

TASN
Profit & Loss Budget Performance
November 2018

	Nov 18	Budget	Sep - Nov 18
Ordinary Income/Expense			
Income			
4000 · Scholarship / Education	4,825.00	979.17	10,475.00
4100 · Conference			
4101 · Exhibits	2,750.00	30,208.33	156,754.00
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	2,750.00	71,620.84	218,904.00
4200 · Industry Seminar			
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	32,500.00
4202 · TASN Industry Seminar Reg.	-4,825.00	6,333.33	77,320.00
Total 4200 · Industry Seminar	-4,825.00	9,250.00	109,820.00
4300 · Training			
4302 · TASN Certification	2,235.00	3,359.50	5,360.00
4309 · Directors Academy	0.00	687.50	0.00
4310 · Managers Academy	0.00	1,481.25	0.00
Total 4300 · Training	2,235.00	5,528.25	5,360.00
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	1,800.00	7,916.67	6,290.00
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	7,280.00	11,109.42	80,256.73
4502 · Industry Dues (Membership Dues)	1,400.00	2,686.33	26,551.23
Total 4500 · Membership Dues	8,680.00	13,795.75	106,807.96
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	50.00	416.67	50.00
4708 · Invest. Interest and Dividends	233.88	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	283.88	5,875.00	-2,632.49
Total Income	15,748.88	114,982.35	455,024.47
Gross Profit	15,748.88	114,982.35	455,024.47
Expense			
7100 · Conference.			
7101 · Exhibits	0.00	5,416.67	0.00
7102 · Registration	0.00	2,500.00	0.00
7111 · Facilities	0.00	2,500.00	8,671.00
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	0.00	6,645.83	0.00
7120 · Special Meals / Events	0.00	304.17	0.00
7121 · Conference Planning	0.00	166.67	264.60
7123 · Staff Travel / Photographer	0.00	500.00	595.00
7124 · General Sessions	0.00	4,166.67	1,875.00
7125 · Learning Sessions	0.00	2,333.33	0.00
7130 · Annual Meeting	0.00	583.33	0.00
7131 · Misc. Conference	-1,715.51	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.	-1,715.51	36,908.34	9,690.09
7200 · Industry Seminar.			
7201 · TASN Ind. Seminar	40,181.76	7,083.33	90,478.91
Total 7200 · Industry Seminar.	40,181.76	7,083.33	90,478.91
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.	2,832.50	416.67	2,832.50
7407 · Sales Tax	0.00	16.67	0.00
Total 7400 · Pass Through.	2,832.50	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	10,800.00
Total 7500 · Publications	3,600.00	7,600.00	10,800.00
7600 · Board of Directors.			
7601 · Executive Committee	4,458.27	3,666.67	14,754.11
7602 · Public Policy & Legislative	84.53	500.00	419.16
7603 · Membership	0.00	166.66	0.00
7604 · Organizational Affairs	0.00	83.33	217.69
7605 · Education	0.00	166.67	207.10
7606 · Area Representatives	1,257.11	1,500.00	3,340.78
7607 · BOC - Past President's Advisory	0.00	125.00	0.00
7609 · Nominating Committee	154.24	83.33	587.84
7610 · Industry Committee	0.00	141.67	0.00
7612 · Board of Dir. Meeting	31.60	833.33	72.11
7613 · Parliamentarian	0.00	208.33	0.00
7614 · Other Authorized meetings	6,130.15	500.00	6,130.15
7620 · MAT Review	0.00	0.00	0.00

