

TO: BBRSDA - BOARD OF DIRECTORS
FROM: THE FORAKER GROUP FINANCIAL SHARED SERVICES
SUBJECT: DECEMBER 2023 FINANCIAL STATEMENTS
DATE: MARCH 18, 2024
CC: LILANI DUNN, 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, 2023 – December 31, 2023. 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 \$4,989,703 and current liabilities of \$141,272, net of the allowance for future performance on projects of \$55,000. The unrestricted and undesignated current ratio at December 31 is 16.9 to 1. That ratio is derived by dividing unrestricted and undesignated cash and accounts receivable by current liabilities (net of project allowances). As of December 31, unrestricted and undesignated working capital was \$2,240,208. 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 December 31, 2023. The Vanguard accounts have been reconciled through December 31, 2023. The organization has unrestricted cash as of December 31, 2023, of \$4,961,631. Of that amount \$2,603,224 has been designated by the Board as a reserve.

Liabilities

Accounts payable on December 31, 2023, totaled \$17,484 and includes revolving credit card balances.

Projects Payable totaled \$76,810 at the end of December 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 \$55,000.

Payroll Liabilities

On December 31, 2023, BBRSDA had \$101,977 in accrued payroll and related liabilities. Most of this is related to wages earned in December and paid in January and a small amount is related to payroll tax liabilities paid on a quarterly cycle.

Restricted Net Assets

All Net Assets are unrestricted, however, \$2,603,224 has been designated as a reserve by the Board.

Statement of Activities

Income

BBRSDA has recognized \$3,814,485 in assessment income, \$208,204 interest income and \$422 other income through December.

Expenses

Expenses through December totaled \$3,493,562.

Bristol Bay Regional Seafood Development Association

Statements of Financial Position (Unaudited)

As At December 31, 2023 and December 31, 2022

	<u>12/31/2023</u>	<u>12/31/2022</u>	<u>Change</u>
ASSETS			
Cash and equivalents:			
Undesignated	\$ 2,358,407	\$ 1,715,739	\$ 642,669
Board designated:			
Baseline reserve	2,500,000	2,500,000	-
Investment reserve	103,224	368,760	(265,536)
Total board designated	<u>2,603,224</u>	<u>2,868,760</u>	<u>(265,536)</u>
Total cash and equivalents	4,961,631	4,584,498	377,133
Accounts receivable	20,904	-	20,904
Prepaid expenses	7,168	4,685	2,484
Total current assets	<u>4,989,703</u>	<u>4,589,183</u>	<u>400,520</u>
Total assets	\$ 4,989,703	\$ 4,589,183	\$ 400,520
LIABILITIES & NET ASSETS			
Accounts payable (including credit cards)	\$ 17,484	\$ 22,085	\$ (4,601)
Projects payable			
2023 projects	76,810	-	76,810
2022 projects	-	161,991	(161,991)
2021 projects	-	18,729	(18,729)
2020 projects	-	40,153	(40,153)
Total projects payable	<u>76,810</u>	<u>220,873</u>	<u>(144,063)</u>
Allowance for conditional projects payable	(55,000)	(31,428)	(23,572)
Accrued payroll	89,969	78,117	11,852
Payroll liabilities	12,009	4,225	7,783
Total Current Liabilities	<u>141,272</u>	<u>293,872</u>	<u>(152,601)</u>
Net assets - Unrestricted:			
Undesignated	2,240,208	1,426,551	813,657
Board designated	2,603,224	2,868,760	(265,536)
Total unrestricted net assets	<u>4,843,432</u>	<u>4,295,311</u>	<u>548,121</u>
Total liabilities and net assets	\$ 4,984,703	\$ 4,589,183	\$ 395,520
*Current Ratio	16.9	5.9	

