

**TASN**  
**Profit & Loss Budget Performance**  
**May 2018**

	May 18	Budget	Sep '17 - May 18	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	450.00	1,229.17	12,225.00	11,062.53	14,750.00
4100 · Conference					
4101 · Exhibits	4,400.00	30,208.33	403,530.00	271,874.97	362,500.00
4101A · Kitchen Space Rental	0.00	0.00	3,600.00	0.00	0.00
4102 · \$275 Ind. Event	4,950.00	6,645.83	85,250.00	59,812.47	79,750.00
4103 · Registration					
A · Early Bird	31,500.00	23,958.33	273,650.00	215,624.97	287,500.00
B · Regular	14,870.00	2,416.67	15,370.00	21,750.03	29,000.00
<b>Total 4103 · Registration</b>	<b>46,370.00</b>	<b>26,375.00</b>	<b>289,020.00</b>	<b>237,375.00</b>	<b>316,500.00</b>
4105 · Non-Member Packet	395.00	560.42	3,085.00	5,043.78	6,725.00
4107 · One Day Reg.	0.00	500.00	0.00	4,500.00	6,000.00
4108 · Retired Registration	150.00	62.50	750.00	562.50	750.00
4110 · Onsite	0.00	729.17	0.00	6,562.53	8,750.00
4115 · Meals / Evening Event	700.00	0.00	1,200.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	200.00	0.00	1,500.00	0.00	0.00
4126 O · Sanitation	0.00		0.00	0.00	0.00
4126 P · Safety	0.00		0.00	0.00	0.00
4126 U · Financial Management	150.00		1,050.00		
4126 W · Grant Writing	-150.00		75.00		
4126 · Seminars - Other	0.00	833.33	0.00	7,499.97	10,000.00
<b>Total 4126 · Seminars</b>	<b>200.00</b>	<b>833.33</b>	<b>2,625.00</b>	<b>7,499.97</b>	<b>10,000.00</b>
4132 · Chapter Tables	50.00	41.67	150.00	375.03	500.00
4134 · Annual Sponsors	500.00	4,166.67	33,150.00	37,500.03	50,000.00
4135 · Sale Items	0.00	0.00	0.00	0.00	0.00
<b>Total 4100 · Conference</b>	<b>57,715.00</b>	<b>70,122.92</b>	<b>822,360.00</b>	<b>631,106.28</b>	<b>841,475.00</b>
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	3,083.33	22,650.00	27,749.97	37,000.00
4202 · TASN Industry Seminar Reg.	0.00	10,000.00	81,050.00	90,000.00	120,000.00
<b>Total 4200 · Industry Seminar</b>	<b>0.00</b>	<b>13,083.33</b>	<b>103,700.00</b>	<b>117,749.97</b>	<b>157,000.00</b>
4300 · Training					
4302 · TASN Certification	2,700.00	3,261.67	16,280.00	29,355.03	39,140.00
4307 · Cont. Education Workshops-Ot...					
4307B · Board Meeting Education ...	0.00		0.00	0.00	0.00
<b>Total 4307 · Cont. Education Worksh...</b>	<b>0.00</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
4309 · Directors Academy	0.00	1,145.83	4,950.00	10,312.47	13,750.00
4310 · Managers Academy	7,900.00	1,975.00	10,270.00	17,775.00	23,700.00

