

TASN
Profit & Loss Budget vs. Actual
December 2020

	Dec 20	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Scholarship / Education	0.00	1,083.33	-1,083.33
4050 · Grants and Contracts	0.00	0.00	0.00
4100 · Conference			
4101 · Exhibits	28,200.00	32,625.00	-4,425.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	-6,645.83
4103 · Registration			
A · Early Bird	0.00	27,000.00	-27,000.00
B · Regular	0.00	2,000.00	-2,000.00
Total 4103 · Registration	0.00	29,000.00	-29,000.00
4105 · Non-Member Packet	0.00	504.17	-504.17
4107 · One Day Reg.	0.00	250.00	-250.00
4108 · Retired Registration	0.00	25.00	-25.00
4110 · Onsite	0.00	891.67	-891.67
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	416.67	-416.67
Total 4126 · Seminars	0.00	416.67	-416.67
4131 · Misc. Conference	0.00	0.00	0.00
4132 · Chapter Tables	0.00	25.00	-25.00
4134 · Annual Sponsors	0.00	3,333.33	-3,333.33
Total 4100 · Conference	28,200.00	73,716.67	-45,516.67
4200 · PCS.			
4201 · PCS Sponsorship	0.00	2,500.00	-2,500.00
4202 · PCS Registration	1,350.00	8,625.00	-7,275.00
Total 4200 · PCS.	1,350.00	11,125.00	-9,775.00
4300 · Training			
4302 · TASN Certification	720.00	4,418.67	-3,698.67
4303 · Cont. Education Workshops	-70.00		
4309 · Administrative Academy	0.00	916.67	-916.67
4310 · Managers Academy	0.00	1,975.00	-1,975.00
Total 4300 · Training	650.00	7,310.34	-6,660.34

TASN
Profit & Loss Budget vs. Actual
December 2020

	Dec 20	Budget	\$ Over Budget
4400 · Pass Through			
4407 · Sales Tax	0.00	16.67	-16.67
Total 4400 · Pass Through	0.00	16.67	-16.67
4450 · TASNews /Advertising	635.00	2,916.67	-2,281.67
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	4,059.00	13,208.17	-9,149.17
4502 · Industry Dues (Membership Dues)	1,100.00	2,849.92	-1,749.92
Total 4500 · Membership Dues	5,159.00	16,058.09	-10,899.09
4700 · Headquarters			
4704 · Misc. Income	-25.00	208.33	-233.33
4708 · Invest. Interest and Dividends	0.00	2,083.33	-2,083.33
4717 · Emporium	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	-416.67
4723 · Directors List/ Labels	96.60	0.00	96.60
Total 4700 · Headquarters	71.60	2,708.33	-2,636.73
Total Income	36,065.60	114,935.10	-78,869.50
Gross Profit	36,065.60	114,935.10	-78,869.50
Expense			
66900 · Reconciliation Discrepancies	0.00	0.00	0.00
7100 · Conference.			
7101 · Exhibits	0.00	6,250.00	-6,250.00
7102 · Registration	0.00	2,916.66	-2,916.66
7111 · Facilities	0.00	3,240.00	-3,240.00
7112 · Awards / Trophies/ Ribbons	0.00	208.33	-208.33
7113 · Awards Ceremony	0.00	583.33	-583.33
7115 · Banquet	0.00	8,750.00	-8,750.00
7116 · Industry Event	0.00	8,333.33	-8,333.33
7120 · Special Meals / Events	0.00	333.33	-333.33
7121 · Conference Planning	0.00	245.45	-245.45
7123 · Staff Travel / Photographer	0.00	375.00	-375.00
7124 · General Sessions	0.00	5,000.00	-5,000.00
7125 · Learning Sessions	0.00	2,500.00	-2,500.00
7130 · Annual Meeting	0.00	666.66	-666.66
7131 · Misc. Conference	0.00	541.67	-541.67
7132 · Conf. Temps	0.00	833.33	-833.33
7136 · T-Shirt Cost	0.00	625.00	-625.00
7137 · Emporium Items	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	-41.67
Total 7100 · Conference.	0.00	41,443.76	-41,443.76

