

TO: BBRSDA - BOARD OF DIRECTORS
FROM: THE FORAKER GROUP FINANCIAL SHARED SERVICES
SUBJECT: SEPTEMBER 2020 FINANCIAL STATEMENTS
DATE: OCTOBER 28, 2020
CC: ANDREW WINK, EXECUTIVE DIRECTOR

Attached are the statement of financial position, related statement of activities (as a whole and by class) for Bristol Bay Regional Seafood Development Association (BBRSDA) for the period January 1, 2020 – September 30, 2020. These are preliminary, un-audited statements and subject to change after any required audit adjustments.

The financial statements for BBRSDA are prepared on the accrual basis in accordance with generally accepted accounting principles (GAAP).

BBRSDA has current assets of \$6,138,100 and current liabilities of \$227,430, net of the allowance for future performance on projects of \$653,620. The unrestricted and undesignated current ratio at September 30 is 14.6 to 1. That ratio is derived by dividing unrestricted and undesignated cash and accounts receivable by current liabilities (gross of project allowances). As of September 30, unrestricted and undesignated working capital was \$3,093,936. Unrestricted and undesignated working capital can be calculated by subtracting current liabilities from unrestricted and undesignated cash and accounts receivable. Liquidity is often measured by total working capital and analyzed using the current ratio.

In reviewing the financial statement information, please note the items below:

Statement of Financial Position

Cash balances

The General checking account has been reconciled through September 30, 2020. The Vanguard accounts have been reconciled through September 30, 2020. The organization has unrestricted cash as of September 30, 2020 of \$6,138,100. Of that amount \$2,816,734 has been designated by the Board as a reserve.

Liabilities

Accounts payable at September 30, 2020 totaled \$49,143 and includes revolving credit card balances.

Projects Payable totaled \$784,339 at the end of September and are detailed on the last pages of the report. The Allowance for Conditional Projects Payable has been adjusted and reflects the dollar amount of projects not yet performed of \$653,620.

Payroll Liabilities

On September 30, 2020 BBRSDA had \$47,569 in accrued payroll and related liabilities. Most of this is related to wages earned in September and paid in October and a small amount is related to payroll tax liabilities paid on a quarterly cycle.

Restricted Net Assets

All Net Assets are unrestricted, however, \$2,816,734 has been designated as a reserve by the Board.

Statement of Activities

Income

BBRSDA has recognized \$3,017,981 from State of Alaska assessments, \$19,783 from interest income on the Vanguard accounts and \$270 in other income through September.

Expenses

Expenses through September totaled \$2,846,351.

Bristol Bay Regional Seafood Development Association

Statements of Financial Position (Unaudited)

As At September 30, 2020 and September 30, 2019

	<u>9/30/2020</u>	<u>9/30/2019</u>	<u>Change</u>
ASSETS			
Cash and equivalents:			
Undesignated	\$ 3,321,366	\$ 2,523,285	\$ 798,082
Board designated:			
Baseline reserve	2,500,000	2,500,000	-
Investment reserve	316,734	859,558	(542,824)
Total board designated	2,816,734	3,359,558	(542,824)
Total cash and equivalents	6,138,100	5,882,842	255,258
Accounts receivable	-	5,000	(5,000)
Prepaid expenses	-	1,500	(1,500)
Total current assets	6,138,100	5,889,342	248,758
Total assets	\$ 6,138,100	\$ 5,889,342	\$ 248,758
LIABILITIES & NET ASSETS			
Accounts payable (including credit cards)	\$ 49,143	\$ 33,566	\$ 15,577
Projects payable			
2020 projects	784,339	-	784,339
2019 projects	-	569,147	(569,147)
Total projects payable	784,339	569,147	215,192
Allowance for conditional projects payable	(653,620)	(477,047)	(176,573)
Accrued payroll	47,121	26,455	20,666
Payroll liabilities	448	313	134
Total Current Liabilities	227,430	152,434	74,996
Net assets - Unrestricted:			
Undesignated	3,093,936	2,380,350	713,586
Board designated	2,816,734	3,359,558	(542,824)
Total unrestricted net assets	5,910,670	5,739,908	170,762
Total liabilities and net assets	\$ 6,138,100	\$ 5,892,342	\$ 245,758
*Current Ratio	14.6	16.6	

*The current ratio represents an organization's liquidity, which is one indication of an organization's ability to meet its current obligations. A current ratio greater than 1 is indicative of good liquidity.