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<b>Total 4300 · Training</b>	10,600.00	6,382.50	31,500.00	57,442.50	76,590.00
<b>4400 · Pass Through</b>					
<b>4407 · Sales Tax</b>	0.00	16.67	0.00	150.03	200.00
<b>Total 4400 · Pass Through</b>	0.00	16.67	0.00	150.03	200.00
<b>4450 · TASNews /Advertising</b>	0.00	8,333.33	18,665.00	74,999.97	100,000.00
<b>4500 · Membership Dues</b>					
<b>4501 · State Dues ( Membership Dues)</b>	14,335.00	10,785.83	150,961.95	97,072.47	129,430.00
<b>4502 · Industry Dues (Membership Du...</b>	3,840.00	2,608.08	42,860.65	23,472.72	31,297.00
<b>Total 4500 · Membership Dues</b>	18,175.00	13,393.91	193,822.60	120,545.19	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
<b>4619 · TASN Leadership Camp</b>	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>	27.00	0.00	166.90	0.00	0.00
<b>4708 · Invest. Interest and Dividends</b>	-1,736.90	4,166.67	28,900.76	37,500.03	50,000.00
<b>4717 · Emporium</b>	0.00	1,750.00	72.75	15,750.00	21,000.00
<b>4721 · SNA LAC Sponsors</b>	0.00	458.33	300.00	4,124.97	5,500.00
<b>4723 · Labels (Directory Mailing)</b>	0.00	0.00	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	-1,709.90	6,375.00	29,440.41	57,375.00	76,500.00
<b>Total Income</b>	85,230.10	118,936.83	1,211,713.01	1,070,431.47	1,427,242.00
<b>Gross Profit</b>	85,230.10	118,936.83	1,211,713.01	1,070,431.47	1,427,242.00
<b>Expense</b>					
<b>66900 · Reconciliation Discrepancies</b>	0.00		0.00	0.00	0.00
<b>7100 · Conference.</b>					
<b>7101 · Exhibits</b>	2,382.95	5,000.00	3,201.41	45,000.00	60,000.00
<b>7102 · Registration</b>	660.63	2,083.33	2,660.63	18,749.97	25,000.00
<b>7111 · Facillities</b>	0.00	3,333.33	24,911.25	29,999.97	40,000.00
<b>7112 · Awards / Trophies/ Ribbons</b>	0.00	333.33	1,154.78	2,999.97	4,000.00
<b>7113 · Awards Ceremony</b>	1,621.80	500.00	1,621.80	4,500.00	6,000.00
<b>7115 · Banquet</b>	71,295.09	7,916.67	71,295.09	71,250.03	95,000.00
<b>7116 · Industry Event</b>	5,005.98	6,645.83	22,358.71	59,812.47	79,750.00
<b>7120 · Special Meals / Events</b>	0.00	166.67	0.00	1,500.03	2,000.00
<b>7121 · Conference Planning</b>	286.48	333.33	682.76	2,999.97	4,000.00
<b>7123 · Staff Travel / Photographer</b>	0.00	416.67	837.50	3,750.03	5,000.00
<b>7124 · General Sesssions</b>	0.00	4,166.67	21,652.46	37,500.03	50,000.00
<b>7125 · Learning Sessions</b>	386.70	1,916.67	9,497.93	17,250.03	23,000.00

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7130 · Annual Meeting	0.00	333.33	116.91	2,999.97	4,000.00
7131 · Misc. Conference	1,042.00	500.00	5,539.60	4,500.00	6,000.00
7132 · Conf. Temps	0.00	416.67	0.00	3,750.03	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	6,750.00	9,000.00
7137 · Emporium Items	0.00	1,000.00	0.00	9,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	375.03	500.00
<b>Total 7100 · Conference.</b>	<b>82,681.63</b>	<b>35,854.17</b>	<b>165,530.83</b>	<b>322,687.53</b>	<b>430,250.00</b>
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	128.00	7,083.33	75,075.34	63,749.97	85,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>128.00</b>	<b>7,083.33</b>	<b>75,075.34</b>	<b>63,749.97</b>	<b>85,000.00</b>
<b>7300 · Training.</b>					
7309 · Directors Academy	0.00	833.33	4,457.29	7,499.97	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	11,250.00	15,000.00
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>2,083.33</b>	<b>4,457.29</b>	<b>18,749.97</b>	<b>25,000.00</b>
<b>7400 · Pass Through.</b>					
7403 · TASN PAC Expense	0.00		0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.67	4,506.04	3,750.03	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	150.03	200.00
7408 · Taxable Resale Expense	0.00		0.00	0.00	0.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>433.34</b>	<b>4,506.04</b>	<b>3,900.06</b>	<b>5,200.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	0.00	4,000.00	31,772.51	36,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	32,400.00	32,400.00	43,200.00
7500 · Publications - Other	0.00		0.00	0.00	0.00
<b>Total 7500 · Publications</b>	<b>3,600.00</b>	<b>7,600.00</b>	<b>64,172.51</b>	<b>68,400.00</b>	<b>91,200.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	4,100.61	3,916.67	31,103.07	35,250.03	47,000.00
7602 · Public Policy & Legislative	0.00	500.00	5,765.85	4,500.00	6,000.00
7603 · Membership	0.00	250.00	871.18	2,250.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	872.00	1,125.00	1,500.00
7605 · Education	0.00	250.00	829.37	2,250.00	3,000.00
7606 · Area Representatives	68.34	2,333.33	4,981.93	20,999.97	28,000.00
7607 · BOC - Past President's Advisory	0.00	62.50	0.00	562.50	750.00
7609 · Nominating Committee	0.00	116.67	1,248.91	1,050.03	1,400.00
7610 · Industry Committee	0.00	141.67	1,449.00	1,275.03	1,700.00
7612 · Board of Dir. Meeting	174.82	416.67	11,748.47	3,750.03	5,000.00
7613 · Parliamentarian	0.00	166.67	300.00	1,500.03	2,000.00
7614 · Other Authorized meetings	1,401.10	333.33	1,801.10	2,999.97	4,000.00
7619 · Leadership Camp	0.00		0.00	0.00	0.00

