

TASN
Profit & Loss Budget vs. Actual
August 2021

	Aug 21	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Scholarship / Education	0.00	1,083.37	-1,083.37
4050 · Grants and Contracts	0.00	0.00	0.00
4100 · Conference			
4101 · Exhibits	4,400.00	32,625.00	-28,225.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.87	-6,645.87
4103 · Registration			
A · Early Bird	170.00	27,000.00	-26,830.00
B · Regular	0.00	2,000.00	-2,000.00
Total 4103 · Registration	170.00	29,000.00	-28,830.00
4105 · Non-Member Packet	0.00	504.13	-504.13
4107 · One Day Reg.	0.00	250.00	-250.00
4108 · Retired Registration	0.00	25.00	-25.00
4110 · Onsite	0.00	891.63	-891.63
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 O · Sanitation	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.63	-416.63
Total 4126 · Seminars	0.00	416.63	-416.63
4131 · Misc. Conference	0.00	0.00	0.00
4132 · Chapter Tables	0.00	25.00	-25.00
4134 · Annual Sponsors	0.00	3,333.37	-3,333.37
Total 4100 · Conference	4,570.00	73,716.63	-69,146.63
4200 · PCS.			
4201 · PCS Sponsorship	0.00	2,500.00	-2,500.00
4202 · PCS Registration	0.00	8,625.00	-8,625.00
Total 4200 · PCS.	0.00	11,125.00	-11,125.00
4300 · Training			
4302 · TASN Certification	1,260.00	4,418.63	-3,158.63
4303 · Cont. Education Workshops	0.00	0.00	0.00
4309 · Administrative Academy	0.00	916.63	-916.63
4310 · Managers Academy	0.00	1,975.00	-1,975.00
Total 4300 · Training	1,260.00	7,310.26	-6,050.26
4400 · Pass Through			
4407 · Sales Tax	0.00	16.63	-16.63
Total 4400 · Pass Through	0.00	16.63	-16.63
4450 · TASNews /Advertising	856.00	2,916.63	-2,060.63
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	3,285.00	13,208.13	-9,923.13
4502 · Industry Dues (Membership Dues)	2,050.00	2,849.88	-799.88
Total 4500 · Membership Dues	5,335.00	16,058.01	-10,723.01
4600 · Board of Directors			
4619 · TASN Leadership Camp	0.00	0.00	0.00
Total 4600 · Board of Directors	0.00	0.00	0.00
4700 · Headquarters			
4704 · Misc. Income	181.00	208.37	-27.37
4708 · Invest. Interest and Dividends	0.00	2,083.37	-2,083.37
4717 · Emporium	0.00	0.00	0.00

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4721 · SNA LAC Sponsors/ Guests	0.00	416.63	-416.63
4723 · Directors List/ Labels	0.00	0.00	0.00
Total 4700 · Headquarters	181.00	2,708.37	-2,527.37
Total Income	12,202.00	114,934.90	-102,732.90
Gross Profit	12,202.00	114,934.90	-102,732.90
Expense			
66900 · Reconciliation Discrepancies	0.00	0.00	0.00
7100 · Conference.			
7101 · Exhibits	28,845.29	6,250.00	22,595.29
7102 · Registration	4,237.80	2,916.74	1,321.06
7111 · Facilities	1,642.00	3,240.00	-1,598.00
7112 · Awards / Trophies/ Ribbons	0.00	208.37	-208.37
7113 · Awards Ceremony	447.18	583.37	-136.19
7115 · Banquet	5,626.56	8,750.00	-3,123.44
7116 · Industry Event	5,918.98	8,333.37	-2,414.39
7120 · Special Meals / Events	0.00	333.37	-333.37
7121 · Conference Planning	0.00	245.55	-245.55
7123 · Staff Travel / Photographer	0.00	375.00	-375.00
7124 · General Sessions	19,753.64	5,000.00	14,753.64
7125 · Learning Sessions	0.00	2,500.00	-2,500.00
7130 · Annual Meeting	0.00	666.74	-666.74
7131 · Misc. Conference	0.00	541.63	-541.63
7132 · Conf. Temps	0.00	833.37	-833.37
7136 · T-Shirt Cost	0.00	625.00	-625.00
7138 · Chapter Tables	0.00	41.63	-41.63
7100 · Conference. - Other	0.00	0.00	0.00
Total 7100 · Conference.	66,471.45	41,444.14	25,027.31
7200 · PCS			
7201 · PCS	0.00	8,333.37	-8,333.37
7200 · PCS - Other	487.13	0.00	487.13
Total 7200 · PCS	487.13	8,333.37	-7,846.24
7300 · Training.			
7309 · Administrative Academy	0.00	583.37	-583.37
7310 · Managers Academy	1,000.00	666.63	333.37
Total 7300 · Training.	1,000.00	1,250.00	-250.00
7400 · Pass Through.			
7405 · SNA- TX Delegation Dinner/Misc.	0.00	391.63	-391.63
7407 · Sales Tax	0.00	16.63	-16.63
Total 7400 · Pass Through.	0.00	408.26	-408.26
7500 · Publications			
7501 · TASNews	0.00	625.00	-625.00
7502 · Graphic Designer	4,750.00	1,916.63	2,833.37
Total 7500 · Publications	4,750.00	2,541.63	2,208.37

