



TO: BBRSDA - BOARD OF DIRECTORS
FROM: THE FORAKER GROUP FINANCIAL SHARED SERVICES
SUBJECT: JUNE 2020 FINANCIAL STATEMENTS
DATE: JULY 27, 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 – June 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 \$3,612,526 and current liabilities of \$61,470, net of the allowance for future performance on projects of \$1,089,106. The unrestricted and undesignated current ratio at June 30 is 13 to 1. That ratio is derived by dividing unrestricted and undesignated cash and accounts receivable by current liabilities (gross of project allowances). As of June 30, unrestricted and undesignated working capital was \$734,936. 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 June 30, 2020. The Vanguard accounts have been reconciled through June 30, 2020. The organization has unrestricted cash as of June 30, 2020 of \$3,612,526. Of that amount \$2,816,120 has been designated by the Board as a reserve.

Liabilities

Accounts payable at June 30, 2020 totaled \$24,779 and includes revolving credit card balances.

Projects Payable totaled \$1,099,731 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 \$1,089,106.

Payroll Liabilities

On June 30, 2020 BBRSDA had \$26,065 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, \$2,816,120 has been designated as a reserve by the Board.

Statement of Activities

Income

BBRSDA has recognized \$18,731 from interest income on the Vanguard accounts and \$270 in other income through June.

Expenses

Expenses through May totaled \$2,632,326.

Bristol Bay Regional Seafood Development Association

Statements of Financial Position (Unaudited)

As At June 30, 2020 and June 30, 2019

	<u>6/30/2020</u>	<u>6/30/2019</u>	<u>Change</u>
ASSETS			
Cash and equivalents:			
Undesignated	\$ 796,406	\$ 514,658	\$ 281,748
Board designated:			
Baseline reserve	2,500,000	2,500,000	-
Investment reserve	316,120	96,976	219,144
Total board designated	<u>2,816,120</u>	<u>2,596,976</u>	<u>219,144</u>
Total cash and equivalents	3,612,526	3,111,634	500,893
Prepaid expenses	-	2,400	(2,400)
Inventory	-	61,988	(61,988)
Total current assets	<u>3,612,526</u>	<u>3,176,021</u>	<u>438,905</u>
Total assets	\$ 3,612,526	\$ 3,176,021	\$ 436,505
LIABILITIES & NET ASSETS			
Accounts payable (including credit cards)	\$ 24,779	\$ 15,308	\$ 9,471
Projects payable			
2020 projects	1,099,731	-	1,099,731
2019 projects	-	711,983	(711,983)
2018 projects	-	1,928	(1,928)
Total projects payable	<u>1,099,731</u>	<u>713,911</u>	<u>385,820</u>
Allowance for conditional projects payable	(1,089,106)	(709,140)	(379,966)
Accrued payroll	25,677	26,678	(1,001)
Payroll liabilities	389	1,209	(820)
Total Current Liabilities	<u>61,470</u>	<u>47,966</u>	<u>13,504</u>
Net assets - Unrestricted:			
Undesignated	734,936	531,080	203,857
Board designated	2,816,120	2,596,976	219,144
Total unrestricted net assets	<u>3,551,056</u>	<u>3,128,055</u>	<u>423,001</u>
Total liabilities and net assets	\$ 3,612,526	\$ 3,176,021	\$ 436,505
*Current Ratio	13.0	12.1	