Bristol Bay Regional Seafood Development Association

Statements of Activities - Consolidated Comparison (Unaudited)

For the Periods Ending September 30, 2020

	Year to Date			Variance Fav / (Unfav)
	9/30/2020	9/30/2019	Change	
Income				
4000 · Assessments	\$ 3,017,981	\$ 2,985,137	\$ 32,844	1%
4100 · Interest Income	19,873	62,770	(42,897)	-68%
4200 · Other Income	270	549	(279)	-51%
4300 · Sales Income	-	153,955	(153,955)	-100%
Total Income	3,038,124	3,202,411	(164,287)	-5%
Expense				
6000 · Payroll Expenses	279,704	234,013	(45,692)	-20%
6100 · Advertising	6,750	6,100	(650)	-11%
6105 · Licenses, Permits & Compliance	275	75	(200)	-267%
6150 · Bank Fees	266	420	154	37%
6425 · Dues & Subscriptions	9,618	4,602	(5,015)	-109%
6830 · Non-board Travel	13,386	24,235	10,849	45%
6840 · Conference, Convention, Meeting	3,379	26,272	22,893	87%
6850 · Board Meeting	28,497	57,730	29,232	51%
7010 · Business Meals	242	277	35	13%
7015 · Charitable Contributions	500	-	(500)	N/A
7020 · Computer & Internet	1,861	2,231	370	17%
7026 · Gifts	-	8,194	8,194	100%
7030 · Member Relations/Events	3,085	4,605	1,520	33%
7040 · Office Supplies	519	1,137	618	54%
7050 · Postage, Shipping & Storage	1,980	5,888	3,908	66%
7060 · Telephone	2,565	1,233	(1,332)	-108%
7075 · Printing	4,819	638	(4,182)	-656%
7076 · Newsletter/Member mailings	9,276	6,252	(3,024)	-48%
7080 · Insurance	3,852	4,774	922	19%
7100 · Professional Services:				
7101 · Accounting Fees	36,036	42,660	6,623	16%
7104 · Legal Fees	341,413	105,865	(235,548)	-222%
7106 · Other Professional Services	29,800	25,265	(4,535)	-18%
Total 7100 · Professional Services	407,249	173,789	(233,460)	-134%
7300 · Rent	3,550	9,000	5,450	61%
7600 · Discretionary	34,994	-	(34,994)	N/A
7700 · Pandemic Expenses	83,340	-	(83,340)	N/A
7825 · Board/Staff Projects	1,946,646	1,645,140	(301,505)	-18%
Total Expense	2,846,351	2,216,604	(629,746)	-28%
7800.1 Project allowance adjustment	(588,620)	(409,569)	179,050	-44%
Total Change in Net Assets	\$ 780,393	\$ 1,395,376	\$ (614,983)	-44%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Consolidated (Unaudited)

