

Bristol Bay Regional Seafood Development Association
Statement of Financial Position - Comparative
As of December 31, 2015

	Dec 31, 15	Dec 31, 14	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1002 - Petty Cash	31.00	31.00	0.00
1001 - Wells Fargo	264,618.47	104,990.63	159,627.84
1003 - Vanguard - BR	2,185,616.19	2,419,308.79	-233,692.60
1004 - Vanguard - AT	156,017.10	155,983.77	33.33
1005 - Vanguard - MMF	1,125,750.38	479,439.36	646,311.02
Total Checking/Savings	3,732,033.14	3,159,753.55	572,279.59
Other Current Assets			
1355 - Prepaid Projects	0.00	67,500.00	-67,500.00
Total Other Current Assets	0.00	67,500.00	-67,500.00
Total Current Assets	3,732,033.14	3,227,253.55	504,779.59
TOTAL ASSETS	3,732,033.14	3,227,253.55	504,779.59
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 - Accounts Payable - Non Project	14,135.99	9,719.19	4,416.80
2001 - Projects Payable			
2015 - Projects Payable - FY2015	58,500.00	0.00	58,500.00
2014 - Projects Payable - FY2014	121,182.00	396,059.00	-274,877.00
2013 - Projects Payable - FY2013	7,027.48	7,027.48	0.00
Total 2001 - Projects Payable	186,709.48	403,086.48	-216,377.00
2001.1 - Allow for Cond'I Proj. Payable	-144,709.48	-378,086.48	233,377.00
Total Accounts Payable	56,135.99	34,719.19	21,416.80
Credit Cards			
2010 - Visa x6511	69.97	0.00	69.97
Total Credit Cards	69.97	0.00	69.97
Other Current Liabilities			
2410 - Accrued Payroll	23,939.26	0.00	23,939.26
2400 - Payroll Liabilities	7,232.90	0.00	7,232.90
2100 - Deferred Grant Revenue - Moore	0.00	27,273.48	-27,273.48
Total Other Current Liabilities	31,172.16	27,273.48	3,898.68
Total Current Liabilities	87,378.12	61,992.67	25,385.45
Total Liabilities	87,378.12	61,992.67	25,385.45
Equity			
3200 - Unrestricted Net Assets	745,951.88	1,071,346.46	-325,394.58
3210 - Brd Designated - Budget Reserve	2,419,309.00	2,419,309.00	0.00
Net Income	479,394.14	-325,394.58	804,788.72
Total Equity	3,644,655.02	3,165,260.88	479,394.14
TOTAL LIABILITIES & EQUITY	3,732,033.14	3,227,253.55	504,779.59

Bristol Bay Regional Seafood Development Association
Statement of Activities - Comparative Detail
 January through December 2015

