

**TASN**  
**Profit & Loss Budget Performance**  
**December 2017**

	Dec 17	Budget	Sep - Dec 17	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	0.00	1,229.17	9,475.00	4,916.68	14,750.00
4100 · Conference					
4101 · Exhibits	71,200.00	30,208.33	221,600.00	120,833.32	362,500.00
4101A · Kitchen Space Rental	0.00		0.00		0.00
4102 · \$275 Ind. Event	0.00	6,645.83	55,000.00	26,583.32	79,750.00
4103 · Registration					
A · Early Bird	0.00	23,958.33	0.00	95,833.32	287,500.00
B · Regular	0.00	2,416.67	0.00	9,666.68	29,000.00
<b>Total 4103 · Registration</b>	0.00	26,375.00	0.00	105,500.00	316,500.00
4105 · Non-Member Packet	0.00	560.42	0.00	2,241.68	6,725.00
4107 · One Day Reg.	0.00	500.00	0.00	2,000.00	6,000.00
4108 · Retired Registration	0.00	62.50	0.00	250.00	750.00
4110 · Onsite	0.00	729.17	0.00	2,916.68	8,750.00
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00	0.00	0.00
4126 · Seminars - Other	0.00	833.33	0.00	3,333.32	10,000.00
<b>Total 4126 · Seminars</b>	0.00	833.33	0.00	3,333.32	10,000.00
4132 · Chapter Tables	0.00	41.67	0.00	166.68	500.00
4134 · Annual Sponsors	0.00	4,166.67	0.00	16,666.68	50,000.00
4135 · Sale Items	0.00		0.00		0.00
<b>Total 4100 · Conference</b>	71,200.00	70,122.92	276,600.00	280,491.68	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	3,083.33	22,650.00	12,333.32	37,000.00
4202 · TASN Industry Seminar Reg.	425.00	10,000.00	81,050.00	40,000.00	120,000.00
<b>Total 4200 · Industry Seminar</b>	425.00	13,083.33	103,700.00	52,333.32	157,000.00
4300 · Training					
4302 · TASN Certification	1,640.00	3,261.67	5,100.00	13,046.68	39,140.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesssio	0.00	0.00	0.00	0.00	0.00
<b>Total 4307 · Cont. Education Workshops-Other</b>	0.00	0.00	0.00	0.00	0.00
4309 · Directors Academy	0.00	1,145.83	4,950.00	4,583.32	13,750.00
4310 · Managers Academy	0.00	1,975.00	0.00	7,900.00	23,700.00
<b>Total 4300 · Training</b>	1,640.00	6,382.50	10,050.00	25,530.00	76,590.00

**TASN**  
**Profit & Loss Budget Performance**  
**December 2017**

	Dec 17	Budget	Sep - Dec 17	YTD Budget	Annual Budget
<b>4400 · Pass Through</b>					
<b>4407 · Sales Tax</b>	0.00	16.67	0.00	66.68	200.00
<b>Total 4400 · Pass Through</b>	0.00	16.67	0.00	66.68	200.00
<b>4450 · TASNews /Advertising</b>	1,700.00	8,333.33	10,895.00	33,333.32	100,000.00
<b>4500 · Membership Dues</b>					
<b>4501 · State Dues ( Membership Dues)</b>	27,072.00	10,785.83	80,571.95	43,143.32	129,430.00
<b>4502 · Industry Dues (Membership Dues)</b>	3,075.00	2,608.08	23,270.65	10,432.32	31,297.00
<b>Total 4500 · Membership Dues</b>	30,147.00	13,393.91	103,842.60	53,575.64	160,727.00
<b>4600 · Board of Directors</b>					
<b>4607 · MAT Review</b>	0.00	0.00	0.00	0.00	0.00
<b>4612 · Board Meetings</b>	0.00	0.00	0.00	0.00	0.00
<b>4619 · TASN Leadership Camp</b>	0.00	0.00	0.00	0.00	0.00
<b>Total 4600 · Board of Directors</b>	0.00	0.00	0.00	0.00	0.00
<b>4700 · Headquarters</b>					
<b>4704 · Misc. Income</b>	40.00	0.00	40.00	0.00	0.00
<b>4708 · Invest. Interest and Dividends</b>	27,720.08	4,166.67	35,085.07	16,666.68	50,000.00
<b>4717 · Emporium</b>	0.00	1,750.00	72.75	7,000.00	21,000.00
<b>4721 · SNA LAC Sponsors</b>	0.00	458.33	0.00	1,833.32	5,500.00
<b>4723 · Labels (Directory Mailing)</b>	0.00	0.00	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	27,760.08	6,375.00	35,197.82	25,500.00	76,500.00
<b>Total Income</b>	132,872.08	118,936.83	549,760.42	475,747.32	1,427,242.00
<b>Gross Profit</b>	132,872.08	118,936.83	549,760.42	475,747.32	1,427,242.00
<b>Expense</b>					
<b>66900 · Reconciliation Discrepancies</b>	0.00	0.00	0.00	0.00	0.00
<b>7100 · Conference.</b>					
<b>7101 · Exhibits</b>	0.00	5,000.00	0.00	20,000.00	60,000.00
<b>7102 · Registration</b>	0.00	2,083.33	0.00	8,333.32	25,000.00
<b>7111 · Facilities</b>	0.00	3,333.33	19,929.00	13,333.32	40,000.00
<b>7112 · Awards / Trophies/ Ribbons</b>	0.00	333.33	0.00	1,333.32	4,000.00
<b>7113 · Awards Ceremony</b>	0.00	500.00	0.00	2,000.00	6,000.00
<b>7115 · Banquet</b>	0.00	7,916.67	0.00	31,666.68	95,000.00
<b>7116 · Industry Event</b>	0.00	6,645.83	0.00	26,583.32	79,750.00
<b>7120 · Special Meals / Events</b>	0.00	166.67	0.00	666.68	2,000.00
<b>7121 · Conference Planning</b>	0.00	333.33	132.74	1,333.32	4,000.00
<b>7123 · Staff Travel / Photographer</b>	0.00	416.67	0.00	1,666.68	5,000.00
<b>7124 · General Sesssions</b>	3,750.00	4,166.67	3,750.00	16,666.68	50,000.00
<b>7125 · Learning Sessions</b>	0.00	1,916.67	0.00	7,666.68	23,000.00
<b>7130 · Annual Meeting</b>	0.00	333.33	0.00	1,333.32	4,000.00
<b>7131 · Misc. Conference</b>	0.00	500.00	0.00	2,000.00	6,000.00

