



**TO:** BBRSDA - BOARD OF DIRECTORS  
**FROM:** THE FORAKER GROUP FINANCIAL SHARED SERVICES  
**SUBJECT:** JUNE 2022 FINANCIAL STATEMENTS  
**DATE:** AUGUST 1, 2022  
**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, 2022 – June 30, 2022. 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 \$3,923,741 and current liabilities of \$279,934, net of the allowance for future performance on projects of \$572,179. The unrestricted and undesignated current ratio at June 30 is 3.9 to 1. That ratio is derived by dividing unrestricted and undesignated cash and accounts receivable by current liabilities (net of project allowances). As of June 30, unrestricted and undesignated working capital was \$821,908. 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 June 30, 2022. The Vanguard accounts have been reconciled through June 30, 2022. The organization has unrestricted cash as of June 30, 2022, of \$3,923,741. Of that amount \$2,821,899 has been designated by the Board as a reserve.

#### **Liabilities**

Accounts payable on June 30, 2022, totaled \$49,994 and includes revolving credit card balances.

Projects Payable totaled \$765,356 at the end of June 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 \$572,179.

#### **Payroll Liabilities**

On June 30, 2022, BBRSDA had \$36,762 in accrued payroll and related liabilities. Most of this is related to wages earned in June and paid in July and a small amount is related to payroll tax liabilities paid on a quarterly cycle.

#### **Restricted Net Assets**

All Net Assets are unrestricted, however, \$2,821,899 has been designated as a reserve by the Board.

**Statement of Activities**

**Income**

BBRSDA has recognized \$5,788 interest income through June.

**Expenses**

Expenses through June totaled \$1,561,492.

# Bristol Bay Regional Seafood Development Association

## Statements of Financial Position (Unaudited)

*As At June 30, 2022 and June 30, 2021*

	6/30/2022	6/30/2021	Change
<b>ASSETS</b>			
Cash and equivalents:			
Undesignated	\$ 1,101,842	\$ 1,442,444	\$ (340,602)
Board designated:			
Baseline reserve	2,500,000	2,500,000	-
Investment reserve	321,899	317,094	4,806
Total board designated	2,821,899	2,817,094	4,806
Total cash and equivalents	3,923,741	4,259,538	(335,797)
<b>Total assets</b>	<b>\$ 3,923,741</b>	<b>\$ 4,259,538</b>	<b>\$ (335,797)</b>
<b>LIABILITIES &amp; NET ASSETS</b>			
Accounts payable (including credit cards)	\$ 49,994	\$ 14,914	\$ 35,081
Projects payable			
2022 projects	697,516	-	697,516
2021 projects	26,484	931,212	(904,728)
2020 projects	41,356	123,522	(82,166)
Total projects payable	765,356	1,054,734	(289,378)
Allowance for conditional projects payable	(572,179)	(1,050,126)	477,947
Accrued payroll	35,722	31,278	4,445
Payroll liabilities	1,040	355	685
PPP refundable advance	-	54,502	(54,502)
Total Current Liabilities	279,934	105,656	174,278
Net assets - Unrestricted:			
Undesignated	821,908	1,336,788	(514,880)
Board designated	2,821,899	2,817,094	4,806
Total unrestricted net assets	3,643,808	4,153,882	(510,075)
<b>Total liabilities and net assets</b>	<b>\$ 3,923,741</b>	<b>\$ 4,259,538</b>	<b>\$ (335,797)</b>
<b>*Current Ratio</b>	<b>3.9</b>	<b>13.7</b>	

