

10:48 AM

06/09/26

Accrual Basis

Northwest Marine Trade Association
Consolidated Profit & Loss
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	19,443.99	25,500.00	256,434.74	263,000.00	287,500.00
4010 · Admissions	24,030.00	24,000.00	405,185.30	429,000.00	429,000.00
4020 · Advertising Income	1,202.50	500.00	2,162.50	7,500.00	7,500.00
4025-20 · Adv Income Program SBS	0.00		0.00	0.00	0.00
4030 · Badges	0.00	0.00	4,305.00	3,600.00	3,600.00
4100 · Sponsorships	14,150.00	13,500.00	280,100.00	283,500.00	288,500.00
4200-10 · Dues Revenue	660.00	1,170.00	322,798.75	333,610.00	334,780.00
4225-55 · Grow Boating Surcharge	0.00	0.00	55,102.50	55,000.00	55,000.00
4350-10 · Interest Income	184.49	250.00	19,984.26	2,300.00	2,500.00
4360-10 · Dividend Income	1,814.02	1,625.00	20,355.40	17,875.00	19,500.00
4400-10 · Realized Gain / Loss	2,086.61	0.00	47,950.29	0.00	0.00
4450 · Miscellaneous Income	5,030.74	4,100.00	32,947.29	43,000.00	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	15,300.00	0.00	0.00
4555 · Parking	0.00	0.00	58,573.80	55,000.00	55,000.00
4600 · Seminar Income	0.00	0.00	57,945.00	66,000.00	66,500.00
4650 · Space Rental	212,949.63	178,000.00	2,742,330.90	2,633,415.00	2,633,415.00
4750 · Registration Fees	0.00	0.00	0.00	0.00	0.00
Total Income	281,551.98	248,645.00	4,321,475.73	4,192,800.00	4,225,795.00
Gross Profit	281,551.98	248,645.00	4,321,475.73	4,192,800.00	4,225,795.00
Expense					
6000 · Advertising	58,893.72	41,000.00	445,157.75	397,000.00	398,000.00
6025 · Auto Expense	918.72	1,550.00	3,549.09	5,575.00	5,825.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	2,705.83	2,725.00	49,060.90	45,600.00	48,850.00
6050 · Boat & Display Handling	0.00	0.00	58,059.73	70,000.00	70,000.00

10:48 AM

06/09/26

Accrual Basis

Northwest Marine Trade Association

Consolidated Profit & Loss

May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
6075-10 · Board & Committee Expense	0.00	0.00	2,531.27	3,250.00	5,000.00
6080-10 · Board Planning Session	0.00	0.00	0.00	1,500.00	1,500.00
6125 · Computer Support	1,947.85	700.00	11,018.78	14,750.00	15,500.00
6150 · Contract Services	7,029.00	8,000.00	564,792.98	524,250.00	526,000.00
6175 · Decorating	22,965.99	22,500.00	151,869.47	161,500.00	161,500.00
6200 · Depreciation	2,522.23	1,900.00	23,549.31	20,850.00	22,750.00
6215-10 · Donations/Contributions	0.00	350.00	0.00	1,500.00	1,500.00
6225 · Dues	690.00	500.00	4,616.38	5,550.00	5,550.00
6275-10 · Employee Health Insurance	6,159.23	8,075.00	90,079.41	98,075.00	106,200.00
6285-10 · 401K Admin/Contrib	4,483.24	4,650.00	52,396.17	52,200.00	59,800.00
6325 · Exhibitor Expense	0.00	1,500.00	69,218.15	79,500.00	79,500.00
6375 · Food	3,908.06	4,250.00	17,280.72	29,000.00	32,600.00
6475 · Insurance	2,500.00	2,500.00	71,602.99	73,500.00	73,500.00
6500-10 · Legislative	8,087.00	8,950.00	90,707.19	99,050.00	112,000.00
6525-10 · Membership Services	3,750.00	0.00	16,309.01	18,750.00	22,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	3,550.00	3,800.00
6575 · Office Expense	222.57	1,700.00	10,246.78	20,350.00	21,600.00
6595-10 · Penalty & Interest	0.00	0.00	0.00	0.00	250.00
6600 · Photography	0.00	0.00	7,240.00	500.00	500.00
6625 · Postage	924.72	850.00	3,346.60	5,750.00	6,000.00
6650 · Printing	2,813.86	3,000.00	15,076.70	15,950.00	15,950.00
6675 · Professional Services	19,250.96	10,300.00	99,016.01	93,600.00	99,500.00
6700 · Promotion	18,455.26	11,500.00	150,903.15	150,500.00	151,500.00
6705-55 · Grants GB	0.00	1,500.00	15,000.00	20,000.00	20,000.00
6725-20 · Facility Fee SBS	0.00	0.00	3,863.00	6,000.00	6,000.00
6725 · Repairs & Maint - Facility	0.00	0.00	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	56.18	55.00	1,266.67	2,085.00	2,500.00

