

**Bristol Bay Regional Seafood Development Association**  
**Statement of Financial Position - Comparative**  
As of September 30, 2015

	Sep 30, 15	Sep 30, 14	\$ Change
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
1002 · Petty Cash	31.00	31.00	0.00
1001 · Wells Fargo	249,536.38	131,616.09	117,920.29
1003 · Vanguard - BR	2,184,936.59	2,419,247.80	-234,311.21
1004 · Vanguard - AT	155,995.41	155,979.85	15.56
1005 · Vanguard - MMF	1,425,345.59	1,054,417.66	370,927.93
<b>Total Checking/Savings</b>	<b>4,015,844.97</b>	<b>3,761,292.40</b>	<b>254,552.57</b>
Other Current Assets			
1350 · Prepaid Expenses	7,768.00	0.00	7,768.00
<b>Total Other Current Assets</b>	<b>7,768.00</b>	<b>0.00</b>	<b>7,768.00</b>
<b>Total Current Assets</b>	<b>4,023,612.97</b>	<b>3,761,292.40</b>	<b>262,320.57</b>
<b>TOTAL ASSETS</b>	<b>4,023,612.97</b>	<b>3,761,292.40</b>	<b>262,320.57</b>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 · Accounts Payable - Non Project	4,311.63	36,741.92	-32,430.29
2001 · Projects Payable			
2015 · Projects Payable - FY2015	95,000.00	0.00	95,000.00
2014 · Projects Payable - FY2014	192,382.00	525,005.89	-332,623.89
2013 · Projects Payable - FY2013	7,027.48	82,027.48	-75,000.00
<b>Total 2001 · Projects Payable</b>	<b>294,409.48</b>	<b>607,033.37</b>	<b>-312,623.89</b>
2001.1 · Allow for Cond'I Proj. Payable	-294,409.48	-795,009.98	500,600.50
<b>Total Accounts Payable</b>	<b>4,311.63</b>	<b>-151,234.69</b>	<b>155,546.32</b>
Credit Cards			
2010 · Visa x6511	349.59	0.00	349.59
<b>Total Credit Cards</b>	<b>349.59</b>	<b>0.00</b>	<b>349.59</b>
Other Current Liabilities			
2400 · Payroll Liabilities	7,409.61	0.00	7,409.61
2100 · Deferred Grant Revenue - Moore	0.00	28,543.67	-28,543.67
<b>Total Other Current Liabilities</b>	<b>7,409.61</b>	<b>28,543.67</b>	<b>-21,134.06</b>
<b>Total Current Liabilities</b>	<b>12,070.83</b>	<b>-122,691.02</b>	<b>134,761.85</b>
<b>Total Liabilities</b>	<b>12,070.83</b>	<b>-122,691.02</b>	<b>134,761.85</b>
Equity			
3200 · Unrestricted Net Assets	745,951.88	3,490,655.46	-2,744,703.58
3210 · Brd Designated - Budget Reserve	2,419,309.00	0.00	2,419,309.00
Net Income	846,281.26	393,327.96	452,953.30
<b>Total Equity</b>	<b>4,011,542.14</b>	<b>3,883,983.42</b>	<b>127,558.72</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,023,612.97</b>	<b>3,761,292.40</b>	<b>262,320.57</b>