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	Aug 21	Budget	\$ Over Budget
7600 · Board of Directors.			
7601 · Executive Committee	326.60	2,583.37	-2,256.77
7602 · Public Policy & Legislative	837.12	541.63	295.49
7603 · Membership	837.12	208.37	628.75
7604 · Organizational Affairs	747.00	125.00	622.00
7605 · Education	996.00	208.37	787.63
7606 · Area Representatives	5,141.91	666.74	4,475.17
7607 · BOC - Past President's Advisory	0.00	125.00	-125.00
7609 · Nominating Committee	0.00	125.00	-125.00
7610 · Industry Committee	0.00	166.63	-166.63
7612 · Board of Dir. Meeting	0.00	416.74	-416.74
7613 · Parliamentarian	0.00	125.00	-125.00
7614 · Other Authorized meetings	0.00	0.00	0.00
7619 · Leadership Camp	0.00	0.00	0.00
Total 7600 · Board of Directors.	8,885.75	5,291.85	3,593.90
7700 · Headquarters.			
7701 · Rent	0.00	6,000.00	-6,000.00
7702 · Staff Travel & Meetings	2,910.89	1,083.37	1,827.52
7702A · Staff Training	0.00	500.00	-500.00
7703 · Office Supplies	709.23	416.63	292.60
7704 · Misc. Expense	3,798.29	333.37	3,464.92
7705 · Printing	842.19	750.00	92.19
7706 · Telephone	432.93	333.37	99.56
7707 · Postage	3,005.96	1,166.63	1,839.33
7708 · Banking Fees	29.95	16.63	13.32
7709 · S/C Merchant Account	3,855.10	2,369.19	1,485.91
7710 · PC & Server Maintenance	2,485.00	633.37	1,851.63
7711 · Professional - Dues	0.00	183.37	-183.37
7712 · Capital Outlay	0.00	83.37	-83.37
7713 · Copier Maintenance Agreement	1,743.05	1,166.63	576.42
7715 · Property Tax	0.00	54.13	-54.13
7716 · Insurance (G/L,Event,W/C)	0.00	541.63	-541.63
7718 · Marketing	443.60	416.63	26.97
7719 · Classified Ads	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.37	-583.37
7722 · Temp Fees	1,440.50	0.00	1,440.50
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	0.00
7730 · Membership	0.00	0.00	0.00
Total 7700 · Headquarters.	21,696.69	16,631.69	5,065.00
7800 · Staff			
7801 · Gross Wages			
7809 · Contract /WC Chargeback/Intuit	8,961.99	0.00	8,961.99
7801 · Gross Wages - Other	17,754.94	27,083.37	-9,328.43
Total 7801 · Gross Wages	26,716.93	27,083.37	-366.44
7802 · Company Medicare	253.13	392.80	-139.67
7803 · Company FICA	1,082.36	1,679.24	-596.88
7804 · FUTA (Federal Unemployment)	0.00	23.37	-23.37
7805 · SUI (State Unemployment Tax)	0.00	39.43	-39.43
7807 · Retirement Benefits	1,601.24	2,275.00	-673.76
7808 · Employee Medical Insurance	2,176.39	3,750.00	-1,573.61
7800 · Staff - Other	0.00	0.00	0.00
Total 7800 · Staff	31,830.05	35,243.21	-3,413.16