\*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 June 30, 2022

	Year to Date			Variance Fav / (Unfav)
	6/30/2022	6/30/2021	Change	
<b>Income</b>				
4000 · Assessments	\$ -	\$ -	\$ -	N/A
4100 · Interest Income	5,788	314	5,473	1741%
<b>Total Income</b>	<b>5,788</b>	<b>314</b>	<b>5,473</b>	<b>1741%</b>
<b>Expense</b>				
6000 · Payroll Expenses	240,306	196,419	(43,887)	-22%
6100 · Advertising	-	1,500	1,500	100%
6105 · Licenses, Permits & Compliance	125	150	25	17%
6150 · Bank Fees	274	251	(23)	-9%
6425 · Dues & Subscriptions	15,854	8,502	(7,352)	-86%
6830 · Non-board Travel	21,908	2,150	(19,758)	-919%
6840 · Conference, Convention, Meeting	13,081	275	(12,806)	-4657%
6850 · Board Meeting	32,897	6,540	(26,357)	-403%
7010 · Business Meals	913	13	(900)	-6815%
7015 · Charitable Contributions	1,174	1,175	1	0%
7020 · Computer & Internet	1,250	1,339	89	7%
7026 · Gifts	1,737	902	(835)	-92%
7030 · Member Relations/Events	2,248	228	(2,020)	-884%
7040 · Office Supplies	189	83	(106)	-128%
7050 · Postage, Shipping & Storage	785	736	(49)	-7%
7060 · Telephone	2,309	2,118	(191)	-9%
7075 · Printing	86	-	(86)	N/A
7076 · Newsletter/Member mailings	15,214	24,613	9,398	38%
7080 · Insurance	4,227	3,858	(369)	-10%
7100 · Professional Services:				
7101 · Accounting Fees	14,680	24,891	10,210	41%
7104 · Legal Fees	59,958	57,739	(2,219)	-4%
7106 · Other Professional Services	16,508	6,984	(9,525)	-136%
<b>Total 7100 · Professional Services</b>	<b>91,147</b>	<b>89,613</b>	<b>(1,534)</b>	<b>-2%</b>
7300 · Rent	1,050	1,050	-	0%
7600 · Discretionary	30,838	15,155	(15,683)	-103%
7700 · Pandemic Expenses	15	340	325	96%
7825 · Board/Staff Projects	1,083,865	1,571,150	487,285	31%
<b>Total Expense</b>	<b>1,561,492</b>	<b>1,928,160</b>	<b>366,668</b>	<b>19%</b>
7800.1 Project allowance adjustment	(463,902)	(926,604)	(462,702)	50%
<b>Total Change in Net Assets</b>	<b>\$ (1,091,802)</b>	<b>\$ (1,001,242)</b>	<b>\$ (90,561)</b>	<b>9%</b>