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

	Jan - Sep 15	Jan - Sep 14	\$ Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4000 · Assessments	1,861,009.15	1,376,421.96	484,587.19
4010 · Grant Revenue	-34,511.18	296,154.61	-330,665.79
4050 · Donations	26.90	860.75	-833.85
4100 · Interest Income	536.52	228.77	307.75
4200 · Other Income	0.00	80.85	-80.85
<b>Total Income</b>	<b>1,827,061.39</b>	<b>1,673,746.94</b>	<b>153,314.45</b>
<b>Gross Profit</b>	<b>1,827,061.39</b>	<b>1,673,746.94</b>	<b>153,314.45</b>
<b>Expense</b>			
6000 · Payroll Expenses			
6005 · Salaries & Wages	80,632.24	0.00	80,632.24
6010 · Payroll Taxes	7,005.62	0.00	7,005.62
6000 · Payroll Expenses - Other	21.80	0.00	21.80
<b>Total 6000 · Payroll Expenses</b>	<b>87,659.66</b>	<b>0.00</b>	<b>87,659.66</b>
6100 · Advertising	3,700.12	-63,919.20	67,619.32
6105 · Licenses, Permits & Compliance	603.98	0.00	603.98
6150 · Bank Fees	451.30	109.91	341.39
6425 · Dues & Subscriptions	870.08	845.98	24.10
6830 · Non-board Meetings & Travel			
6831 · Transportation	35,416.71	53,019.93	-17,603.22
6832 · Hotel	32,851.20	15,029.39	17,821.81
6833 · Non-taxable Per Diem	5,167.12	3,964.87	1,202.25
6834 · Taxable Per Diem	0.00	1,823.56	-1,823.56
6835 · Other Expenses	4,516.70	5,287.10	-770.40
6830 · Non-board Meetings & Travel - Other	0.00	13,999.59	-13,999.59
<b>Total 6830 · Non-board Meetings &amp; Travel</b>	<b>77,951.73</b>	<b>93,124.44</b>	<b>-15,172.71</b>
6840 · Conference, Convention, Meeting	16,392.12	14,519.02	1,873.10
6850 · Board Meetings & Travel			
6851 · Transportation	29,255.52	41,121.32	-11,865.80
6852 · Hotel	15,563.55	16,474.40	-910.85
6853 · Per Diem	3,636.15	8,426.80	-4,790.65
6854 · Meeting Fee	28,650.00	19,395.20	9,254.80
6855 · Other Expenses	10,963.80	10,144.79	819.01
<b>Total 6850 · Board Meetings &amp; Travel</b>	<b>88,069.02</b>	<b>95,562.51</b>	<b>-7,493.49</b>
7010 · Business Meals	2,802.43	499.38	2,303.05
7020 · Computer & Internet			
7021 · Web Hosting	2,314.56	702.90	1,611.66
7022 · Website Management	3,489.73	8,805.42	-5,315.69
7020 · Computer & Internet - Other	0.00	5,996.99	-5,996.99
<b>Total 7020 · Computer &amp; Internet</b>	<b>5,804.29</b>	<b>15,505.31</b>	<b>-9,701.02</b>
7026 · Gifts	0.00	79.12	-79.12
7030 · Member Relations/Events	1,763.00	1,946.08	-183.08
7040 · Office Supplies	895.68	1,079.82	-184.14
7050 · Postage, Shipping & Storage	12,030.31	3,502.78	8,527.53

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

	<b>Jan - Sep 15</b>	<b>Jan - Sep 14</b>	<b>\$ Change</b>
7060 · Telephone	1,516.60	1,490.10	26.50
7075 · Printing	7,952.51	32,116.54	-24,164.03
7076 · Newsletter/Member mailings	12,948.48	11,300.59	1,647.89
7080 · Insurance	3,638.00	3,434.00	204.00
<b>7100 · Professional Services</b>			
7101 · Accounting Fees	61,402.10	38,135.08	23,267.02
7102 · Communication Services	37,583.75	73,416.93	-35,833.18
7104 · Legal Fees	48,717.30	10,915.94	37,801.36
7105 · Marketing	57,631.66	110,565.05	-52,933.39
7106 · Other Professional Services	50,224.35	144,514.02	-94,289.67
7107 · Public Relations	0.00	3,251.25	-3,251.25
7108 · Outside Contract Services	0.00	-3,302.19	3,302.19
<b>Total 7100 · Professional Services</b>	<b>255,559.16</b>	<b>377,496.08</b>	<b>-121,936.92</b>
7110 · Management Services	0.00	86,005.98	-86,005.98
7500 · Supplies	2,298.00	6,243.59	-3,945.59
7600 · Sustainability Awareness	0.00	346,290.40	-346,290.40
7605 · Sales Tax	43.32	0.00	43.32
7800 · Projects (fmly Grant Awards)	0.00	811,913.77	-811,913.77
7800.2 · Grant Award Adj -Released Funds	0.00	-333,358.86	333,358.86
7825 · Board/Staff Projects	314,153.34	1,299.45	312,853.89
<b>Total Expense</b>	<b>897,103.13</b>	<b>1,507,086.79</b>	<b>-609,983.66</b>
<b>Net Ordinary Income</b>	<b>929,958.26</b>	<b>166,660.15</b>	<b>763,298.11</b>
<b>Other Income/Expense</b>			
<b>Other Expense</b>			
7800.1 · Project Allowance Adj.	83,677.00	-226,667.81	310,344.81
<b>Total Other Expense</b>	<b>83,677.00</b>	<b>-226,667.81</b>	<b>310,344.81</b>
<b>Net Other Income</b>	<b>-83,677.00</b>	<b>226,667.81</b>	<b>-310,344.81</b>
<b>Net Income</b>	<b>846,281.26</b>	<b>393,327.96</b>	<b>452,953.30</b>