For the Periods Ending September 30, 2020

	Year to Date				Budget		
	9/30/2020	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
Income							
4000 · Assessments	\$ 3,017,981	\$ 3,131,597	\$ (113,616)	-4%	\$ 3,131,597	\$ 113,616	4%
4100 · Interest Income	19,873	45,000	(25,127)	-56%	60,000	40,127	67%
4200 · Other Income	270	-	270	N/A	-	(270)	N/A
Total Income	3,038,124	3,176,597	(138,473)	-4%	3,191,597	153,473	5%
Expense							
6000 · Payroll Expenses	279,704	277,151	(2,553)	-1%	365,900	86,196	24%
6100 · Advertising	6,750	5,500	(1,250)	-23%	5,500	(1,250)	-23%
6105 · Licenses, Permits & Compliance	275	75	(200)	-267%	100	(175)	-175%
6150 · Bank Fees	266	585	319	55%	780	514	66%
6425 · Dues & Subscriptions	9,618	9,234	(384)	-4%	11,432	1,814	16%
6830 · Non-board Travel	13,386	54,500	41,114	75%	84,750	71,364	84%
6840 · Conference, Convention, Meeting	3,379	15,500	12,121	78%	17,000	13,621	80%
6850 · Board Meeting	28,497	88,600	60,103	68%	132,200	103,703	78%
7010 · Business Meals	242	2,250	2,008	89%	3,000	2,758	92%
7015 · Charitable Contributions	500	-	(500)	N/A	-	(500)	N/A
7020 · Computer & Internet	1,861	3,468	1,607	46%	4,573	2,712	59%
7026 · Gifts	-	8,750	8,750	100%	10,000	10,000	100%
7030 · Member Relations/Events	3,085	12,600	9,515	76%	25,300	22,215	88%
7040 · Office Supplies	519	825	306	37%	1,100	581	53%
7050 · Postage, Shipping & Storage	1,980	13,375	11,395	85%	15,250	13,270	87%
7060 · Telephone	2,565	2,880	315	11%	3,660	1,095	30%
7075 · Printing	4,819	20,000	15,181	76%	20,000	15,181	76%
7076 · Newsletter/Member mailings	9,276	23,950	14,674	61%	25,200	15,924	63%
7080 · Insurance	3,852	4,800	948	20%	4,800	948	20%
7100 · Professional Services:							
7101 · Accounting Fees	36,036	35,875	(161)	0%	43,650	7,614	17%
7104 · Legal Fees	341,413	506,000	164,587	33%	506,000	164,587	33%
7106 · Other Professional Services	29,800	31,750	1,950	6%	32,500	2,700	8%
Total 7100 · Professional Services	407,249	573,625	166,376	29%	582,150	174,901	30%
7300 · Rent	3,550	9,000	5,450	61%	12,000	8,450	70%
7600 · Discretionary	34,994	150,000	115,006	77%	150,000	115,006	77%
7700 · Pandemic Expenses	83,340	-	(83,340)	N/A	-	(83,340)	N/A
7825 · Board/Staff Projects	1,946,646	2,480,722	534,076	22%	2,520,722	574,076	23%
Total Expense	2,846,351	3,757,390	911,039	24%	3,995,417	1,149,066	29%
7800.1 Project allowance adjustment	(588,620)	-	588,620	N/A	-	588,620	N/A
Total Change in Net Assets	\$ 780,393	\$ (580,793)	\$ 1,361,186	-234%	\$ (803,820)	\$ (1,584,213)	197%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Organization (Unaudited)

