

TASN
Profit & Loss Budget Performance
February 2020

	Feb 20	Budget	Sep '19 - Feb ...	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	525.00	1,031.25	11,025.00	6,187.50	12,375.00
4100 · Conference					
4101 · Exhibits	14,430.00	32,062.50	346,060.00	192,375.00	384,750.00
4101A · Kitchen Space Rental / ICE	800.00	0.00	800.00	0.00	0.00
4102 · \$275 Ind. Event	5,775.00	7,125.00	69,025.00	42,750.00	85,500.00
4103 · Registration					
A · Early Bird	18,680.00	24,750.00	39,005.00	148,500.00	297,000.00
B · Regular	0.00	2,583.33	0.00	15,499.98	31,000.00
Total 4103 · Registration	18,680.00	27,333.33	39,005.00	163,999.98	328,000.00
4105 · Non-Member Packet	0.00	391.67	450.00	2,350.02	4,700.00
4107 · One Day Reg.	0.00	166.67	0.00	1,000.02	2,000.00
4108 · Retired Registration	0.00	25.00	0.00	150.00	300.00
4110 · Onsite	0.00	333.33	0.00	1,999.98	4,000.00
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	300.00	0.00	300.00	0.00	0.00
4126 U · Financial Management	0.00	0.00	0.00	0.00	0.00
4126 W · Grant Writing	120.00	0.00	120.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	2,500.02	5,000.00
Total 4126 · Seminars	420.00	416.67	420.00	2,500.02	5,000.00
4131 · Misc. Conference	0.00	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	0.00	250.02	500.00
4134 · Annual Sponsors	13,500.00	4,166.67	23,399.00	25,000.02	50,000.00
Total 4100 · Conference	53,605.00	72,062.51	479,159.00	432,375.06	864,750.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	22,000.00	17,500.02	35,000.00
4202 · TASN Industry Seminar Reg.	0.00	7,312.50	85,625.00	43,875.00	87,750.00
Total 4200 · Industry Seminar	0.00	10,229.17	107,625.00	61,375.02	122,750.00
4300 · Training					
4302 · TASN Certification	1,640.00	4,418.67	7,259.00	26,512.02	53,024.00
4309 · Administrative Academy	0.00	916.67	6,600.00	5,500.02	11,000.00
4310 · Managers Academy	0.00	1,316.67	0.00	7,900.02	15,800.00
Total 4300 · Training	1,640.00	6,652.01	13,859.00	39,912.06	79,824.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	9.53	100.02	200.00
Total 4400 · Pass Through	0.00	16.67	9.53	100.02	200.00

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4450 · TASNews /Advertising	0.00	7,916.67	18,110.00	47,500.02	95,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	13,316.10	12,823.42	140,878.43	76,940.52	153,881.00
4502 · Industry Dues (Membership Dues)	3,850.00	2,766.92	37,558.75	16,601.52	33,203.00
Total 4500 · Membership Dues	17,166.10	15,590.34	178,437.18	93,542.04	187,084.00
4700 · Headquarters					
4704 · Misc. Income	245.00	250.00	-134.53	1,500.00	3,000.00
4708 · Invest. Interest and Dividends	-1,521.98	5,416.67	29,109.84	32,500.02	65,000.00
4717 · Emporium					
4717 · Emporium - Other	0.00	0.00	0.00	0.00	0.00
Total 4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	2,100.00	833.35	4,850.00	5,000.00	5,000.00
4723 · Labels (Directory Mailing)	0.00		0.00	0.00	0.00
Total 4700 · Headquarters	823.02	6,500.02	33,825.31	39,000.02	73,000.00
Total Income	73,759.12	119,998.64	842,050.02	719,991.74	1,434,983.00
Gross Profit	73,759.12	119,998.64	842,050.02	719,991.74	1,434,983.00
Expense					
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	402.75	30,000.00	60,000.00
7102 · Registration	0.00	2,500.00	0.00	15,000.00	30,000.00
7111 · Facilities	0.00	3,083.33	53,651.00	18,499.98	37,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	1,999.98	4,000.00
7113 · Awards Ceremony	0.00	416.67	0.00	2,500.02	5,000.00
7115 · Banquet	0.00	8,333.33	0.00	49,999.98	100,000.00
7116 · Industry Event	1,074.00	6,916.67	1,074.00	41,500.02	83,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	1,999.98	4,000.00
7121 · Conference Planning	0.00	125.00	202.97	750.00	1,500.00
7123 · Staff Travel / Photographer	890.00	291.67	890.00	1,750.02	3,500.00
7124 · General Sessions	0.00	4,416.67	2,898.37	26,500.02	53,000.00
7125 · Learning Sessions	0.00	2,000.00	146.00	12,000.00	24,000.00
7130 · Annual Meeting	0.00	458.33	0.00	2,749.98	5,500.00
7131 · Misc. Conference	0.00	541.67	78.90	3,250.02	6,500.00
7132 · Conf. Temps	0.00	416.67	0.00	2,500.02	5,000.00
7136 · T-Shirt Cost	0.00	625.00	0.00	3,750.00	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	250.02	500.00
Total 7100 · Conference.	1,964.00	35,833.34	59,343.99	215,000.04	430,000.00