	Jan - Dec 15	Jan - Dec 14	\$ Change
Ordinary Income/Expense			
Income			
4000 - Assessments	1,861,009.15	1,376,421.96	484,587.19
4010 - Grant Revenue	-34,511.18	297,424.80	-331,935.98
4020 - Direct Public Support			
4035 - Individ, Business Contributions	0.00	600.00	-600.00
Total 4020 - Direct Public Support	0.00	600.00	-600.00
4050 - Donations	26.90	5,001.67	-4,974.77
4100 - Interest Income	1,642.60	315.38	1,327.22
4200 - Other Income	0.00	80.85	-80.85
Total Income	1,828,167.47	1,679,844.66	148,322.81
Gross Profit	1,828,167.47	1,679,844.66	148,322.81
Expense			
6000 - Payroll Expenses			
6005 - Salaries & Wages	160,166.54	0.00	160,166.54
6010 - Payroll Taxes			
6014 - Alaska SUI	647.31	0.00	647.31
6013 - Payroll Taxes - Fed	12,521.49	0.00	12,521.49
6011 - Washington SUI	792.76	0.00	792.76
6012 - Washington L&I (WC)	226.27	0.00	226.27
Total 6010 - Payroll Taxes	14,187.83	0.00	14,187.83
6000 - Payroll Expenses - Other	39.30	0.00	39.30
Total 6000 - Payroll Expenses	174,393.67	0.00	174,393.67
6100 - Advertising	4,259.11	-63,919.20	68,178.31
6105 - Licenses, Permits & Compliance	638.98	0.00	638.98
6150 - Bank Fees	404.08	-12.73	416.81
6425 - Dues & Subscriptions	1,063.29	925.94	137.35
6830 - Non-board Travel			
6831 - Transportation	40,521.37	66,428.98	-25,907.61
6832 - Hotel	36,454.49	22,262.42	14,192.07
6833 - Non-taxable Per Diem	6,738.52	6,348.91	389.61
6834 - Taxable Per Diem	0.00	3,327.06	-3,327.06
6835 - Other Expenses	7,083.07	5,954.43	1,128.64
6830 - Non-board Travel - Other	0.00	13,999.59	-13,999.59
Total 6830 - Non-board Travel	90,797.45	118,321.39	-27,523.94
6840 - Conference, Convention, Meeting	15,187.89	20,592.99	-5,405.10
6850 - Board Travel			
6851 - Transportation	42,923.39	54,352.54	-11,429.15
6852 - Hotel	27,726.74	22,269.22	5,457.52
6853 - Per Diem	3,849.51	12,290.30	-8,440.79
6854 - Meeting Fee	43,050.00	27,995.20	15,054.80
6855 - Other Expenses	10,151.71	12,889.00	-2,737.29
Total 6850 - Board Travel	127,701.35	129,796.26	-2,094.91

Bristol Bay Regional Seafood Development Association
Statement of Activities - Comparative Detail
 January through December 2015

	Jan - Dec 15	Jan - Dec 14	\$ Change
7010 · Business Meals	2,802.43	1,254.96	1,547.47
7020 · Computer & Internet			
7021 · Web Hosting	2,881.56	1,160.90	1,720.66
7022 · Website Management	4,483.70	10,258.52	-5,774.82
7020 · Computer & Internet - Other	0.00	5,996.99	-5,996.99
Total 7020 · Computer & Internet	7,365.26	17,416.41	-10,051.15
7026 · Gifts	1,000.00	559.12	440.88
7030 · Member Relations/Events	3,604.46	2,946.08	658.38
7040 · Office Supplies	2,809.51	1,285.96	1,523.55
7050 · Postage, Shipping & Storage	12,588.20	5,430.88	7,157.32
7060 · Telephone	1,823.90	1,837.99	-14.09
7075 · Printing	6,781.49	36,309.83	-29,528.34
7076 · Newsletter/Member mailings	13,238.84	12,080.59	1,158.25
7080 · Insurance	3,638.00	3,481.00	157.00
7100 · Professional Services			
7101 · Accounting Fees	68,177.10	64,223.08	3,954.02
7102 · Communication Services	40,206.25	96,376.01	-56,169.76
7104 · Legal Fees	83,064.90	29,393.32	53,671.58
7105 · Marketing	57,631.66	147,356.72	-89,725.06
7106 · Other Professional Services	50,224.35	174,954.97	-124,730.62
7107 · Public Relations	1,650.00	9,661.45	-8,011.45
7108 · Outside Contract Services	0.00	-3,302.19	3,302.19
Total 7100 · Professional Services	300,954.26	518,663.36	-217,709.10
7110 · Management Services	0.00	118,504.98	-118,504.98
7500 · Supplies	6,447.50	7,062.81	-615.31
7600 · Sustainability Awareness	0.00	346,414.39	-346,414.39
7605 · Sales Tax	43.32	0.00	43.32
7800 · Projects (fmly Grant Awards)	0.00	622,415.81	-622,415.81
7800.2 · Grant Award Adj -Released Funds	0.00	-333,358.86	333,358.86
7825 · Board/Staff Projects	337,853.34	246,973.59	90,879.75
Total Expense	1,115,396.33	1,814,983.55	-699,587.22
Net Ordinary Income	712,771.14	-135,138.89	847,910.03
Other Income/Expense			
Other Expense			
7800.1 · Project Allowance Adj.	233,377.00	190,255.69	43,121.31
Total Other Expense	233,377.00	190,255.69	43,121.31
Net Other Income	-233,377.00	-190,255.69	-43,121.31
Net Income	479,394.14	-325,394.58	804,788.72

