

## Bristol Bay Regional Seafood Development Association

### FY23 BUDGET

	TOTAL			ORG / ADMIN			MARKETING			QUALITY			SUSTAINABILITY		
	FY23 Budget	FY22 Budget	% Change	FY23 Budget	FY22 Budget	% Change	FY23 Budget	FY22 Budget	% Change	FY23 Budget	FY22 Budget	% Change	FY23 Budget	FY22 Budget	% Change
<b>INCOME</b>															
4000 · Assessments	3,814,485	2,586,251	47%	3,814,485	2,586,251	47%	-	-	0%	-	-	0%	-	-	0%
4010 · Grants	-	-	0%	-	-	0%	-	-	0%	-	-	0%	-	-	0%
4020 · Direct Public Support	-	-	0%	-	-	0%	-	-	0%	-	-	0%	-	-	0%
4100 · Interest Income	40,000	400	9900%	40,000	400	9900%	-	-	0%	-	-	0%	-	-	0%
4200 · Other Income	-	270	0%	-	270	0%	-	-	0%	-	-	0%	-	-	0%
4300 · Sales Income	-	-	#DIV/0!	-	-	0%	-	-	0%	-	-	0%	-	-	0%
From Cash/Reserves	-	-	0%	-	-	0%	-	-	0%	-	-	0%	-	-	0%
<b>TOTAL INCOME</b>	<b>3,854,485</b>	<b>2,586,921</b>	<b>49%</b>	<b>3,854,485</b>	<b>2,586,921</b>	<b>49%</b>	<b>-</b>	<b>-</b>	<b>0%</b>	<b>-</b>	<b>-</b>	<b>0%</b>	<b>-</b>	<b>-</b>	<b>0%</b>
<b>EXPENSE</b>															
6005 · Salaries & Wages (Employees)	550,667	413,142	33%	227,736	169,336	-34%	193,640	123,222	57%	57,072	56,559	1%	72,220	64,024	13%
6010 · Payroll Taxes	40,973	30,954	32%	16,069	11,478	-40%	14,950	10,352	44%	4,593	3,964	16%	5,360	5,159	4%
6050 · Retirement Contribution	27,460	24,789		11,684	10,160		8,018	7,393		3,424	3,394		4,333	3,841	
6100 · Advertising	7,000	7,000	0%	7,000	7,000	0%	-	-		-	-		-	-	
6105 · Licenses, Permits & Compliance	175	400	-56%	175	400	56%	-	-		-	-		-	-	
6150 · Bank Fees	480	900	-47%	480	900	47%	-	-		-	-		-	-	
6425 · Dues & Subscriptions	31,523	19,989	58%	22,427	19,893	-13%	9,096	96		-	-		-	-	
6830 · Staff: Meetings & Travel	55,500	42,200	32%	33,000	30,200	-9%	16,500	12,000	38%	-	-		6,000	-	
6840 · Conference, Convention, Meeting	27,960	25,350	10%	960	350	-174%	25,000	25,000	0%	2,000	-		-	-	
6850 · Board: Meetings & Travel	101,400	102,600	-1%	80,400	92,600	13%	15,000	10,000	50%	-	-		6,000	-	
7010 · Business Meals	2,600	1,500	73%	-	-	#DIV/0!	1,600	1,500	7%	-	-		1,000	-	
7015 · Charitable Contributions	-	-	0%	-	-	0%	-	-		-	-		-	-	
7020 · Computer & Internet	2,620	2,620	0%	2,400	2,400	0%	220	220		-	-		-	-	
7026 · Gifts	9,450	6,700	41%	1,450	1,700	15%	8,000	5,000		-	-		-	-	
7030 · Member Relations/Events	19,500	12,575	55%	19,500	12,575	-55%	-	-		-	-		-	-	
7040 · Office Supplies	900	900	0%	900	900	0%	-	-		-	-		-	-	
7050 · Postage, Shipping & Storage	4,590	4,590	0%	1,390	1,390	0%	900	900	0%	300	300	0%	2,000	2,000	0%
7060 · Telephone	4,360	4,360	0%	4,360	4,360	0%	-	-		-	-		-	-	
7075 · Printing	1,900	9,900	-81%	1,900	1,900	0%	-	-		-	8,000	-100%	-	-	
7076 · Newsletter/Member Mailings	18,200	33,700	-46%	18,200	28,700	37%	-	-		-	5,000	-100%	-	-	
7080 · Insurance	4,650	4,350	7%	4,650	4,350	-7%	-	-		-	-		-	-	
7101 · Accounting Fees	47,100	43,950	7%	47,100	43,950	-7%	-	-		-	-		-	-	
7104 · Legal Fees	51,000	150,000	-66%	25,000	120,000	79%	-	-		-	-		26,000	30,000	-13%
7106 · Other Professional Services	19,550	21,400	-9%	9,550	11,400	16%	10,000	10,000	0%	-	-		-	-	
7300 · Rent	2,100	2,100	0%	2,100	2,100	0%	-	-		-	-		-	-	
7400 · Office Equipment	-	-	0%	-	-	0%	-	-		-	-		-	-	
7500 · Supplies	-	-	0%	-	-	0%	-	-		-	-		-	-	
7510 · Utilities	-	-	0%	-	-	0%	-	-		-	-		-	-	
7600 · Discretionary	85,600	97,600	0%	40,600	40,600	0%	30,000	30,000	0%	5,000	5,000	0%	10,000	22,000	
7700 · COVID-19 Expenses	-	-	0%	-	-	0%	-	-		-	-		-	-	
7825 · Board/Staff Projects	2,653,774	2,610,665	2%	149,500	148,165	-1%	2,115,518	974,000	117%	190,500	279,500	-32%	198,256	1,209,000	-84%
<b>TOTAL EXPENSE</b>	<b>3,771,032</b>	<b>3,674,233</b>	<b>3%</b>	<b>728,531</b>	<b>766,808</b>	<b>5%</b>	<b>2,448,442</b>	<b>1,209,684</b>	<b>-102%</b>	<b>262,889</b>	<b>361,717</b>	<b>27%</b>	<b>331,169</b>	<b>1,336,025</b>	<b>75%</b>
<b>NET INCOME (Income less Expenses)</b>	<b>83,453</b>	<b>(1,087,312)</b>	<b>-108%</b>												

Total FY 22 Budget Expense

3,771,032