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Accrual Basis

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	<u>Aug 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
7900 · Outside Services.			
7902 · Website Design & Hosting	2,759.61	1,666.63	1,092.98
7903 · Accounting	0.00	1,166.63	-1,166.63
7904 · Legal Fees	0.00	541.74	-541.74
Total 7900 · Outside Services.	2,759.61	3,375.00	-615.39
8000 · Scholarships / Education	0.00	416.63	-416.63
Total Expense	137,880.68	114,935.78	22,944.90
Net Ordinary Income	-125,678.68	-0.88	-125,677.80
Other Income/Expense			
Other Income			
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	<u><u>-125,678.68</u></u>	<u><u>-0.88</u></u>	<u><u>-125,677.80</u></u>

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	% of Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	0.0%
4050 · Grants and Contracts	0.0%
4100 · Conference	
4101 · Exhibits	13.5%
4101A · Kitchen Space Rental / ICE	0.0%
4102 · \$275 Ind. Event	0.0%
4103 · Registration	
A · Early Bird	0.6%
B · Regular	0.0%
Total 4103 · Registration	0.6%
4105 · Non-Member Packet	0.0%
4107 · One Day Reg.	0.0%
4108 · Retired Registration	0.0%
4110 · Onsite	0.0%
4115 · Meals / Evening Event	0.0%
4126 · Seminars	
4126 N · Train the Trainer (I,II,III)	0.0%
4126 O · Sanitation	0.0%
4126 P · Safety	0.0%
4126 W · Grant Writing	0.0%
4126 · Seminars - Other	0.0%
Total 4126 · Seminars	0.0%
4131 · Misc. Conference	0.0%
4132 · Chapter Tables	0.0%
4134 · Annual Sponsors	0.0%
Total 4100 · Conference	6.2%
4200 · PCS.	
4201 · PCS Sponsorship	0.0%
4202 · PCS Registration	0.0%
Total 4200 · PCS.	0.0%
4300 · Training	
4302 · TASN Certification	28.5%
4303 · Cont. Education Workshops	0.0%
4309 · Administrative Academy	0.0%
4310 · Managers Academy	0.0%
Total 4300 · Training	17.2%
4400 · Pass Through	
4407 · Sales Tax	0.0%
Total 4400 · Pass Through	0.0%
4450 · TASNews /Advertising	29.3%
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	24.9%
4502 · Industry Dues (Membership Dues)	71.9%
Total 4500 · Membership Dues	33.2%
4600 · Board of Directors	
4619 · TASN Leadership Camp	0.0%
Total 4600 · Board of Directors	0.0%
4700 · Headquarters	
4704 · Misc. Income	86.9%
4708 · Invest. Interest and Dividends	0.0%
4717 · Emporium	0.0%