Bristol Bay Regional Seafood Development Association
Statement of Activities by Class
 January through December 2015

	Moore Foundation - FY14	Organization	Marketing	Quality	Research	Sustainability	TOTAL
Ordinary Income/Expense							
Income							
4000 · Assessments	0.00	1,861,009.15	0.00	0.00	0.00	0.00	1,861,009.15
4010 · Grant Revenue	-34,511.18	0.00	0.00	0.00	0.00	0.00	-34,511.18
4050 · Donations	0.00	0.00	0.00	0.00	0.00	26.90	26.90
4100 · Interest Income	0.00	1,642.60	0.00	0.00	0.00	0.00	1,642.60
Total Income	-34,511.18	1,862,651.75	0.00	0.00	0.00	26.90	1,828,167.47
Gross Profit	-34,511.18	1,862,651.75	0.00	0.00	0.00	26.90	1,828,167.47
Expense							
6000 · Payroll Expenses							
6005 · Salaries & Wages	0.00	91,016.69	56,675.85	0.00	0.00	12,474.00	160,166.54
6010 · Payroll Taxes							
6014 · Alaska SUI	0.00	190.69	386.20	0.00	0.00	70.42	647.31
6013 · Payroll Taxes - Fed	0.00	7,085.79	4,443.70	0.00	0.00	992.00	12,521.49
6011 · Washington SUI	0.00	210.30	469.98	0.00	0.00	112.48	792.76
6012 · Washington L&I (WC)	0.00	224.11	2.16	0.00	0.00	0.00	226.27
Total 6010 · Payroll Taxes	0.00	7,710.89	5,302.04	0.00	0.00	1,174.90	14,187.83
6000 · Payroll Expenses - Other	0.00	39.30	0.00	0.00	0.00	0.00	39.30
Total 6000 · Payroll Expenses	0.00	98,766.88	61,977.89	0.00	0.00	13,648.90	174,393.67
6100 · Advertising	0.00	89.41	4,169.70	0.00	0.00	0.00	4,259.11
6105 · Licenses, Permits & Compliance	0.00	104.48	534.50	0.00	0.00	0.00	638.98
6150 · Bank Fees	0.00	404.08	0.00	0.00	0.00	0.00	404.08
6425 · Dues & Subscriptions	0.00	1,030.44	32.85	0.00	0.00	0.00	1,063.29
6830 · Non-board Travel							
6831 · Transportation	1,299.55	9,842.46	20,009.10	1,433.25	0.00	7,937.01	40,521.37
6832 · Hotel	504.16	6,487.16	25,971.98	244.16	0.00	3,247.03	36,454.49
6833 · Non-taxable Per Diem	247.75	2,272.91	2,468.14	126.00	0.00	1,623.72	6,738.52
6835 · Other Expenses	7.50	107.14	4,290.40	0.00	2,547.13	130.90	7,083.07
6830 · Non-board Travel - Other	-4,484.34	0.00	0.00	0.00	0.00	4,484.34	0.00
Total 6830 · Non-board Travel	-2,425.38	18,709.67	52,739.62	1,803.41	2,547.13	17,423.00	90,797.45
6840 · Conference, Convention, Meeting	0.00	0.00	3,451.52	322.22	0.00	11,414.15	15,187.89
6850 · Board Travel							
6851 · Transportation	0.00	37,465.57	1,028.36	0.00	0.00	4,429.46	42,923.39
6852 · Hotel	0.00	26,381.04	0.00	0.00	0.00	1,345.70	27,726.74
6853 · Per Diem	0.00	2,593.90	213.36	0.00	0.00	1,042.25	3,849.51
6854 · Meeting Fee	0.00	39,450.00	900.00	0.00	0.00	2,700.00	43,050.00
6855 · Other Expenses	0.00	9,821.01	0.00	330.70	0.00	0.00	10,151.71
Total 6850 · Board Travel	0.00	115,711.52	2,141.72	330.70	0.00	9,517.41	127,701.35
7010 · Business Meals	40.70	518.00	1,224.62	0.00	0.00	1,019.11	2,802.43
7020 · Computer & Internet							
7021 · Web Hosting	0.00	1,176.69	941.47	0.00	0.00	763.40	2,881.56
7022 · Website Management	380.30	1,056.07	1,553.95	416.50	0.00	1,076.88	4,483.70
Total 7020 · Computer & Internet	380.30	2,232.76	2,495.42	416.50	0.00	1,840.28	7,365.26
7026 · Gifts	0.00	1,000.00	0.00	0.00	0.00	0.00	1,000.00
7030 · Member Relations/Events	500.00	2,000.00	500.00	341.46	0.00	263.00	3,604.46
7040 · Office Supplies	0.00	2,553.40	256.11	0.00	0.00	0.00	2,809.51