TASN
Profit & Loss Budget vs. Actual
December 2020

	Dec 20	Budget	\$ Over Budget
7200 · PCS			
7201 · PCS	0.00	8,333.33	-8,333.33
Total 7200 · PCS	0.00	8,333.33	-8,333.33
7300 · Training.			
7309 · Directors Academy	0.00	583.33	-583.33
7310 · Managers Academy	0.00	666.67	-666.67
Total 7300 · Training.	0.00	1,250.00	-1,250.00
7400 · Pass Through.			
7405 · SNA- TX Delegation Dinner/Misc.	0.00	391.67	-391.67
7407 · Sales Tax	0.00	16.67	-16.67
Total 7400 · Pass Through.	0.00	408.34	-408.34
7500 · Publications			
7501 · TASNews	0.00	625.00	-625.00
7502 · Graphic Designer	0.00	1,916.67	-1,916.67
Total 7500 · Publications	0.00	2,541.67	-2,541.67
7600 · Board of Directors.			
7601 · Executive Committee	0.00	2,583.33	-2,583.33
7602 · Public Policy & Legislative	199.00	541.67	-342.67
7603 · Membership	0.00	208.33	-208.33
7604 · Organizational Affairs	0.00	125.00	-125.00
7605 · Education	1,670.96	208.33	1,462.63
7606 · Area Representatives	0.00	666.66	-666.66
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	166.67	-166.67
7612 · Board of Dir. Meeting	0.00	416.66	-416.66
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.	1,869.96	5,291.65	-3,421.69

TASN
Profit & Loss Budget vs. Actual
December 2020

	Dec 20	Budget	\$ Over Budget
7700 · Headquarters.			
7701 · Rent	6,000.00	6,000.00	0.00
7702 · Staff Travel & Meetings	167.56	1,083.33	-915.77
7702A · Staff Training	0.00	500.00	-500.00
7703 · Office Supplies	173.38	416.67	-243.29
7704 · Misc. Expense	1,053.20	333.33	719.87
7705 · Printing	0.00	750.00	-750.00
7706 · Telephone	544.66	333.33	211.33
7707 · Postage	0.00	1,166.67	-1,166.67
7708 · Banking Fees	0.00	16.67	-16.67
7709 · S/C Merchant Account	430.83	2,369.21	-1,938.38
7710 · PC & Server Maintenance	2,910.15	633.33	2,276.82
7711 · Professional - Dues	132.50	183.33	-50.83
7712 · Capital Outlay	0.00	83.33	-83.33
7713 · Copier Maintenance Agreement	0.00	1,166.67	-1,166.67
7715 · Property Tax	825.91	54.17	771.74
7716 · Insurance (G/L,Event,W/C)	4,565.00	541.67	4,023.33
7718 · Marketing	143.91	416.67	-272.76
7719 · Classified Ads	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	-583.33
7723 · Database Maintenance	299.69	0.00	299.69
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.	17,246.79	16,631.71	615.08
7800 · Staff			
7801 · Gross Wages			
7809 · Contract /WC Chargeback/Intuit	10.83	0.00	10.83
7801 · Gross Wages - Other	22,143.65	27,083.33	-4,939.68
Total 7801 · Gross Wages	22,154.48	27,083.33	-4,928.85
7802 · Company Medicare	345.02	392.70	-47.68
7803 · Company FICA	1,560.72	1,679.16	-118.44
7804 · FUTA (Federal Unemployment)	0.00	23.33	-23.33
7805 · SUI (State Unemployment Tax)	0.00	39.37	-39.37
7807 · Retirement Benefits	2,214.32	2,275.00	-60.68
7808 · Employee Medical Insurance	3,199.17	3,750.00	-550.83
Total 7800 · Staff	29,473.71	35,242.89	-5,769.18

12:03 PM

02/03/21

Accrual Basis

TASN
Profit & Loss Budget vs. Actual
December 2020

	Dec 20	Budget	\$ Over Budget
7900 · Outside Services.			
7902 · Website Design & Hosting	0.00	1,666.67	-1,666.67
7903 · Accounting	0.00	1,166.67	-1,166.67
7904 · Legal Fees	0.00	541.66	-541.66
Total 7900 · Outside Services.	0.00	3,375.00	-3,375.00
8000 · Scholarships / Education	0.00	416.67	-416.67
Total Expense	48,590.46	114,935.02	-66,344.56
Net Ordinary Income	-12,524.86	0.08	-12,524.94
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	-12,524.86	0.08	-12,524.94

TASN
Profit & Loss Budget vs. Actual
December 2020

	% of Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	0.0%
4050 · Grants and Contracts	0.0%
4100 · Conference	
4101 · Exhibits	86.4%
4101A · Kitchen Space Rental / ICE	0.0%
4102 · \$275 Ind. Event	0.0%
4103 · Registration	
A · Early Bird	0.0%
B · Regular	0.0%
Total 4103 · Registration	0.0%
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	38.3%
4200 · PCS.	
4201 · PCS Sponsorship	0.0%
4202 · PCS Registration	15.7%
Total 4200 · PCS.	12.1%
4300 · Training	
4302 · TASN Certification	16.3%
4303 · Cont. Education Workshops	
4309 · Administrative Academy	0.0%
4310 · Managers Academy	0.0%
Total 4300 · Training	8.9%