# Bristol Bay Regional Seafood Development Association

## Statements of Activities - Consolidated (Unaudited)

For the Periods Ending June 30, 2022

	Year to Date				Budget		
	6/30/2022	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
<b>Income</b>							
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ 2,586,251	\$ 2,586,251	100%
4100 · Interest Income	5,788	200	5,588	2794%	400	(5,388)	-1347%
<b>Total Income</b>	<b>5,788</b>	<b>200</b>	<b>5,588</b>	<b>2794%</b>	<b>2,586,651</b>	<b>2,580,863</b>	<b>100%</b>
<b>Expense</b>							
6000 · Payroll Expenses	240,306	248,755	8,449	3%	468,883	228,577	49%
6100 · Advertising	-	2,000	2,000	100%	7,000	7,000	100%
6105 · Licenses, Permits & Compliance	125	300	175	58%	400	275	69%
6150 · Bank Fees	274	450	176	39%	900	626	70%
6425 · Dues & Subscriptions	15,854	11,807	(4,047)	-34%	19,989	4,135	21%
6830 · Non-board Travel	21,908	25,000	3,092	12%	42,200	20,292	48%
6840 · Conference, Convention, Meeting	13,081	15,350	2,269	15%	25,350	12,269	48%
6850 · Board Meeting	32,897	46,300	13,403	29%	102,600	69,703	68%
7010 · Business Meals	913	-	(913)	N/A	1,500	587	39%
7015 · Charitable Contributions	1,174	-	(1,174)	N/A	-	(1,174)	N/A
7020 · Computer & Internet	1,250	1,200	(50)	-4%	2,620	1,370	52%
7026 · Gifts	1,737	3,100	1,363	44%	6,700	4,963	74%
7030 · Member Relations/Events	2,248	4,575	2,327	51%	12,575	10,327	82%
7040 · Office Supplies	189	450	261	58%	900	711	79%
7050 · Postage, Shipping & Storage	785	2,370	1,585	67%	4,590	3,805	83%
7060 · Telephone	2,309	2,230	(79)	-4%	4,360	2,051	47%
7075 · Printing	86	4,950	4,864	98%	9,900	9,814	99%
7076 · Newsletter/Member mailings	15,214	29,000	13,786	48%	33,700	18,486	55%
7080 · Insurance	4,227	3,900	(327)	-8%	4,350	123	3%
7100 · Professional Services:							
7101 · Accounting Fees	14,680	27,350	12,670	46%	43,950	29,270	67%
7104 · Legal Fees	59,958	65,000	5,042	8%	150,000	90,042	60%
7106 · Other Professional Services	16,508	12,450	(4,058)	-33%	21,400	4,892	23%
<b>Total 7100 · Professional Services</b>	<b>91,147</b>	<b>104,800</b>	<b>13,653</b>	<b>13%</b>	<b>215,350</b>	<b>124,203</b>	<b>58%</b>
7300 · Rent	1,050	1,050	-	0%	2,100	1,050	50%
7600 · Discretionary	30,838	53,800	22,962	43%	97,600	66,762	68%
7700 · Pandemic Expenses	15	-	(15)	N/A	-	(15)	N/A
7825 · Board/Staff Projects	1,083,865	1,032,167	(51,698)	-5%	1,570,665	486,800	31%
<b>Total Expense</b>	<b>1,561,492</b>	<b>1,593,554</b>	<b>32,062</b>	<b>2%</b>	<b>2,634,232</b>	<b>1,072,740</b>	<b>41%</b>
7800.1 Project allowance adjustment	(463,902)	-	463,902	N/A	-	463,902	N/A
<b>Total Change in Net Assets</b>	<b>\$ (1,091,802)</b>	<b>\$ (1,593,354)</b>	<b>\$ 501,552</b>	<b>-31%</b>	<b>\$ (47,581)</b>	<b>\$ 1,044,221</b>	<b>-2195%</b>

# Bristol Bay Regional Seafood Development Association

## Statements of Activities - Organization (Unaudited)

For the Period Ending June 30, 2022

	Year to Date				Budget		
	6/30/2022	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
<b>Income</b>							
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ 2,586,251	\$ 2,586,251	100%
4100 · Interest Income	5,788	200	5,588	2794%	400	(5,388)	-1347%
<b>Total Income</b>	<b>5,788</b>	<b>200</b>	<b>5,588</b>	<b>2794%</b>	<b>2,586,651</b>	<b>2,580,863</b>	<b>100%</b>
<b>Expense</b>							
6000 · Payroll Expenses	65,994	84,363	18,369	22%	134,799	68,805	51%
6100 · Advertising	-	2,000	2,000	100%	7,000	7,000	100%
6105 · Licenses, Permits & Compliance	-	175	175	100%	225	225	100%
6150 · Bank Fees	-	270	270	100%	540	540	100%
6425 · Dues & Subscriptions	11,946	9,717	(2,229)	-23%	17,003	5,057	30%
6830 · Non-board Travel	12,281	16,000	3,719	23%	30,200	17,919	59%
6840 · Conference, Convention, Meeting	322	350	28	8%	350	28	8%
6850 · Board Meeting	22,655	41,300	18,645	45%	92,600	69,945	76%
7015 · Charitable Contributions	1,174	-	(1,174)	N/A	-	(1,174)	N/A
7026 · Gifts	799	600	(199)	-33%	1,700	901	53%
7030 · Member Relations/Events	2,248	4,575	2,327	51%	12,575	10,327	82%
7040 · Office Supplies	47	150	103	69%	300	253	84%
7050 · Postage, Shipping & Storage	369	470	101	21%	790	421	53%
7075 · Printing	86	950	864	91%	1,900	1,814	95%
7076 · Newsletter/Member mailings	14,864	26,500	11,636	44%	28,700	13,836	48%
7100 · Professional Services:							
7104 · Legal Fees	34,869	50,000	15,131	30%	120,000	85,131	71%
7106 · Other Professional Services	15,388	7,000	(8,388)	-120%	10,500	(4,888)	-47%
<b>Total 7100 · Professional Services</b>	<b>50,257</b>	<b>57,000</b>	<b>6,743</b>	<b>12%</b>	<b>130,500</b>	<b>80,243</b>	<b>61%</b>
7600 · Discretionary	8,066	20,000	11,934	60%	40,000	31,934	80%
7700 · Pandemic Expenses	15	-	(15)	N/A	-	(15)	N/A
7825 · Board/Staff Projects	108,745	133,165	24,420	18%	138,165	29,420	21%
<b>Total Expense</b>	<b>299,867</b>	<b>397,585</b>	<b>97,718</b>	<b>25%</b>	<b>637,347</b>	<b>337,480</b>	<b>53%</b>
7800.1 Project allowance adjustment	(53,938)	-	53,938	N/A	-	53,938	N/A
<b>Total Change in Net Assets</b>	<b>\$ (240,142)</b>	<b>\$ (397,385)</b>	<b>\$ 157,243</b>	<b>-40%</b>	<b>\$ 1,949,304</b>	<b>\$ 2,189,446</b>	<b>112%</b>