*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, 2020

	Year to Date			Variance Fav / (Unfav)
	6/30/2020	6/30/2019	Change	
Income				
4000 · Assessments	\$ -	\$ -	\$ -	N/A
4100 · Interest Income	18,731	39,040	(20,309)	-52%
4200 · Other Income	270	311	(41)	-13%
4300 · Sales Income	-	100,450	(100,450)	-100%
Total Income	19,001	139,801	(120,801)	-86%
Expense				
6000 · Payroll Expenses	177,154	157,370	(19,784)	-13%
6100 · Advertising	1,750	12,175	10,425	86%
6105 · Licenses, Permits & Compliance	275	75	(200)	-267%
6150 · Bank Fees	104	349	245	70%
6425 · Dues & Subscriptions	8,664	4,248	(4,416)	-104%
6830 · Non-board Travel	13,386	16,525	3,139	19%
6840 · Conference, Convention, Meeting	7,322	11,195	3,874	35%
6850 · Board Meeting	36,397	32,264	(4,133)	-13%
7010 · Business Meals	242	277	35	13%
7020 · Computer & Internet	1,235	1,466	231	16%
7026 · Gifts	-	15,811	15,811	100%
7030 · Member Relations/Events	2,535	2,872	337	12%
7040 · Office Supplies	519	502	(17)	-3%
7050 · Postage, Shipping & Storage	1,925	5,570	3,644	65%
7060 · Telephone	1,649	720	(929)	-129%
7075 · Printing	4,819	438	(4,382)	-1002%
7076 · Newsletter/Member mailings	9,276	6,252	(3,024)	-48%
7080 · Insurance	1,456	1,668	212	13%
7100 · Professional Services:				
7101 · Accounting Fees	13,673	27,826	14,153	51%
7104 · Legal Fees	196,720	97,355	(99,365)	-102%
7106 · Other Professional Services	15,108	15,265	157	1%
Total 7100 · Professional Services	225,501	140,446	(85,055)	-61%
7300 · Rent	3,200	6,000	2,800	47%
7600 · Discretionary	29,323	-	(29,323)	N/A
7700 · Pandemic Expenses (Non-payroll)	82,955	-	(82,955)	N/A
7825 · Board/Staff Projects	2,022,639	1,581,717	(440,922)	-28%
Total Expense	2,632,326	1,997,940	(634,386)	-32%
7800.1 Project allowance adjustment	(1,024,106)	(641,662)	382,443	-60%
Total Change in Net Assets	\$ (1,589,220)	\$ (1,216,477)	\$ (372,743)	31%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Consolidated (Unaudited)

For the Periods Ending June 30, 2020

	Year to Date				Budget		
	6/30/2020	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
Income							
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ 3,131,597	\$ 3,131,597	100%
4100 · Interest Income	18,731	30,000	(11,269)	-38%	60,000	41,269	69%
4200 · Other Income	270	-	270	N/A	-	(270)	N/A
Total Income	19,001	30,000	(10,999)	-37%	3,191,597	3,172,596	99%
Expense							
6000 · Payroll Expenses	177,154	188,402	11,248	6%	365,900	188,746	52%
6100 · Advertising	1,750	5,500	3,750	68%	5,500	3,750	68%
6105 · Licenses, Permits & Compliance	275	50	(225)	-450%	100	(175)	-175%
6150 · Bank Fees	104	390	286	73%	780	676	87%
6425 · Dues & Subscriptions	8,664	7,126	(1,538)	-22%	11,432	2,768	24%
6830 · Non-board Travel	13,386	38,475	25,089	65%	84,750	71,364	84%
6840 · Conference, Convention, Meeting	7,322	15,500	8,178	53%	17,000	9,678	57%
6850 · Board Meeting	36,397	66,100	29,703	45%	132,200	95,803	72%
7010 · Business Meals	242	1,500	1,258	84%	3,000	2,758	92%
7020 · Computer & Internet	1,235	2,503	1,268	51%	4,573	3,338	73%
7026 · Gifts	-	7,000	7,000	100%	10,000	10,000	100%
7030 · Member Relations/Events	2,535	8,400	5,865	70%	25,300	22,765	90%
7040 · Office Supplies	519	550	31	6%	1,100	581	53%
7050 · Postage, Shipping & Storage	1,925	12,200	10,275	84%	15,250	13,325	87%
7060 · Telephone	1,649	1,800	151	8%	3,660	2,011	55%
7075 · Printing	4,819	20,000	15,181	76%	20,000	15,181	76%
7076 · Newsletter/Member mailings	9,276	22,700	13,424	59%	25,200	15,924	63%
7080 · Insurance	1,456	1,500	44	3%	4,800	3,344	70%
7100 · Professional Services:							
7101 · Accounting Fees	13,673	27,100	13,427	50%	43,650	29,977	69%
7104 · Legal Fees	196,720	53,000	(143,720)	-271%	181,000	(15,720)	-9%
7106 · Other Professional Services	15,108	19,250	4,142	22%	32,500	17,392	54%
Total 7100 · Professional Services	225,501	99,350	(126,151)	-127%	257,150	31,649	12%
7300 · Rent	3,200	6,000	2,800	47%	12,000	8,800	73%
7600 · Discretionary	29,323	65,000	35,677	55%	150,000	120,677	80%
7700 · Pandemic Expenses (Non-payroll)	82,955	-	(82,955)	N/A	-	(82,955)	N/A
7825 · Board/Staff Projects	2,022,639	2,644,722	622,083	24%	2,644,722	622,083	24%
Total Expense	2,632,326	3,214,768	582,442	18%	3,794,417	1,162,091	31%
7800.1 Project allowance adjustment	(1,024,106)	-	1,024,106	N/A	-	1,024,106	N/A
Total Change in Net Assets	\$ (1,589,220)	\$ (3,184,768)	\$ 1,595,548	-50%	\$ (602,820)	\$ 986,400	-164%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Organization (Unaudited)

