

**Community Bankers of Washington**  
**Profit & Loss Prev Year Comparison**  
 January through June 2023

	Jan - Jun 23	Jan - Jun 22	\$ Change	% Change
<b>Income</b>				
<b>Interest Income</b>				
Interest Income-CD	4,372.79	2,126.01	2,246.78	105.7%
Interest Income-MM	1,324.16	101.38	1,222.78	1,206.1%
Interest Income - TFB checking	152.61	36.45	116.16	318.7%
<b>Total Interest Income</b>	5,849.56	2,263.84	3,585.72	158.4%
<b>4010 · Dues Income</b>				
4011 · CBW Dues-Assoc Mbrs	8,250.00	4,500.00	3,750.00	83.3%
4012 · CBW Dues-Banks	0.00	1,500.00	-1,500.00	-100.0%
4014 · Non-Bank Partner	1,725.00	0.00	1,725.00	100.0%
<b>Total 4010 · Dues Income</b>	9,975.00	6,000.00	3,975.00	66.3%
<b>4400 · Fundraisers</b>				
4420 · Auction to purchase	3,195.08	-212.36	3,407.44	1,604.6%
<b>Total 4400 · Fundraisers</b>	3,195.08	-212.36	3,407.44	1,604.6%
<b>4500 · Financial Ed</b>	3,622.38	4,164.13	-541.75	-13.0%
<b>4505 · Community Banker University</b>	10,000.00	0.00	10,000.00	100.0%
<b>4510 · Registrations</b>				
4525 · Partner Education	0.00	328.00	-328.00	-100.0%
4530 · Convention Registrants				
4531 · Primary registrant	16,660.00	1,785.00	14,875.00	833.3%
4533 · Guest Registrant	395.00	395.00	0.00	0.0%
4534 · Activity registrants	3,125.00	0.00	3,125.00	100.0%
<b>Total 4530 · Convention Registra...</b>	20,180.00	2,180.00	18,000.00	825.7%
4540 · NWPC Registration	2,520.00	10,115.00	-7,595.00	-75.1%
4541 · Q2 Conference	7,735.00	7,735.00	0.00	0.0%
4542 · Q3 Registration	0.00	2,065.00	-2,065.00	-100.0%
<b>Total 4510 · Registrations</b>	30,435.00	22,423.00	8,012.00	35.7%
<b>5500 · Royalties</b>				
5511 · Medical Benefits Royalties	35,636.21	18,253.53	17,382.68	95.2%
5513 · Promentory Mktg Agreement	1,000.00	0.00	1,000.00	100.0%
5516 · UMS Royalty	198.34	0.00	198.34	100.0%
<b>Total 5500 · Royalties</b>	36,834.55	18,253.53	18,581.02	101.8%
<b>5517 · ICBA OMG Fund</b>	49,900.00	56,078.31	-6,178.31	-11.0%

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<b>6210 · Sponsorships</b>				
6211 · Convention Sponsors	51,050.00	19,500.00	31,550.00	161.8%
6212 · DOH/NWPC Sponsor	4,500.00	0.00	4,500.00	100.0%
6213 · Western States Rec. Spons...	5,500.00	0.00	5,500.00	100.0%
6216 · Board Meeting Sponsor	2,000.00	1,000.00	1,000.00	100.0%
6217 · Conference Package Spon...	1,000.00	24,368.00	-23,368.00	-95.9%
<b>Total 6210 · Sponsorships</b>	64,050.00	44,868.00	19,182.00	42.8%
<b>Total Income</b>	213,861.57	153,838.45	60,023.12	39.0%
<b>Gross Profit</b>	213,861.57	153,838.45	60,023.12	39.0%
<b>Expense</b>				
Bank Service Fee	7.50	25.63	-18.13	-70.7%
Board Meetings	1,686.41	0.00	1,686.41	100.0%
Charitable Contributions	5,000.00	0.00	5,000.00	100.0%
<b>Communications</b>				
Data Services	2,945.27	2,817.77	127.50	4.5%
Database	3,614.43	3,442.31	172.12	5.0%
Phone/Internet	1,602.13	1,739.82	-137.69	-7.9%
Website expense	162.34	835.80	-673.46	-80.6%
<b>Total Communications</b>	8,324.17	8,835.70	-511.53	-5.8%
Convention 2022 - Tulalip	0.00	5,000.00	-5,000.00	-100.0%
Convention NQ 2023	3,274.73	0.00	3,274.73	100.0%
<b>Dues and Subscriptions</b>				
Organization dues	500.00	0.00	500.00	100.0%
Subscriptions	1,095.50	1,932.65	-837.15	-43.3%
<b>Total Dues and Subscriptions</b>	1,595.50	1,932.65	-337.15	-17.4%
<b>Education &amp; Training</b>				
Conventions and Seminars	0.00	495.00	-495.00	-100.0%
<b>Total Education &amp; Training</b>	0.00	495.00	-495.00	-100.0%
Insurance	30.00	0.00	30.00	100.0%
Marketing	0.00	148.78	-148.78	-100.0%
<b>Meals and Entertainment</b>				
meals members	755.62	117.60	638.02	542.5%
meals Staff	376.68	292.80	83.88	28.7%
Meals and Entertainment - Other	13.45	0.00	13.45	100.0%
<b>Total Meals and Entertainment</b>	1,145.75	410.40	735.35	179.2%
Miscellaneous Expense	0.00	20.00	-20.00	-100.0%
NW Policy Conference	7,878.52	0.00	7,878.52	100.0%

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<b>Office Expense</b>				
Furn, Fixture & Equip Expense	0.00	1,282.02	-1,282.02	-100.0%
Postage	75.79	58.00	17.79	30.7%
Supplies	227.28	427.99	-200.71	-46.9%
<b>Total Office Expense</b>	303.07	1,768.01	-1,464.94	-82.9%
<b>Professional Fees</b>				
Benefit Admin	138.54	123.12	15.42	12.5%
Contract Lobbyist	18,000.00	18,000.00	0.00	0.0%
Legal	1,664.00	0.00	1,664.00	100.0%
Legal-Special Activities	15,178.00	0.00	15,178.00	100.0%
Lobbyist Expenses	0.00	0.00	0.00	0.0%
Merchant Fees	863.99	1,542.72	-678.73	-44.0%
Payroll Processing	987.87	941.42	46.45	4.9%
<b>Total Professional Fees</b>	36,832.40	20,607.26	16,225.14	78.7%
<b>Rent</b>	2,041.00	1,823.00	218.00	12.0%
<b>Travel</b>				
Airfare	1,567.10	1,633.40	-66.30	-4.1%
Auto	479.07	480.85	-1.78	-0.4%
Lodging	2,601.05	3,360.73	-759.68	-22.6%
Mileage	444.75	136.84	307.91	225.0%
Tips/Misc.	0.00	24.00	-24.00	-100.0%
<b>Total Travel</b>	5,091.97	5,635.82	-543.85	-9.7%
<b>Western States Reception</b>	5,624.20	0.00	5,624.20	100.0%
<b>6550 · Employee Benefits</b>	10,677.42	9,525.67	1,151.75	12.1%
<b>6560 · Payroll Expenses</b>	66,000.00	85,086.64	-19,086.64	-22.4%
<b>6561 · Payroll Taxes</b>	4,159.92	6,523.88	-2,363.96	-36.2%
<b>Total Expense</b>	159,672.56	147,838.44	11,834.12	8.0%
<b>Net Income</b>	<b>54,189.01</b>	<b>6,000.01</b>	<b>48,189.00</b>	<b>803.2%</b>