10:48 AM

06/09/26

Accrual Basis

Northwest Marine Trade Association
Consolidated Profit & Loss
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
6775-10 · Salaries	74,720.46	73,500.00	855,639.34	842,000.00	962,000.00
6800 · Site Expense	3,769.14	4,100.00	154,367.36	150,100.00	150,100.00
6825 · Speaker	0.00	0.00	10,800.00	14,000.00	14,000.00
6850 · Special Projects-Split	52,535.89	41,379.00	52,535.89	41,379.00	41,379.00
6875 · VIP Event	0.00	0.00	21,649.52	25,000.00	25,000.00
6880 · Sponsorship Benefits	4,324.13	3,500.00	18,812.86	18,500.00	18,500.00
6900 · Subscriptions	90.00	0.00	180.00	250.00	250.00
6925-10 · Taxes - Payroll	5,857.83	6,700.00	70,880.83	73,150.00	84,525.00
6950 · Taxes & Licenses	5,382.53	4,500.00	109,122.91	115,430.00	117,250.00
6975 · Rent	6,761.16	6,200.00	482,739.65	516,100.00	520,150.00
6980 · Rent - Other	5,205.00	5,250.00	68,080.38	77,250.00	79,750.00
7025 · Telephone	1,217.87	1,266.00	13,590.46	13,766.00	14,866.00
7050-10 · Training/Conferences/Seminars	0.00	1,750.00	1,465.00	4,500.00	4,500.00
7075 · Travel Expense	5,097.54	7,600.00	15,640.30	20,150.00	21,650.00
8000 · Website Maintenance Fees	6,186.62	5,625.00	38,083.69	49,125.00	51,000.00
9000 · Contingency	0.00	5,000.00	0.00	15,000.00	16,000.00
Total Expense	339,432.59	304,425.00	3,941,346.40	3,995,635.00	4,198,095.00
Net Ordinary Income	-57,880.61	-55,780.00	380,129.33	197,165.00	27,700.00
Net Income	-57,880.61	-55,780.00	380,129.33	197,165.00	27,700.00

Consolidated

May 2026 missed budget by \$2,100

YTD better than budget \$182,964

Northwest Marine Trade Association
Association
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000-10 · Health Plan Participation Fee	19,443.99	25,500.00	256,434.74	263,000.00	287,500.00
4020 · Advertising Income	0.00	500.00	0.00	2,500.00	2,500.00
4100 · Sponsorships	0.00	0.00	0.00	0.00	5,000.00
4200-10 · Dues Revenue	660.00	1,170.00	322,798.75	333,610.00	334,780.00
4350-10 · Interest Income	184.49	250.00	19,984.26	2,300.00	2,500.00
4360-10 · Dividend Income	1,814.02	1,625.00	20,355.40	17,875.00	19,500.00
4450 · Miscellaneous Income	16.50	0.00	658.38	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	22,119.00	29,045.00	620,231.53	621,785.00	654,780.00
Gross Profit	22,119.00	29,045.00	620,231.53	621,785.00	654,780.00
Expense					
6000 · Advertising	0.00	0.00	110.55	1,000.00	1,000.00
6025 · Auto Expense	0.00	250.00	2,072.61	2,750.00	3,000.00
6030 · Bad Debt Expense	0.00	0.00	0.00	0.00	1,000.00
6040 · Bank Charge	461.18	475.00	9,742.39	6,500.00	9,500.00
6075-10 · Board & Committee Expense	0.00	0.00	2,531.27	3,250.00	5,000.00
6080-10 · Board Planning Session	0.00	0.00	0.00	1,500.00	1,500.00
6125 · Computer Support	1,947.85	700.00	9,899.46	11,250.00	12,000.00
6150 · Contract Services	1,500.00	1,500.00	10,500.00	11,250.00	13,000.00
6200 · Depreciation	2,522.23	1,900.00	23,549.31	20,850.00	22,750.00
6215-10 · Donations/Contributions	0.00	350.00	0.00	1,500.00	1,500.00
6225 · Dues	690.00	500.00	4,066.38	5,000.00	5,000.00
6275-10 · Employee Health Insurance	6,159.23	8,075.00	90,079.41	98,075.00	106,200.00
6285-10 · 401K Admin/Contrib	4,483.24	4,650.00	52,396.17	52,200.00	59,800.00
6375 · Food	235.36	750.00	2,587.90	5,900.00	9,500.00
6475 · Insurance	0.00	0.00	32,230.99	32,000.00	32,000.00