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

	Moore Foundation - FY14	Org.	Marketing	Quality	Research	Sustain- ability	TOTAL
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
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	536.52	0.00	0.00	0.00	0.00	536.52
<b>Total Income</b>	<b>-34,511.18</b>	<b>1,861,545.67</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>26.90</b>	<b>1,827,061.39</b>
<b>Gross Profit</b>	<b>-34,511.18</b>	<b>1,861,545.67</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>26.90</b>	<b>1,827,061.39</b>
<b>Expense</b>							
<b>6000 · Payroll Expenses</b>							
6005 · Salaries & Wages	0.00	53,037.24	16,633.00	0.00	0.00	10,962.00	80,632.24
6010 · Payroll Taxes	0.00	4,456.37	1,526.74	0.00	0.00	1,022.51	7,005.62
6000 · Payroll Expenses - Other	0.00	21.80	0.00	0.00	0.00	0.00	21.80
<b>Total 6000 · Payroll Expenses</b>	<b>0.00</b>	<b>57,515.41</b>	<b>18,159.74</b>	<b>0.00</b>	<b>0.00</b>	<b>11,984.51</b>	<b>87,659.66</b>
6100 · Advertising	0.00	89.41	3,610.71	0.00	0.00	0.00	3,700.12
6105 · Licenses, Permits & Compliance	0.00	69.48	534.50	0.00	0.00	0.00	603.98
6150 · Bank Fees	0.00	451.30	0.00	0.00	0.00	0.00	451.30
6425 · Dues & Subscriptions	0.00	870.08	0.00	0.00	0.00	0.00	870.08
<b>6830 · Non-board Meetings &amp; Travel</b>							
6831 · Transportation	1,299.55	7,541.56	17,116.86	1,433.25	0.00	8,025.49	35,416.71
6832 · Hotel	504.16	3,876.08	24,979.77	244.16	0.00	3,247.03	32,851.20
6833 · Non-taxable Per Diem	247.75	1,287.53	1,882.12	126.00	0.00	1,623.72	5,167.12
6835 · Other Expenses	7.50	87.90	4,290.40	0.00	0.00	130.90	4,516.70
6830 · Non-board Meetings & Travel - Other	-4,484.34	0.00	0.00	0.00	0.00	4,484.34	0.00
<b>Total 6830 · Non-board Meetings &amp; Travel</b>	<b>-2,425.38</b>	<b>12,793.07</b>	<b>48,269.15</b>	<b>1,803.41</b>	<b>0.00</b>	<b>17,511.48</b>	<b>77,951.73</b>
6840 · Conference, Convention, Meeting	0.00	0.00	2,642.97	0.00	0.00	13,749.15	16,392.12
<b>6850 · Board Meetings &amp; Travel</b>							
6851 · Transportation	0.00	24,846.60	67.94	0.00	0.00	4,340.98	29,255.52
6852 · Hotel	0.00	14,217.85	0.00	0.00	0.00	1,345.70	15,563.55
6853 · Per Diem	0.00	2,593.90	0.00	0.00	0.00	1,042.25	3,636.15
6854 · Meeting Fee	0.00	25,050.00	900.00	0.00	0.00	2,700.00	28,650.00
6855 · Other Expenses	0.00	8,773.31	0.00	330.70	1,859.79	0.00	10,963.80
<b>Total 6850 · Board Meetings &amp; Travel</b>	<b>0.00</b>	<b>75,481.66</b>	<b>967.94</b>	<b>330.70</b>	<b>1,859.79</b>	<b>9,428.93</b>	<b>88,069.02</b>
7010 · Business Meals	40.70	518.00	1,224.62	0.00	0.00	1,019.11	2,802.43
<b>7020 · Computer &amp; Internet</b>							
7021 · Web Hosting	0.00	931.36	696.14	0.00	0.00	687.06	2,314.56
7022 · Website Management	380.30	487.10	1,545.45	0.00	0.00	1,076.88	3,489.73
<b>Total 7020 · Computer &amp; Internet</b>	<b>380.30</b>	<b>1,418.46</b>	<b>2,241.59</b>	<b>0.00</b>	<b>0.00</b>	<b>1,763.94</b>	<b>5,804.29</b>
7030 · Member Relations/Events	500.00	500.00	500.00	0.00	0.00	263.00	1,763.00
7040 · Office Supplies	0.00	690.90	204.78	0.00	0.00	0.00	895.68

