

TASN
Profit & Loss Budget Performance
December 2021

	Dec 21	Budget	Sep - Dec 21	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	0.00	989.58	0.00	3,958.32
4050 · Grants and Contracts	0.00	0.00	0.00	0.00
4100 · Conference				
4101 · Exhibits	19,000.00	24,552.08	234,740.00	98,208.32
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,385.42	0.00	25,541.68
4103 · Registration				
A · Early Bird	0.00	23,625.00	0.00	94,500.00
B · Regular	0.00	1,333.33	0.00	5,333.32
Total 4103 · Registration	0.00	24,958.33	0.00	99,833.32
4105 · Non-Member Packet	0.00	833.33	0.00	3,333.32
4107 · One Day Reg.	0.00	0.00	0.00	0.00
4108 · Retired Registration	0.00	33.33	0.00	133.32
4110 · Onsite	0.00	416.67	0.00	1,666.68
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	1,666.68
Total 4126 · Seminars	0.00	416.67	0.00	1,666.68
4131 · Misc. Conference	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	16.67	0.00	66.68
4134 · Annual Sponsors	0.00	2,916.67	0.00	11,666.68
Total 4100 · Conference	19,000.00	60,529.17	234,740.00	242,116.68
4200 · PCS.				
4201 · PCS Sponsorship	0.00	2,500.00	0.00	10,000.00
4202 · PCS Registration	7,200.00	6,562.50	18,450.00	26,250.00
Total 4200 · PCS.	7,200.00	9,062.50	18,450.00	36,250.00
4300 · Training				
4302 · TASN Certification	180.00	2,500.00	3,930.00	10,000.00
4303 · Cont. Education Workshops	0.00	0.00	0.00	0.00
4309 · Administrative Academy	0.00	916.67	8,800.00	3,666.68
4310 · Managers Academy	0.00	1,316.67	0.00	5,266.68
Total 4300 · Training	180.00	4,733.34	12,730.00	18,933.36
4400 · Pass Through				
4407 · Sales Tax	0.00	16.67	0.00	66.68
Total 4400 · Pass Through	0.00	16.67	0.00	66.68
4450 · TASNews /Advertising	5,500.00	2,916.67	8,400.00	11,666.68
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	4,964.00	13,750.00	81,505.33	55,000.00
4502 · Industry Dues (Membership Dues)	1,750.00	3,083.33	19,362.50	12,333.32
Total 4500 · Membership Dues	6,714.00	16,833.33	100,867.83	67,333.32
4600 · Board of Directors				
4619 · TASN Leadership Camp	0.00	625.00	0.00	2,500.00
Total 4600 · Board of Directors	0.00	625.00	0.00	2,500.00
4700 · Headquarters				
4704 · Misc. Income	0.00	125.00	27.14	500.00
4708 · Invest. Interest and Dividends	0.00	2,500.00	-4,623.92	10,000.00
4717 · Emporium	0.00	0.00	0.00	0.00

TASN
Profit & Loss Budget Performance
December 2021

	Dec 21	Budget	Sep - Dec 21	YTD Budget
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00	1,666.68
4723 · Directors List/ Labels	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	0.00	3,041.67	-4,596.78	12,166.68
Total Income	38,594.00	98,747.93	370,591.05	394,991.72
Gross Profit	38,594.00	98,747.93	370,591.05	394,991.72
Expense				
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00
7100 · Conference.				
7101 · Exhibits	0.00	3,900.00	0.00	15,600.00
7102 · Registration	0.00	2,500.00	0.00	10,000.00
7111 · Facilities	-1,982.75	3,333.33	-1,982.75	13,333.32
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00	833.32
7113 · Awards Ceremony	0.00	375.00	0.00	1,500.00
7115 · Banquet	0.00	6,250.00	0.00	25,000.00
7116 · Industry Event	0.00	7,500.00	0.00	30,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	1,333.32
7121 · Conference Planning	0.00	125.00	572.16	500.00
7123 · Staff Travel / Photographer	0.00	375.00	0.00	1,500.00
7124 · General Sessions	0.00	3,333.33	4,750.00	13,333.32
7125 · Learning Sessions	0.00	2,083.33	0.00	8,333.32
7130 · Annual Meeting	0.00	458.33	0.00	1,833.32
7131 · Misc. Conference	0.00	541.67	0.00	2,166.68
7132 · Conf. Temps	0.00	416.67	0.00	1,666.68
7136 · T-Shirt Cost	0.00	625.00	2,214.77	2,500.00
7138 · Chapter Tables	0.00	41.67	0.00	166.68
7100 · Conference. - Other	0.00	0.00	0.00	0.00
Total 7100 · Conference.	-1,982.75	32,399.99	5,554.18	129,599.96
7200 · PCS				
7201 · PCS	0.00	6,666.67	2,500.00	26,666.68
7200 · PCS - Other	0.00	0.00	0.00	0.00
Total 7200 · PCS	0.00	6,666.67	2,500.00	26,666.68
7300 · Training.				
7309 · Administrative Academy	5,020.49	583.33	5,271.95	2,333.32
7310 · Managers Academy	0.00	666.67	0.00	2,666.68
Total 7300 · Training.	5,020.49	1,250.00	5,271.95	5,000.00
7400 · Pass Through.				
7405 · SNA- TX Delegation Dinner/Misc.	1,500.00	375.00	1,500.00	1,500.00
7407 · Sales Tax	0.00	16.67	0.00	66.68
Total 7400 · Pass Through.	1,500.00	391.67	1,500.00	1,566.68
7500 · Publications				
7501 · TASNews	0.00	0.00	4,500.00	0.00
7502 · Graphic Designer	0.00	2,083.33	0.00	8,333.32
Total 7500 · Publications	0.00	2,083.33	4,500.00	8,333.32