10:33 AM

06/09/26

Accrual Basis

Northwest Marine Trade Association
Association
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
6500-10 · Legislative	8,087.00	8,950.00	90,707.19	99,050.00	112,000.00
6525-10 · Membership Services	3,750.00	0.00	16,309.01	18,750.00	22,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	250.00
6575 · Office Expense	156.48	1,250.00	8,368.67	17,250.00	18,500.00
6595-10 · Penalty & Interest	0.00	0.00	0.00	0.00	250.00
6625 · Postage	425.02	350.00	1,268.58	2,250.00	2,500.00
6650 · Printing	0.00	0.00	213.01	450.00	450.00
6675 · Professional Services	19,250.96	10,300.00	95,217.88	89,100.00	95,000.00
6700 · Promotion	5,000.00	0.00	7,983.18	6,500.00	7,500.00
6725 · Repairs & Maint - Facility	0.00	0.00	0.00	250.00	500.00
6735 · Repairs & Maint - Equipment	0.00		0.00	0.00	0.00
6750 · Repairs & Maint-Office Machine	56.18	55.00	1,266.67	2,085.00	2,500.00
6775-10 · Salaries	74,720.46	73,500.00	855,639.34	842,000.00	962,000.00
6900 · Subscriptions	90.00	0.00	180.00	250.00	250.00
6925-10 · Taxes - Payroll	5,857.83	6,700.00	70,880.83	73,150.00	84,525.00
6950 · Taxes & Licenses	-220.93	450.00	7,646.69	9,280.00	10,500.00
6975 · Rent	4,170.00	4,050.00	44,326.04	44,450.00	48,500.00
6980 · Rent - Other	1,605.00	1,500.00	17,955.00	17,000.00	19,500.00
7025 · Telephone	1,097.87	1,150.00	12,490.46	12,650.00	13,750.00
7050-10 · Training/Conferences/Seminars	0.00	1,750.00	1,465.00	4,500.00	4,500.00
7075 · Travel Expense	143.60	2,500.00	7,238.63	10,500.00	12,000.00
8000 · Website Maintenance Fees	1,939.37	1,500.00	16,253.96	16,500.00	18,000.00
9000 · Contingency	0.00	0.00	0.00	0.00	1,000.00
Total Expense	144,127.93	133,155.00	1,495,176.58	1,518,990.00	1,719,225.00
Net Ordinary Income	-122,008.93	-104,110.00	-874,945.05	-897,205.00	-1,064,445.00
Net Income	-122,008.93	-104,110.00	-874,945.05	-897,205.00	-1,064,445.00

Association

May 2026 missed budget by \$17,899.

YTD better than budget by \$22,260.