**TASN**  
**Profit & Loss Budget Performance**  
**December 2017**

	Dec 17	Budget	Sep - Dec 17	YTD Budget	Annual Budget
7132 · Conf. Temps	0.00	416.67	0.00	1,666.68	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	3,000.00	9,000.00
7137 · Emporium Items	0.00	1,000.00	0.00	4,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	166.68	500.00
<b>Total 7100 · Conference.</b>	<b>3,750.00</b>	<b>35,854.17</b>	<b>23,811.74</b>	<b>143,416.68</b>	<b>430,250.00</b>
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	62,399.34	7,083.33	74,116.52	28,333.32	85,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>62,399.34</b>	<b>7,083.33</b>	<b>74,116.52</b>	<b>28,333.32</b>	<b>85,000.00</b>
<b>7300 · Training.</b>					
7309 · Directors Academy	1,543.10	833.33	1,543.10	3,333.32	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	5,000.00	15,000.00
<b>Total 7300 · Training.</b>	<b>1,543.10</b>	<b>2,083.33</b>	<b>1,543.10</b>	<b>8,333.32</b>	<b>25,000.00</b>
<b>7400 · Pass Through.</b>					
7403 · TASN PAC Expense	0.00	0.00	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.67	0.00	1,666.68	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	66.68	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>433.34</b>	<b>0.00</b>	<b>1,733.36</b>	<b>5,200.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	9,225.38	4,000.00	9,225.38	16,000.00	48,000.00
7502 · Graphic Designer	7,200.00	3,600.00	14,400.00	14,400.00	43,200.00
7500 · Publications - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7500 · Publications</b>	<b>16,425.38</b>	<b>7,600.00</b>	<b>23,625.38</b>	<b>30,400.00</b>	<b>91,200.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	6,034.83	3,916.67	8,109.68	15,666.68	47,000.00
7602 · Public Policy & Legislative	1,140.13	500.00	1,312.40	2,000.00	6,000.00
7603 · Membership	179.67	250.00	479.08	1,000.00	3,000.00
7604 · Organizational Affairs	179.67	125.00	540.26	500.00	1,500.00
7605 · Education	359.34	250.00	600.34	1,000.00	3,000.00
7606 · Area Representatives	1,288.17	2,333.33	2,316.01	9,333.32	28,000.00
7607 · BOC - Past President's Advisory	0.00	62.50	0.00	250.00	750.00
7609 · Nominating Committee	570.89	116.67	1,248.91	466.68	1,400.00
7610 · Industry Committee	1,006.08	141.67	1,006.08	566.68	1,700.00
7612 · Board of Dir. Meeting	5,980.53	416.67	5,980.53	1,666.68	5,000.00
7613 · Parliamentarian	0.00	166.67	0.00	666.68	2,000.00
7614 · Other Authorized meetings	0.00	333.33	0.00	1,333.32	4,000.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
7620 · MAT Review	0.00	0.00	0.00	0.00	0.00

