

TASN
Profit & Loss Budget Performance
April 2020

	Apr 20	Budget	Sep '19 - Apr 20	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	-6,275.00	1,031.25	4,750.00	8,250.00	12,375.00
4100 · Conference					
4101 · Exhibits	-41,280.00	32,062.50	314,880.00	256,500.00	384,750.00
4101A · Kitchen Space Rental / ICE	-500.00	0.00	300.00	0.00	0.00
4102 · \$275 Ind. Event	-69,025.00	7,125.00	0.00	57,000.00	85,500.00
4103 · Registration					
A · Early Bird	-810.00	24,750.00	53,045.00	198,000.00	297,000.00
B · Regular	0.00	2,583.33	0.00	20,666.64	31,000.00
Total 4103 · Registration	-810.00	27,333.33	53,045.00	218,666.64	328,000.00
4105 · Non-Member Packet	0.00	391.67	450.00	3,133.36	4,700.00
4107 · One Day Reg.	0.00	166.67	0.00	1,333.36	2,000.00
4108 · Retired Registration	0.00	25.00	0.00	200.00	300.00
4110 · Onsite	0.00	333.33	0.00	2,666.64	4,000.00
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	300.00	0.00	0.00
4126 U · Financial Management	0.00	0.00	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	210.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	3,333.36	5,000.00
Total 4126 · Seminars	0.00	416.67	510.00	3,333.36	5,000.00
4131 · Misc. Conference	0.00	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	0.00	333.36	500.00
4134 · Annual Sponsors	-20,399.00	4,166.67	4,800.00	33,333.36	50,000.00
Total 4100 · Conference	-132,014.00	72,062.51	373,985.00	576,500.08	864,750.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	22,000.00	23,333.36	35,000.00
4202 · TASN Industry Seminar Reg.	0.00	7,312.50	85,625.00	58,500.00	87,750.00
Total 4200 · Industry Seminar	0.00	10,229.17	107,625.00	81,833.36	122,750.00
4300 · Training					
4302 · TASN Certification	200.00	4,418.67	8,399.00	35,349.36	53,024.00
4309 · Administrative Academy	0.00	916.67	6,600.00	7,333.36	11,000.00
4310 · Managers Academy	0.00	1,316.67	0.00	10,533.36	15,800.00
Total 4300 · Training	200.00	6,652.01	14,999.00	53,216.08	79,824.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	9.53	133.36	200.00
Total 4400 · Pass Through	0.00	16.67	9.53	133.36	200.00

TASN
Profit & Loss Budget Performance
April 2020

	Apr 20	Budget	Sep '19 - Apr 20	YTD Budget	Annual Budget
4450 · TASNews /Advertising	0.00	7,916.67	21,395.00	63,333.36	95,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	4,179.00	12,823.42	156,872.43	102,587.36	153,881.00
4502 · Industry Dues (Membership Dues)	450.00	2,766.92	40,183.75	22,135.36	33,203.00
Total 4500 · Membership Dues	4,629.00	15,590.34	197,056.18	124,722.72	187,084.00
4700 · Headquarters					
4704 · Misc. Income	0.00	250.00	-129.33	2,000.00	3,000.00
4708 · Invest. Interest and Dividends	39,140.40	5,416.67	66,749.94	43,333.36	65,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	0.00	5,150.00	5,000.00	5,000.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	39,140.40	5,666.67	71,770.61	50,333.36	73,000.00
Total Income	-94,319.60	119,165.29	791,590.32	958,322.32	1,434,983.00
Gross Profit	-94,319.60	119,165.29	791,590.32	958,322.32	1,434,983.00
Expense					
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	982.75	40,000.00	60,000.00
7102 · Registration	0.00	2,500.00	0.00	20,000.00	30,000.00
7111 · Facilities	0.00	3,083.33	53,651.00	24,666.64	37,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	2,666.64	4,000.00
7113 · Awards Ceremony	0.00	416.67	0.00	3,333.36	5,000.00
7115 · Banquet	0.00	8,333.33	0.00	66,666.64	100,000.00
7116 · Industry Event	0.00	6,916.67	1,074.00	55,333.36	83,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	2,666.64	4,000.00
7121 · Conference Planning	0.00	125.00	202.97	1,000.00	1,500.00
7123 · Staff Travel / Photographer	0.00	291.67	890.00	2,333.36	3,500.00
7124 · General Sesssions	0.00	4,416.67	2,898.37	35,333.36	53,000.00
7125 · Learning Sessions	0.00	2,000.00	146.00	16,000.00	24,000.00
7130 · Annual Meeting	0.00	458.33	0.00	3,666.64	5,500.00
7131 · Misc. Conference	0.00	541.67	78.90	4,333.36	6,500.00
7132 · Conf. Temps	0.00	416.67	0.00	3,333.36	5,000.00
7136 · T-Shirt Cost	0.00	625.00	0.00	5,000.00	7,500.00
7137 · Emporium Items	0.00	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	333.36	500.00
Total 7100 · Conference.	0.00	35,833.34	59,923.99	286,666.72	430,000.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	83,761.37	56,666.64	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	83,761.37	56,666.64	85,000.00