5

10:33 AM

06/09/26

Accrual Basis

Northwest Marine Trade Association
Seattle Boat Show
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4010 · Admissions	0.00	0.00	381,155.30	405,000.00	405,000.00
4020 · Advertising Income	0.00	0.00	960.00	5,000.00	5,000.00
4025-20 · Adv Income Program SBS	0.00		0.00	0.00	0.00
4030 · Badges	0.00	0.00	4,305.00	3,600.00	3,600.00
4100 · Sponsorships	0.00	0.00	228,850.00	215,000.00	215,000.00
4450 · Miscellaneous Income	0.00	0.00	24,263.39	36,000.00	36,000.00
4550 · Misc. Sales (Taxable)	0.00	0.00	15,300.00	0.00	0.00
4555 · Parking	0.00	0.00	58,573.80	55,000.00	55,000.00
4600 · Seminar Income	0.00	0.00	27,195.00	36,000.00	36,000.00
4650 · Space Rental	0.00	0.00	2,529,381.27	2,455,415.00	2,455,415.00
Total Income	0.00	0.00	3,269,983.76	3,211,015.00	3,211,015.00
Gross Profit	0.00	0.00	3,269,983.76	3,211,015.00	3,211,015.00
Expense					
6000 · Advertising	0.00	0.00	362,869.53	350,000.00	350,000.00
6025 · Auto Expense	0.00	0.00	232.13	750.00	750.00
6040 · Bank Charge	0.00	0.00	35,364.46	36,000.00	36,000.00
6050 · Boat & Display Handling	0.00	0.00	58,059.73	70,000.00	70,000.00
6125 · Computer Support	0.00	0.00	1,119.32	3,500.00	3,500.00
6150 · Contract Services	0.00	0.00	543,163.98	491,500.00	491,500.00
6175 · Decorating	0.00	0.00	128,903.48	139,000.00	139,000.00
6325 · Exhibitor Expense	0.00	0.00	69,218.15	78,000.00	78,000.00
6375 · Food	0.00	0.00	5,900.12	6,750.00	6,750.00
6475 · Insurance	0.00	0.00	36,872.00	38,500.00	38,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	2,000.00	2,000.00
6575 · Office Expense	0.00	0.00	1,348.40	2,500.00	2,500.00
6600 · Photography	0.00	0.00	7,240.00	500.00	500.00
6625 · Postage	0.00	0.00	1,578.32	2,500.00	2,500.00

10:33 AM

06/09/26

Accrual Basis

Northwest Marine Trade Association
Seattle Boat Show
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
6650 · Printing	0.00	0.00	10,821.09	10,000.00	10,000.00
6675 · Professional Services	0.00	0.00	3,798.13	4,500.00	4,500.00
6700 · Promotion	0.00	0.00	96,790.62	100,000.00	100,000.00
6725-20 · Facility Fee SBS	0.00	0.00	3,863.00	6,000.00	6,000.00
6735 · Repairs & Maint - Equipment	0.00	0.00	0.00	0.00	0.00
6800 · Site Expense	0.00	0.00	150,598.22	146,000.00	146,000.00
6825 · Speaker	0.00	0.00	10,800.00	12,500.00	12,500.00
6875 · VIP Event	0.00	0.00	21,649.52	25,000.00	25,000.00
6880 · Sponsorship Benefits	0.00	0.00	13,738.73	11,500.00	11,500.00
6950 · Taxes & Licenses	0.00	0.00	93,131.54	98,000.00	98,000.00
6975 · Rent	0.00	0.00	421,387.98	465,000.00	465,000.00
6980 · Rent - Other	0.00	0.00	46,525.38	56,500.00	56,500.00
7025 · Telephone	0.00	0.00	980.00	1,000.00	1,000.00
7075 · Travel Expense	0.00	0.00	2,058.16	2,500.00	2,500.00
8000 · Website Maintenance Fees	442.20	0.00	17,844.38	26,500.00	26,500.00
9000 · Contingency	0.00	0.00	0.00	10,000.00	10,000.00
Total Expense	442.20	0.00	2,145,856.37	2,196,500.00	2,196,500.00
Net Ordinary Income	-442.20	0.00	1,124,127.39	1,014,515.00	1,014,515.00
Net Income	-442.20	0.00	1,124,127.39	1,014,515.00	1,014,515.00