**TASN**  
**Profit & Loss Budget Performance**  
**December 2017**

	Dec 17	Budget	Sep - Dec 17	YTD Budget	Annual Budget
<b>Total 7600 · Board of Directors.</b>	16,739.31	8,612.51	21,593.29	34,450.04	103,350.00
<b>7700 · Headquarters.</b>					
7701 · Rent	12,000.00	6,166.67	30,000.00	24,666.68	74,000.00
7702 · Staff Travel & Meetings	2,544.63	1,333.33	3,563.18	5,333.32	16,000.00
7702A · Staff Training	0.00	666.67	1,110.00	2,666.68	8,000.00
7703 · Office Supplies	311.08	583.33	801.86	2,333.32	7,000.00
7704 · Misc. Expense	-27,261.04	333.33	1,365.08	1,333.32	4,000.00
7705 · Printing	2,137.92	916.67	3,006.09	3,666.68	11,000.00
7706 · Telephone	327.32	250.00	1,209.28	1,000.00	3,000.00
7707 · Postage	2,078.60	1,500.00	4,390.79	6,000.00	18,000.00
7708 · Banking Fees	2.50	16.67	40.00	66.68	200.00
7709 · S/C Merchant Account	1,017.28	1,666.67	6,021.27	6,666.68	20,000.00
7710 · PC & Server Maintenance	1,512.26	625.00	5,136.49	2,500.00	7,500.00
7711 · Professional - Dues	122.00	208.33	481.00	833.32	2,500.00
7712 · Capital Outlay	193.77	583.33	625.69	2,333.32	7,000.00
7713 · Copier Maintenance Agreement	0.00	1,250.00	0.00	5,000.00	15,000.00
7715 · Property Tax	0.00	83.33	172.62	333.32	1,000.00
7716 · Insurance (G/L,Event,W/C)	2,150.00	500.00	2,150.00	2,000.00	6,000.00
7718 · Marketing	101.27	750.00	405.08	3,000.00	9,000.00
7719 · Classified Ads	0.00		199.00		
7720 · Ballot Systems	0.00	583.33	0.00	2,333.32	7,000.00
7723 · Database Maintenance	0.00	0.00	54.32	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	619.50	0.00	0.00
<b>Total 7700 · Headquarters.</b>	-2,762.41	18,016.66	61,351.25	72,066.64	216,200.00
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	15.39	0.00	60.15	0.00	0.00
7801 · Gross Wages - Other	21,186.05	28,958.33	86,107.14	115,833.32	347,500.00
<b>Total 7801 · Gross Wages</b>	21,201.44	28,958.33	86,167.29	115,833.32	347,500.00
7802 · Company Medicare	299.50	419.90	1,222.90	1,679.60	5,038.75
7803 · Company FICA	1,280.59	1,795.42	5,228.95	7,181.68	21,545.00
7804 · FUTA ( Federal Unemployment)	0.00	28.00	0.00	112.00	336.00
7805 · SUI ( State Unemployment Tax)	0.00	47.25	0.00	189.00	567.00
7807 · Retirement Benefits	2,118.60	2,516.33	8,611.28	10,065.32	30,196.00
7808 · Employee Medical Insurance	5,119.30	3,250.00	11,546.48	13,000.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7800 · Staff</b>	30,019.43	37,015.23	112,776.90	148,060.92	444,182.75
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	778.56	946.60	2,357.76	3,786.40	11,359.25
7903 · Accounting	0.00	1,166.67	0.00	4,666.68	14,000.00

**TASN**  
**Profit & Loss Budget Performance**  
**December 2017**

	Dec 17	Budget	Sep - Dec 17	YTD Budget	Annual Budget
7904 · Legal Fees	2,124.00	125.00	2,504.50	500.00	1,500.00
Total 7900 · Outside Services.	2,902.56	2,238.27	4,862.26	8,953.08	26,859.25
8000 · Scholarships / Education	0.00		0.00		0.00
Total Expense	131,016.71	118,936.84	323,680.44	475,747.36	1,427,242.00
Net Ordinary Income	1,855.37	-0.01	226,079.98	-0.04	0.00
Other Income/Expense					
Other Income					
1910 · Realized Gain (Loss) on Dispos	0.00	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	-8,655.48	0.00	25,942.46	0.00	0.00
Total Other Income	-8,655.48	0.00	25,942.46	0.00	0.00
Net Other Income	-8,655.48	0.00	25,942.46	0.00	0.00
Net Income	<b>-6,800.11</b>	<b>-0.01</b>	<b>252,022.44</b>	<b>-0.04</b>	<b>0.00</b>