

TASN Profit & Loss Budget Performance December 2023

| | Dec 23 | Budget | Sep - Dec 23 | YTD Budget | Annual Budget |
|---------------------------------------|------------------|------------------|-------------------|-------------------|-------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4000 · Scholarship / Education | 0.00 | 937.50 | 0.00 | 3,750.00 | 11,250.00 |
| 4100 · Conference | | | | | |
| 4101 · Exhibits | 27,550.00 | 32,625.00 | 259,550.00 | 130,500.00 | 391,500.00 |
| 4101A · Kitchen Space Rental / ICE | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4102 · \$275 Ind. Event | 0.00 | 6,187.50 | 0.00 | 24,750.00 | 74,250.00 |
| 4103 · Registration | | | | | |
| A · Early Bird | 0.00 | 27,312.50 | 0.00 | 109,250.00 | 327,750.00 |
| B · Regular | 0.00 | 1,675.00 | 0.00 | 6,700.00 | 20,100.00 |
| Total 4103 · Registration | 0.00 | 28,987.50 | 0.00 | 115,950.00 | 347,850.00 |
| 4105 · Non-Member Packet | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4108 · Retired Registration | 0.00 | 47.92 | 0.00 | 191.68 | 575.00 |
| 4110 · Onsite | 0.00 | 643.75 | 0.00 | 2,575.00 | 7,725.00 |
| 4126 · Seminars | | | | | |
| 4126 N · Train the Trainer (I,II,III) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4126 O · Sanitation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4126 P · Safety | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4126 W · Grant Writing | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4126 · Seminars - Other | 0.00 | 250.00 | 0.00 | 1,000.00 | 3,000.00 |
| Total 4126 · Seminars | 0.00 | 250.00 | 0.00 | 1,000.00 | 3,000.00 |
| 4132 · Chapter Tables | 0.00 | 16.67 | 0.00 | 66.68 | 200.00 |
| 4134 · Annual Sponsors | 5,000.00 | 4,166.67 | 5,000.00 | 16,666.68 | 50,000.00 |
| Total 4100 · Conference | 32,550.00 | 72,925.01 | 264,550.00 | 291,700.04 | 875,100.00 |
| 4200 · PCS. | | | | | |
| 4201 · PCS Sponsorship | 5,500.00 | 2,500.00 | 20,998.00 | 10,000.00 | 30,000.00 |
| 4202 · PCS Registration | 17,575.00 | 7,125.00 | 60,325.00 | 28,500.00 | 85,500.00 |
| Total 4200 · PCS. | 23,075.00 | 9,625.00 | 81,323.00 | 38,500.00 | 115,500.00 |
| 4300 · Training | | | | | |
| 4302 · TASN Certification | 1,290.00 | 2,083.33 | 7,880.00 | 8,333.32 | 25,000.00 |
| 4303 · Cont. Education Workshops | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4309 · Administrative Academy | 0.00 | 958.33 | 12,650.00 | 3,833.32 | 11,500.00 |
| 4310 · Managers Academy | -1,260.00 | 1,400.00 | 0.00 | 5,600.00 | 16,800.00 |
| Total 4300 · Training | 30.00 | 4,441.66 | 20,530.00 | 17,766.64 | 53,300.00 |
| 4400 · Pass Through | | | | | |
| 4407 · Sales Tax | 0.00 | 16.67 | 0.00 | 66.68 | 200.00 |
| Total 4400 · Pass Through | 0.00 | 16.67 | 0.00 | 66.68 | 200.00 |
| 4450 · TASNews /Advertising | 0.00 | 3,916.67 | 1,123.00 | 15,666.68 | 47,000.00 |