Bristol Bay Regional Seafood Development Association
Statement of Activities by Class
 January through December 2015

	Moore Foundation -						
	FY14	Organization	Marketing	Quality	Research	Sustainability	TOTAL
7050 · Postage, Shipping & Storage	0.00	5,620.45	3,675.86	21.00	2,091.12	1,179.77	12,588.20
7060 · Telephone	0.00	1,046.15	25.40	309.28	0.00	443.07	1,823.90
7075 · Printing	328.20	713.72	1,215.99	87.68	0.00	4,435.90	6,781.49
7076 · Newsletter/Member mailings	0.00	11,839.92	0.00	0.00	1,398.92	0.00	13,238.84
7080 · Insurance	0.00	3,638.00	0.00	0.00	0.00	0.00	3,638.00
7100 · Professional Services							
7101 · Accounting Fees	0.00	64,166.10	0.00	0.00	0.00	4,011.00	68,177.10
7102 · Communication Services	910.00	14,175.00	23,957.25	0.00	0.00	1,164.00	40,206.25
7104 · Legal Fees	0.00	39,474.65	0.00	1,917.00	0.00	41,673.25	83,064.90
7105 · Marketing	-300.00	0.00	49,231.66	0.00	0.00	8,700.00	57,631.66
7106 · Other Professional Services	0.00	5,524.88	19,547.83	2,500.00	-2,132.50	24,784.14	50,224.35
7107 · Public Relations	0.00	1,650.00	0.00	0.00	0.00	0.00	1,650.00
Total 7100 · Professional Services	610.00	124,990.63	92,736.74	4,417.00	-2,132.50	80,332.39	300,954.26
7500 · Supplies	0.00	0.00	3,802.94	0.00	0.00	2,644.56	6,447.50
7600 · Sustainability Awareness	-33,945.00	0.00	0.00	0.00	0.00	33,945.00	0.00
7605 · Sales Tax	0.00	0.00	43.32	0.00	0.00	0.00	43.32
7825 · Board/Staff Projects	0.00	20,000.00	96,653.34	82,200.00	89,000.00	50,000.00	337,853.34
Total Expense	-34,511.18	410,969.51	327,677.54	90,249.25	92,904.67	228,106.54	1,115,396.33
Net Ordinary Income	0.00	1,451,682.24	-327,677.54	-90,249.25	-92,904.67	-228,079.64	712,771.14
Other Income/Expense							
Other Expense							
7800.1 · Project Allowance Adj.	0.00	-10,000.00	62,499.40	-8,200.00	181,577.00	7,500.60	233,377.00
Total Other Expense	0.00	-10,000.00	62,499.40	-8,200.00	181,577.00	7,500.60	233,377.00
Net Other Income	0.00	10,000.00	-62,499.40	8,200.00	-181,577.00	-7,500.60	-233,377.00
Net Income	0.00	1,461,682.24	-390,176.94	-82,049.25	-274,481.67	-235,580.24	479,394.14

Bristol Bay Regional Seafood Development Association
Statement of Activities - Budget vs. Actual
 January through December 2015