For the Period Ending September 30, 2020

	Year to Date				Budget		
	9/30/2020	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
Income							
4000 · Assessments	\$ 3,017,981	\$ 3,131,597	\$ (113,616)	-4%	\$ 3,131,597	\$ 113,616	4%
4100 · Interest Income	19,873	45,000	(25,127)	-56%	60,000	40,127	67%
Total Income	3,037,854	3,176,597	(138,743)	-4%	3,191,597	153,743	5%
Expense							
6000 · Payroll Expenses	53,066	75,133	22,067	29%	96,544	43,478	45%
6100 · Advertising	5,000	-	(5,000)	N/A	-	(5,000)	N/A
6150 · Bank Fees	93	-	(93)	N/A	-	(93)	N/A
6425 · Dues & Subscriptions	8,051	7,910	(141)	-2%	10,000	1,949	19%
6830 · Non-board Travel	6,396	21,250	14,854	70%	34,450	28,054	81%
6840 · Conference, Convention, Meeting	599	-	(599)	N/A	1,500	901	60%
6850 · Board Meeting	28,353	77,400	49,047	63%	109,500	81,147	74%
7010 · Business Meals	242	375	133	35%	500	258	52%
7015 · Charitable Contributions	500	-	(500)	N/A	-	(500)	N/A
7020 · Computer & Internet	-	283	283	100%	283	283	100%
7026 · Gifts	-	3,750	3,750	100%	5,000	5,000	100%
7030 · Member Relations/Events	3,085	1,350	(1,735)	-129%	10,300	7,215	70%
7040 · Office Supplies	199	375	176	47%	500	301	60%
7050 · Postage, Shipping & Storage	1,324	7,000	5,676	81%	7,250	5,926	82%
7075 · Printing	200	-	(200)	N/A	-	(200)	N/A
7076 · Newsletter/Member mailings	4,638	16,200	11,562	71%	16,200	11,562	71%
7100 · Professional Services:							
7104 · Legal Fees	26,643	6,000	(20,643)	-344%	6,000	(20,643)	-344%
7106 · Other Professional Services	11,342	5,500	(5,842)	-106%	5,500	(5,842)	-106%
Total 7100 · Professional Services	37,985	11,500	(26,485)	-230%	11,500	(26,485)	-230%
7600 · Discretionary	26,736	80,000	53,264	67%	80,000	53,264	67%
7700 · Pandemic Expenses	70,275	-	(70,275)	N/A	-	(70,275)	N/A
7825 · Board/Staff Projects	66,867	81,500	14,633	18%	81,500	14,633	18%
Total Expense	313,610	384,026	70,416	18%	465,027	151,417	33%
7800.1 Project allowance adjustment	(18,545)	-	18,545	N/A	-	18,545	N/A
Total Change in Net Assets	\$ 2,742,789	\$ 2,792,571	\$ (49,782)	-2%	\$ 2,726,570	\$ (16,219)	-1%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Administration (Unaudited)

For the Period Ending September 30, 2020

	Year to Date				Budget		
	9/30/2020	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
Income							
4200 · Other Income	\$ 270	\$ -	\$ 270	N/A	\$ -	\$ (270)	N/A
Total Income	270	-	270	N/A	-	(270)	N/A
Expense							
6000 · Payroll Expenses	88,468	87,901	(567)	-1%	117,202	28,734	25%
6105 · Licenses, Permits & Compliance	275	75	(200)	-267%	100	(175)	-175%
6150 · Bank Fees	172	585	413	71%	780	608	78%
6425 · Dues & Subscriptions	1,567	1,324	(243)	-18%	1,432	(135)	-9%
6830 · Non-board Travel	6,396	7,450	1,054	14%	14,050	7,654	54%
6850 · Board Meeting	144	-	(144)	N/A	-	(144)	N/A
7010 · Business Meals	-	375	375	100%	500	500	100%
7020 · Computer & Internet	1,645	2,655	1,010	38%	3,540	1,895	54%
7040 · Office Supplies	319	450	131	29%	600	281	47%
7050 · Postage, Shipping & Storage	688	2,175	1,487	68%	2,400	1,712	71%
7060 · Telephone	2,565	2,880	315	11%	3,660	1,095	30%
7076 · Newsletter/Member mailings	4,638	2,000	(2,638)	-132%	2,000	(2,638)	-132%
7080 · Insurance	3,852	4,800	948	20%	4,800	948	20%
7100 · Professional Services:							
7101 · Accounting Fees	36,036	35,875	(161)	0%	43,650	7,614	17%
7106 · Other Professional Services	4,355	6,250	1,895	30%	7,000	2,645	38%
Total 7100 · Professional Services	40,391	42,125	1,734	4%	50,650	10,259	20%
7300 · Rent	3,550	9,000	5,450	61%	12,000	8,450	70%
Total Expense	154,670	163,795	9,125	6%	213,714	59,044	28%
Total Change in Net Assets	\$ (154,400)	\$ (163,795)	\$ 9,395	-6%	\$ (213,714)	\$ (59,314)	28%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Marketing (Unaudited)