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| 4500 · Membership Dues | | | | | |
| 4501 · State Dues (Membership Dues) | 11,673.00 | 15,000.00 | 126,618.00 | 60,000.00 | 180,000.00 |
| 4502 · Industry Dues (Membership Dues) | 2,882.00 | 3,500.00 | 25,392.62 | 14,000.00 | 42,000.00 |
| Total 4500 · Membership Dues | 14,555.00 | 18,500.00 | 152,010.62 | 74,000.00 | 222,000.00 |
| 4600 · Board of Directors | | | | | |
| 4619 · TASN Leadership Camp | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total 4600 · Board of Directors | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4700 · Headquarters | | | | | |
| 4704 · Misc. Income | 1.00 | 0.00 | 1,101.47 | 0.00 | 0.00 |
| 4708 · Invest. Interest and Dividends | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 4721 · SNA LAC Dinner Sponsors/ Guests | 0.00 | 400.00 | 0.00 | 1,600.00 | 4,800.00 |
| 4723 · Directors List/ Labels | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total 4700 · Headquarters | 1.00 | 400.00 | 1,101.47 | 1,600.00 | 4,800.00 |
| Total Income | 70,211.00 | 110,762.51 | 520,638.09 | 443,050.04 | 1,329,150.00 |
| Gross Profit | 70,211.00 | 110,762.51 | 520,638.09 | 443,050.04 | 1,329,150.00 |
| Expense | | | | | |
| 7100 · Conference. | | | | | |
| 7101 · Exhibits | 0.00 | 4,166.67 | 0.00 | 16,666.68 | 50,000.00 |
| 7102 · Registration | 0.00 | 3,333.33 | 0.00 | 13,333.32 | 40,000.00 |
| 7111 · Facilities | 0.00 | 3,583.33 | 49,169.88 | 14,333.32 | 43,000.00 |
| 7112 · Awards / Trophies/ Ribbons | 0.00 | 250.00 | 0.00 | 1,000.00 | 3,000.00 |
| 7113 · Awards Ceremony | 0.00 | 333.33 | 0.00 | 1,333.32 | 4,000.00 |
| 7115 · Banquet | 0.00 | 8,333.33 | 0.00 | 33,333.32 | 100,000.00 |
| 7116 · Industry Event | 0.00 | 7,500.00 | 0.00 | 30,000.00 | 90,000.00 |
| 7120 · Special Meals / Events | 0.00 | 166.67 | 0.00 | 666.68 | 2,000.00 |
| 7121 · Conference Planning | 0.00 | 166.67 | 0.00 | 666.68 | 2,000.00 |
| 7123 · Staff Travel / Photographer | 0.00 | 416.67 | 0.00 | 1,666.68 | 5,000.00 |
| 7124 · General Sesssions | 0.00 | 3,666.67 | 0.00 | 14,666.68 | 44,000.00 |
| 7125 · Learning Sessions | 0.00 | 2,500.00 | 0.00 | 10,000.00 | 30,000.00 |
| 7130 · Annual Meeting | 0.00 | 416.67 | 0.00 | 1,666.68 | 5,000.00 |
| 7131 · Misc. Conference | 0.00 | 416.67 | 0.00 | 1,666.68 | 5,000.00 |
| 7132 · Conf. Temps | 0.00 | 416.67 | 0.00 | 1,666.68 | 5,000.00 |
| 7136 · T-Shirt Cost | 0.00 | 833.33 | 0.00 | 3,333.32 | 10,000.00 |
| 7138 · Chapter Tables | 0.00 | 16.67 | 0.00 | 66.68 | 200.00 |
| 7100 · Conference. - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total 7100 · Conference. | 0.00 | 36,516.68 | 49,169.88 | 146,066.72 | 438,200.00 |