	Moore Foundation - FY14			Total Organization		
	Jan - Dec 15	Budget	\$ Over Budget	Jan - Dec 15	Budget	\$ Over Budget
Ordinary Income/Expense						
Income						
4000 · Assessments	0.00			1,861,009.15	1,376,421.96	484,587.19
4010 · Grant Revenue	-34,511.18			0.00		
4050 · Donations	0.00			0.00		
4100 · Interest Income	0.00			1,642.60	750.00	892.60
4900 · Cash/Budget Reserve	0.00			0.00	466,933.53	-466,933.53
Total Income	-34,511.18			1,862,651.75	1,844,105.49	18,546.26
Cost of Goods Sold						
5010 · Funds to Reserve (25%)	0.00			0.00	344,105.49	-344,105.49
Total COGS	0.00			0.00	344,105.49	-344,105.49
Gross Profit	-34,511.18			1,862,651.75	1,500,000.00	362,651.75
Expense						
6000 · Payroll Expenses	0.00			98,766.88	113,500.00	-14,733.12
6100 · Advertising	0.00			89.41		
6105 · Licenses, Permits & Compliance	0.00			104.48	100.00	4.48
6150 · Bank Fees	0.00			404.08	300.00	104.08
6425 · Dues & Subscriptions	0.00			1,030.44	850.00	180.44
6830 · Non-board Travel	-2,425.38			18,709.67	28,653.00	-9,943.33
6840 · Conference, Convention, Meeting	0.00			0.00	5,000.00	-5,000.00
6850 · Board Travel	0.00			115,711.52	175,635.00	-59,923.48
7010 · Business Meals	40.70			518.00	250.00	268.00
7015 · Charitable Contributions	0.00			0.00	250.00	-250.00
7020 · Computer & Internet	380.30			2,232.76	8,960.00	-6,727.24
7026 · Gifts	0.00			1,000.00		
7030 · Member Relations/Events	500.00			2,000.00	1,500.00	500.00
7040 · Office Supplies	0.00			2,553.40	500.00	2,053.40
7050 · Postage, Shipping & Storage	0.00			5,620.45	475.00	5,145.45
7060 · Telephone	0.00			1,046.15	1,200.00	-153.85
7075 · Printing	328.20			713.72	1,850.00	-1,136.28
7076 · Newsletter/Member mailings	0.00			11,839.92	18,500.00	-6,660.08
7080 · Insurance	0.00			3,638.00	5,000.00	-1,362.00
7100 · Professional Services	610.00			124,990.63	92,000.00	32,990.63
7110 · Management Services	0.00			0.00	0.00	0.00
7500 · Supplies	0.00			0.00		
7600 · Sustainability Awareness	-33,945.00			0.00		
7605 · Sales Tax	0.00			0.00		
7800 · Projects (fmly Grant Awards)	0.00			0.00	0.00	0.00
7825 · Board/Staff Projects	0.00			20,000.00	20,000.00	0.00
Total Expense	-34,511.18			410,969.51	474,523.00	-63,553.49
Net Ordinary Income	0.00			1,451,682.24	1,025,477.00	426,205.24
Other Income/Expense						
Other Expense						
7800.1 · Project Allowance Adj.	0.00			-10,000.00		
Total Other Expense	0.00			-10,000.00		
Net Other Income	0.00	0.00	0.00	10,000.00	0.00	10,000.00
Net Income	0.00	0.00	0.00	1,461,682.24	1,025,477.00	436,205.24

Bristol Bay Regional Seafood Development
Statement of Activities - Budget
 January through December 2015