For the Period Ending September 30, 2020

	Year to Date				Budget		
	9/30/2020	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
Income							
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	N/A
Total Income	-	-	-	N/A	-	-	N/A
Expense							
6000 · Payroll Expenses	88,400	53,116	(35,284)	-66%	70,822	(17,578)	-25%
6830 · Non-board Travel	593	18,300	17,707	97%	26,250	25,657	98%
6840 · Conference, Convention, Meeting	2,780	15,000	12,220	81%	15,000	12,220	81%
6850 · Board Meeting	-	3,700	3,700	100%	7,700	7,700	100%
7010 · Business Meals	-	750	750	100%	1,000	1,000	100%
7020 · Computer & Internet	216	530	314	59%	750	534	71%
7026 · Gifts	-	5,000	5,000	100%	5,000	5,000	100%
7030 · Member Relations/Events	-	3,750	3,750	100%	5,000	5,000	100%
7050 · Postage, Shipping & Storage	(105)	450	555	123%	1,600	1,705	107%
7100 · Professional Services:							
7106 · Other Professional Services	14,000	20,000	6,000	30%	20,000	6,000	30%
Total 7100 · Professional Services	14,000	20,000	6,000	30%	20,000	6,000	30%
7600 · Discretionary	2,558	30,000	27,442	91%	30,000	27,442	91%
7700 · Pandemic Expenses							
7825 · Board/Staff Projects	976,667	1,160,422	183,755	16%	1,160,422	183,755	16%
Total Expense	1,085,110	1,311,018	225,908	17%	1,343,544	258,434	19%
7800.1 Project allowance adjustment	(260,574)	-	260,574	N/A	-	260,574	N/A
Total Change in Net Assets	\$ (824,536)	\$ (1,311,018)	\$ 486,482	-37%	\$ (1,343,544)	\$ (519,008)	39%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Quality (Unaudited)

For the Period Ending September 30, 2020

	Year to Date				Budget	
	9/30/2020	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining
Income						
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -
Total Income	-	-	-	N/A	-	-
Expense						
6000 · Payroll Expenses	23,041	32,376	9,335	29%	43,167	20,126
6100 · Advertising	1,750	5,000	3,250	65%	5,000	3,250
7050 · Postage, Shipping & Storage	72	3,000	2,928	98%	3,000	2,928
7075 · Printing	4,619	20,000	15,381	77%	20,000	15,381
7076 · Newsletter/Member mailings	-	3,750	3,750	100%	5,000	5,000
7100 · Professional Services:						
7106 · Other Professional Services	103	-	(103)	N/A	-	(103)
Total 7100 · Professional Services	103	-	(103)	N/A	-	(103)
7600 · Discretionary	4,200	10,000	5,800	58%	10,000	5,800
7700 · Pandemic Expenses	13,065	-	(13,065)	N/A	-	(13,065)
7825 · Board/Staff Projects	280,000	380,500	100,500	26%	380,500	100,500
Total Expense	326,850	454,626	127,776	28%	466,667	139,817
7800.1 Project allowance adjustment	(83,420)	-	83,420	N/A	-	83,420
Total Change in Net Assets	\$ (243,430)	\$ (454,626)	\$ 211,196	-46%	\$ (466,667)	\$ (223,237)

Bristol Bay Regional Seafood Development Association

Statements of Activities - Sustainability (Unaudited)

For the Period Ending September 30, 2020

	Year to Date				Budget	
	9/30/2020	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining
Income						
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -
Total Income	-	-	-	N/A	-	-
Expense						
6000 · Payroll Expenses	26,729	28,625	1,896	7%	38,165	11,436
6100 · Advertising	-	500	500	100%	500	500
6830 · Non-board Travel	-	7,500	7,500	100%	10,000	10,000
6840 · Conference, Convention, Meeti	-	500	500	100%	500	500
6850 · Board Meeting	-	7,500	7,500	100%	15,000	15,000
7010 · Business Meals	-	750	750	100%	1,000	1,000
7030 · Member Relations/Events	-	7,500	7,500	100%	10,000	10,000
7050 · Postage, Shipping & Storage	-	750	750	100%	1,000	1,000
7076 · Newsletter/Member mailings	-	2,000	2,000	100%	2,000	2,000
7100 · Professional Services:						
7104 · Legal Fees	314,770	500,000	185,230	37%	500,000	185,230
Total 7100 · Professional Services	314,770	500,000	185,230	37%	500,000	185,230
7600 · Discretionary	1,500	30,000	28,500	95%	30,000	28,500
7700 · Pandemic Expenses						
7825 · Board/Staff Projects	623,112	858,300	235,188	27%	898,300	275,188
Total Expense	966,111	1,443,925	477,814	33%	1,506,465	540,354
7800.1 Project allowance adjustment	(226,080)	-	226,080	N/A	-	226,080
Total Change in Net Assets	\$ (740,031)	\$ (1,443,925)	\$ 703,894	-49%	\$ (1,506,465)	\$ (766,434)