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	Nov 18	Budget	Sep - Nov 18
Total 7600 · Board of Directors.	12,115.90	7,974.99	25,728.94
7700 · Headquarters.			
7701 · Rent	6,000.00	6,000.00	24,000.00
7702 · Staff Travel & Meetings	3,978.56	1,500.00	4,785.63
7702A · Staff Training	0.00	500.00	0.00
7703 · Office Supplies	276.81	500.00	648.58
7704 · Misc. Expense	1,227.62	333.33	1,816.05
7705 · Printing	283.62	833.33	1,021.89
7706 · Telephone	327.32	308.33	881.96
7707 · Postage	-103.92	1,666.67	5,193.27
7708 · Banking Fees	32.00	16.67	32.00
7709 · S/C Merchant Account	1,346.71	1,748.96	5,829.00
7710 · PC & Server Maintenance	599.71	666.67	2,102.19
7711 · Professional - Dues	132.00	250.00	1,270.00
7712 · Capital Outlay	0.00	83.33	3,197.60
7713 · Copier Maintenance Agreement	946.32	1,166.67	2,838.96
7715 · Property Tax	227.39	41.67	227.39
7716 · Insurance (G/L,Event,W/C)	2,281.00	516.67	2,281.00
7718 · Marketing	133.25	416.67	399.75
7719 · Classified Ads	70.00		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	161.32		161.32
Total 7700 · Headquarters.	17,919.71	17,132.30	56,915.51
7800 · Staff			
7801 · Gross Wages			
7809 · Contract / WC Chargeback	18.66	0.00	1,462.61
7801 · Gross Wages - Other	23,512.94	26,250.00	69,593.75
Total 7801 · Gross Wages	23,531.60	26,250.00	71,056.36
7802 · Company Medicare	333.18	380.63	988.35
7803 · Company FICA	1,424.61	1,627.50	4,226.02
7804 · FUTA (Federal Unemployment)	9.48	28.00	84.00
7805 · SUI (State Unemployment Tax)	21.80	47.25	80.01
7807 · Retirement Benefits	2,107.56	2,333.33	6,119.86
7808 · Employee Medical Insurance	1,736.13	2,666.67	7,446.59
Total 7800 · Staff	29,164.36	33,333.38	90,001.19
7900 · Outside Services.			
7902 · Website Design & Hosting	0.00	1,000.00	3,819.38
7903 · Accounting	0.00	1,166.67	0.00
7904 · Legal Fees	1,000.00	100.00	1,000.00
Total 7900 · Outside Services.	1,000.00	2,266.67	4,819.38
8000 · Scholarships / Education	0.00	791.67	0.00
Total Expense	105,098.72	114,982.35	291,266.52
Net Ordinary Income	-89,349.84	0.00	163,757.95
Other Income/Expense			
Other Income			
1915 · Unrealized/Realized Gain (Loss)	22,418.30	0.00	-35,380.33
Total Other Income	22,418.30	0.00	-35,380.33
Net Other Income	22,418.30	0.00	-35,380.33
Net Income	-66,931.54	0.00	128,377.62

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	YTD Budget	Annual Budget
Ordinary Income/Expense		
Income		
4000 · Scholarship / Education	2,937.51	11,750.00
4100 · Conference		
4101 · Exhibits	90,624.99	362,500.00
4101A · Kitchen Space Rental / ICE	0.00	0.00
4102 · \$275 Ind. Event	19,937.49	79,750.00
4103 · Registration		
A · Early Bird	77,625.00	310,500.00
B · Regular	7,749.99	31,000.00
Total 4103 · Registration	85,374.99	341,500.00
4105 · Non-Member Packet	1,737.51	6,950.00
4107 · One Day Reg.	562.50	2,250.00
4108 · Retired Registration	75.00	300.00
4110 · Onsite	2,675.01	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	1,250.01	5,000.00
Total 4126 · Seminars	1,250.01	5,000.00
4131 · Misc. Conference		0.00
4132 · Chapter Tables	125.01	500.00
4134 · Annual Sponsors	12,500.01	50,000.00
4135 · Sale Items	0.00	0.00
Total 4100 · Conference	214,862.52	859,450.00
4200 · Industry Seminar		
4201 · TASN Industry Seminar Sponsor	8,750.01	35,000.00
4202 · TASN Industry Seminar Reg.	18,999.99	76,000.00
Total 4200 · Industry Seminar	27,750.00	111,000.00
4300 · Training		
4302 · TASN Certification	10,078.50	40,314.00
4309 · Directors Academy	2,062.50	8,250.00
4310 · Managers Academy	4,443.75	17,775.00
Total 4300 · Training	16,584.75	66,339.00
4400 · Pass Through		
4407 · Sales Tax	50.01	200.00
Total 4400 · Pass Through	50.01	200.00
4450 · TASNews /Advertising	23,750.01	95,000.00
4500 · Membership Dues		
4501 · State Dues (Membership Dues)	33,328.26	133,313.00
4502 · Industry Dues (Membership Dues)	8,058.99	32,236.00
Total 4500 · Membership Dues	41,387.25	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	1,250.01	5,000.00
4708 · Invest. Interest and Dividends	15,000.00	60,000.00
4717 · Emporium	0.00	0.00
4721 · SNA LAC Sponsors	1,374.99	5,500.00