	Marketing			Total Quality		
	Jan - Dec 15	Budget	\$ Over Budget	Jan - Dec 15	Budget	\$ Over Budget
Ordinary Income/Expense						
Income						
4000 · Assessments	0.00			0.00		
4010 · Grant Revenue	0.00			0.00		
4050 · Donations	0.00			0.00		
4100 · Interest Income	0.00			0.00		
4900 · Cash/Budget Reserve	0.00			0.00		
Total Income	0.00			0.00		
Cost of Goods Sold						
5010 · Funds to Reserve (25%)	0.00			0.00		
Total COGS	0.00			0.00		
Gross Profit	0.00			0.00		
Expense						
6000 · Payroll Expenses	61,977.89	56,719.04	5,258.85	0.00		
6100 · Advertising	4,169.70	4,000.00	169.70	0.00		
6105 · Licenses, Permits & Compliance	534.50	534.50	0.00	0.00		
6150 · Bank Fees	0.00			0.00		
6425 · Dues & Subscriptions	32.85	0.00	32.85	0.00		
6830 · Non-board Travel	52,739.62	57,282.48	-4,542.86	1,803.41		
6840 · Conference, Convention, Meeting	3,451.52	3,451.52	0.00	322.22		
6850 · Board Travel	2,141.72	3,005.00	-863.28	330.70	2,895.00	-2,564.30
7010 · Business Meals	1,224.62	1,224.62	0.00	0.00		
7015 · Charitable Contributions	0.00			0.00		
7020 · Computer & Internet	2,495.42	3,900.00	-1,404.58	416.50		
7026 · Gifts	0.00			0.00		
7030 · Member Relations/Events	500.00	500.00	0.00	341.46		
7040 · Office Supplies	256.11	300.00	-43.89	0.00		
7050 · Postage, Shipping & Storage	3,675.86	4,500.00	-824.14	21.00		
7060 · Telephone	25.40	25.40	0.00	309.28		
7075 · Printing	1,215.99	924.60	291.39	87.68		
7076 · Newsletter/Member mailings	0.00			0.00		
7080 · Insurance	0.00			0.00		
7100 · Professional Services	92,736.74	92,736.74	0.00	4,417.00	20,000.00	-15,583.00
7110 · Management Services	0.00			0.00		
7500 · Supplies	3,802.94	2,038.44	1,764.50	0.00		
7600 · Sustainability Awareness	0.00			0.00		
7605 · Sales Tax	43.32	43.32	0.00	0.00		
7800 · Projects (fmly Grant Awards)	0.00	0.00	0.00	0.00	0.00	0.00
7825 · Board/Staff Projects	96,653.34	96,653.34	0.00	82,200.00	113,000.00	-30,800.00
Total Expense	327,677.54	327,839.00	-161.46	90,249.25	135,895.00	-45,645.75
Net Ordinary Income	-327,677.54	-327,839.00	161.46	-90,249.25	-135,895.00	45,645.75
Other Income/Expense						
Other Expense						
7800.1 · Project Allowance Adj.	62,499.40			-8,200.00		
Total Other Expense	62,499.40			-8,200.00		
Net Other Income	-62,499.40	0.00	-62,499.40	8,200.00	0.00	8,200.00
Net Income	-390,176.94	-327,839.00	-62,337.94	-82,049.25	-135,895.00	53,845.75

Bristol Bay Regional Seafood Devel
Statement of Activities - Budget
 January through December 2015