Bristol Bay Regional Seafood Development Association

Projects Payable Vendor Summary

For the Period Ending September 30, 2020

Division	Name	Project Number	Liability	Payments	Balance
Marketing	Rising Tide Communications	20-001	\$ 631,000	\$ (507,820)	\$ 123,180
Marketing	MRJ and Associates	20-002	60,000	(45,000)	15,000
Marketing	University of Washington	20-003	66,922	(26,769)	40,153
Marketing	Alaska Fisheries Development Foundation	20-004	50,000	(20,000)	30,000
Marketing	Bristol Bay Fishermen's Association	20-007	9,375	(9,375)	-
Marketing	Retail Promotions Projects	20-023	42,937	(42,937)	-
Marketing	Point of Sales Costs - Project	20-024	29,450	(29,450)	-
Marketing	Facebook	20-025	4,611	(4,611)	-
Marketing	Barton Seaver	20-025	5,121	(5,121)	-
Marketing	Focus Group, The	20-026	60,000	(15,259)	44,741
Marketing	Hagenbuch, Brian	20-038	8,500	(1,000)	7,500
			967,917	(707,342)	260,574
Organization	Town Halls - Project	20-006	6,867	(6,867)	-
Organization	Camai Community Health Center	20-018	5,000	(2,500)	2,500
Organization	KDLG	20-020	40,000	(40,000)	-
Organization	Alaska Marine Safety Education Associatio	20-022	15,000	-	15,000
Organization	Amie R Stier	20-035	2,580	(2,580)	-
Organization	Kozak & Associates, Inc.	20-036	10,000	(9,170)	830
Organization	Rising Tide Communications	20-042	25,000	(24,785)	215
			104,447	(85,902)	18,545
Quality	Coastwise Press, LLC	20-005	17,500	(17,500)	-
Quality	Rising Tide Communications	20-008	20,000	(12,268)	7,733
Quality	Trident Seafoods	20-015	20,000	(10,000)	10,000
Quality	Northern Economics	20-016	15,000	(15,000)	-
Quality	Southwest Alaska Municipal Conference	20-017	2,000	(2,000)	-
Quality	Seattle Tarp Company	20-019	60,000	(4,312)	55,688
Quality	Northline Seafoods	20-028	100,000	(100,000)	-
Quality	Ocean Beauty Seafoods	20-029	20,000	(10,000)	10,000
Quality	Digital Observer INC.	20-033	15,700	(15,700)	-
Quality	Copper River Seafoods	20-034	14,000	(14,000)	-
			284,200	(200,780)	83,420
Sustainability	University of Washington	20-009	65,000	-	65,000
Sustainability	Mark Titus	20-010	100,000	(85,000)	15,000
Sustainability	Bristol Bay Heritage Land Trust	20-011	55,000	(55,000)	-
Sustainability	Bristol Bay Science & Research Institute	20-012	115,000	(50,000)	65,000
Sustainability	University of Washington	20-013	59,300	(23,720)	35,580
Sustainability	Salmon State	20-014	58,000	(47,500)	10,500
Sustainability	Bristol Bay Science & Research Institute	20-030	150,000	(50,000)	100,000
Sustainability	Net Your Problem, LLC	20-037	1,000	(1,000)	-
Sustainability	Bristol Bay Reserve Association	20-044	25,000	(25,000)	-
			628,300	(337,220)	291,080
Total			\$ 1,984,863	\$ (1,331,244)	\$ 653,620