

TASN
Profit & Loss Budget Performance
December 2018

	Dec 18	Budget	Sep - Dec 18
Ordinary Income/Expense			
Income			
4000 · Scholarship / Education	0.00	979.17	10,475.00
4100 · Conference			
4101 · Exhibits	16,300.00	30,208.33	173,054.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	62,150.00
4103 · Registration			
A · Early Bird	0.00	25,875.00	0.00
B · Regular	0.00	2,583.33	0.00
Total 4103 · Registration	0.00	28,458.33	0.00
4105 · Non-Member Packet	0.00	579.17	0.00
4107 · One Day Reg.	0.00	187.50	0.00
4108 · Retired Registration	0.00	25.00	0.00
4110 · Onsite	0.00	891.67	0.00
4115 · Meals / Evening Event	0.00	0.00	0.00
4126 · Seminars			
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00
4126 U · Financial Management	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00
Total 4126 · Seminars	0.00	416.67	0.00
4131 · Misc. Conference	0.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	0.00
4134 · Annual Sponsors	0.00	4,166.67	0.00
4135 · Sale Items	0.00	0.00	0.00
Total 4100 · Conference	16,300.00	71,620.84	235,204.00
4200 · Industry Seminar			
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	32,500.00
4202 · TASN Industry Seminar Reg.	0.00	6,333.33	77,320.00
Total 4200 · Industry Seminar	0.00	9,250.00	109,820.00
4300 · Training			
4302 · TASN Certification	1,487.00	3,359.50	6,847.00
4309 · Directors Academy	0.00	687.50	0.00
4310 · Managers Academy	0.00	1,481.25	0.00
Total 4300 · Training	1,487.00	5,528.25	6,847.00
4400 · Pass Through			
4407 · Sales Tax	0.00	16.67	0.00
Total 4400 · Pass Through	0.00	16.67	0.00
4450 · TASNews /Advertising	0.00	7,916.67	6,290.00
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	31,192.00	11,109.42	111,448.73
4502 · Industry Dues (Membership Dues)	1,800.00	2,686.33	28,351.23
Total 4500 · Membership Dues	32,992.00	13,795.75	139,799.96
4600 · Board of Directors			
4607 · MAT Review	0.00	0.00	0.00
Total 4600 · Board of Directors	0.00	0.00	0.00
4700 · Headquarters			
4704 · Misc. Income	4.87	416.67	54.87
4708 · Invest. Interest and Dividends	0.00	5,000.00	-2,682.49
4717 · Emporium	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	458.33	0.00

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4723 · Labels (Directory Mailing)	0.00	0.00	0.00
Total 4700 · Headquarters	4.87	5,875.00	-2,627.62
Total Income	50,783.87	114,982.35	505,808.34
Gross Profit	50,783.87	114,982.35	505,808.34
Expense			
7100 · Conference.			
7101 · Exhibits	0.00	5,416.67	0.00
7102 · Registration	0.00	2,500.00	0.00
7111 · Facilities	4,298.00	2,500.00	12,969.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00
7113 · Awards Ceremony	0.00	1,000.00	0.00
7115 · Banquet	0.00	8,750.00	0.00
7116 · Industry Event	3,425.00	6,645.83	3,425.00
7120 · Special Meals / Events	0.00	304.17	0.00
7121 · Conference Planning	255.07	166.67	519.67
7123 · Staff Travel / Photographer	891.00	500.00	1,486.00
7124 · General Sessions	-1,318.58	4,166.67	556.42
7125 · Learning Sessions	0.00	2,333.33	0.00
7130 · Annual Meeting	0.00	583.33	0.00
7131 · Misc. Conference	0.00	500.00	-1,715.51
7132 · Conf. Temps	0.00	416.67	0.00
7136 · T-Shirt Cost	0.00	750.00	0.00
7137 · Emporium Items	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00
Total 7100 · Conference.	7,550.49	36,908.34	17,240.58
7200 · Industry Seminar.			
7201 · TASN Ind. Seminar	3,082.33	7,083.33	93,561.24
Total 7200 · Industry Seminar.	3,082.33	7,083.33	93,561.24
7300 · Training.			
7309 · Directors Academy	0.00	333.33	0.00
7310 · Managers Academy	0.00	1,125.00	0.00
Total 7300 · Training.	0.00	1,458.33	0.00
7400 · Pass Through.			
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.67	2,832.50
7407 · Sales Tax	0.00	16.67	0.00
Total 7400 · Pass Through.	0.00	433.34	2,832.50
7500 · Publications			
7501 · TASNews	0.00	4,000.00	0.00
7502 · Graphic Designer	3,600.00	3,600.00	14,400.00
Total 7500 · Publications	3,600.00	7,600.00	14,400.00
7600 · Board of Directors.			
7601 · Executive Committee	0.00	3,666.67	14,754.11
7602 · Public Policy & Legislative	0.00	500.00	419.16
7603 · Membership	191.36	166.66	191.36
7604 · Organizational Affairs	0.00	83.33	217.69
7605 · Education	0.00	166.67	207.10
7606 · Area Representatives	88.11	1,500.00	3,428.89
7607 · BOC - Past President's Advisory	0.00	125.00	0.00
7609 · Nominating Committee	0.00	83.33	587.84
7610 · Industry Committee	0.00	141.67	0.00
7612 · Board of Dir. Meeting	0.00	833.33	72.11
7613 · Parliamentarian	0.00	208.33	0.00
7614 · Other Authorized meetings	0.00	500.00	6,130.15
7619 · Leadership Camp	56.31		56.31
7620 · MAT Review	0.00	0.00	0.00