	Total Research			Sustainability		
	Jan - Dec 15	Budget	\$ Over Budget	Jan - Dec 15	Budget	\$ Over Budget
Ordinary Income/Expense						
Income						
4000 · Assessments	0.00			0.00		
4010 · Grant Revenue	0.00			0.00		
4050 · Donations	0.00			26.90	5,001.67	-4,974.77
4100 · Interest Income	0.00			0.00		
4900 · Cash/Budget Reserve	0.00			0.00		
Total Income	0.00			26.90	5,001.67	-4,974.77
Cost of Goods Sold						
5010 · Funds to Reserve (25%)	0.00			0.00		
Total COGS	0.00			0.00		
Gross Profit	0.00			26.90	5,001.67	-4,974.77
Expense						
6000 · Payroll Expenses	0.00			13,648.90		
6100 · Advertising	0.00			0.00		
6105 · Licenses, Permits & Compliance	0.00			0.00		
6150 · Bank Fees	0.00			0.00		
6425 · Dues & Subscriptions	0.00			0.00		
6830 · Non-board Travel	2,547.13			17,423.00	30,405.00	-12,982.00
6840 · Conference, Convention, Meeting	0.00			11,414.15	11,900.00	-485.85
6850 · Board Travel	0.00			9,517.41	25,800.00	-16,282.59
7010 · Business Meals	0.00			1,019.11		
7015 · Charitable Contributions	0.00			0.00		
7020 · Computer & Internet	0.00			1,840.28	15,960.00	-14,119.72
7026 · Gifts	0.00			0.00		
7030 · Member Relations/Events	0.00			263.00		
7040 · Office Supplies	0.00			0.00		
7050 · Postage, Shipping & Storage	2,091.12			1,179.77	800.00	379.77
7060 · Telephone	0.00			443.07		
7075 · Printing	0.00			4,435.90	7,000.00	-2,564.10
7076 · Newsletter/Member mailings	1,398.92			0.00		
7080 · Insurance	0.00			0.00		
7100 · Professional Services	-2,132.50			80,332.39	151,500.00	-71,167.61
7110 · Management Services	0.00			0.00		
7500 · Supplies	0.00			2,644.56	6,570.00	-3,925.44
7600 · Sustainability Awareness	0.00			33,945.00		
7605 · Sales Tax	0.00			0.00		
7800 · Projects (fmly Grant Awards)	0.00	0.00	0.00	0.00	0.00	0.00
7825 · Board/Staff Projects	89,000.00	206,002.00	-117,002.00	50,000.00	55,000.00	-5,000.00
Total Expense	92,904.67	206,002.00	-113,097.33	228,106.54	304,935.00	-76,828.46
Net Ordinary Income	-92,904.67	-206,002.00	113,097.33	-228,079.64	-299,933.33	71,853.69
Other Income/Expense						
Other Expense						
7800.1 · Project Allowance Adj.	181,577.00			7,500.60		
Total Other Expense	181,577.00			7,500.60		
Net Other Income	-181,577.00	0.00	-181,577.00	-7,500.60	0.00	-7,500.60
Net Income	-274,481.67	-206,002.00	-68,479.67	-235,580.24	-299,933.33	64,353.09

**Bristol Bay Regional Seafood Development
Statement of Activities - Budget
January through December 2015**

	TOTAL		
	Jan - Dec 15	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Assessments	1,861,009.15	1,376,421.96	484,587.19
4010 · Grant Revenue	-34,511.18	0.00	-34,511.18
4050 · Donations	26.90	5,001.67	-4,974.77
4100 · Interest Income	1,642.60	750.00	892.60
4900 · Cash/Budget Reserve	0.00	466,933.53	-466,933.53
Total Income	1,828,167.47	1,849,107.16	-20,939.69
Cost of Goods Sold			
5010 · Funds to Reserve (25%)	0.00	344,105.49	-344,105.49
Total COGS	0.00	344,105.49	-344,105.49
Gross Profit	1,828,167.47	1,505,001.67	323,165.80
Expense			
6000 · Payroll Expenses	174,393.67	170,219.04	4,174.63
6100 · Advertising	4,259.11	4,000.00	259.11
6105 · Licenses, Permits & Compliance	638.98	634.50	4.48
6150 · Bank Fees	404.08	300.00	104.08
6425 · Dues & Subscriptions	1,063.29	850.00	213.29
6830 · Non-board Travel	90,797.45	116,340.48	-25,543.03
6840 · Conference, Convention, Meeting	15,187.89	20,351.52	-5,163.63
6850 · Board Travel	127,701.35	207,335.00	-79,633.65
7010 · Business Meals	2,802.43	1,474.62	1,327.81
7015 · Charitable Contributions	0.00	250.00	-250.00
7020 · Computer & Internet	7,365.26	28,820.00	-21,454.74
7026 · Gifts	1,000.00	0.00	1,000.00
7030 · Member Relations/Events	3,604.46	2,000.00	1,604.46
7040 · Office Supplies	2,809.51	800.00	2,009.51
7050 · Postage, Shipping & Storage	12,588.20	5,775.00	6,813.20
7060 · Telephone	1,823.90	1,225.40	598.50
7075 · Printing	6,781.49	9,774.60	-2,993.11
7076 · Newsletter/Member mailings	13,238.84	18,500.00	-5,261.16
7080 · Insurance	3,638.00	5,000.00	-1,362.00
7100 · Professional Services	300,954.26	356,236.74	-55,282.48
7110 · Management Services	0.00	0.00	0.00
7500 · Supplies	6,447.50	8,608.44	-2,160.94
7600 · Sustainability Awareness	0.00	0.00	0.00
7605 · Sales Tax	43.32	43.32	0.00
7800 · Projects (fmly Grant Awards)	0.00	0.00	0.00
7825 · Board/Staff Projects	337,853.34	490,655.34	-152,802.00
Total Expense	1,115,396.33	1,449,194.00	-333,797.67
Net Ordinary Income	712,771.14	55,807.67	656,963.47
Other Income/Expense			
Other Expense			
7800.1 · Project Allowance Adj.	233,377.00	0.00	233,377.00
Total Other Expense	233,377.00	0.00	233,377.00
Net Other Income	-233,377.00	0.00	-233,377.00
Net Income	479,394.14	55,807.67	423,586.47

