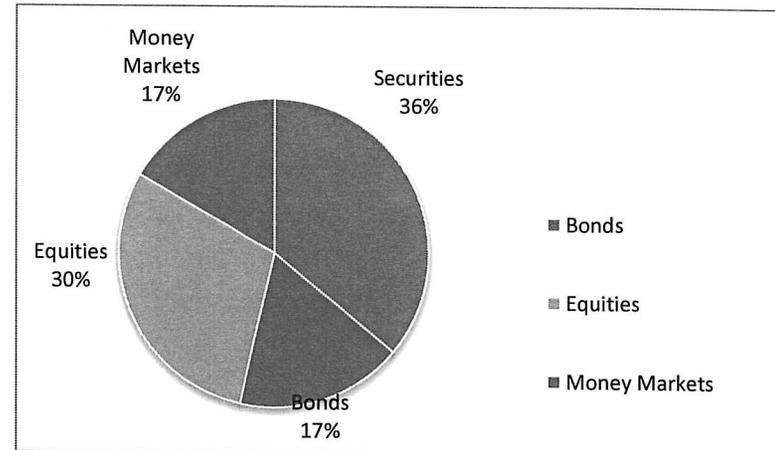
Total Cash/Investments \$ 3,945,138

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

| <u>Banking Institution</u> | <u>Rating</u> | <u>Maturity Date</u> | <u>Par</u> | <u>Purchase Amount</u> | <u>Market Value 12/31/25</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 | \$ 632,287 | 0.00% | 632,287 | | \$ 20,606 |
| Bond Mutual Funds | | | | 439,871 | \$ 306,056 | 4.97% | (133,816) | | \$ 15,204 |
| | | | | 0 | \$ - | 0.00% | - | | \$ - |
| Investments Sub-Total/Current Yield | | | <u>64,000</u> | <u>439,871</u> | <u>\$ 938,342</u> | <u>3.82%</u> | <u>498,471</u> | | <u>35,810</u> |
| US Bank SWEEP | | | | | \$ - | | | | |
| Money Market Wells Fargo Advisors Financial | | | | | \$ 290,938 | | | | 145 |
| Compass Account {Equities} Wells Fargo Advisors | | | | | \$ 525,766 | | | | 8,241 |
| Total | | | | | <u>\$ 1,755,047</u> | | | | |

Investment Allocation



14

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

Assets

| | ----- 2025 ----- | ----- 2024 ----- |
|-----------------------------|----------------------------|----------------------------|
| Current Assets: | | |
| PAC Peoples Bank | \$ 45,902 | \$ 33,177 |
| PayPal | \$ 115 | \$ 115 |
| Cash and cash equivalents | \$ 2,190,091 | \$ 1,966,362 |
| Accounts receivable | \$ 82,762 | \$ 147,440 |
| Accounts receivable - Other | \$ (383) | \$ - |
| Pending Dues Receivables | \$ - | \$ - |
| Prepaid Expenses | \$ 202,332 | \$ 206,743 |
| Total Current Assets | \$ 2,520,818 | \$ 2,353,836 |
| Investments | \$ 1,755,047 | \$ 1,682,705 |
| Goodwill: | | |
| Property and equipment | \$ 359,786 | \$ 346,464 |
| Accumulated Depreciation | \$ (296,767) | \$ (274,028) |
| | <u>\$ 63,019</u> | <u>\$ 72,436</u> |
| Total Assets | <u>\$ 4,338,884</u> | <u>\$ 4,108,977</u> |

Liabilities and Net Assets

| | | |
|---|----------------------------|----------------------------|
| Liabilities: | | |
| Payables | \$ 10,745 | \$ 28,168 |
| Accrued Expenses | \$ 1,182 | \$ 1,186 |
| Deferred Rent Liability | \$ 7,470 | \$ 6,312 |
| Deferred Vacation Liability | \$ 36,375 | \$ 35,319 |
| Grant | \$ - | \$ - |
| Deferred Revenue | \$ 2,649,693 | \$ 2,538,177 |
| Total Liabilities | \$ 2,705,466 | \$ 2,609,161 |
| Unrestricted Net Assets | \$ 1,633,417 | \$ 1,499,816 |
| Total Liabilities and Net Assets | <u>\$ 4,338,884</u> | <u>\$ 4,108,977</u> |

| Board Designated Amount for Grow Boating in Unrestricted Net Assets | | | |
|--|------------------------------------|------------|----------------------|
| YE | Revenue | Expense | Net Income (Loss) |
| | Balance carry forward through 2018 | | \$ 70,452 |
| 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 |
| 2025 | \$ 58,910 | \$ 53,339 | \$ 5,571 |
| | | Total | <u>\$ 88,058</u> |