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Total 7600 · Board of Directors.	335.78	7,974.99	26,064.72
7700 · Headquarters.			
7701 · Rent	6,000.00	6,000.00	30,000.00
7702 · Staff Travel & Meetings	778.31	1,500.00	5,563.94
7702A · Staff Training	0.00	500.00	0.00
7703 · Office Supplies	0.00	500.00	648.58
7704 · Misc. Expense	90.89	333.33	1,906.94
7705 · Printing	1,149.62	833.33	2,171.51
7706 · Telephone	277.32	308.33	1,159.28
7707 · Postage	0.00	1,666.67	5,193.27
7708 · Banking Fees	0.00	16.67	32.00
7709 · S/C Merchant Account	0.00	1,748.96	5,829.00
7710 · PC & Server Maintenance	857.32	666.67	2,959.51
7711 · Professional - Dues	0.00	250.00	1,270.00
7712 · Capital Outlay	0.00	83.33	3,197.60
7713 · Copier Maintenance Agreement	946.32	1,166.67	3,785.28
7715 · Property Tax	0.00	41.67	227.39
7716 · Insurance (G/L,Event,W/C)	0.00	516.67	2,281.00
7718 · Marketing	133.25	416.67	533.00
7719 · Classified Ads	0.00		228.92
7720 · Ballot Systems	0.00	583.33	0.00
7723 · Database Maintenance	0.00	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00		0.00
7730 · Membership	0.00		161.32
Total 7700 · Headquarters.	10,233.03	17,132.30	67,148.54
7800 · Staff			
7801 · Gross Wages			
7809 · Contract / WC Chargeback	18.66	0.00	1,481.27
7801 · Gross Wages - Other	23,855.10	26,250.00	93,448.85
Total 7801 · Gross Wages	23,873.76	26,250.00	94,930.12
7802 · Company Medicare	336.69	380.63	1,325.04
7803 · Company FICA	1,439.63	1,627.50	5,665.65
7804 · FUTA (Federal Unemployment)	0.00	28.00	84.00
7805 · SUI (State Unemployment Tax)	2.79	47.25	82.80
7807 · Retirement Benefits	2,385.46	2,333.33	8,505.32
7808 · Employee Medical Insurance	3,421.21	2,666.67	10,867.80
Total 7800 · Staff	31,459.54	33,333.38	121,460.73
7900 · Outside Services.			
7902 · Website Design & Hosting	778.56	1,000.00	4,597.94
7903 · Accounting	0.00	1,166.67	0.00
7904 · Legal Fees	0.00	100.00	1,000.00
Total 7900 · Outside Services.	778.56	2,266.67	5,597.94
8000 · Scholarships / Education	0.00	791.67	0.00
Total Expense	57,039.73	114,982.35	348,306.25
Net Ordinary Income	-6,255.86	0.00	157,502.09
Other Income/Expense			
Other Income			
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-35,380.33
Total Other Income	0.00	0.00	-35,380.33
Net Other Income	0.00	0.00	-35,380.33
Net Income	-6,255.86	0.00	122,121.76