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7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	83,761.37	42,499.98	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	83,761.37	42,499.98	85,000.00
7300 · Training.					
7309 · Directors Academy	133.15	333.33	4,106.48	1,999.98	4,000.00
7310 · Managers Academy	0.00	833.33	0.00	4,999.98	10,000.00
Total 7300 · Training.	133.15	1,166.66	4,106.48	6,999.96	14,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	833.35	0.00	5,000.00	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	100.02	200.00
Total 7400 · Pass Through.	0.00	850.02	0.00	5,100.02	5,200.00
7500 · Publications					
7501 · TASNews	0.00	3,500.00	18,751.49	21,000.00	42,000.00
7502 · Graphic Designer	4,500.00	3,600.00	8,100.00	21,600.00	43,200.00
Total 7500 · Publications	4,500.00	7,100.00	26,851.49	42,600.00	85,200.00
7600 · Board of Directors.					
7601 · Executive Committee	5,624.08	3,833.33	16,791.54	22,999.98	46,000.00
7602 · Public Policy & Legislative	0.00	541.67	0.00	3,250.02	6,500.00
7603 · Membership	14.47	208.33	14.47	1,249.98	2,500.00
7604 · Organizational Affairs	0.00	125.00	224.25	750.00	1,500.00
7605 · Education	415.23	208.33	750.64	1,249.98	2,500.00
7606 · Area Representatives	2,117.75	1,500.00	10,162.33	9,000.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	750.00	1,500.00
7609 · Nominating Committee	463.50	125.00	463.50	750.00	1,500.00
7610 · Industry Committee	0.00	166.67	1,133.55	1,000.02	2,000.00
7612 · Board of Dir. Meeting	0.00	1,166.67	3,425.22	7,000.02	14,000.00
7613 · Parliamentarian	0.00	0.00	0.00	0.00	1,500.00
7614 · Other Authorized meetings	0.00	500.00	75.00	3,000.00	6,000.00
Total 7600 · Board of Directors.	8,635.03	8,500.00	33,040.50	51,000.00	103,500.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,000.00	42,000.00	36,000.00	72,000.00
7702 · Staff Travel & Meetings	804.13	1,250.00	10,717.77	7,500.00	15,000.00
7702A · Staff Training	624.99	666.67	1,977.15	4,000.02	8,000.00
7703 · Office Supplies	526.86	500.00	1,634.51	3,000.00	6,000.00
7704 · Misc. Expense	0.00	333.33	2,583.72	1,999.98	4,000.00
7705 · Printing	0.00	750.00	4,485.87	4,500.00	9,000.00
7706 · Telephone	604.66	333.33	2,263.94	1,999.98	4,000.00
7707 · Postage	4,007.00	1,250.00	8,629.38	7,500.00	15,000.00
7708 · Banking Fees	0.00	16.67	55.50	100.02	200.00
7709 · S/C Merchant Account	4,039.62	2,410.21	11,252.55	14,461.26	28,922.50

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7710 · PC & Server Maintenance	599.71	666.67	3,653.06	4,000.02	8,000.00
7711 · Professional - Dues	192.50	183.33	1,476.75	1,099.98	2,200.00
7712 · Capital Outlay	0.00	416.67	0.00	2,500.02	5,000.00
7713 · Copier Maintenance Agreement	40.41	1,166.67	6,801.23	7,000.02	14,000.00
7715 · Property Tax	0.00	41.67	222.04	250.02	500.00
7716 · Insurance (G/L,Event,W/C)	0.00	533.33	5,629.00	3,199.98	6,400.00
7718 · Marketing	408.13	666.67	4,766.97	4,000.02	8,000.00
7719 · Classified Ads	0.00	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	0.00	3,499.98	7,000.00
7723 · Database Maintenance	599.71	0.00	599.71	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
Total 7700 · Headquarters.	18,447.72	17,768.55	108,749.15	106,611.30	213,222.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	22.38	0.00	134.28	0.00	0.00
7801 · Gross Wages - Other	28,387.48	29,583.33	177,302.86	177,499.98	355,000.00
Total 7801 · Gross Wages	28,409.86	29,583.33	177,437.14	177,499.98	355,000.00
7802 · Company Medicare	400.38	428.96	2,500.30	2,573.76	5,147.50
7803 · Company FICA	1,711.91	1,834.17	10,690.84	11,005.02	22,010.00
7804 · FUTA (Federal Unemployment)	88.65	28.00	248.41	168.00	336.00
7805 · SUI (State Unemployment Tax)	55.09	47.25	143.83	283.50	567.00
7807 · Retirement Benefits	2,838.70	2,941.67	17,729.95	17,650.02	35,300.00
7808 · Employee Medical Insurance	3,687.00	3,583.33	27,418.82	21,499.98	43,000.00
Total 7800 · Staff	37,191.59	38,446.71	236,169.29	230,680.26	461,360.50
7900 · Outside Services.					
7902 · Website Design & Hosting	506.35	1,000.00	12,502.21	6,000.00	12,000.00
7903 · Accounting	0.00	3,500.00	13,250.00	10,500.00	14,000.00
7904 · Legal Fees	0.00	125.00	1,917.32	750.00	1,500.00
Total 7900 · Outside Services.	506.35	4,625.00	27,669.53	17,250.00	27,500.00
8000 · Scholarships / Education	0.00	833.33	0.00	4,999.98	10,000.00
Total Expense	71,377.84	122,206.94	579,691.80	722,741.54	1,434,983.00
Net Ordinary Income	2,381.28	-2,208.30	262,358.22	-2,749.80	0.00

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Accrual Basis

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	<u>Feb 20</u>	<u>Budget</u>	<u>Sep '19 - Feb ...</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Other Income/Expense					
Other Income					
1915 - Unrealized/Realized Gain (Loss)	<u>-44,916.39</u>	<u>0.00</u>	<u>-30,009.68</u>	<u>0.00</u>	<u>0.00</u>
Total Other Income	<u>-44,916.39</u>	<u>0.00</u>	<u>-30,009.68</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>-44,916.39</u>	<u>0.00</u>	<u>-30,009.68</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u>-42,535.11</u>	<u>-2,208.30</u>	<u>232,348.54</u>	<u>-2,749.80</u>	<u>0.00</u>