For the Period Ending June 30, 2020

	Year to Date				Budget		
	6/30/2020	Budget	Change	Variance Fav / (Unfav)	Full Year	Remaining	
Income							
4000 · Assessments	\$ -	\$ -	\$ -	N/A	\$ 3,131,597	\$ 3,131,597	100%
4100 · Interest Income	18,731	30,000	(11,269)	-38%	60,000	41,269	69%
Total Income	18,731	30,000	(11,269)	-38%	3,191,597	3,172,866	99%
Expense							
6000 · Payroll Expenses	37,854	53,722	15,868	30%	96,544	58,690	61%
6425 · Dues & Subscriptions	7,392	5,910	(1,482)	-25%	10,000	2,608	26%
6830 · Non-board Travel	6,396	13,800	7,404	54%	34,450	28,054	81%
6840 · Conference, Convention, Meeting	350	-	(350)	N/A	1,500	1,150	77%
6850 · Board Meeting	36,253	57,400	21,147	37%	109,500	73,247	67%
7010 · Business Meals	242	250	8	3%	500	258	52%
7020 · Computer & Internet	-	283	283	100%	283	283	100%
7026 · Gifts	-	2,500	2,500	100%	5,000	5,000	100%
7030 · Member Relations/Events	2,785	900	(1,885)	-209%	10,300	7,515	73%
7040 · Office Supplies	199	250	51	20%	500	301	60%
7050 · Postage, Shipping & Storage	1,324	6,750	5,426	80%	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	15,081	3,000	(12,081)	-403%	6,000	(9,081)	-151%
7106 · Other Professional Services	10,930	5,500	(5,430)	-99%	5,500	(5,430)	-99%
Total 7100 · Professional Services	26,011	8,500	(17,511)	-206%	11,500	(14,511)	-126%
7600 · Discretionary	23,265	30,000	6,735	22%	80,000	56,735	71%
7700 · Pandemic Expenses (Non-payroll)	69,890	-	(69,890)	N/A	-	(69,890)	N/A
7825 · Board/Staff Projects	66,810	81,500	14,690	18%	81,500	14,690	18%
Total Expense	283,611	277,965	(5,646)	-2%	465,027	181,416	39%
7800.1 Project allowance adjustment	(37,485)	-	37,485	N/A	-	37,485	N/A
Total Change in Net Assets	\$ (227,395)	\$ (247,965)	\$ 20,570	-8%	\$ 2,726,570	\$ 2,953,965	108%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Administration (Unaudited)