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

	Moore Foundation - FY14	Org.	Marketing	Quality	Research	Sustain- ability	TOTAL
<b>7050 · Postage, Shipping &amp; Storage</b>	0.00	5,574.85	3,992.69	0.00	1,466.00	996.77	12,030.31
<b>7060 · Telephone</b>	0.00	1,011.71	25.40	63.85	0.00	415.64	1,516.60
<b>7075 · Printing</b>	328.20	392.51	610.17	0.00	0.00	6,621.63	7,952.51
<b>7076 · Newsletter/Member mailings</b>	0.00	11,549.56	0.00	0.00	1,398.92	0.00	12,948.48
<b>7080 · Insurance</b>	0.00	3,638.00	0.00	0.00	0.00	0.00	3,638.00
<b>7100 · Professional Services</b>							
<b>7101 · Accounting Fees</b>	0.00	57,391.10	0.00	0.00	0.00	4,011.00	61,402.10
<b>7102 · Communication Services</b>	910.00	11,602.50	23,957.25	0.00	0.00	1,114.00	37,583.75
<b>7104 · Legal Fees</b>	0.00	24,134.05	0.00	0.00	0.00	24,583.25	48,717.30
<b>7105 · Marketing</b>	-300.00	0.00	49,231.66	0.00	0.00	8,700.00	57,631.66
<b>7106 · Other Professional Services</b>	0.00	5,524.88	19,547.83	2,500.00	-2,132.50	24,784.14	50,224.35
<b>Total 7100 · Professional Services</b>	610.00	98,652.53	92,736.74	2,500.00	-2,132.50	63,192.39	255,559.16
<b>7500 · Supplies</b>	0.00	0.00	1,988.44	0.00	0.00	309.56	2,298.00
<b>7600 · Sustainability Awareness</b>	-33,945.00	0.00	0.00	0.00	0.00	33,945.00	0.00
<b>7605 · Sales Tax</b>	0.00	0.00	43.32	0.00	0.00	0.00	43.32
<b>7825 · Board/Staff Projects</b>	0.00	20,000.00	96,653.34	58,500.00	89,000.00	50,000.00	314,153.34
<b>Total Expense</b>	-34,511.18	291,216.93	274,406.10	63,197.96	91,592.21	211,201.11	897,103.13
<b>Net Ordinary Income</b>	0.00	1,570,328.74	-274,406.10	-63,197.96	-91,592.21	-211,174.21	929,958.26
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
<b>7800.1 · Project Allowance Adj.</b>	0.00	-20,000.00	44,499.40	-10,000.00	61,677.00	7,500.60	83,677.00
<b>Total Other Expense</b>	0.00	-20,000.00	44,499.40	-10,000.00	61,677.00	7,500.60	83,677.00
<b>Net Other Income</b>	0.00	20,000.00	-44,499.40	10,000.00	-61,677.00	-7,500.60	-83,677.00
<b>Net Income</b>	<b>0.00</b>	<b>1,590,328.74</b>	<b>-318,905.50</b>	<b>-53,197.96</b>	<b>-153,269.21</b>	<b>-218,674.81</b>	<b>846,281.26</b>