*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 December 31, 2023

	Year to Date			Variance Fav / (Unfav)
	12/31/2023	12/31/2022	Change	
Income				
4000 · Assessments	\$ 3,814,485	\$ 2,972,757	\$ 841,728	28%
4100 · Interest Income	208,204	71,474	136,730	191%
4200 · Other Income	422	-	422	N/A
Total Income	4,023,111	3,044,231	978,880	32%
Expense				
6000 · Payroll Expenses	658,381	474,958	(183,423)	-39%
6100 · Advertising	5,000	5,000	-	0%
6105 · Licenses, Permits & Compliance	150	625	475	76%
6150 · Bank Fees	841	506	(336)	-66%
6425 · Dues & Subscriptions	32,081	20,233	(11,848)	-59%
6830 · Non-board Travel	55,301	42,139	(13,162)	-31%
6840 · Conference, Convention, Meeting	27,464	34,797	7,333	21%
6850 · Board Meeting	91,983	89,452	(2,532)	-3%
7010 · Business Meals	313	1,798	1,485	83%
7015 · Charitable Contributions	770	1,174	404	34%
7020 · Computer & Internet	2,925	2,527	(398)	-16%
7026 · Gifts	3,913	5,901	1,989	34%
7030 · Member Relations/Events	10,665	14,126	3,461	24%
7040 · Office Supplies	788	365	(423)	-116%
7050 · Postage, Shipping & Storage	808	1,781	973	55%
7060 · Telephone	4,738	4,377	(361)	-8%
7075 · Printing	491	241	(250)	-104%
7076 · Newsletter/Member mailings	10,754	15,214	4,460	29%
7080 · Insurance	4,383	4,424	41	1%
7100 · Professional Services:				
7101 · Accounting Fees	49,529	39,768	(9,761)	-25%
7104 · Legal Fees	132,782	157,317	24,535	16%
7106 · Other Professional Services	12,779	20,409	7,631	37%
Total 7100 · Professional Services	195,090	217,494	22,404	10%
7300 · Rent	3,115	2,100	(1,015)	-48%
7600 · Discretionary	40,755	53,442	12,687	24%
7700 · Pandemic Expenses	-	15	15	100%
7825 · Board/Staff Projects	2,342,851	2,375,577	32,725	1%
Total Expense	3,493,562	3,368,265	(125,297)	-4%
7800.1 Project allowance adjustment	(23,572)	44,759	68,331	153%
Total Change in Net Assets	\$ 553,121	\$ (368,793)	\$ 921,914	-250%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Consolidated (Unaudited)

For the Periods Ending December 31, 2023

	Year to Date				Budget		
	12/31/2023	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
Income							
4000 · Assessments	\$ 3,814,485	\$ 3,814,485	\$ -	0%	\$ 3,814,485	\$ -	0%
4100 · Interest Income	208,204	160,000	48,204	30%	160,000	(48,204)	-30%
4200 · Other Income	422	-	422	N/A	-	(422)	N/A
Total Income	4,023,111	3,974,485	48,626	1%	3,974,485	(48,626)	-1%
Expense							
6000 · Payroll Expenses	658,381	619,099	(39,282)	-6%	619,099	(39,282)	-6%
6100 · Advertising	5,000	7,000	2,000	29%	7,000	2,000	29%
6105 · Licenses, Permits & Compliance	150	175	25	14%	175	25	14%
6150 · Bank Fees	841	480	(361)	-75%	480	(361)	-75%
6425 · Dues & Subscriptions	32,081	31,523	(558)	-2%	31,523	(558)	-2%
6830 · Non-board Travel	55,301	55,500	199	0%	55,500	199	0%
6840 · Conference, Convention, Meeting	27,464	27,960	496	2%	27,960	496	2%
6850 · Board Meeting	91,983	101,400	9,417	9%	101,400	9,417	9%
7010 · Business Meals	313	2,600	2,287	88%	2,600	2,287	88%
7015 · Charitable Contributions	770	-	(770)	N/A	-	(770)	N/A
7020 · Computer & Internet	2,925	2,620	(305)	-12%	2,620	(305)	-12%
7026 · Gifts	3,913	9,450	5,537	59%	9,450	5,537	59%
7030 · Member Relations/Events	10,665	19,500	8,835	45%	19,500	8,835	45%
7040 · Office Supplies	788	900	112	12%	900	112	12%
7050 · Postage, Shipping & Storage	808	4,590	3,782	82%	4,590	3,782	82%
7060 · Telephone	4,738	4,360	(378)	-9%	4,360	(378)	-9%
7075 · Printing	491	1,900	1,409	74%	1,900	1,409	74%
7076 · Newsletter/Member mailings	10,754	18,200	7,446	41%	18,200	7,446	41%
7080 · Insurance	4,383	4,650	267	6%	4,650	267	6%
7100 · Professional Services:							
7101 · Accounting Fees	49,529	47,100	(2,429)	-5%	47,100	(2,429)	-5%
7104 · Legal Fees	132,782	146,000	13,218	9%	146,000	13,218	9%
7106 · Other Professional Services	12,779	19,550	6,771	35%	19,550	6,771	35%
Total 7100 · Professional Services	195,090	212,650	17,560	8%	212,650	17,560	8%
7300 · Rent	3,115	2,100	(1,015)	-48%	2,100	(1,015)	-48%
7600 · Discretionary	40,755	50,600	9,845	19%	50,600	9,845	19%
7825 · Board/Staff Projects	2,342,851	2,568,198	225,347	9%	2,568,198	225,347	9%
Total Expense	3,493,562	3,745,456	251,894	7%	3,745,456	251,894	7%
7800.1 Project allowance adjustment	(23,572)	-	23,572	N/A	-	23,572	N/A
Total Change in Net Assets	\$ 553,121	\$ 229,029	\$ 324,092	142%	\$ 229,029	\$ (324,092)	-142%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Organization (Unaudited)

