

TASN
Profit & Loss Budget vs. Actual
September 2018

	Sep 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	0.00	979.17	-979.17	0.0%
4100 · Conference				
4101 · Exhibits	213,304.00	30,208.33	183,095.67	706.1%
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.0%
4102 · \$275 Ind. Event	0.00	6,645.83	-6,645.83	0.0%
4103 · Registration				
A · Early Bird	0.00	25,875.00	-25,875.00	0.0%
B · Regular	0.00	2,583.33	-2,583.33	0.0%
Total 4103 · Registration	0.00	28,458.33	-28,458.33	0.0%
4105 · Non-Member Packet	0.00	579.17	-579.17	0.0%
4107 · One Day Reg.	0.00	187.50	-187.50	0.0%
4108 · Retired Registration	0.00	25.00	-25.00	0.0%
4110 · Onsite	0.00	891.67	-891.67	0.0%
4115 · Meals / Evening Event	0.00	0.00	0.00	0.0%
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	0.0%
4126 · Seminars - Other	0.00	416.67	-416.67	0.0%
Total 4126 · Seminars	0.00	416.67	-416.67	0.0%
4132 · Chapter Tables	0.00	41.67	-41.67	0.0%
4134 · Annual Sponsors	0.00	4,166.67	-4,166.67	0.0%
4135 · Sale Items	0.00	0.00	0.00	0.0%
Total 4100 · Conference	213,304.00	71,620.84	141,683.16	297.8%
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	32,500.00	2,916.67	29,583.33	1,114.3%
4202 · TASN Industry Seminar Reg.	57,280.00	6,333.33	50,946.67	904.4%
Total 4200 · Industry Seminar	89,780.00	9,250.00	80,530.00	970.6%
4300 · Training				
4302 · TASN Certification	1,440.00	3,359.50	-1,919.50	42.9%
4309 · Directors Academy	0.00	687.50	-687.50	0.0%
4310 · Managers Academy	0.00	1,481.25	-1,481.25	0.0%
Total 4300 · Training	1,440.00	5,528.25	-4,088.25	26.0%
4400 · Pass Through				
4407 · Sales Tax	0.00	16.67	-16.67	0.0%
Total 4400 · Pass Through	0.00	16.67	-16.67	0.0%
4450 · TASNews /Advertising	4,490.00	7,916.67	-3,426.67	56.7%
4500 · Membership Dues				

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4501 · State Dues (Membership Dues)	62,296.73	11,109.42	51,187.31	560.8%
4502 · Industry Dues (Membership Dues)	22,041.23	2,686.33	19,354.90	820.5%
Total 4500 · Membership Dues	84,337.96	13,795.75	70,542.21	611.3%
4600 · Board of Directors				
4607 · MAT Review	0.00	0.00	0.00	0.0%
Total 4600 · Board of Directors	0.00	0.00	0.00	0.0%
4700 · Headquarters				
4704 · Misc. Income	0.00	416.67	-416.67	0.0%
4708 · Invest. Interest and Dividends	-2,674.17	5,000.00	-7,674.17	-53.5%
4717 · Emporium	0.00	0.00	0.00	0.0%
4721 · SNA LAC Sponsors	0.00	458.33	-458.33	0.0%
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.0%
Total 4700 · Headquarters	-2,674.17	5,875.00	-8,549.17	-45.5%
Total Income	390,677.79	114,982.35	275,695.44	339.8%
Gross Profit	390,677.79	114,982.35	275,695.44	339.8%
Expense				
7100 · Conference.				
7101 · Exhibits	0.00	5,416.67	-5,416.67	0.0%
7102 · Registration	0.00	2,500.00	-2,500.00	0.0%
7111 · Facilities	8,671.00	2,500.00	6,171.00	346.8%
7112 · Awards / Trophies/ Ribbons	0.00	333.33	-333.33	0.0%
7113 · Awards Ceremony	0.00	1,000.00	-1,000.00	0.0%
7115 · Banquet	0.00	8,750.00	-8,750.00	0.0%
7116 · Industry Event	0.00	6,645.83	-6,645.83	0.0%
7120 · Special Meals / Events	0.00	304.17	-304.17	0.0%
7121 · Conference Planning	259.20	166.67	92.53	155.5%
7123 · Staff Travel / Photographer	0.00	500.00	-500.00	0.0%
7124 · General Sessions	1,875.00	4,166.67	-2,291.67	45.0%
7125 · Learning Sessions	0.00	2,333.33	-2,333.33	0.0%
7130 · Annual Meeting	0.00	583.33	-583.33	0.0%
7131 · Misc. Conference	0.00	500.00	-500.00	0.0%
7132 · Conf. Temps	0.00	416.67	-416.67	0.0%
7136 · T-Shirt Cost	0.00	750.00	-750.00	0.0%
7137 · Emporium Items	0.00	0.00	0.00	0.0%
7138 · Chapter Tables	0.00	41.67	-41.67	0.0%
Total 7100 · Conference.	10,805.20	36,908.34	-26,103.14	29.3%
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	34,214.91	7,083.33	27,131.58	483.0%