**Bristol bay Regional Seafood Development Association**  
**Statement of Activities - Budget vs. Actual**  
**September 2015**

	Moore Foundation - FY14			Organization		
	Jan - Sep 15	Budget	\$ Over Budget	Jan - Sep 15	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
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			536.52	750.00	-213.48
4900 · Cash/Budget Reserve	0.00			0.00	466,933.53	-466,933.53
<b>Total Income</b>	<b>-34,511.18</b>			<b>1,861,545.67</b>	<b>1,844,105.49</b>	<b>17,440.18</b>
<b>Cost of Goods Sold</b>						
5010 · Funds to Reserve (25%)	0.00			0.00	344,105.49	-344,105.49
<b>Total COGS</b>	<b>0.00</b>			<b>0.00</b>	<b>344,105.49</b>	<b>-344,105.49</b>
<b>Gross Profit</b>	<b>-34,511.18</b>			<b>1,861,545.67</b>	<b>1,500,000.00</b>	<b>361,545.67</b>
<b>Expense</b>						
6000 · Payroll Expenses	0.00			57,515.41		
6100 · Advertising	0.00			89.41		
6105 · Licenses, Permits & Compliance	0.00			69.48	100.00	-30.52
6150 · Bank Fees	0.00			451.30	300.00	151.30
6425 · Dues & Subscriptions	0.00			870.08	850.00	20.08
6830 · Non-board Meetings & Travel	-2,425.38			12,793.07	28,653.00	-15,859.93
6840 · Conference, Convention, Meeting	0.00			0.00	5,000.00	-5,000.00
6850 · Board Meetings & Travel	0.00			75,481.66	175,635.00	-100,153.34
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			1,418.46	8,960.00	-7,541.54
7030 · Member Relations/Events	500.00			500.00	1,500.00	-1,000.00
7040 · Office Supplies	0.00			690.90	500.00	190.90
7050 · Postage, Shipping & Storage	0.00			5,574.85	475.00	5,099.85
7060 · Telephone	0.00			1,011.71	1,200.00	-188.29
7075 · Printing	328.20			392.51	1,850.00	-1,457.49
7076 · Newsletter/Member mailings	0.00			11,549.56	18,500.00	-6,950.44
7080 · Insurance	0.00			3,638.00	5,000.00	-1,362.00
7100 · Professional Services	610.00			98,652.53	92,000.00	6,652.53
7110 · Management Services	0.00			0.00	113,500.00	-113,500.00
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
<b>Total Expense</b>	<b>-34,511.18</b>			<b>291,216.93</b>	<b>474,523.00</b>	<b>-183,306.07</b>
<b>Net Ordinary Income</b>	<b>0.00</b>			<b>1,570,328.74</b>	<b>1,025,477.00</b>	<b>544,851.74</b>
<b>Other Income/Expense</b>						
<b>Other Expense</b>						
7800.1 · Project Allowance Adj.	0.00			-20,000.00		
<b>Total Other Expense</b>	<b>0.00</b>			<b>-20,000.00</b>		
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>20,000.00</b>	<b>0.00</b>	<b>20,000.00</b>
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,590,328.74</b>	<b>1,025,477.00</b>	<b>564,851.74</b>

**Bristol bay Regional Seafood Development Association**  
**Statement of Activities - Budget vs. Actual**  
**September 2015**