For the Period Ending December 31, 2023

	Year to Date				Budget		
	12/31/2023	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
Income							
4000 · Assessments	\$ 3,814,485	\$ 3,814,485	\$ -	0%	\$ 3,814,485	\$ -	0%
4100 · Interest Income	208,204	160,000	48,204	30%	160,000	(48,204)	-30%
Total Income	4,022,689	3,974,485	48,204	1%	3,974,485	(48,204)	-1%
Expense							
6000 · Payroll Expenses	136,003	185,125	49,122	27%	185,125	49,122	27%
6100 · Advertising	5,000	7,000	2,000	29%	7,000	2,000	29%
6150 · Bank Fees	296	-	(296)	N/A	-	(296)	N/A
6425 · Dues & Subscriptions	21,231	19,787	(1,444)	-7%	19,787	(1,444)	-7%
6830 · Non-board Travel	33,984	33,000	(984)	-3%	33,000	(984)	-3%
6840 · Conference, Convention, Meeting	400	960	560	58%	960	560	58%
6850 · Board Meeting	91,983	80,400	(11,583)	-14%	80,400	(11,583)	-14%
7010 · Business Meals	125	-	(125)	N/A	-	(125)	N/A
7015 · Charitable Contributions	770	-	(770)	N/A	-	(770)	N/A
7026 · Gifts	300	1,450	1,150	79%	1,450	1,150	79%
7030 · Member Relations/Events	10,665	19,500	8,835	45%	19,500	8,835	45%
7040 · Office Supplies	59	300	241	80%	300	241	80%
7050 · Postage, Shipping & Storage	412	790	378	48%	790	378	48%
7075 · Printing	491	1,900	1,409	74%	1,900	1,409	74%
7076 · Newsletter/Member mailings	10,754	18,200	7,446	41%	18,200	7,446	41%
7100 · Professional Services:							
7104 · Legal Fees	97,841	120,000	22,159	18%	120,000	22,159	18%
7106 · Other Professional Services	5,736	8,650	2,914	34%	8,650	2,914	34%
Total 7100 · Professional Services	103,577	128,650	25,073	19%	128,650	25,073	19%
7600 · Discretionary	15,958	24,000	8,042	34%	24,000	8,042	34%
7825 · Board/Staff Projects	101,081	149,500	48,419	32%	149,500	48,419	32%
Total Expense	533,090	670,562	137,472	21%	670,562	137,472	21%
7800.1 Project allowance adjustment	12,699	-	(12,699)	N/A	-	(12,699)	N/A
Total Change in Net Assets	\$ 3,476,899	\$ 3,303,923	\$ 172,977	5%	\$ 3,303,923	\$ (172,977)	-5%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Administration (Unaudited)