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| 7200 · PCS | | | | | |
| 7201 · PCS | 0.00 | 7,916.67 | 32,270.07 | 31,666.68 | 95,000.00 |
| Total 7200 · PCS | 0.00 | 7,916.67 | 32,270.07 | 31,666.68 | 95,000.00 |
| 7300 · Training. | | | | | |
| 7309 · Administrative Academy | 0.00 | 750.00 | 6,165.23 | 3,000.00 | 9,000.00 |
| 7310 · Managers Academy | 0.00 | 916.67 | 0.00 | 3,666.68 | 11,000.00 |
| Total 7300 · Training. | 0.00 | 1,666.67 | 6,165.23 | 6,666.68 | 20,000.00 |
| 7400 · Pass Through. | | | | | |
| 7405 · SNA- TX Delegation Dinner/Misc. | 0.00 | 375.00 | 0.00 | 1,500.00 | 4,500.00 |
| 7407 · Sales Tax | 0.00 | 16.67 | 52.00 | 66.68 | 200.00 |
| Total 7400 · Pass Through. | 0.00 | 391.67 | 52.00 | 1,566.68 | 4,700.00 |
| 7500 · Publications | | | | | |
| 7502 · Graphic Designer | 7,600.00 | 3,800.00 | 19,000.00 | 15,200.00 | 45,600.00 |
| Total 7500 · Publications | 7,600.00 | 3,800.00 | 19,000.00 | 15,200.00 | 45,600.00 |
| 7600 · Board of Directors. | | | | | |
| 7601 · Executive Committee | 0.00 | 3,750.00 | 8,445.92 | 15,000.00 | 45,000.00 |
| 7602 · Public Policy & Legislative | 0.00 | 541.67 | 1,829.64 | 2,166.68 | 6,500.00 |
| 7603 · Membership | 0.00 | 125.00 | 583.69 | 500.00 | 1,500.00 |
| 7604 · Organizational Affairs | 0.00 | 100.00 | 467.37 | 400.00 | 1,200.00 |
| 7605 · Education | 0.00 | 166.67 | 595.70 | 666.68 | 2,000.00 |
| 7606 · Area Representatives | 0.00 | 833.33 | 6,915.81 | 3,333.32 | 10,000.00 |
| 7607 · BOC - Past President's Advisory | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 7609 · Nominating Committee | 0.00 | 83.33 | 797.00 | 333.32 | 1,000.00 |
| 7610 · Industry Committee | 0.00 | 166.67 | 840.12 | 666.68 | 2,000.00 |
| 7612 · Board of Dir. Meeting | 0.00 | 791.67 | 2,949.52 | 3,166.68 | 9,500.00 |
| 7613 · Parliamentarian | 0.00 | 83.33 | 629.91 | 333.32 | 1,000.00 |
| 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. | 0.00 | 6,641.67 | 24,054.68 | 26,566.68 | 79,700.00 |
| 7700 · Headquarters. | | | | | |
| 7701 · Rent | 4,032.13 | 4,416.67 | 20,160.65 | 17,666.68 | 53,000.00 |
| 7702 · Staff Travel & Meetings | 327.68 | 1,333.33 | 3,090.99 | 5,333.32 | 16,000.00 |
| 7702A · Staff Training | 0.00 | 500.00 | 0.00 | 2,000.00 | 6,000.00 |
| 7703 · Office Supplies | 0.00 | 333.33 | 791.00 | 1,333.32 | 4,000.00 |
| 7704 · Misc. Expense | 286.28 | 250.00 | 587.00 | 1,000.00 | 3,000.00 |
| 7705 · Printing | 0.00 | 416.67 | 1,404.03 | 1,666.68 | 5,000.00 |
| 7706 · Telephone | 0.00 | 416.67 | 1,119.76 | 1,666.68 | 5,000.00 |
| 7707 · Postage | 0.00 | 750.00 | 4,326.63 | 3,000.00 | 9,000.00 |
| 7708 · Banking Fees | 0.00 | 8.33 | 0.00 | 33.32 | 100.00 |
| 7709 · S/C Merchant Account | 859.28 | 616.67 | 6,397.38 | 2,466.68 | 7,400.00 |