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	YTD Budget	Annual Budget
Ordinary Income/Expense		
Income		
4000 · Scholarship / Education	3,916.68	11,750.00
4100 · Conference		
4101 · Exhibits	120,833.32	362,500.00
4101A · Kitchen Space Rental / ICE	0.00	0.00
4102 · \$275 Ind. Event	26,583.32	79,750.00
4103 · Registration		
A · Early Bird	103,500.00	310,500.00
B · Regular	10,333.32	31,000.00
Total 4103 · Registration	113,833.32	341,500.00
4105 · Non-Member Packet	2,316.68	6,950.00
4107 · One Day Reg.	750.00	2,250.00
4108 · Retired Registration	100.00	300.00
4110 · Onsite	3,566.68	10,700.00
4115 · Meals / Evening Event	0.00	0.00
4126 · Seminars		
4126 N · Train the Trainer (I,II,III)	0.00	0.00
4126 U · Financial Management		0.00
4126 W · Grant Writing		0.00
4126 · Seminars - Other	1,666.68	5,000.00
Total 4126 · Seminars	1,666.68	5,000.00
4131 · Misc. Conference		0.00
4132 · Chapter Tables	166.68	500.00
4134 · Annual Sponsors	16,666.68	50,000.00
4135 · Sale Items	0.00	0.00
Total 4100 · Conference	286,483.36	859,450.00
4200 · Industry Seminar		
4201 · TASN Industry Seminar Sponsor	11,666.68	35,000.00
4202 · TASN Industry Seminar Reg.	25,333.32	76,000.00
Total 4200 · Industry Seminar	37,000.00	111,000.00
4300 · Training		
4302 · TASN Certification	13,438.00	40,314.00
4309 · Directors Academy	2,750.00	8,250.00
4310 · Managers Academy	5,925.00	17,775.00
Total 4300 · Training	22,113.00	66,339.00
4400 · Pass Through		
4407 · Sales Tax	66.68	200.00
Total 4400 · Pass Through	66.68	200.00
4450 · TASNews /Advertising	31,666.68	95,000.00
4500 · Membership Dues		
4501 · State Dues (Membership Dues)	44,437.68	133,313.00
4502 · Industry Dues (Membership Dues)	10,745.32	32,236.00
Total 4500 · Membership Dues	55,183.00	165,549.00
4600 · Board of Directors		
4607 · MAT Review	0.00	0.00
Total 4600 · Board of Directors	0.00	0.00
4700 · Headquarters		
4704 · Misc. Income	1,666.68	5,000.00
4708 · Invest. Interest and Dividends	20,000.00	60,000.00
4717 · Emporium	0.00	0.00
4721 · SNA LAC Sponsors	1,833.32	5,500.00