	Marketing			Quality		
	Jan - Sep 15	Budget	\$ Over Budget	Jan - Sep 15	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
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		
<b>Total Income</b>	<u>0.00</u>			<u>0.00</u>		
<b>Cost of Goods Sold</b>						
5010 · Funds to Reserve (25%)	0.00			0.00		
<b>Total COGS</b>	<u>0.00</u>			<u>0.00</u>		
<b>Gross Profit</b>	0.00			0.00		
<b>Expense</b>						
6000 · Payroll Expenses	18,159.74			0.00		
6100 · Advertising	3,610.71	7,000.00	-3,389.29	0.00		
6105 · Licenses, Permits & Compliance	534.50			0.00		
6150 · Bank Fees	0.00			0.00		
6425 · Dues & Subscriptions	0.00	2,000.00	-2,000.00	0.00		
6830 · Non-board Meetings & Travel	48,269.15	53,734.00	-5,464.85	1,803.41		
6840 · Conference, Convention, Meeting	2,642.97	7,000.00	-4,357.03	0.00		
6850 · Board Meetings & Travel	967.94	3,005.00	-2,037.06	330.70	2,895.00	-2,564.30
7010 · Business Meals	1,224.62			0.00		
7015 · Charitable Contributions	0.00			0.00		
7020 · Computer & Internet	2,241.59	3,900.00	-1,658.41	0.00		
7030 · Member Relations/Events	500.00			0.00		
7040 · Office Supplies	204.78			0.00		
7050 · Postage, Shipping & Storage	3,992.69	3,500.00	492.69	0.00		
7060 · Telephone	25.40			63.85		
7075 · Printing	610.17	9,800.00	-9,189.83	0.00		
7076 · Newsletter/Member mailings	0.00			0.00		
7080 · Insurance	0.00			0.00		
7100 · Professional Services	92,736.74	129,800.00	-37,063.26	2,500.00	20,000.00	-17,500.00
7110 · Management Services	0.00			0.00		
7500 · Supplies	1,988.44	3,100.00	-1,111.56	0.00		
7600 · Sustainability Awareness	0.00			0.00		
7605 · Sales Tax	43.32			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	105,000.00	-8,346.66	58,500.00	113,000.00	-54,500.00
<b>Total Expense</b>	<u>274,406.10</u>	<u>327,839.00</u>	<u>-53,432.90</u>	<u>63,197.96</u>	<u>135,895.00</u>	<u>-72,697.04</u>
<b>Net Ordinary Income</b>	-274,406.10	-327,839.00	53,432.90	-63,197.96	-135,895.00	72,697.04
<b>Other Income/Expense</b>						
<b>Other Expense</b>						
7800.1 · Project Allowance Adj.	44,499.40			-10,000.00		
<b>Total Other Expense</b>	<u>44,499.40</u>			<u>-10,000.00</u>		
<b>Net Other Income</b>	-44,499.40	0.00	-44,499.40	10,000.00	0.00	10,000.00
<b>Net Income</b>	<u><b>-318,905.50</b></u>	<u><b>-327,839.00</b></u>	<u><b>8,933.50</b></u>	<u><b>-53,197.96</b></u>	<u><b>-135,895.00</b></u>	<u><b>82,697.04</b></u>

**Bristol bay Regional Seafood Development Association**  
**Statement of Activities - Budget vs. Actual**  
**September 2015**