# Bristol Bay Regional Seafood Development Association

## Statements of Activities - Administration (Unaudited)

For the Period Ending June 30, 2022

	Year to Date				Budget	
	6/30/2022	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining
<b>Income</b>						
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -
<b>Total Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>N/A</b>	<b>-</b>	<b>-</b>
<b>Expense</b>						
6000 · Payroll Expenses	36,817	28,090	(8,727)	-31%	56,176	19,359
6105 · Licenses, Permits & Compliance	125	125	-	0%	175	50
6150 · Bank Fees	274	180	(94)	-52%	360	86
6425 · Dues & Subscriptions	1,614	2,042	428	21%	2,890	1,276
7020 · Computer & Internet	1,250	1,200	(50)	-4%	2,400	1,150
7040 · Office Supplies	142	300	158	53%	600	458
7050 · Postage, Shipping & Storage	169	300	131	44%	600	431
7060 · Telephone	2,309	2,230	(79)	-4%	4,360	2,051
7080 · Insurance	4,227	3,900	(327)	-8%	4,350	123
7100 · Professional Services:						
7101 · Accounting Fees	14,680	27,350	12,670	46%	43,950	29,270
7106 · Other Professional Services	570	450	(120)	-27%	900	330
<b>Total 7100 · Professional Services</b>	<b>15,250</b>	<b>27,800</b>	<b>12,550</b>	<b>45%</b>	<b>44,850</b>	<b>29,600</b>
7300 · Rent	1,050	1,050	-	0%	2,100	1,050
7600 · Discretionary	84	300	216	72%	600	516
<b>Total Expense</b>	<b>63,310</b>	<b>67,517</b>	<b>4,207</b>	<b>6%</b>	<b>119,461</b>	<b>56,151</b>
<b>Total Change in Net Assets</b>	<b>\$ (63,310)</b>	<b>\$ (67,517)</b>	<b>\$ 4,207</b>	<b>-6%</b>	<b>\$ (119,461)</b>	<b>\$ (56,151)</b>