For the Period Ending December 31, 2023

	Year to Date				Budget		
	12/31/2023	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	153,171	70,364	(82,806)	-118%	70,364	(82,806)	-118%
6105 · Licenses, Permits & Compliance	150	175	25	14%	175	25	14%
6150 · Bank Fees	545	480	(65)	-14%	480	(65)	-14%
6425 · Dues & Subscriptions	4,157	2,640	(1,517)	-57%	2,640	(1,517)	-57%
6830 · Non-board Travel	2,377	-	(2,377)	N/A	-	(2,377)	N/A
7020 · Computer & Internet	2,900	2,400	(500)	-21%	2,400	(500)	-21%
7040 · Office Supplies	661	600	(61)	-10%	600	(61)	-10%
7050 · Postage, Shipping & Storage	314	600	286	48%	600	286	48%
7060 · Telephone	4,738	4,360	(378)	-9%	4,360	(378)	-9%
7080 · Insurance	4,383	4,650	267	6%	4,650	267	6%
7100 · Professional Services:							
7101 · Accounting Fees	49,529	47,100	(2,429)	-5%	47,100	(2,429)	-5%
7106 · Other Professional Services	-	900	900	100%	900	900	100%
Total 7100 · Professional Services	49,529	48,000	(1,529)	-3%	48,000	(1,529)	-3%
7300 · Rent	3,115	2,100	(1,015)	-48%	2,100	(1,015)	-48%
7600 · Discretionary	4,738	600	(4,138)	-690%	600	(4,138)	-690%
Total Expense	230,778	136,969	(93,809)	-68%	136,969	(93,809)	-68%
Total Change in Net Assets	\$ (230,778)	\$ (136,969)	\$ (93,809)	68%	\$ (136,969)	\$ 93,809	-68%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Marketing (Unaudited)

For the Period Ending December 31, 2023

	Year to Date				Budget	
	12/31/2023	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining
Income						
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -
Total Income	-	-	-	N/A	-	-
Expense						
6000 · Payroll Expenses	230,777	216,608	(14,169)	-7%	216,608	(14,169)
6425 · Dues & Subscriptions	6,694	9,096	2,402	26%	9,096	2,402
6830 · Non-board Travel	17,615	16,500	(1,115)	-7%	16,500	(1,115)
6840 · Conference, Convention, Meeting	27,064	25,000	(2,064)	-8%	25,000	(2,064)
6850 · Board Meeting	-	15,000	15,000	100%	15,000	15,000
7010 · Business Meals	189	1,600	1,411	88%	1,600	1,411
7020 · Computer & Internet	25	220	195	88%	220	195
7026 · Gifts	3,613	8,000	4,387	55%	8,000	4,387
7040 · Office Supplies	67	-	(67)	N/A	-	(67)
7050 · Postage, Shipping & Storage	82	900	818	91%	900	818
7100 · Professional Services:		-				
7106 · Other Professional Services	7,043	10,000	2,957	30%	10,000	2,957
7600 · Discretionary	17,380	18,000	620	3%	18,000	620
7825 · Board/Staff Projects	1,846,423	1,950,750	104,327	5%	1,950,750	104,327
Total Expense	2,156,971	2,271,674	114,703	5%	2,271,674	114,703
7800.1 Project allowance adjustment	-	-	-	N/A	-	-
Total Change in Net Assets	\$ (2,156,971)	\$ (2,271,674)	\$ 114,703	-5%	\$ (2,271,674)	\$ (114,703)

Bristol Bay Regional Seafood Development Association

Statements of Activities - Quality (Unaudited)

For the Period Ending December 31, 2023

	Year to Date				Budget	
	12/31/2023	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining
Income						
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ -	\$ -
Total Income	-	-	-	N/A	-	-
Expense						
6000 · Payroll Expenses	50,151	65,089	14,939	23%	65,089	14,939
6840 · Conference, Convention, Meeting	-	2,000	2,000	100%	2,000	2,000
7050 · Postage, Shipping & Storage	-	300	300	100%	300	300
7600 · Discretionary	-	3,000	3,000	100%	3,000	3,000
7825 · Board/Staff Projects	125,339	175,500	50,161	29%	175,500	50,161
Total Expense	175,490	245,889	70,400	29%	245,889	70,400
7800.1 Project allowance adjustment	-	-	-	N/A	-	-
Total Change in Net Assets	\$ (175,490)	\$ (245,889)	\$ 70,400	-29%	\$ (245,889)	\$ (70,400)

Bristol Bay Regional Seafood Development Association

Statements of Activities - Sustainability (Unaudited)