TASN
Profit & Loss Budget Performance
April 2020

	Apr 20	Budget	Sep '19 - Apr 20	YTD Budget	Annual Budget
7300 · Training.					
7309 · Directors Academy	3,228.85	333.33	7,335.33	2,666.64	4,000.00
7310 · Managers Academy	0.00	833.33	0.00	6,666.64	10,000.00
Total 7300 · Training.	3,228.85	1,166.66	7,335.33	9,333.28	14,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	0.00	4,440.64	5,000.00	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	133.36	200.00
Total 7400 · Pass Through.	0.00	16.67	4,440.64	5,133.36	5,200.00
7500 · Publications					
7501 · TASNews	0.00	3,500.00	30,503.65	28,000.00	42,000.00
7502 · Graphic Designer	0.00	3,600.00	8,100.00	28,800.00	43,200.00
Total 7500 · Publications	0.00	7,100.00	38,603.65	56,800.00	85,200.00
7600 · Board of Directors.					
7601 · Executive Committee	1,542.29	3,833.33	27,109.16	30,666.64	46,000.00
7602 · Public Policy & Legislative	1,491.97	541.67	3,973.44	4,333.36	6,500.00
7603 · Membership	182.29	208.33	196.76	1,666.64	2,500.00
7604 · Organizational Affairs	182.29	125.00	406.54	1,000.00	1,500.00
7605 · Education	182.29	208.33	932.93	1,666.64	2,500.00
7606 · Area Representatives	1,640.61	1,500.00	12,611.83	12,000.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,000.00	1,500.00
7609 · Nominating Committee	391.65	125.00	855.15	1,000.00	1,500.00
7610 · Industry Committee	758.03	166.67	1,891.58	1,333.36	2,000.00
7612 · Board of Dir. Meeting	3,430.87	1,166.67	6,856.09	9,333.36	14,000.00
7613 · Parlimentarian	0.00	0.00	159.85	0.00	1,500.00
7614 · Other Authorized meetings	0.00	500.00	75.00	4,000.00	6,000.00
Total 7600 · Board of Directors.	9,802.29	8,500.00	55,068.33	68,000.00	103,500.00
7700 · Headquarters.					
7701 · Rent	12,000.00	6,000.00	54,000.00	48,000.00	72,000.00
7702 · Staff Travel & Meetings	978.65	1,250.00	12,514.06	10,000.00	15,000.00
7702A · Staff Training	0.00	666.67	1,947.15	5,333.36	8,000.00
7703 · Office Supplies	48.16	500.00	1,951.91	4,000.00	6,000.00
7704 · Misc. Expense	601.76	333.33	3,228.06	2,666.64	4,000.00
7705 · Printing	0.00	750.00	7,186.71	6,000.00	9,000.00
7706 · Telephone	240.00	333.33	2,731.27	2,666.64	4,000.00
7707 · Postage	2,312.19	1,250.00	10,939.77	10,000.00	15,000.00
7708 · Banking Fees	0.00	16.67	230.50	133.36	200.00
7709 · S/C Merchant Account	0.00	2,410.21	12,996.12	19,281.68	28,922.50
7710 · PC & Server Maintenance	4,303.24	666.67	9,496.68	5,333.36	8,000.00
7711 · Professional - Dues	0.00	183.33	2,246.75	1,466.64	2,200.00
7712 · Capital Outlay	0.00	416.67	3,295.47	3,333.36	5,000.00
7713 · Copier Maintenance Agreement	984.21	1,166.67	8,341.87	9,333.36	14,000.00

TASN
Profit & Loss Budget Performance
April 2020

	Apr 20	Budget	Sep '19 - Apr 20	YTD Budget	Annual Budget
7715 · Property Tax	0.00	41.67	222.04	333.36	500.00
7716 · Insurance (G/L,Event,W/C)	0.00	533.33	6,324.00	4,266.64	6,400.00
7718 · Marketing	0.00	666.67	5,003.84	5,333.36	8,000.00
7719 · Classified Ads	0.00	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	0.00	4,666.64	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	0.00	0.00	0.00	0.00
Total 7700 · Headquarters.	21,468.21	17,768.55	142,656.20	142,148.40	213,222.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	22.38	0.00	179.04	0.00	0.00
7801 · Gross Wages - Other	28,731.44	29,583.33	236,196.79	236,666.64	355,000.00
Total 7801 · Gross Wages	28,753.82	29,583.33	236,375.83	236,666.64	355,000.00
7802 · Company Medicare	405.37	428.96	3,331.76	3,431.68	5,147.50
7803 · Company FICA	1,733.23	1,834.17	14,246.02	14,673.36	22,010.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	252.00	224.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	167.40	378.00	567.00
7807 · Retirement Benefits	2,888.47	2,941.67	23,634.62	23,533.36	35,300.00
7808 · Employee Medical Insurance	-362.16	3,583.33	31,288.76	28,666.64	43,000.00
Total 7800 · Staff	33,418.73	38,446.71	309,296.39	307,573.68	461,360.50
7900 · Outside Services.					
7902 · Website Design & Hosting	0.00	1,000.00	12,492.84	8,000.00	12,000.00
7903 · Accounting	0.00	0.00	13,250.00	14,000.00	14,000.00
7904 · Legal Fees	0.00	125.00	1,917.32	1,000.00	1,500.00
Total 7900 · Outside Services.	0.00	1,125.00	27,660.16	23,000.00	27,500.00
8000 · Scholarships / Education	0.00	833.33	0.00	6,666.64	10,000.00
Total Expense	67,918.08	117,873.59	728,746.06	961,988.72	1,434,983.00
Net Ordinary Income	-162,237.68	1,291.70	62,844.26	-3,666.40	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	-1,503.11	0.00	-157,867.53	0.00	0.00
Total Other Income	-1,503.11	0.00	-157,867.53	0.00	0.00
Net Other Income	-1,503.11	0.00	-157,867.53	0.00	0.00
Net Income	-163,740.79	1,291.70	-95,023.27	-3,666.40	0.00