TASN
Profit & Loss Budget Performance
December 2021

	Dec 21	Budget	Sep - Dec 21	YTD Budget
7600 · Board of Directors.				
7601 · Executive Committee	4,893.53	3,000.00	8,223.08	12,000.00
7602 · Public Policy & Legislative	1,938.72	541.67	2,672.18	2,166.68
7603 · Membership	281.06	208.33	480.61	833.32
7604 · Organizational Affairs	281.06	125.00	356.77	500.00
7605 · Education	281.06	208.33	807.78	833.32
7606 · Area Representatives	843.18	1,000.00	1,614.47	4,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	500.00
7609 · Nominating Committee	0.00	125.00	0.00	500.00
7610 · Industry Committee	1,764.62	166.67	1,764.62	666.68
7612 · Board of Dir. Meeting	2,769.52	416.67	2,769.52	1,666.68
7613 · Parliamentarian	0.00	125.00	0.00	500.00
7614 · Other Authorized meetings	9,785.67	83.33	17,297.15	333.32
7619 · Leadership Camp	0.00	416.67	0.00	1,666.68
Total 7600 · Board of Directors.	22,838.42	6,541.67	35,986.18	26,166.68
7700 · Headquarters.				
7701 · Rent	3,168.13	3,916.67	18,632.65	15,666.68
7702 · Staff Travel & Meetings	364.63	833.33	1,612.14	3,333.32
7702A · Staff Training	0.00	416.67	0.00	1,666.68
7703 · Office Supplies	0.00	416.67	551.28	1,666.68
7704 · Misc. Expense	0.00	416.67	698.18	1,666.68
7705 · Printing	0.00	889.08	0.00	3,556.32
7706 · Telephone	217.44	500.00	1,120.83	2,000.00
7707 · Postage	0.00	916.67	2,625.76	3,666.68
7708 · Banking Fees	0.00	16.67	41.95	66.68
7709 · S/C Merchant Account	0.00	833.33	1,441.14	3,333.32
7710 · PC & Server Maintenance	1,396.64	1,500.00	5,644.02	6,000.00
7711 · Professional - Dues	132.50	183.33	902.50	733.32
7712 · Capital Outlay	0.00	250.00	0.00	1,000.00
7713 · Copier Maintenance Agreement	897.61	1,166.67	2,708.23	4,666.68
7715 · Property Tax	0.00	54.17	772.65	216.68
7716 · Insurance (G/L,Event,W/C)	0.00	541.67	2,666.00	2,166.68
7718 · Marketing	0.00	416.67	1,940.75	1,666.68
7719 · Classified Ads	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	291.67	0.00	1,166.68
7722 · Temp Fees	0.00	0.00	0.00	0.00
7723 · Database Maintenance	0.00	0.00	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00	0.00
7730 · Membership	0.00	0.00	0.00	0.00
Total 7700 · Headquarters.	6,176.95	13,559.94	41,358.08	54,239.76
7800 · Staff				
7801 · Gross Wages				
7809 · Contract /WC Chargeback/Intuit	7,666.66	0.00	16,059.78	0.00
7801 · Gross Wages - Other	14,509.13	25,166.67	60,980.04	100,666.68
Total 7801 · Gross Wages	22,175.79	25,166.67	77,039.82	100,666.68
7802 · Company Medicare	207.21	364.92	870.39	1,459.68
7803 · Company FICA	886.00	1,560.33	3,721.62	6,241.32
7804 · FUTA (Federal Unemployment)	0.00	28.00	0.00	112.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	0.00	189.00
7807 · Retirement Benefits	1,450.89	2,500.00	5,196.83	10,000.00
7808 · Employee Medical Insurance	1,373.34	3,062.50	7,069.48	12,250.00
7800 · Staff - Other	0.00	0.00	0.00	0.00
Total 7800 · Staff	26,093.23	32,729.67	93,898.14	130,918.68