Bristol Bay Regional Seafood Development Association
Projects Payable Aging Summary - FY2015
As of December 31, 2015

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL	Owed @ 12/31/15
Anne Mosness	0.00	0.00	0.00	0.00	2,000.00	2,000.00	2,000.00
BBSRI - Pt Moller	0.00	0.00	0.00	0.00	20,000.00	20,000.00	20,000.00
C.K. Consulting	0.00	0.00	0.00	0.00	1,500.00	1,500.00	
KDLG	0.00	0.00	0.00	0.00	10,000.00	10,000.00	10,000.00
Northern Economics	0.00	15,000.00	0.00	0.00	0.00	15,000.00	
Trident Seafoods	0.00	0.00	0.00	0.00	10,000.00	10,000.00	10,000.00
TOTAL	0.00	15,000.00	0.00	0.00	43,500.00	58,500.00	

Bristol Bay Regional Seafood Development Association
Projects Payable Aging Summary - FY 2014
As of December 31, 2015

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ADF&G - Counting Towers	0.00	0.00	0.00	0.00	23,456.00	23,456.00
BBSRI - Outer Pt Heiden Stock Comp	0.00	0.00	0.00	0.00	50,000.00	50,000.00
UW - Schindler Nush Otolith	0.00	0.00	0.00	0.00	47,726.00	47,726.00
TOTAL	0.00	0.00	0.00	0.00	121,182.00	121,182.00

Bristol Bay Regional Seafood Development Association
Projects Payable Aging Summary - FY2013
As of December 31, 2015

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Univ of Wash - Area Wide Test Fishery	0.00	0.00	0.00	0.00	7,027.48	7,027.48
TOTAL	0.00	0.00	0.00	0.00	7,027.48	7,027.48

Total Projects Owed at 12/31/15	42,000.00
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Bristol Bay Regional Seafood Development Association
A/P Aging Summary - Non Projects
As of December 31, 2015

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Aurora Lang	89.96	0.00	0.00	0.00	0.00	89.96
Carney Consulting Group	1,890.00	0.00	0.00	0.00	0.00	1,890.00
Cunningham Levy LLP	0.00	0.00	0.00	-678.00	0.00	-678.00
Davis Wright Tremaine, LLP	3,706.00	1,917.00	0.00	0.00	0.00	5,623.00
DeLapp Design	280.50	0.00	0.00	0.00	0.00	280.50
Fieldwork Communications, LLC	420.00	0.00	0.00	0.00	0.00	420.00
Larry K. Christensen	0.00	736.50	0.00	0.00	0.00	736.50
Levesque Law Group, LLC	777.50	0.00	0.00	0.00	0.00	777.50
Matt Marinkovich	0.00	1,998.06	0.00	0.00	0.00	1,998.06
Nelly Hand Communications	61.75	0.00	0.00	0.00	0.00	61.75
Ocean Beauty Seafoods	500.00	0.00	0.00	0.00	0.00	500.00
Rebecca Martello	278.95	0.00	0.00	0.00	0.00	278.95
Red Salmon Cannery	500.00	0.00	0.00	0.00	0.00	500.00
Sue Aspelund reimbursables	7.77	0.00	0.00	0.00	0.00	7.77
Thomas, Head & Greisen	1,650.00	0.00	0.00	0.00	0.00	1,650.00
TOTAL	<u>10,162.43</u>	<u>4,651.56</u>	<u>0.00</u>	<u>-678.00</u>	<u>0.00</u>	<u>14,135.99</u>