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Total 7200 · Industry Seminar.	34,214.91	7,083.33	27,131.58	483.0%
7300 · Training.				
7309 · Directors Academy	0.00	333.33	-333.33	0.0%
7310 · Managers Academy	0.00	1,125.00	-1,125.00	0.0%
Total 7300 · Training.	0.00	1,458.33	-1,458.33	0.0%
7400 · Pass Through.				
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.67	-416.67	0.0%
7407 · Sales Tax	0.00	16.67	-16.67	0.0%
Total 7400 · Pass Through.	0.00	433.34	-433.34	0.0%
7500 · Publications				
7501 · TASNews	0.00	4,000.00	-4,000.00	0.0%
7502 · Graphic Designer	3,600.00	3,600.00	0.00	100.0%
Total 7500 · Publications	3,600.00	7,600.00	-4,000.00	47.4%
7600 · Board of Directors.				
7601 · Executive Committee	0.00	3,666.67	-3,666.67	0.0%
7602 · Public Policy & Legislative	0.00	500.00	-500.00	0.0%
7603 · Membership	0.00	166.66	-166.66	0.0%
7604 · Organizational Affairs	0.00	83.33	-83.33	0.0%
7605 · Education	0.00	166.67	-166.67	0.0%
7606 · Area Representatives	110.09	1,500.00	-1,389.91	7.3%
7607 · BOC - Past President's Advisory	0.00	125.00	-125.00	0.0%
7609 · Nominating Committee	0.00	83.33	-83.33	0.0%
7610 · Industry Committee	0.00	141.67	-141.67	0.0%
7612 · Board of Dir. Meeting	0.00	833.33	-833.33	0.0%
7613 · Parliamentarian	0.00	208.33	-208.33	0.0%
7614 · Other Authorized meetings	0.00	500.00	-500.00	0.0%
7620 · MAT Review	0.00	0.00	0.00	0.0%
Total 7600 · Board of Directors.	110.09	7,974.99	-7,864.90	1.4%
7700 · Headquarters.				
7701 · Rent	12,000.00	6,000.00	6,000.00	200.0%
7702 · Staff Travel & Meetings	507.28	1,500.00	-992.72	33.8%
7702A · Staff Training	0.00	500.00	-500.00	0.0%
7703 · Office Supplies	151.00	500.00	-349.00	30.2%
7704 · Misc. Expense	434.44	333.33	101.11	130.3%
7705 · Printing	575.89	833.33	-257.44	69.1%
7706 · Telephone	277.32	308.33	-31.01	89.9%
7707 · Postage	-15.00	1,666.67	-1,681.67	-0.9%
7708 · Banking Fees	0.00	16.67	-16.67	0.0%
7709 · S/C Merchant Account	2,419.49	1,748.96	670.53	138.3%
7710 · PC & Server Maintenance	902.77	666.67	236.10	135.4%

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7711 · Professional - Dues	807.00	250.00	557.00	322.8%
7712 · Capital Outlay	0.00	83.33	-83.33	0.0%
7713 · Copier Maintenance Agreement	946.32	1,166.67	-220.35	81.1%
7715 · Property Tax	0.00	41.67	-41.67	0.0%
7716 · Insurance (G/L,Event,W/C)	0.00	516.67	-516.67	0.0%
7718 · Marketing	133.25	416.67	-283.42	32.0%
7719 · Classified Ads	158.92			
7720 · Ballot Systems	0.00	583.33	-583.33	0.0%
7723 · Database Maintenance	0.00	0.00	0.00	0.0%
7725 · Depreciation Expense	0.00	0.00	0.00	0.0%
Total 7700 · Headquarters.	19,298.68	17,132.30	2,166.38	112.6%
7800 · Staff				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	1,425.29	0.00	1,425.29	100.0%
7801 · Gross Wages - Other	21,689.13	26,250.00	-4,560.87	82.6%
Total 7801 · Gross Wages	23,114.42	26,250.00	-3,135.58	88.1%
7802 · Company Medicare	309.74	380.63	-70.89	81.4%
7803 · Company FICA	1,324.37	1,627.50	-303.13	81.4%
7804 · FUTA (Federal Unemployment)	35.30	28.00	7.30	126.1%
7805 · SUI (State Unemployment Tax)	27.06	47.25	-20.19	57.3%
7807 · Retirement Benefits	1,915.58	2,333.33	-417.75	82.1%
7808 · Employee Medical Insurance	3,986.80	2,666.67	1,320.13	149.5%
Total 7800 · Staff	30,713.27	33,333.38	-2,620.11	92.1%
7900 · Outside Services.				
7902 · Website Design & Hosting	3,819.38	1,000.00	2,819.38	381.9%
7903 · Accounting	0.00	1,166.67	-1,166.67	0.0%
7904 · Legal Fees	0.00	100.00	-100.00	0.0%
Total 7900 · Outside Services.	3,819.38	2,266.67	1,552.71	168.5%
8000 · Scholarships / Education	0.00	791.67	-791.67	0.0%
Total Expense	102,561.53	114,982.35	-12,420.82	89.2%
Net Ordinary Income	288,116.26	0.00	288,116.26	100.0%
Other Income/Expense				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	-1,543.63	0.00	-1,543.63	100.0%
Total Other Income	-1,543.63	0.00	-1,543.63	100.0%
Net Other Income	-1,543.63	0.00	-1,543.63	100.0%

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	Sep 18	Budget	\$ Over Budget	% of Budget
Net Income	<u>286,572.63</u>	<u>0.00</u>	<u>286,572.63</u>	<u>100.0%</u>