FINAL

YTD SBS 26 better than budget \$109,612

10:33 AM

06/09/26

Accrual Basis

Northwest Marine Trade Association
Grow Boating
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4225-55 · Grow Boating Surcharge	0.00	0.00	55,102.50	55,000.00	55,000.00
4450 · Miscellaneous Income	0.00	0.00	2,100.00	0.00	0.00
Total Income	0.00	0.00	57,202.50	55,000.00	55,000.00
Gross Profit	0.00	0.00	57,202.50	55,000.00	55,000.00
Expense					
6000 · Advertising	0.00	0.00	23,283.95	3,500.00	4,500.00
6025 · Auto Expense	0.00	100.00	0.00	500.00	500.00
6150 · Contract Services	0.00	0.00	5,600.00	15,000.00	15,000.00
6375 · Food	0.00	0.00	0.00	350.00	350.00
6475 · Insurance	0.00	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	150.00	150.00
6625 · Postage	0.00	0.00	0.00	500.00	500.00
6650 · Printing	0.00	0.00	0.00	500.00	500.00
6700 · Promotion	0.00	0.00	5,564.16	10,000.00	10,000.00
6705-55 · Grants GB	0.00	1,500.00	15,000.00	20,000.00	20,000.00
6950 · Taxes & Licenses	0.00	50.00	1,245.31	1,450.00	1,500.00
7075 · Travel Expense	0.00	100.00	0.00	400.00	400.00
8000 · Website Maintenance Fees	0.00	0.00	0.00	750.00	1,000.00
Total Expense	0.00	1,750.00	50,693.42	53,700.00	55,000.00
Net Ordinary Income	0.00	-1,750.00	6,509.08	1,300.00	0.00
Net Income	0.00	-1,750.00	6,509.08	1,300.00	0.00

Grow Boating

May 2026 No Activity

YTD better than budget \$5,209

8

10:34 AM

06/09/26

Accrual Basis

**Northwest Marine Trade Association
Marina & Boatyard Conference
May 2026**

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
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	0.00	0.00	58,350.00	50,000.00	50,000.00
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	0.00	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	0.00	0.00	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	0.00	0.00	28,051.64	25,725.00	25,725.00
Net Ordinary Income	0.00	0.00	30,298.36	24,275.00	24,275.00
Net Income	0.00	0.00	30,298.36	24,275.00	24,275.00

FINAL

9

10:32 AM

06/09/26

Accrual Basis

Northwest Marine Trade Association
Anacortes Boat & Yacht Show
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4010 · Admissions	24,030.00	24,000.00	24,030.00	24,000.00	24,000.00
4020 · Advertising Income	1,202.50	0.00	1,202.50	0.00	0.00
4100 · Sponsorships	14,150.00	13,500.00	14,150.00	13,500.00	13,500.00
4450 · Miscellaneous Income	5,014.24	4,100.00	5,925.52	4,500.00	4,500.00
4650 · Space Rental	212,949.63	178,000.00	212,949.63	178,000.00	178,000.00
Total Income	257,346.37	219,600.00	258,257.65	220,000.00	220,000.00
Gross Profit	257,346.37	219,600.00	258,257.65	220,000.00	220,000.00
Expense					
6000 · Advertising	58,893.72	40,000.00	58,893.72	40,000.00	40,000.00
6025 · Auto Expense	918.72	1,200.00	918.72	1,200.00	1,200.00
6040 · Bank Charge	2,244.65	2,250.00	2,244.65	2,250.00	2,500.00
6050 · Boat & Display Handling	0.00	0.00	0.00	0.00	0.00
6150 · Contract Services	5,529.00	6,500.00	5,529.00	6,500.00	6,500.00
6175 · Decorating	22,965.99	22,500.00	22,965.99	22,500.00	22,500.00
6325 · Exhibitor Expense	0.00	1,500.00	0.00	1,500.00	1,500.00
6375 · Food	3,672.70	3,500.00	3,672.70	3,500.00	3,500.00
6475 · Insurance	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	0.00	0.00
6575 · Office Expense	66.09	450.00	66.09	450.00	450.00
6625 · Postage	499.70	500.00	499.70	500.00	500.00
6650 · Printing	2,813.86	3,000.00	2,813.86	3,000.00	3,000.00
6700 · Promotion	10,955.26	9,000.00	10,955.26	9,000.00	9,000.00
6800 · Site Expense	3,769.14	4,100.00	3,769.14	4,100.00	4,100.00
6850 · Special Projects-Split	52,535.89	41,379.00	52,535.89	41,379.00	41,379.00
6880 · Sponsorship Benefits	2,324.13	3,500.00	2,324.13	3,500.00	3,500.00
6950 · Taxes & Licenses	5,603.46	4,000.00	5,622.27	4,000.00	4,500.00