For the Period Ending December 31, 2023

	Year to Date				Budget			
	12/31/2023	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining		
Income								
4200 · Other Income	\$ 422	\$ -	\$ 422	N/A	\$ -	\$ (422)		N/A
Total Income	422	-	422	N/A	-	(422)		N/A
Expense								
6000 · Payroll Expenses	88,280	81,913	(6,367)	-8%	81,913	(6,367)		-8%
6830 · Non-board Travel	1,324	6,000	4,676	78%	6,000	4,676		78%
6850 · Board Meeting	-	6,000	6,000	100%	6,000	6,000		100%
7010 · Business Meals	-	1,000	1,000	100%	1,000	1,000		100%
7050 · Postage, Shipping & Storage	-	2,000	2,000	100%	2,000	2,000		100%
7100 · Professional Services:								
7104 · Legal Fees	34,941	26,000	(8,941)	-34%	26,000	(8,941)		-34%
7600 · Discretionary	2,679	5,000	2,321	46%	5,000	2,321		46%
7825 · Board/Staff Projects	270,009	292,449	22,440	8%	292,449	22,440		8%
Total Expense	397,233	420,362	23,129	6%	420,362	23,129		6%
7800.1 Project allowance adjustment	(36,271)	-	36,271	N/A	-	36,271		N/A
Total Change in Net Assets	\$ (360,540)	\$ (420,362)	\$ 59,822	-14%	\$ (420,362)	\$ (59,822)		14%

Bristol Bay Regional Seafood Development Association

Projects Payable Vendor Summary

For the Period Ending December 31, 2023

Division	Project Number	Name	Liability	Payments	Balance
Marketing	23-001	Rising Tide Communications	\$ 248,009	\$ (248,009)	\$ -
Marketing	23-002	MRJ and Associates	66,000	(66,000)	-
Marketing	23-003	Retail Promotions Projects	716,825	(716,825)	-
Marketing	23-004	Alaska Fisheries Development Foundation	50,000	(50,000)	-
Marketing	23-005	Point of Sales Costs - Project	111,378	(111,378)	-
Marketing	23-006	Marketing Events & Digital Boosts	14,993	(14,993)	-
Marketing	23-007	Christine Fanning Communciations	41,721	(41,721)	-
Marketing	23-008	Salmon Week Projects	20,789	(20,789)	-
Marketing	23-016	Edelman	526,707	(526,707)	-
Marketing	23-033	BBNC Marketing - Kraken	50,000	(50,000)	-
			1,846,423	(1,846,423)	-
Organization	22-027	Ocean Strategies Setnet Campaign	672	(672)	-
Organization	22-028	Ocean Strategies Inc	6,046	(6,046)	-
Organization	23-009	Bristol Baybes Magazine	7,000	(7,000)	-
Organization	23-011	Miller Nash, LLP	3,425	(3,425)	-
Organization	23-017	Merchant Store Project	5,584	(5,584)	-
Organization	23-020	KDLG	50,000	(50,000)	-
Organization	23-024	AMSEA	4,570	(4,570)	-
Organization	23-025	Ocean Strategies Inc	6,028	(6,028)	-
Organization	23-026	Town Hall Series	4,302	(4,302)	-
Organization	23-030	BBSRI	180	(180)	-
Organization	23-031	Action Mary	-	-	-
Organization	23-032	Setnet Inclusion	18,473	(18,473)	-
Organization	23-040	Collier, Barry D.	7,500	(7,500)	-
			113,780	(113,780)	-
Quality	23-010	Coastwise Press, LLC	18,500	(18,500)	-
Quality	23-014	RSW Reimbursements	25,200	(25,200)	-
Quality	23-021	Central Peninsula Refrigeration	15,000	(15,000)	-
Quality	23-021	Marine Refrigeration Solutions	11,639	(11,639)	-
Quality	23-022	Northline Seafoods	20,000	(20,000)	-
Quality	23-023	Trident Seafoods	15,000	(15,000)	-
Quality	23-028	Seafood Analytics	20,000	(20,000)	-
Quality	23-029	Digital Observer INC.	-	-	-
			125,339	(125,339)	-
Sustainability	21-021	University of Alaska Fairbanks	18,729	(18,729)	-
Sustainability	23-027	Commercial Fishermen for Bristol Bay	45,000	(45,000)	-
Sustainability	23-036	BBSRI	95,753	(95,753)	-
Sustainability	23-037	University of Washington {v}	83,256	(33,256)	50,000
Sustainability	23-038	New Venture Fund {v}	11,000	(11,000)	-
Sustainability	23-039	Elena Eberhardt	35,000	(30,000)	5,000
			288,738	(233,738)	55,000
Total			\$ 2,374,279	\$ (2,319,279)	\$ 55,000