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| 7710 · PC & Server Maintenance | 210.95 | 1,500.00 | 6,144.69 | 6,000.00 | 18,000.00 |
| 7711 · Professional - Dues | 0.00 | 127.58 | 405.00 | 510.32 | 1,531.00 |
| 7712 · Capital Outlay | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 7713 · Copier Maintenance Agreement | 1,378.48 | 1,166.67 | 4,297.13 | 4,666.68 | 14,000.00 |
| 7715 · Property Tax | 130.04 | 66.67 | 130.04 | 266.68 | 800.00 |
| 7716 · Insurance (G/L,Event,W/C) | 1,803.00 | 416.67 | 4,821.00 | 1,666.68 | 5,000.00 |
| 7718 · Marketing | 848.66 | 416.67 | 2,094.42 | 1,666.68 | 5,000.00 |
| 7720 · Ballot Systems | 0.00 | 416.67 | 0.00 | 1,666.68 | 5,000.00 |
| 7722 · Temp Fees | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| 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 |
| Total 7700 · Headquarters. | 9,876.50 | 13,152.60 | 55,769.72 | 52,610.40 | 157,831.00 |
| 7800 · Staff | | | | | |
| 7801 · Gross Wages | | | | | |
| 7809 · Contract /WC Chargeback/Intuit | 2,703.03 | 0.00 | 15,853.17 | 0.00 | 0.00 |
| 7801 · Gross Wages - Other | 18,791.30 | 28,666.67 | 66,534.81 | 114,666.68 | 344,000.00 |
| Total 7801 · Gross Wages | 21,494.33 | 28,666.67 | 82,387.98 | 114,666.68 | 344,000.00 |
| 7802 · Company Medicare | 263.38 | 415.67 | 942.12 | 1,662.68 | 4,988.00 |
| 7803 · Company FICA | 1,126.19 | 1,777.33 | 4,028.42 | 7,109.32 | 21,328.00 |
| 7804 · FUTA (Federal Unemployment) | 0.00 | 28.00 | 0.00 | 112.00 | 336.00 |
| 7805 · SUI (State Unemployment Tax) | 0.00 | 47.25 | 0.00 | 189.00 | 567.00 |
| 7807 · Retirement Benefits | 2,675.65 | 2,866.67 | 6,653.43 | 11,466.68 | 34,400.00 |
| 7808 · Employee Medical Insurance | -290.68 | 3,500.00 | 6,199.36 | 14,000.00 | 42,000.00 |
| Total 7800 · Staff | 25,268.87 | 37,301.59 | 100,211.31 | 149,206.36 | 447,619.00 |
| 7900 · Outside Services. | | | | | |
| 7902 · Website Design & Hosting | 275.83 | 1,250.00 | 2,557.31 | 5,000.00 | 15,000.00 |
| 7903 · Accounting | 7,000.00 | 1,166.67 | 7,000.00 | 4,666.68 | 14,000.00 |
| 7904 · Legal Fees | 0.00 | 208.33 | 3,716.27 | 833.32 | 2,500.00 |
| Total 7900 · Outside Services. | 7,275.83 | 2,625.00 | 13,273.58 | 10,500.00 | 31,500.00 |
| 8000 · Scholarships / Education | 0.00 | 750.00 | 0.00 | 3,000.00 | 9,000.00 |
| Total Expense | 50,021.20 | 110,762.55 | 299,966.47 | 443,050.20 | 1,329,150.00 |
| Net Ordinary Income | 20,189.80 | -0.04 | 220,671.62 | -0.16 | 0.00 |

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Accrual Basis

TASN
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| | <u>Dec 23</u> | <u>Budget</u> | <u>Sep - Dec 23</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---|-------------------------|---------------------|--------------------------|---------------------|----------------------|
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| 1915 - Unrealized/Realized Gain (Loss) | <u>25,773.25</u> | <u>0.00</u> | <u>35,283.95</u> | <u>0.00</u> | <u>0.00</u> |
| Total Other Income | <u>25,773.25</u> | <u>0.00</u> | <u>35,283.95</u> | <u>0.00</u> | <u>0.00</u> |
| Net Other Income | <u>25,773.25</u> | <u>0.00</u> | <u>35,283.95</u> | <u>0.00</u> | <u>0.00</u> |
| Net Income | <u><u>45,963.05</u></u> | <u><u>-0.04</u></u> | <u><u>255,955.57</u></u> | <u><u>-0.16</u></u> | <u><u>0.00</u></u> |