Northwest Marine Trade Association
Anacortes Boat & Yacht Show
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
6975 · Rent	2,591.16	2,150.00	2,591.16	2,150.00	2,150.00
6980 · Rent - Other	3,600.00	3,750.00	3,600.00	3,750.00	3,750.00
7025 · Telephone	120.00	116.00	120.00	116.00	116.00
7075 · Travel Expense	4,953.94	5,000.00	4,953.94	5,000.00	5,000.00
8000 · Website Maintenance Fees	3,805.05	4,000.00	3,805.05	4,000.00	4,000.00
9000 · Contingency	0.00	5,000.00	0.00	5,000.00	5,000.00
Total Expense	190,362.46	165,895.00	190,381.27	165,895.00	166,645.00
Net Ordinary Income	66,983.91	53,705.00	67,876.38	54,105.00	53,355.00
Net Income	66,983.91	53,705.00	67,876.38	54,105.00	53,355.00

Anacortes Boat + Yacht Show

May 2026 better than budget \$13,279

YTD better than budget \$13,771

Northwest Marine Trade Association
Superyacht Northwest
May 2026

	May 26	Budget	Jul '25 - May 26	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4100 · Sponsorships	0.00	0.00	9,500.00	35,000.00	35,000.00
Total Income	0.00	0.00	9,500.00	35,000.00	35,000.00
Gross Profit	0.00	0.00	9,500.00	35,000.00	35,000.00
Expense					
6000 · Advertising	0.00	1,000.00	0.00	2,500.00	2,500.00
6225 · Dues	0.00	0.00	550.00	550.00	550.00
6550 · Miscellaneous Expense	0.00	0.00	0.00	450.00	450.00
6700 · Promotion	2,500.00	2,500.00	27,500.00	25,000.00	25,000.00
6880 · Sponsorship Benefits	0.00	0.00	750.00	3,500.00	3,500.00
6950 · Taxes & Licenses	0.00	0.00	206.82	1,450.00	1,500.00
8000 · Website Maintenance Fees	0.00	125.00	180.30	1,375.00	1,500.00
Total Expense	2,500.00	3,625.00	29,187.12	34,825.00	35,000.00
Net Ordinary Income	-2,500.00	-3,625.00	-19,687.12	175.00	0.00
Net Income	-2,500.00	-3,625.00	-19,687.12	175.00	0.00

SYNW

May 2026 better than budget \$1,125

YTD missed budget \$29,037 ~ Spending Carry forward balance avail \$7,012

NMTA CASH FLOW ANALYSIS
MMKT/DEPOSITORY/CHECKING ACCOUNTS
AS OF MAY 31, 2026
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	2,190,963	2,022,989	1,433,141	584,296	523,615
RECEIPTS	182,735	841,370	618,927	101,551	602,804	675,610	303,781	238,065	295,607	74,280	206,070	129,625
DISBURSEMENTS	269,593	160,238	164,016	153,066	168,906	201,953	302,896	406,039	885,455	923,126	266,751	376,489
ENDING CASH	197,995	879,128	1,334,039	1,282,523	1,716,422	2,190,078	2,190,963	2,022,989	1,433,141	584,296	523,615	276,751

Accounts Receivables 5/31/26

Current	\$	352,879
30 Days	\$	2,500
60 Days	\$	800
90 Days	\$	8,969

120 Days		
Total	\$	365,148

as of 6/10/26 total A/R aging \$249,632

Accounts Payable 5/31/26

Current	\$	121,655
30 Days	\$	270
60 Days		
90 Days		

120 Days		
Total	\$	121,925

as of 6/10/26 total A/P aging \$52,536

Operating Accounts

Cash - US Bank Checking	\$	218,543
Cash - Petty	\$	14
Cash - US Bank CC	\$	305,071
	\$	523,628

