

TASN
Profit & Loss Budget Performance
April 2021

	Apr 21	Budget	Sep '20 - Apr 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,083.33	5,575.00	8,666.64	13,000.00
4050 · Grants and Contracts	0.00	0.00	0.00	0.00	0.00
4100 · Conference					
4101 · Exhibits	20,600.00	32,625.00	325,690.00	261,000.00	391,500.00
4101A · Kitchen Space Rental / ICE	2,600.00	0.00	2,600.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	61,325.00	53,166.64	79,750.00
4103 · Registration					
A · Early Bird	30,700.00	27,000.00	44,430.00	216,000.00	324,000.00
B · Regular	0.00	2,000.00	0.00	16,000.00	24,000.00
Total 4103 · Registration	30,700.00	29,000.00	44,430.00	232,000.00	348,000.00
4105 · Non-Member Packet	1,050.00	504.17	1,050.00	4,033.36	6,050.00
4107 · One Day Reg.	0.00	250.00	0.00	2,000.00	3,000.00
4108 · Retired Registration	525.00	25.00	525.00	200.00	300.00
4110 · Onsite	0.00	891.67	0.00	7,133.36	10,700.00
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	1,100.00	0.00	1,100.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	0.00	0.00	0.00
4126 P · Safety	30.00	0.00	30.00	0.00	0.00
4126 W · Grant Writing	60.00	0.00	180.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	3,333.36	5,000.00
Total 4126 · Seminars	1,190.00	416.67	1,310.00	3,333.36	5,000.00
4131 · Misc. Conference	0.00	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	25.00	0.00	200.00	300.00
4134 · Annual Sponsors	10,800.00	3,333.33	17,748.00	26,666.64	40,000.00
Total 4100 · Conference	67,465.00	73,716.67	454,678.00	589,733.36	884,600.00
4200 · PCS.					
4201 · PCS Sponsorship	0.00	2,500.00	1,700.00	20,000.00	30,000.00
4202 · PCS Registration	-450.00	8,625.00	900.00	69,000.00	103,500.00
Total 4200 · PCS.	-450.00	11,125.00	2,600.00	89,000.00	133,500.00
4300 · Training					
4302 · TASN Certification	2,860.00	4,418.67	12,200.00	35,349.36	53,024.00
4303 · Cont. Education Workshops	25.00		350.00		
4309 · Administrative Academy	0.00	916.67	0.00	7,333.36	11,000.00
4310 · Managers Academy	0.00	1,975.00	0.00	15,800.00	23,700.00
4300 · Training - Other	0.00		0.00		
Total 4300 · Training	2,885.00	7,310.34	12,550.00	58,482.72	87,724.00

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4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	-0.78	133.36	200.00
Total 4400 · Pass Through	0.00	16.67	-0.78	133.36	200.00
4450 · TASNews /Advertising	0.00	2,916.67	14,976.00	23,333.36	35,000.00
4500 · Membership Dues					
4501 · State Dues (Membership D...	15,347.00	13,208.17	136,459.29	105,665.36	158,498.00
4502 · Industry Dues (Membership...	3,650.00	2,849.92	31,125.17	22,799.36	34,199.00
Total 4500 · Membership Dues	18,997.00	16,058.09	167,584.46	128,464.72	192,697.00
4700 · Headquarters					
4704 · Misc. Income	23.00	208.33	80,878.93	1,666.64	2,500.00
4708 · Invest. Interest and Dividends	0.00	2,083.33	-573.40	16,666.64	25,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00	3,333.36	5,000.00
4723 · Directors List/ Labels	-19.06	0.00	702.54	0.00	0.00
Total 4700 · Headquarters	3.94	2,708.33	81,008.07	21,666.64	32,500.00
Total Income	88,900.94	114,935.10	738,970.75	919,480.80	1,379,221.00
Gross Profit	88,900.94	114,935.10	738,970.75	919,480.80	1,379,221.00
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	5,000.00	6,250.00	6,748.24	50,000.00	75,000.00
7102 · Registration	0.00	2,916.66	0.00	23,333.28	35,000.00
7111 · Facillities	0.00	3,240.00	49,880.00	25,920.00	38,880.00
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00	1,666.64	2,500.00
7113 · Awards Ceremony	0.00	583.33	0.00	4,666.64	7,000.00
7115 · Banquet	0.00	8,750.00	0.00	70,000.00	105,000.00
7116 · Industry Event	0.00	8,333.33	0.00	66,666.64	100,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	2,666.64	4,000.00
7121 · Conference Planning	99.16	245.45	99.16	1,963.60	2,945.50
7123 · Staff Travel / Photographer	0.00	375.00	0.00	3,000.00	4,500.00
7124 · General Sesssions	0.00	5,000.00	0.00	40,000.00	60,000.00
7125 · Learning Sessions	0.00	2,500.00	0.00	20,000.00	30,000.00
7130 · Annual Meeting	0.00	666.66	0.00	5,333.28	8,000.00
7131 · Misc. Conference	0.00	541.67	0.00	4,333.36	6,500.00
7132 · Conf. Temps	0.00	833.33	0.00	6,666.64	10,000.00
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.	5,099.16	41,443.76	56,727.40	331,550.08	497,325.50