For the Period Ending June 30, 2020

	Year to Date				Budget		
	6/30/2020	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	50,461	58,600	8,139	14%	117,202	66,741	57%
6105 · Licenses, Permits & Compliance	275	50	(225)	-450%	100	(175)	-175%
6150 · Bank Fees	104	390	286	73%	780	676	87%
6425 · Dues & Subscriptions	1,272	1,216	(56)	-5%	1,432	160	11%
6830 · Non-board Travel	6,396	3,725	(2,671)	-72%	14,050	7,654	54%
6850 · Board Meeting	144	-	(144)	N/A	-	(144)	N/A
7010 · Business Meals	-	250	250	100%	500	500	100%
7020 · Computer & Internet	1,235	1,770	535	30%	3,540	2,305	65%
7040 · Office Supplies	319	300	(19)	-6%	600	281	47%
7050 · Postage, Shipping & Storage	633	1,950	1,317	68%	2,400	1,767	74%
7060 · Telephone	1,649	1,800	151	8%	3,660	2,011	55%
7076 · Newsletter/Member mailings	4,638	2,000	(2,638)	-132%	2,000	(2,638)	-132%
7080 · Insurance	1,456	1,500	44	3%	4,800	3,344	70%
7100 · Professional Services:							
7101 · Accounting Fees	13,673	27,100	13,427	50%	43,650	29,977	69%
7106 · Other Professional Services	4,075	6,250	2,175	35%	7,000	2,925	42%
Total 7100 · Professional Services	17,748	33,350	15,602	47%	50,650	32,902	65%
7300 · Rent	3,200	6,000	2,800	47%	12,000	8,800	73%
Total Expense	89,530	112,901	23,371	21%	213,714	124,184	58%
Total Change in Net Assets	\$ (89,260)	\$ (112,901)	\$ 23,641	-21%	\$ (213,714)	\$ (124,454)	58%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Marketing (Unaudited)

For the Period Ending June 30, 2020

	Year to Date				Budget		
	6/30/2020	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	56,139	35,410	(20,729)	-59%	70,822	14,683	21%
6830 · Non-board Travel	593	15,950	15,357	96%	26,250	25,657	98%
6840 · Conference, Convention, Meeting	6,972	15,000	8,028	54%	15,000	8,028	54%
6850 · Board Meeting	-	3,700	3,700	100%	7,700	7,700	100%
7010 · Business Meals	-	500	500	100%	1,000	1,000	100%
7020 · Computer & Internet	-	450	450	100%	750	750	100%
7026 · Gifts	-	4,500	4,500	100%	5,000	5,000	100%
7030 · Member Relations/Events	(250)	2,500	2,750	110%	5,000	5,250	105%
7050 · Postage, Shipping & Storage	(105)	300	405	135%	1,600	1,705	107%
7100 · Professional Services:							
7106 · Other Professional Services	-	7,500	7,500	100%	20,000	20,000	100%
Total 7100 · Professional Services	-	7,500	7,500	100%	20,000	20,000	100%
7600 · Discretionary	2,558	15,000	12,442	83%	30,000	27,442	91%
7825 · Board/Staff Projects	933,342	1,160,422	227,080	20%	1,160,422	227,080	20%
Total Expense	999,249	1,261,232	261,983	21%	1,343,544	344,295	26%
7800.1 Project allowance adjustment	(517,605)	-	517,605	N/A	-	517,605	N/A
Total Change in Net Assets	\$ (481,644)	\$ (1,261,232)	\$ 779,588	-62%	\$ (1,343,544)	\$ (861,900)	64%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Quality (Unaudited)

For the Period Ending June 30, 2020

	Year to Date				Budget		
	6/30/2020	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	18,722	21,585	2,863	13%	43,167	24,445	57%
6100 · Advertising	1,750	5,000	3,250	65%	5,000	3,250	65%
7050 · Postage, Shipping & Storage	72	2,700	2,628	97%	3,000	2,928	98%
7075 · Printing	4,619	20,000	15,381	77%	20,000	15,381	77%
7076 · Newsletter/Member mailings	-	2,500	2,500	100%	5,000	5,000	100%
7100 · Professional Services:							
7106 · Other Professional Services	103	-	(103)	N/A	-	(103)	N/A
Total 7100 · Professional Services	103	-	(103)	N/A	-	(103)	N/A
7600 · Discretionary	2,000	5,000	3,000	60%	10,000	8,000	80%
7700 · Pandemic Expenses (Non-payroll)	13,065	-	(13,065)	N/A	-	(13,065)	N/A
7825 · Board/Staff Projects	280,000	380,500	100,500	26%	380,500	100,500	26%
Total Expense	320,331	437,285	116,954	27%	466,667	146,336	31%
7800.1 Project allowance adjustment	(117,935)	-	117,935	N/A	-	117,935	N/A
Total Change in Net Assets	\$ (202,396)	\$ (437,285)	\$ 234,889	-54%	\$ (466,667)	\$ (264,271)	57%