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	YTD Budget	Annual Budget
4723 · Labels (Directory Mailing)	0.00	0.00
Total 4700 · Headquarters	17,625.00	70,500.00
Total Income	344,947.05	1,379,788.00
Gross Profit	344,947.05	1,379,788.00
Expense		
7100 · Conference.		
7101 · Exhibits	16,250.01	65,000.00
7102 · Registration	7,500.00	30,000.00
7111 · Facilities	7,500.00	30,000.00
7112 · Awards / Trophies/ Ribbons	999.99	4,000.00
7113 · Awards Ceremony	3,000.00	12,000.00
7115 · Banquet	26,250.00	105,000.00
7116 · Industry Event	19,937.49	79,750.00
7120 · Special Meals / Events	912.51	3,650.00
7121 · Conference Planning	500.01	2,000.00
7123 · Staff Travel / Photographer	1,500.00	6,000.00
7124 · General Sessions	12,500.01	50,000.00
7125 · Learning Sessions	6,999.99	28,000.00
7130 · Annual Meeting	1,749.99	7,000.00
7131 · Misc. Conference	1,500.00	6,000.00
7132 · Conf. Temps	1,250.01	5,000.00
7136 · T-Shirt Cost	2,250.00	9,000.00
7137 · Emporium Items	0.00	0.00
7138 · Chapter Tables	125.01	500.00
Total 7100 · Conference.	110,725.02	442,900.00
7200 · Industry Seminar.		
7201 · TASN Ind. Seminar	21,249.99	85,000.00
Total 7200 · Industry Seminar.	21,249.99	85,000.00
7300 · Training.		
7309 · Directors Academy	999.99	4,000.00
7310 · Managers Academy	3,375.00	13,500.00
Total 7300 · Training.	4,374.99	17,500.00
7400 · Pass Through.		
7405 · SNA- TX Delegation Dinner/Misc.	1,250.01	5,000.00
7407 · Sales Tax	50.01	200.00
Total 7400 · Pass Through.	1,300.02	5,200.00
7500 · Publications		
7501 · TASNews	12,000.00	48,000.00
7502 · Graphic Designer	10,800.00	43,200.00
Total 7500 · Publications	22,800.00	91,200.00
7600 · Board of Directors.		
7601 · Executive Committee	11,000.01	44,000.00
7602 · Public Policy & Legislative	1,500.00	6,000.00
7603 · Membership	499.98	2,000.00
7604 · Organizational Affairs	249.99	1,000.00
7605 · Education	500.01	2,000.00
7606 · Area Representatives	4,500.00	18,000.00
7607 · BOC - Past President's Advisory	375.00	1,500.00
7609 · Nominating Committee	249.99	1,000.00
7610 · Industry Committee	425.01	1,700.00
7612 · Board of Dir. Meeting	2,499.99	10,000.00
7613 · Parliamentarian	624.99	2,500.00
7614 · Other Authorized meetings	1,500.00	6,000.00
7620 · MAT Review	0.00	0.00

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	YTD Budget	Annual Budget
Total 7600 · Board of Directors.	23,924.97	95,700.00
7700 · Headquarters.		
7701 · Rent	18,000.00	72,000.00
7702 · Staff Travel & Meetings	4,500.00	18,000.00
7702A · Staff Training	1,500.00	6,000.00
7703 · Office Supplies	1,500.00	6,000.00
7704 · Misc. Expense	999.99	4,000.00
7705 · Printing	2,499.99	10,000.00
7706 · Telephone	924.99	3,700.00
7707 · Postage	5,000.01	20,000.00
7708 · Banking Fees	50.01	200.00
7709 · S/C Merchant Account	5,246.88	20,987.50
7710 · PC & Server Maintenance	2,000.01	8,000.00
7711 · Professional - Dues	750.00	3,000.00
7712 · Capital Outlay	249.99	1,000.00
7713 · Copier Maintenance Agreement	3,500.01	14,000.00
7715 · Property Tax	125.01	500.00
7716 · Insurance (G/L,Event,W/C)	1,550.01	6,200.00
7718 · Marketing	1,250.01	5,000.00
7719 · Classified Ads		
7720 · Ballot Systems	1,749.99	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.	51,396.90	205,587.50
7800 · Staff		
7801 · Gross Wages		
7809 · Contract / WC Chargeback	0.00	0.00
7801 · Gross Wages - Other	78,750.00	315,000.00
Total 7801 · Gross Wages	78,750.00	315,000.00
7802 · Company Medicare	1,141.89	4,567.50
7803 · Company FICA	4,882.50	19,530.00
7804 · FUTA (Federal Unemployment)	84.00	336.00
7805 · SUI (State Unemployment Tax)	141.75	567.00
7807 · Retirement Benefits	6,999.99	28,000.00
7808 · Employee Medical Insurance	8,000.01	32,000.00
Total 7800 · Staff	100,000.14	400,000.50
7900 · Outside Services.		
7902 · Website Design & Hosting	3,000.00	12,000.00
7903 · Accounting	3,500.01	14,000.00
7904 · Legal Fees	300.00	1,200.00
Total 7900 · Outside Services.	6,800.01	27,200.00
8000 · Scholarships / Education	2,375.01	9,500.00
Total Expense	344,947.05	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