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7200 · PCS					
7201 · PCS	0.00	8,333.33	250.00	66,666.64	100,000.00
7200 · PCS - Other	634.68		634.68		
Total 7200 · PCS	634.68	8,333.33	884.68	66,666.64	100,000.00
7300 · Training.					
7309 · Directors Academy	0.00	583.33	0.00	4,666.64	7,000.00
7310 · Managers Academy	0.00	666.67	936.32	5,333.36	8,000.00
Total 7300 · Training.	0.00	1,250.00	936.32	10,000.00	15,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/...	0.00	391.67	0.00	3,133.36	4,700.00
7407 · Sales Tax	0.00	16.67	0.00	133.36	200.00
Total 7400 · Pass Through.	0.00	408.34	0.00	3,266.72	4,900.00
7500 · Publications					
7501 · TASNews	0.00	625.00	380.00	5,000.00	7,500.00
7502 · Graphic Designer	4,500.00	1,916.67	13,790.00	15,333.36	23,000.00
Total 7500 · Publications	4,500.00	2,541.67	14,170.00	20,333.36	30,500.00
7600 · Board of Directors.					
7601 · Executive Committee	1,959.00	2,583.33	3,689.25	20,666.64	31,000.00
7602 · Public Policy & Legislative	0.00	541.67	398.00	4,333.36	6,500.00
7603 · Membership	0.00	208.33	0.00	1,666.64	2,500.00
7604 · Organizational Affairs	0.00	125.00	0.00	1,000.00	1,500.00
7605 · Education	0.00	208.33	6,232.53	1,666.64	2,500.00
7606 · Area Representatives	0.00	666.66	0.00	5,333.28	8,000.00
7607 · BOC - Past President's Advi...	0.00	125.00	0.00	1,000.00	1,500.00
7609 · Nominating Committee	0.00	125.00	0.00	1,000.00	1,500.00
7610 · Industry Committee	0.00	166.67	0.00	1,333.36	2,000.00
7612 · Board of Dir. Meeting	0.00	416.66	0.00	3,333.28	5,000.00
7613 · Parliamentarian	0.00	125.00	0.00	1,000.00	1,500.00
7614 · Other Authorized meetings	0.00	0.00	0.00	0.00	0.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	1,959.00	5,291.65	10,319.78	42,333.20	63,500.00

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7700 · Headquarters.					
7701 · Rent	13,914.51	6,000.00	55,914.51	48,000.00	72,000.00
7702 · Staff Travel & Meetings	40.63	1,083.33	428.86	8,666.64	13,000.00
7702A · Staff Training	207.00	500.00	207.00	4,000.00	6,000.00
7703 · Office Supplies	828.39	416.67	1,777.00	3,333.36	5,000.00
7704 · Misc. Expense	1,114.43	333.33	8,007.68	2,666.64	4,000.00
7705 · Printing	0.00	750.00	1,949.58	6,000.00	9,000.00
7706 · Telephone	90.00	333.33	2,351.31	2,666.64	4,000.00
7707 · Postage	2,312.19	1,166.67	11,440.90	9,333.36	14,000.00
7708 · Banking Fees	0.00	16.67	57.33	133.36	200.00
7709 · S/C Merchant Account	828.24	2,369.21	9,327.31	18,953.68	28,430.50
7710 · PC & Server Maintenance	4,064.24	633.33	9,891.77	5,066.64	7,600.00
7711 · Professional - Dues	0.00	183.33	132.50	1,466.64	2,200.00
7712 · Capital Outlay	0.00	83.33	547.95	666.64	1,000.00
7713 · Copier Maintenance Agree...	897.61	1,166.67	7,679.65	9,333.36	14,000.00
7715 · Property Tax	0.00	54.17	825.91	433.36	650.00
7716 · Insurance (G/L,Event,W/C)	-167.00	541.67	5,098.00	4,333.36	6,500.00
7718 · Marketing	656.70	416.67	2,389.96	3,333.36	5,000.00
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	1,015.82	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
7730 · Membership	0.00	0.00	7.95	0.00	0.00
Total 7700 · Headquarters.	24,786.94	16,631.71	119,050.99	133,053.68	199,580.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract /WC Chargebac...	7,260.00	0.00	10,665.78	0.00	0.00
7801 · Gross Wages - Other	20,831.98	27,083.33	182,081.00	216,666.64	325,000.00
Total 7801 · Gross Wages	28,091.98	27,083.33	192,746.78	216,666.64	325,000.00
7802 · Company Medicare	318.76	392.70	2,631.11	3,141.60	4,712.50
7803 · Company FICA	1,362.97	1,679.16	11,335.75	13,433.28	20,150.00
7804 · FUTA (Federal Unemploym...	0.00	23.33	168.00	186.64	280.00
7805 · SUI (State Unemployment T...	0.00	39.37	111.60	314.96	472.50
7807 · Retirement Benefits	2,235.90	2,275.00	13,093.37	18,200.00	27,300.00
7808 · Employee Medical Insurance	2,553.31	3,750.00	24,508.64	30,000.00	45,000.00
7800 · Staff - Other	1,527.39		1,527.39		
Total 7800 · Staff	36,090.31	35,242.89	246,122.64	281,943.12	422,915.00

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7900 · Outside Services.					
7902 · Website Design & Hosting	556.99	1,666.67	10,873.65	13,333.36	20,000.00
7903 · Accounting	0.00	1,166.67	13,250.00	9,333.36	14,000.00
7904 · Legal Fees	0.00	541.66	7,015.00	4,333.28	6,500.00
Total 7900 · Outside Services.	556.99	3,375.00	31,138.65	27,000.00	40,500.00
8000 · Scholarships / Education	0.00	416.67	0.00	3,333.36	5,000.00
Total Expense	73,627.08	114,935.02	479,350.46	919,480.16	1,379,221.00
Net Ordinary Income	15,273.86	0.08	259,620.29	0.64	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	70,932.47	0.00	0.00
Total Other Income	0.00	0.00	70,932.47	0.00	0.00
Net Other Income	0.00	0.00	70,932.47	0.00	0.00
Net Income	15,273.86	0.08	330,552.76	0.64	0.00