Bristol Bay Regional Seafood Development Association

Statements of Activities - Sustainability (Unaudited)

For the Period Ending June 30, 2020

	Year to Date				Budget		
	6/30/2020	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	13,979	19,085	5,106	27%	38,165	24,186	63%
6100 · Advertising	-	500	500	100%	500	500	100%
6830 · Non-board Travel	-	5,000	5,000	100%	10,000	10,000	100%
6840 · Conference, Convention, Meeti	-	500	500	100%	500	500	100%
6850 · Board Meeting	-	5,000	5,000	100%	15,000	15,000	100%
7010 · Business Meals	-	500	500	100%	1,000	1,000	100%
7030 · Member Relations/Events	-	5,000	5,000	100%	10,000	10,000	100%
7050 · Postage, Shipping & Storage	-	500	500	100%	1,000	1,000	100%
7076 · Newsletter/Member mailings	-	2,000	2,000	100%	2,000	2,000	100%
7100 · Professional Services:							
7104 · Legal Fees	181,639	50,000	(131,639)	-263%	175,000	(6,639)	-4%
Total 7100 · Professional Services	181,639	50,000	(131,639)	-263%	175,000	(6,639)	-4%
7600 · Discretionary	1,500	15,000	13,500	90%	30,000	28,500	95%
7825 · Board/Staff Projects	742,487	1,022,300	279,813	27%	1,022,300	279,813	27%
Total Expense	939,605	1,125,385	185,780	17%	1,305,465	365,860	28%
7800.1 Project allowance adjustment	(351,080)	-	351,080	N/A	-	351,080	N/A
Total Change in Net Assets	\$ (588,525)	\$ (1,125,385)	\$ 536,860	-48%	\$ (1,305,465)	\$ (716,940)	55%

Bristol Bay Regional Seafood Development Association

Projects Payable Vendor Summary

For the Period Ending June 30, 2020

Division	Name	Project Number	Liability	Payments	Balance
Marketing	Rising Tide Communications	20-001	\$ 631,000	\$ (273,291)	\$ 357,709
Marketing	MRJ and Associates	20-002	60,000	(30,000)	30,000
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	(6,250)	3,125
Marketing	Retail Promotions Projects	20-023	25,500	(25,500)	-
Marketing	Point of Sales Costs - Project	20-024	21,559	(21,559)	-
Marketing	Barton Seaver	20-025	5,000	(3,133)	1,867
Marketing	Facebook	20-025	4,611	(4,611)	-
Marketing	Focus Group, The	20-026	60,000	(5,249)	54,751
			933,967	(416,362)	517,605
Organization	Town Halls - Project	20-006	6,810	(6,810)	-
Organization	Camai Community Health Center	20-018	5,000	(2,500)	2,500
Organization	KDLG	20-020	40,000	(22,500)	17,500
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	(23,345)	1,655
			104,390	(66,905)	37,485
Quality	Coastwise Press, LLC	20-005	17,500	(17,500)	-
Quality	Rising Tide Communications	20-008	20,000	(10,553)	9,448
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	(80,000)	20,000
Quality	Ocean Beauty Seafoods	20-029	20,000	(10,000)	10,000
Quality	Digital Observer INC.	20-033	13,500	(9,100)	4,400
Quality	Copper River Seafoods	20-034	14,000	(5,600)	8,400
			282,000	(164,065)	117,935
Sustainability	University of Washington	20-009	65,000		65,000
Sustainability	Mark Titus	20-010	100,000	(70,000)	30,000
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	Net Recycling	20-027	110,000		110,000
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)	-
			738,300	(322,220)	416,080
Total			\$ 2,058,657	\$ (969,551)	\$ 1,089,106