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	% of Budget
4721 · SNA LAC Sponsors/ Guests	0.0%
4723 · Directors List/ Labels	0.0%
Total 4700 · Headquarters	6.7%
Total Income	10.6%
Gross Profit	10.6%
Expense	
66900 · Reconciliation Discrepancies	0.0%
7100 · Conference.	
7101 · Exhibits	461.5%
7102 · Registration	145.3%
7111 · Facilities	50.7%
7112 · Awards / Trophies/ Ribbons	0.0%
7113 · Awards Ceremony	76.7%
7115 · Banquet	64.3%
7116 · Industry Event	71.0%
7120 · Special Meals / Events	0.0%
7121 · Conference Planning	0.0%
7123 · Staff Travel / Photographer	0.0%
7124 · General Sessions	395.1%
7125 · Learning Sessions	0.0%
7130 · Annual Meeting	0.0%
7131 · Misc. Conference	0.0%
7132 · Conf. Temps	0.0%
7136 · T-Shirt Cost	0.0%
7138 · Chapter Tables	0.0%
7100 · Conference. - Other	0.0%
Total 7100 · Conference.	160.4%
7200 · PCS	
7201 · PCS	0.0%
7200 · PCS - Other	100.0%
Total 7200 · PCS	5.8%
7300 · Training.	
7309 · Administrative Academy	0.0%
7310 · Managers Academy	150.0%
Total 7300 · Training.	80.0%
7400 · Pass Through.	
7405 · SNA- TX Delegation Dinner/Misc.	0.0%
7407 · Sales Tax	0.0%
Total 7400 · Pass Through.	0.0%
7500 · Publications	
7501 · TASNews	0.0%
7502 · Graphic Designer	247.8%
Total 7500 · Publications	186.9%

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	<u>% of Budget</u>
7600 · Board of Directors.	
7601 · Executive Committee	12.6%
7602 · Public Policy & Legislative	154.6%
7603 · Membership	401.7%
7604 · Organizational Affairs	597.6%
7605 · Education	478.0%
7606 · Area Representatives	771.2%
7607 · BOC - Past President's Advisory	0.0%
7609 · Nominating Committee	0.0%
7610 · Industry Committee	0.0%
7612 · Board of Dir. Meeting	0.0%
7613 · Parliamentarian	0.0%
7614 · Other Authorized meetings	0.0%
7619 · Leadership Camp	0.0%
Total 7600 · Board of Directors.	167.9%
7700 · Headquarters.	
7701 · Rent	0.0%
7702 · Staff Travel & Meetings	268.7%
7702A · Staff Training	0.0%
7703 · Office Supplies	170.2%
7704 · Misc. Expense	1,139.4%
7705 · Printing	112.3%
7706 · Telephone	129.9%
7707 · Postage	257.7%
7708 · Banking Fees	180.1%
7709 · S/C Merchant Account	162.7%
7710 · PC & Server Maintenance	392.3%
7711 · Professional - Dues	0.0%
7712 · Capital Outlay	0.0%
7713 · Copier Maintenance Agreement	149.4%
7715 · Property Tax	0.0%
7716 · Insurance (G/L,Event,W/C)	0.0%
7718 · Marketing	106.5%
7719 · Classified Ads	0.0%
7720 · Ballot Systems	0.0%
7722 · Temp Fees	100.0%
7723 · Database Maintenance	0.0%
7725 · Depreciation Expense	0.0%
7727 · Previous Years Transactions	0.0%
7730 · Membership	0.0%
Total 7700 · Headquarters.	130.5%
7800 · Staff	
7801 · Gross Wages	
7809 · Contract /WC Chargeback/Intuit	100.0%
7801 · Gross Wages - Other	65.6%
Total 7801 · Gross Wages	98.6%
7802 · Company Medicare	64.4%
7803 · Company FICA	64.5%
7804 · FUTA (Federal Unemployment)	0.0%
7805 · SUI (State Unemployment Tax)	0.0%
7807 · Retirement Benefits	70.4%
7808 · Employee Medical Insurance	58.0%
7800 · Staff - Other	0.0%
Total 7800 · Staff	90.3%

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Accrual Basis

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	<u>% of Budget</u>
7900 · Outside Services.	
7902 · Website Design & Hosting	165.6%
7903 · Accounting	0.0%
7904 · Legal Fees	0.0%
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Total 7900 · Outside Services.	81.8%
8000 · Scholarships / Education	0.0%
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Total Expense	120.0%
Net Ordinary Income	14,281,668.2%
Other Income/Expense	
Other Income	
1915 · Unrealized/Realized Gain (Loss)	0.0%
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Total Other Income	0.0%
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Net Other Income	0.0%
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Net Income	14,281,668.2%
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