# Bristol Bay Regional Seafood Development Association

## Statements of Activities - Marketing (Unaudited)

For the Period Ending June 30, 2022

	Year to Date				Budget		
	6/30/2022	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
<b>Income</b>							
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	N/A
<b>Total Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>N/A</b>
<b>Expense</b>							
6000 · Payroll Expenses	76,355	70,479	(5,876)	-8%	140,967	64,612	46%
6425 · Dues & Subscriptions	2,294	48	(2,246)	-4680%	96	(2,198)	-2290%
6830 · Non-board Travel	9,627	9,000	(627)	-7%	12,000	2,373	20%
6840 · Conference, Convention, Meeting	12,759	15,000	2,241	15%	25,000	12,241	49%
6850 · Board Meeting	7,696	5,000	(2,696)	-54%	10,000	2,304	23%
7010 · Business Meals	913	-	(913)	N/A	1,500	587	39%
7020 · Computer & Internet	-	-	-	N/A	220	220	100%
7026 · Gifts	938	2,500	1,562	62%	5,000	4,062	81%
7050 · Postage, Shipping & Storage	247	450	203	45%	900	653	73%
7076 · Newsletter/Member mailings	350	-	(350)	N/A	-	(350)	N/A
7100 · Professional Services:							
7106 · Other Professional Services	550	5,000	4,450	89%	10,000	9,450	95%
7100 · Professional Services - Other	-	-	-	N/A	-	-	N/A
<b>Total 7100 · Professional Services</b>	<b>550</b>	<b>5,000</b>	<b>4,450</b>	<b>89%</b>	<b>10,000</b>	<b>9,450</b>	<b>95%</b>
7600 · Discretionary	21,328	15,000	(6,328)	-42%	30,000	8,672	29%
7700 · Pandemic Expenses	-	-	-		-	-	
7825 · Board/Staff Projects	676,120	488,002	(188,118)	-39%	974,000	297,880	31%
<b>Total Expense</b>	<b>809,178</b>	<b>610,479</b>	<b>(198,699)</b>	<b>-33%</b>	<b>1,209,683</b>	<b>400,505</b>	<b>33%</b>
7800.1 Project allowance adjustment	(323,057)	-	323,057	N/A	-	323,057	N/A
<b>Total Change in Net Assets</b>	<b>\$ (486,122)</b>	<b>\$ (610,479)</b>	<b>\$ 124,357</b>	<b>-20%</b>	<b>\$ (1,209,683)</b>	<b>\$ (723,561)</b>	<b>60%</b>



# Bristol Bay Regional Seafood Development Association

## Statements of Activities - Quality (Unaudited)

For the Period Ending June 30, 2022

	Year to Date				Budget		
	6/30/2022	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
<b>Income</b>							
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	N/A
<b>Total Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>N/A</b>
<b>Expense</b>							
6000 · Payroll Expenses	19,401	29,309	9,908	34%	63,917	44,516	70%
7050 · Postage, Shipping & Storage	-	150	150	100%	300	300	100%
7075 · Printing	-	4,000	4,000	100%	8,000	8,000	100%
7076 · Newsletter/Member mailings	-	2,500	2,500	100%	5,000	5,000	100%
7600 · Discretionary	-	2,500	2,500	100%	5,000	5,000	100%
7700 · Pandemic Expenses	-	-	-	N/A	-	-	N/A
7825 · Board/Staff Projects	120,000	262,000	142,000	54%	279,500	159,500	57%
<b>Total Expense</b>	<b>139,401</b>	<b>300,459</b>	<b>161,058</b>	<b>54%</b>	<b>361,717</b>	<b>222,316</b>	<b>61%</b>
7800.1 Project allowance adjustment	(60,000)	-	60,000	N/A	-	60,000	N/A
<b>Total Change in Net Assets</b>	<b>\$ (79,401)</b>	<b>\$ (300,459)</b>	<b>\$ 221,058</b>	<b>-74%</b>	<b>\$ (361,717)</b>	<b>\$ (282,316)</b>	<b>78%</b>