TASN
Profit & Loss Budget Performance
December 2021

	Dec 21	Budget	Sep - Dec 21	YTD Budget
7900 · Outside Services.				
7902 · Website Design & Hosting	329.13	1,333.33	2,074.60	5,333.32
7903 · Accounting	0.00	1,166.67	0.00	4,666.68
7904 · Legal Fees	0.00	208.33	2,291.50	833.32
Total 7900 · Outside Services.	329.13	2,708.33	4,366.10	10,833.32
8000 · Scholarships / Education	0.00	416.67	0.00	1,666.68
Total Expense	59,975.47	98,747.94	194,934.63	394,991.76
Net Ordinary Income	-21,381.47	-0.01	175,656.42	-0.04
Other Income/Expense				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-2,445.78	0.00
Total Other Income	0.00	0.00	-2,445.78	0.00
Net Other Income	0.00	0.00	-2,445.78	0.00
Net Income	-21,381.47	-0.01	173,210.64	-0.04

TASN
Profit & Loss Budget Performance
December 2021

	<u>Annual Budget</u>
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	11,875.00
4050 · Grants and Contracts	0.00
4100 · Conference	
4101 · Exhibits	294,625.00
4101A · Kitchen Space Rental / ICE	0.00
4102 · \$275 Ind. Event	76,625.00
4103 · Registration	
A · Early Bird	283,500.00
B · Regular	16,000.00
	<hr/>
Total 4103 · Registration	299,500.00
4105 · Non-Member Packet	10,000.00
4107 · One Day Reg.	0.00
4108 · Retired Registration	400.00
4110 · Onsite	5,000.00
4115 · Meals / Evening Event	0.00
4126 · Seminars	
4126 N · Train the Trainer (I,II,III)	0.00
4126 O · Sanitation	0.00
4126 P · Safety	0.00
4126 W · Grant Writing	0.00
4126 · Seminars - Other	5,000.00
	<hr/>
Total 4126 · Seminars	5,000.00
4131 · Misc. Conference	0.00
4132 · Chapter Tables	200.00
4134 · Annual Sponsors	35,000.00
	<hr/>
Total 4100 · Conference	726,350.00
4200 · PCS.	
4201 · PCS Sponsorship	30,000.00
4202 · PCS Registration	78,750.00
	<hr/>
Total 4200 · PCS.	108,750.00
4300 · Training	
4302 · TASN Certification	30,000.00
4303 · Cont. Education Workshops	0.00
4309 · Administrative Academy	11,000.00
4310 · Managers Academy	15,800.00
	<hr/>
Total 4300 · Training	56,800.00
4400 · Pass Through	
4407 · Sales Tax	200.00
	<hr/>
Total 4400 · Pass Through	200.00
4450 · TASNews /Advertising	35,000.00
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	165,000.00
4502 · Industry Dues (Membership Dues)	37,000.00
	<hr/>
Total 4500 · Membership Dues	202,000.00
4600 · Board of Directors	
4619 · TASN Leadership Camp	7,500.00
	<hr/>
Total 4600 · Board of Directors	7,500.00
4700 · Headquarters	
4704 · Misc. Income	1,500.00
4708 · Invest. Interest and Dividends	30,000.00
4717 · Emporium	0.00