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7620 · MAT Review	0.00	0.00	0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	<b>5,744.87</b>	<b>8,612.51</b>	<b>60,970.88</b>	<b>77,512.59</b>	<b>103,350.00</b>
<b>7700 · Headquarters.</b>					
7701 · Rent	6,000.00	6,166.67	60,000.00	55,500.03	74,000.00
7702 · Staff Travel & Meetings	46.24	1,333.33	6,802.98	11,999.97	16,000.00
7702A · Staff Training	0.00	666.67	2,355.00	6,000.03	8,000.00
7703 · Office Supplies	243.09	583.33	1,790.10	5,249.97	7,000.00
7704 · Misc. Expense	337.64	333.33	2,973.07	2,999.97	4,000.00
7705 · Printing	630.02	916.67	5,091.66	8,250.03	11,000.00
7706 · Telephone	327.32	250.00	2,895.88	2,250.00	3,000.00
7707 · Postage	0.00	1,500.00	12,074.52	13,500.00	18,000.00
7708 · Banking Fees	0.00	16.67	137.40	150.03	200.00
7709 · S/C Merchant Account	3,177.84	1,666.67	19,350.21	15,000.03	20,000.00
7710 · PC & Server Maintenance	599.71	625.00	5,451.71	5,625.00	7,500.00
7711 · Professional - Dues	0.00	208.33	1,601.00	1,874.97	2,500.00
7712 · Capital Outlay	0.00	583.33	2,596.28	5,249.97	7,000.00
7713 · Copier Maintenance Agreement	1,326.47	1,250.00	8,626.87	11,250.00	15,000.00
7715 · Property Tax	0.00	83.33	172.62	749.97	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	4,634.00	4,500.00	6,000.00
7718 · Marketing	133.25	750.00	2,668.85	6,750.00	9,000.00
7719 · Classified Ads	0.00		199.00		
7720 · Ballot Systems	0.00	583.33	5,178.30	5,249.97	7,000.00
7723 · Database Maintenance	0.00	0.00	0.00	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00		619.50	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>12,821.58</b>	<b>18,016.66</b>	<b>145,218.95</b>	<b>162,149.94</b>	<b>216,200.00</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	18.66	0.00	152.98	0.00	0.00
7801 · Gross Wages - Other	25,702.90	28,958.33	208,566.85	260,624.97	347,500.00
<b>Total 7801 · Gross Wages</b>	<b>25,721.56</b>	<b>28,958.33</b>	<b>208,719.83</b>	<b>260,624.97</b>	<b>347,500.00</b>
7802 · Company Medicare	364.99	419.90	2,960.03	3,779.10	5,038.75
7803 · Company FICA	1,560.62	1,795.42	12,656.68	16,158.78	21,545.00
7804 · FUTA ( Federal Unemployment)	0.00	28.00	210.00	252.00	336.00
7805 · SUI ( State Unemployment Tax)	0.00	47.25	207.00	425.25	567.00
7807 · Retirement Benefits	2,571.24	2,516.33	20,858.09	22,646.97	30,196.00
7808 · Employee Medical Insurance	2,747.20	3,250.00	24,421.48	29,250.00	39,000.00
7800 · Staff - Other	0.00		0.00	0.00	0.00
<b>Total 7800 · Staff</b>	<b>32,965.61</b>	<b>37,015.23</b>	<b>270,033.11</b>	<b>333,137.07</b>	<b>444,182.75</b>
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	0.00	946.60	3,428.99	8,519.40	11,359.25

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Accrual Basis

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7903 · Accounting	0.00	1,166.67	11,500.00	10,500.03	14,000.00
7904 · Legal Fees	0.00	125.00	2,504.50	1,125.00	1,500.00
<b>Total 7900 · Outside Services.</b>	<b>0.00</b>	<b>2,238.27</b>	<b>17,433.49</b>	<b>20,144.43</b>	<b>26,859.25</b>
8000 · Scholarships / Education	2,750.00	0.00	2,750.00	0.00	0.00
<b>Total Expense</b>	<b>140,691.69</b>	<b>118,936.84</b>	<b>810,148.44</b>	<b>1,070,431.56</b>	<b>1,427,242.00</b>
<b>Net Ordinary Income</b>	<b>-55,461.59</b>	<b>-0.01</b>	<b>401,564.57</b>	<b>-0.09</b>	<b>0.00</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
1910 · Realized Gain (Loss) on Dispos	0.00		0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	6,918.09	0.00	31,410.67	0.00	0.00
<b>Total Other Income</b>	<b>6,918.09</b>	<b>0.00</b>	<b>31,410.67</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>6,918.09</b>	<b>0.00</b>	<b>31,410.67</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>-48,543.50</b>	<b>-0.01</b>	<b>432,975.24</b>	<b>-0.09</b>	<b>0.00</b>

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