Investment Accounts

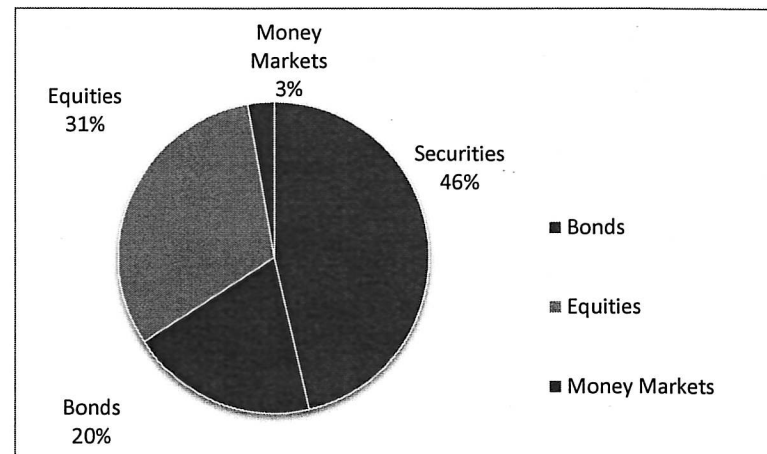
Cash - Wells Fargo Financial	\$	48,349
Securities-US Treasury	\$	819,487
Investments - Bonds/Units	\$	345,214
Compass Acct. (Equities)	\$	554,440
	\$	1,767,490

Total Cash/Investments \$ 2,291,118

**Northwest Marine Trade Association
Schedule of Investments
May 31, 2026**

<u>Banking Institution</u>	<u>Rating</u>	<u>Maturity Date</u>	<u>Par</u>	<u>Purchase Amount</u>	<u>Market Value 05/31/26</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				0	\$ 819,487	0.00%	819,487		\$ 29,006
Bond ETF/CEF				439,871	\$ 345,214	4.79%	(94,658)		\$ 16,533
Bond Mutual Funds				0	\$ -	0.00%	-		\$ -
Investments Sub-Total/Current Yield			<u>64,000</u>	<u>439,871</u>	<u>\$ 1,164,701</u>	<u>3.91%</u>	<u>724,829</u>		<u>45,539</u>
US Bank SWEEP					\$ -				
Money Market Wells Fargo Advisors Financial					\$ 48,349				16
Compass Account {Equities} Wells Fargo Advisors					\$ 554,440				8,137
Total					<u>\$ 1,767,490</u>				

Investment Allocation



Northwest Marine Trade Association
Balance Sheet
As of May 31, 2026

Assets

	2026	2025
Current Assets:		
PAC Peoples Bank	\$ 45,977	\$ 33,727
PayPal	\$ 115	\$ 115
Cash and cash equivalents	\$ 523,628	\$ 372,619
Accounts receivable	\$ 365,148	\$ 263,990
Accounts receivable - Other	\$ (3,986)	\$ 10,721
Pending Dues Receivables	\$ -	\$ -
Prepaid Expenses	\$ 31,682	\$ 31,051
Total Current Assets	\$ 962,563	\$ 712,222
Investments	\$ 1,767,490	\$ 1,706,021
Goodwill:		
Property and equipment	\$ 391,320	\$ 352,746
Accumulated Depreciation	\$ (308,853)	\$ (283,424)
	\$ 82,467	\$ 69,321
Total Assets	\$ 2,812,520	\$ 2,487,564

Liabilities and Net Assets

Liabilities:		
Payables	\$ 121,925	\$ 91,444
Accrued Expenses	\$ 1,225	\$ 4,493
Deferred Rent Liability	\$ 7,470	\$ 6,312
Deferred Vacation Liability	\$ 36,375	\$ 35,319
Grant	\$ -	\$ -
Deferred Revenue	\$ 339,274	\$ 336,306
Total Liabilities	\$ 506,269	\$ 473,874
Unrestricted Net Assets	\$ 2,306,251	\$ 2,013,691
Total Liabilities and Net Assets	\$ 2,812,520	\$ 2,487,564

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			\$ 88,058