TASN
Profit & Loss Budget Performance
December 2021

	<u>Annual Budget</u>
4721 · SNA LAC Sponsors/ Guests	5,000.00
4723 · Directors List/ Labels	0.00
Total 4700 · Headquarters	36,500.00
Total Income	1,184,975.00
Gross Profit	1,184,975.00
Expense	
66900 · Reconciliation Discrepancies	0.00
7100 · Conference.	
7101 · Exhibits	46,800.00
7102 · Registration	30,000.00
7111 · Facillities	40,000.00
7112 · Awards / Trophies/ Ribbons	2,500.00
7113 · Awards Ceremony	4,500.00
7115 · Banquet	75,000.00
7116 · Industry Event	90,000.00
7120 · Special Meals / Events	4,000.00
7121 · Conference Planning	1,500.00
7123 · Staff Travel / Photographer	4,500.00
7124 · General Sesssions	40,000.00
7125 · Learning Sessions	25,000.00
7130 · Annual Meeting	5,500.00
7131 · Misc. Conference	6,500.00
7132 · Conf. Temps	5,000.00
7136 · T-Shirt Cost	7,500.00
7138 · Chapter Tables	500.00
7100 · Conference. - Other	0.00
Total 7100 · Conference.	388,800.00
7200 · PCS	
7201 · PCS	80,000.00
7200 · PCS - Other	0.00
Total 7200 · PCS	80,000.00
7300 · Training.	
7309 · Administrative Academy	7,000.00
7310 · Managers Academy	8,000.00
Total 7300 · Training.	15,000.00
7400 · Pass Through.	
7405 · SNA- TX Delegation Dinner/Misc.	4,500.00
7407 · Sales Tax	200.00
Total 7400 · Pass Through.	4,700.00
7500 · Publications	
7501 · TASNews	0.00
7502 · Graphic Designer	25,000.00
Total 7500 · Publications	25,000.00

TASN
Profit & Loss Budget Performance
December 2021

	<u>Annual Budget</u>
7600 · Board of Directors.	
7601 · Executive Committee	36,000.00
7602 · Public Policy & Legislative	6,500.00
7603 · Membership	2,500.00
7604 · Organizational Affairs	1,500.00
7605 · Education	2,500.00
7606 · Area Representatives	12,000.00
7607 · BOC - Past President's Advisory	1,500.00
7609 · Nominating Committee	1,500.00
7610 · Industry Committee	2,000.00
7612 · Board of Dir. Meeting	5,000.00
7613 · Parliamentarian	1,500.00
7614 · Other Authorized meetings	1,000.00
7619 · Leadership Camp	5,000.00
	<hr/>
Total 7600 · Board of Directors.	78,500.00
7700 · Headquarters.	
7701 · Rent	47,000.00
7702 · Staff Travel & Meetings	10,000.00
7702A · Staff Training	5,000.00
7703 · Office Supplies	5,000.00
7704 · Misc. Expense	5,000.00
7705 · Printing	10,669.00
7706 · Telephone	6,000.00
7707 · Postage	11,000.00
7708 · Banking Fees	200.00
7709 · S/C Merchant Account	10,000.00
7710 · PC & Server Maintenance	18,000.00
7711 · Professional - Dues	2,200.00
7712 · Capital Outlay	3,000.00
7713 · Copier Maintenance Agreement	14,000.00
7715 · Property Tax	650.00
7716 · Insurance (G/L,Event,W/C)	6,500.00
7718 · Marketing	5,000.00
7719 · Classified Ads	0.00
7720 · Ballot Systems	3,500.00
7722 · Temp Fees	0.00
7723 · Database Maintenance	0.00
7725 · Depreciation Expense	0.00
7727 · Previous Years Transactions	0.00
7730 · Membership	0.00
	<hr/>
Total 7700 · Headquarters.	162,719.00
7800 · Staff	
7801 · Gross Wages	
7809 · Contract /WC Chargeback/Intuit	0.00
7801 · Gross Wages - Other	302,000.00
	<hr/>
Total 7801 · Gross Wages	302,000.00
7802 · Company Medicare	4,379.00
7803 · Company FICA	18,724.00
7804 · FUTA (Federal Unemployment)	336.00
7805 · SUI (State Unemployment Tax)	567.00
7807 · Retirement Benefits	30,000.00
7808 · Employee Medical Insurance	36,750.00
7800 · Staff - Other	0.00
	<hr/>
Total 7800 · Staff	392,756.00

TASN
Profit & Loss Budget Performance
December 2021

	<u>Annual Budget</u>
7900 · Outside Services.	
7902 · Website Design & Hosting	16,000.00
7903 · Accounting	14,000.00
7904 · Legal Fees	2,500.00
	<hr/>
Total 7900 · Outside Services.	32,500.00
8000 · Scholarships / Education	5,000.00
	<hr/>
Total Expense	1,184,975.00
	<hr/>
Net Ordinary Income	0.00
Other Income/Expense	
Other Income	
1915 · Unrealized/Realized Gain (Loss)	0.00
	<hr/>
Total Other Income	0.00
	<hr/>
Net Other Income	0.00
	<hr/>
Net Income	0.00
	<hr/> <hr/>