TASN
Profit & Loss Budget vs. Actual
December 2020

	% of Budget
4400 · Pass Through	
4407 · Sales Tax	0.0%
Total 4400 · Pass Through	0.0%
4450 · TASNews /Advertising	21.8%
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	30.7%
4502 · Industry Dues (Membership Dues)	38.6%
Total 4500 · Membership Dues	32.1%
4700 · Headquarters	
4704 · Misc. Income	-12.0%
4708 · Invest. Interest and Dividends	0.0%
4717 · Emporium	0.0%
4721 · SNA LAC Sponsors/ Guests	0.0%
4723 · Directors List/ Labels	100.0%
Total 4700 · Headquarters	2.6%
Total Income	31.4%
Gross Profit	31.4%
Expense	
66900 · Reconciliation Discrepancies	0.0%
7100 · Conference.	
7101 · Exhibits	0.0%
7102 · Registration	0.0%
7111 · Facillities	0.0%
7112 · Awards / Trophies/ Ribbons	0.0%
7113 · Awards Ceremony	0.0%
7115 · Banquet	0.0%
7116 · Industry Event	0.0%
7120 · Special Meals / Events	0.0%
7121 · Conference Planning	0.0%
7123 · Staff Travel / Photographer	0.0%
7124 · General Sesssions	0.0%
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%
7137 · Emporium Items	0.0%
7138 · Chapter Tables	0.0%
Total 7100 · Conference.	0.0%

TASN
Profit & Loss Budget vs. Actual
December 2020

	<u>% of Budget</u>
7200 · PCS	
7201 · PCS	0.0%
Total 7200 · PCS	0.0%
7300 · Training.	
7309 · Directors Academy	0.0%
7310 · Managers Academy	0.0%
Total 7300 · Training.	0.0%
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	0.0%
Total 7500 · Publications	0.0%
7600 · Board of Directors.	
7601 · Executive Committee	0.0%
7602 · Public Policy & Legislative	36.7%
7603 · Membership	0.0%
7604 · Organizational Affairs	0.0%
7605 · Education	802.1%
7606 · Area Representatives	0.0%
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.	35.3%

TASN
Profit & Loss Budget vs. Actual
December 2020

	% of Budget
7700 · Headquarters.	
7701 · Rent	100.0%
7702 · Staff Travel & Meetings	15.5%
7702A · Staff Training	0.0%
7703 · Office Supplies	41.6%
7704 · Misc. Expense	316.0%
7705 · Printing	0.0%
7706 · Telephone	163.4%
7707 · Postage	0.0%
7708 · Banking Fees	0.0%
7709 · S/C Merchant Account	18.2%
7710 · PC & Server Maintenance	459.5%
7711 · Professional - Dues	72.3%
7712 · Capital Outlay	0.0%
7713 · Copier Maintenance Agreement	0.0%
7715 · Property Tax	1,524.7%
7716 · Insurance (G/L,Event,W/C)	842.8%
7718 · Marketing	34.5%
7719 · Classified Ads	0.0%
7720 · Ballot Systems	0.0%
7723 · Database Maintenance	100.0%
7725 · Depreciation Expense	0.0%
7727 · Previous Years Transactions	0.0%
7730 · Membership	0.0%
Total 7700 · Headquarters.	103.7%
7800 · Staff	
7801 · Gross Wages	
7809 · Contract /WC Chargeback/Intuit	100.0%
7801 · Gross Wages - Other	81.8%
Total 7801 · Gross Wages	81.8%
7802 · Company Medicare	87.9%
7803 · Company FICA	92.9%
7804 · FUTA (Federal Unemployment)	0.0%
7805 · SUI (State Unemployment Tax)	0.0%
7807 · Retirement Benefits	97.3%
7808 · Employee Medical Insurance	85.3%
Total 7800 · Staff	83.6%

12:03 PM

02/03/21

Accrual Basis

TASN
Profit & Loss Budget vs. Actual
December 2020

	<u>% of Budget</u>
7900 · Outside Services.	
7902 · Website Design & Hosting	0.0%
7903 · Accounting	0.0%
7904 · Legal Fees	0.0%
	<hr/>
Total 7900 · Outside Services.	0.0%
8000 · Scholarships / Education	0.0%
	<hr/>
Total Expense	42.3%
	<hr/>
Net Ordinary Income	-15,656,075.0%
Other Income/Expense	
Other Income	
1915 · Unrealized/Realized Gain (Loss)	0.0%
	<hr/>
Total Other Income	0.0%
	<hr/>
Net Other Income	0.0%
	<hr/>
Net Income	-15,656,075.0%
	<hr/> <hr/>