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	YTD Budget	Annual Budget
4723 · Labels (Directory Mailing)	0.00	0.00
Total 4700 · Headquarters	23,500.00	70,500.00
Total Income	459,929.40	1,379,788.00
Gross Profit	459,929.40	1,379,788.00
Expense		
7100 · Conference.		
7101 · Exhibits	21,666.68	65,000.00
7102 · Registration	10,000.00	30,000.00
7111 · Facilities	10,000.00	30,000.00
7112 · Awards / Trophies/ Ribbons	1,333.32	4,000.00
7113 · Awards Ceremony	4,000.00	12,000.00
7115 · Banquet	35,000.00	105,000.00
7116 · Industry Event	26,583.32	79,750.00
7120 · Special Meals / Events	1,216.68	3,650.00
7121 · Conference Planning	666.68	2,000.00
7123 · Staff Travel / Photographer	2,000.00	6,000.00
7124 · General Sessions	16,666.68	50,000.00
7125 · Learning Sessions	9,333.32	28,000.00
7130 · Annual Meeting	2,333.32	7,000.00
7131 · Misc. Conference	2,000.00	6,000.00
7132 · Conf. Temps	1,666.68	5,000.00
7136 · T-Shirt Cost	3,000.00	9,000.00
7137 · Emporium Items	0.00	0.00
7138 · Chapter Tables	166.68	500.00
Total 7100 · Conference.	147,633.36	442,900.00
7200 · Industry Seminar.		
7201 · TASN Ind. Seminar	28,333.32	85,000.00
Total 7200 · Industry Seminar.	28,333.32	85,000.00
7300 · Training.		
7309 · Directors Academy	1,333.32	4,000.00
7310 · Managers Academy	4,500.00	13,500.00
Total 7300 · Training.	5,833.32	17,500.00
7400 · Pass Through.		
7405 · SNA- TX Delegation Dinner/Misc.	1,666.68	5,000.00
7407 · Sales Tax	66.68	200.00
Total 7400 · Pass Through.	1,733.36	5,200.00
7500 · Publications		
7501 · TASNews	16,000.00	48,000.00
7502 · Graphic Designer	14,400.00	43,200.00
Total 7500 · Publications	30,400.00	91,200.00
7600 · Board of Directors.		
7601 · Executive Committee	14,666.68	44,000.00
7602 · Public Policy & Legislative	2,000.00	6,000.00
7603 · Membership	666.64	2,000.00
7604 · Organizational Affairs	333.32	1,000.00
7605 · Education	666.68	2,000.00
7606 · Area Representatives	6,000.00	18,000.00
7607 · BOC - Past President's Advisory	500.00	1,500.00
7609 · Nominating Committee	333.32	1,000.00
7610 · Industry Committee	566.68	1,700.00
7612 · Board of Dir. Meeting	3,333.32	10,000.00
7613 · Parliamentarian	833.32	2,500.00
7614 · Other Authorized meetings	2,000.00	6,000.00
7619 · Leadership Camp		
7620 · MAT Review	0.00	0.00

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	YTD Budget	Annual Budget
Total 7600 · Board of Directors.	31,899.96	95,700.00
7700 · Headquarters.		
7701 · Rent	24,000.00	72,000.00
7702 · Staff Travel & Meetings	6,000.00	18,000.00
7702A · Staff Training	2,000.00	6,000.00
7703 · Office Supplies	2,000.00	6,000.00
7704 · Misc. Expense	1,333.32	4,000.00
7705 · Printing	3,333.32	10,000.00
7706 · Telephone	1,233.32	3,700.00
7707 · Postage	6,666.68	20,000.00
7708 · Banking Fees	66.68	200.00
7709 · S/C Merchant Account	6,995.84	20,987.50
7710 · PC & Server Maintenance	2,666.68	8,000.00
7711 · Professional - Dues	1,000.00	3,000.00
7712 · Capital Outlay	333.32	1,000.00
7713 · Copier Maintenance Agreement	4,666.68	14,000.00
7715 · Property Tax	166.68	500.00
7716 · Insurance (G/L,Event,W/C)	2,066.68	6,200.00
7718 · Marketing	1,666.68	5,000.00
7719 · Classified Ads		
7720 · Ballot Systems	2,333.32	7,000.00
7723 · Database Maintenance	0.00	0.00
7725 · Depreciation Expense	0.00	0.00
7727 · Previous Years Transactions		0.00
7730 · Membership		
Total 7700 · Headquarters.	68,529.20	205,587.50
7800 · Staff		
7801 · Gross Wages		
7809 · Contract / WC Chargeback	0.00	0.00
7801 · Gross Wages - Other	105,000.00	315,000.00
Total 7801 · Gross Wages	105,000.00	315,000.00
7802 · Company Medicare	1,522.52	4,567.50
7803 · Company FICA	6,510.00	19,530.00
7804 · FUTA (Federal Unemployment)	112.00	336.00
7805 · SUI (State Unemployment Tax)	189.00	567.00
7807 · Retirement Benefits	9,333.32	28,000.00
7808 · Employee Medical Insurance	10,666.68	32,000.00
Total 7800 · Staff	133,333.52	400,000.50
7900 · Outside Services.		
7902 · Website Design & Hosting	4,000.00	12,000.00
7903 · Accounting	4,666.68	14,000.00
7904 · Legal Fees	400.00	1,200.00
Total 7900 · Outside Services.	9,066.68	27,200.00
8000 · Scholarships / Education	3,166.68	9,500.00
Total Expense	459,929.40	1,379,788.00
Net Ordinary Income	0.00	0.00
Other Income/Expense		
Other Income		
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00
Total Other Income	0.00	0.00
Net Other Income	0.00	0.00
Net Income	0.00	0.00