	Research			Sustainability		
	Jan - Sep 15	Budget	\$ Over Budget	Jan - Sep 15	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
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		
<b>Total Income</b>	<b>0.00</b>			<b>26.90</b>	<b>5,001.67</b>	<b>-4,974.77</b>
<b>Cost of Goods Sold</b>						
5010 · Funds to Reserve (25%)	0.00			0.00		
<b>Total COGS</b>	<b>0.00</b>			<b>0.00</b>		
<b>Gross Profit</b>	<b>0.00</b>			<b>26.90</b>	<b>5,001.67</b>	<b>-4,974.77</b>
<b>Expense</b>						
6000 · Payroll Expenses	0.00			11,984.51		
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 Meetings & Travel	0.00			17,511.48	30,405.00	-12,893.52
6840 · Conference, Convention, Meeting	0.00			13,749.15	11,900.00	1,849.15
6850 · Board Meetings & Travel	1,859.79			9,428.93	25,800.00	-16,371.07
7010 · Business Meals	0.00			1,019.11		
7015 · Charitable Contributions	0.00			0.00		
7020 · Computer & Internet	0.00			1,763.94	15,960.00	-14,196.06
7030 · Member Relations/Events	0.00			263.00		
7040 · Office Supplies	0.00			0.00		
7050 · Postage, Shipping & Storage	1,466.00			996.77	800.00	196.77
7060 · Telephone	0.00			415.64		
7075 · Printing	0.00			6,621.63	7,000.00	-378.37
7076 · Newsletter/Member mailings	1,398.92			0.00		
7080 · Insurance	0.00			0.00		
7100 · Professional Services	-2,132.50			63,192.39	151,500.00	-88,307.61
7110 · Management Services	0.00			0.00		
7500 · Supplies	0.00			309.56	6,570.00	-6,260.44
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
<b>Total Expense</b>	<b>91,592.21</b>	<b>206,002.00</b>	<b>-114,409.79</b>	<b>211,201.11</b>	<b>304,935.00</b>	<b>-93,733.89</b>
<b>Net Ordinary Income</b>	<b>-91,592.21</b>	<b>-206,002.00</b>	<b>114,409.79</b>	<b>-211,174.21</b>	<b>-299,933.33</b>	<b>88,759.12</b>
<b>Other Income/Expense</b>						
<b>Other Expense</b>						
7800.1 · Project Allowance Adj.	61,677.00			7,500.60		
<b>Total Other Expense</b>	<b>61,677.00</b>			<b>7,500.60</b>		
<b>Net Other Income</b>	<b>-61,677.00</b>	<b>0.00</b>	<b>-61,677.00</b>	<b>-7,500.60</b>	<b>0.00</b>	<b>-7,500.60</b>
<b>Net Income</b>	<b>-153,269.21</b>	<b>-206,002.00</b>	<b>52,732.79</b>	<b>-218,674.81</b>	<b>-299,933.33</b>	<b>81,258.52</b>



**Bristol bay Regional Seafood Development Association**  
**Statement of Activities - Budget vs. Actual**  
September 2015

	TOTAL		
	Jan - Sep 15	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
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	536.52	750.00	-213.48
4900 · Cash/Budget Reserve	0.00	466,933.53	-466,933.53
<b>Total Income</b>	1,827,061.39	1,849,107.16	-22,045.77
<b>Cost of Goods Sold</b>			
5010 · Funds to Reserve (25%)	0.00	344,105.49	-344,105.49
<b>Total COGS</b>	0.00	344,105.49	-344,105.49
<b>Gross Profit</b>	1,827,061.39	1,505,001.67	322,059.72
<b>Expense</b>			
6000 · Payroll Expenses	87,659.66	0.00	87,659.66
6100 · Advertising	3,700.12	7,000.00	-3,299.88
6105 · Licenses, Permits & Compliance	603.98	100.00	503.98
6150 · Bank Fees	451.30	300.00	151.30
6425 · Dues & Subscriptions	870.08	2,850.00	-1,979.92
6830 · Non-board Meetings & Travel	77,951.73	112,792.00	-34,840.27
6840 · Conference, Convention, Meeting	16,392.12	23,900.00	-7,507.88
6850 · Board Meetings & Travel	88,069.02	207,335.00	-119,265.98
7010 · Business Meals	2,802.43	250.00	2,552.43
7015 · Charitable Contributions	0.00	250.00	-250.00
7020 · Computer & Internet	5,804.29	28,820.00	-23,015.71
7030 · Member Relations/Events	1,763.00	1,500.00	263.00
7040 · Office Supplies	895.68	500.00	395.68
7050 · Postage, Shipping & Storage	12,030.31	4,775.00	7,255.31
7060 · Telephone	1,516.60	1,200.00	316.60
7075 · Printing	7,952.51	18,650.00	-10,697.49
7076 · Newsletter/Member mailings	12,948.48	18,500.00	-5,551.52
7080 · Insurance	3,638.00	5,000.00	-1,362.00
7100 · Professional Services	255,559.16	393,300.00	-137,740.84
7110 · Management Services	0.00	113,500.00	-113,500.00
7500 · Supplies	2,298.00	9,670.00	-7,372.00
7600 · Sustainability Awareness	0.00	0.00	0.00
7605 · Sales Tax	43.32	0.00	43.32
7800 · Projects (fmly Grant Awards)	0.00	0.00	0.00
7825 · Board/Staff Projects	314,153.34	499,002.00	-184,848.66
<b>Total Expense</b>	897,103.13	1,449,194.00	-552,090.87
<b>Net Ordinary Income</b>	929,958.26	55,807.67	874,150.59
<b>Other Income/Expense</b>			
<b>Other Expense</b>			
7800.1 · Project Allowance Adj.	83,677.00	0.00	83,677.00
<b>Total Other Expense</b>	83,677.00	0.00	83,677.00
<b>Net Other Income</b>	-83,677.00	0.00	-83,677.00
<b>Net Income</b>	<b>846,281.26</b>	<b>55,807.67</b>	<b>790,473.59</b>