# Bristol Bay Regional Seafood Development Association

## Statements of Activities - Sustainability (Unaudited)

For the Period Ending June 30, 2022

	Year to Date				Budget		
	6/30/2022	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
<b>Income</b>							
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	N/A
<b>Total Income</b>	-	-	-	N/A	-	-	N/A
<b>Expense</b>							
6000 · Payroll Expenses	41,739	36,514	(5,225)	-14%	73,024	31,285	43%
6850 · Board Meeting	2,547	-	(2,547)	N/A	-	(2,547)	N/A
7050 · Postage, Shipping & Storage	-	1,000	1,000	100%	2,000	2,000	100%
7100 · Professional Services:							
7104 · Legal Fees	25,089	15,000	(10,089)	-67%	30,000	4,911	16%
<b>Total 7100 · Professional Services</b>	<b>25,089</b>	<b>15,000</b>	<b>(10,089)</b>	<b>-67%</b>	<b>30,000</b>	<b>4,911</b>	<b>16%</b>
7600 · Discretionary	1,360	16,000	14,640	91%	22,000	20,640	94%
7700 · Pandemic Expenses	-	-	-	-	-	-	-
7825 · Board/Staff Projects	179,000	149,000	(30,000)	-20%	179,000	-	0%
<b>Total Expense</b>	<b>249,735</b>	<b>217,514</b>	<b>(32,221)</b>	<b>-15%</b>	<b>306,024</b>	<b>56,289</b>	<b>18%</b>
7800.1 Project allowance adjustment	(26,908)	-	26,908	N/A	-	26,908	N/A
<b>Total Change in Net Assets</b>	<b>\$ (222,827)</b>	<b>\$ (217,514)</b>	<b>\$ (5,313)</b>	<b>2%</b>	<b>\$ (306,024)</b>	<b>\$ (83,197)</b>	<b>27%</b>

**Bristol Bay Regional Seafood Development Association**

**Projects Payable Vendor Summary**

*For the Period Ending June 30, 2022*

<b>Division</b>	<b>Name</b>	<b>Project Number</b>	<b>Liability</b>	<b>Payments</b>	<b>Balance</b>
Marketing	University of Washington	20-003	\$ 40,153		\$ 40,153
Marketing	Rising Tide Communications	22-001	520,000	(234,943)	285,057
Marketing	MRJ and Associates	22-002	66,000	(38,000)	28,000
Marketing	Retail Promotions Projects	22-003	66,026	(66,026)	-
Marketing	Northern Printing Co, Inc.	22-005	3,000	(3,000)	-
Marketing	Town Halls - Project	22-006	4,229	(4,229)	-
Marketing	Daniela Klimsova	22-008	15,000	(5,000)	10,000
Marketing	Y.A. & Co	22-008	1,865	(1,865)	-
			716,273	(353,063)	363,210
Organization	KDLG	22-009	50,000	(25,000)	25,000
Organization	Brist MFG.	22-011	9,432	(9,432)	-
Organization	MossAdams	22-016	1,500	(1,500)	-
Organization	Coastwise Press, LLC	22-022	17,500	(17,500)	-
Organization	Ocean Strategies Inc	22-027	25,000	(5,685)	19,316
Organization	Ocean Strategies Inc	22-028	10,000	(378)	9,622
			113,432	(59,494)	53,938
Quality	Northern Economics	21-037	7,755		7,755
Quality	Central Peninsula Refrigeration	22-017	15,000	(7,500)	7,500
Quality	Stay Cool Refrigeration	22-017	15,000	(7,500)	7,500
Quality	Marine Refrigeration Solutions	22-017	15,000	(7,500)	7,500
Quality	Seafood Analytics	22-019	35,000	(17,500)	17,500
Quality	Ocean Beauty Seafoods	22-020	20,000	(10,000)	10,000
Quality	Trident Seafoods	22-021	20,000	(10,000)	10,000
			127,755	(60,000)	67,755
Sustainability	University of Washington	20-013	18,369	(17,166)	1,203
Sustainability	University of Alaska Fairbanks	21-021	32,000	(13,271)	18,729
Sustainability	Lynker	21-032	10,000	(10,000)	-
Sustainability	Salmon State	22-025	60,000	(30,000)	30,000
Sustainability	Ocean Strategies Inc	22-026	5,000	(1,655)	3,345
Sustainability	BBSRI	22-029	64,000	(50,000)	14,000
Sustainability	BBSRI	22-030	50,000	(30,000)	20,000
			239,369	(152,092)	87,277
<b>Total</b>			<b>\$ 1,196,829</b>	<b>\$ (624,650)</b>	<b>\$ 572,179</b>