**Bristol Bay Regional Seafood Development Association**  
**A/P Aging Summary - Non Projects**

As of September 30, 2015

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
<b>Aurora Lang</b>	508.56	0.00	0.00	0.00	0.00	508.56
<b>Cunningham Levy LLP</b>	0.00	-7,768.00	0.00	0.00	0.00	-7,768.00
<b>James Baldwin</b>	413.43	0.00	0.00	0.00	0.00	413.43
<b>Jean Block Consulting, Inc.</b>	0.00	500.12	0.00	0.00	0.00	500.12
<b>Larry K. Christensen</b>	1,340.78	0.00	0.00	0.00	0.00	1,340.78
<b>Nelly Hand Communications</b>	267.47	0.00	0.00	0.00	0.00	267.47
<b>Salsa Labs, Inc.</b>	0.00	0.00	0.00	0.00	961.00	961.00
<b>Sue Aspelund reimbursables</b>	320.27	0.00	0.00	0.00	0.00	320.27
<b>TOTAL</b>	<b>2,850.51</b>	<b>-7,267.88</b>	<b>0.00</b>	<b>0.00</b>	<b>961.00</b>	<b>-3,456.37</b>

**Bristol Bay Regional Seafood Development Association  
Projects Payable Aging Summary - FY2015  
As of September 30, 2015**

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
Anne Mosness	0.00	0.00	0.00	0.00	2,000.00	2,000.00
BBSRI - Pt Moller	0.00	0.00	0.00	0.00	20,000.00	20,000.00
C.K. Consulting	0.00	0.00	0.00	0.00	1,500.00	1,500.00
Chefs Collaborative	0.00	0.00	0.00	0.00	8,500.00	8,500.00
KDLG	0.00	0.00	0.00	0.00	10,000.00	10,000.00
McDowell Group, Inc.	0.00	0.00	0.00	25,500.00	0.00	25,500.00
New Amsterdam Market	0.00	0.00	0.00	0.00	7,500.00	7,500.00
Ocean Beauty	0.00	0.00	0.00	0.00	10,000.00	10,000.00
Trident Seafoods	0.00	0.00	0.00	0.00	10,000.00	10,000.00
<b>TOTAL</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>25,500.00</b>	<b>69,500.00</b>	<b>95,000.00</b>

**Projects Payable Aging Summary - FY 2014  
As of September 30, 2015**

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
ADF&G - Counting Towers	0.00	0.00	0.00	0.00	66,656.00	66,656.00
BBSRI - OEG	0.00	0.00	0.00	0.00	28,000.00	28,000.00
BBSRI - Outer Pt Heiden Stocl	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
<b>TOTAL</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>192,382.00</b>	<b>192,382.00</b>

**Projects Payable Aging Summary - FY2013  
As of September 30, 2015**

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
Univ of Wash - Area Wide Tes	0.00	0.00	0.00	0.00	7,027.48	7,027.48
<b>TOTAL</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,027.48</b>	<b>7,027.48</b>