

**TASN**  
**Profit & Loss Budget vs. Actual**  
 January through August 2020

	Jan - Aug 20	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4000 · Scholarship / Education	10,500.00	8,250.00	2,250.00	127.3%
4100 · Conference				
4101 · Exhibits	49,110.00	256,500.00	-207,390.00	19.1%
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.0%
4102 · \$275 Ind. Event	63,250.00	57,000.00	6,250.00	111.0%
4103 · Registration				
A · Early Bird	23,615.00	198,000.00	-174,385.00	11.9%
B · Regular	0.00	20,666.68	-20,666.68	0.0%
<b>Total 4103 · Registration</b>	<b>23,615.00</b>	<b>218,666.68</b>	<b>-195,051.68</b>	<b>10.8%</b>
4105 · Non-Member Packet	450.00	3,133.32	-2,683.32	14.4%
4107 · One Day Reg.	0.00	1,333.32	-1,333.32	0.0%
4108 · Retired Registration	0.00	200.00	-200.00	0.0%
4110 · Onsite	0.00	2,666.68	-2,666.68	0.0%
4115 · Meals / Evening Event	0.00	0.00	0.00	0.0%
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	100.00	0.00	100.00	100.0%
4126 · Seminars - Other	0.00	3,333.32	-3,333.32	0.0%
<b>Total 4126 · Seminars</b>	<b>100.00</b>	<b>3,333.32</b>	<b>-3,233.32</b>	<b>3.0%</b>
4131 · Misc. Conference	0.00	0.00	0.00	0.0%
4132 · Chapter Tables	0.00	333.32	-333.32	0.0%
4134 · Annual Sponsors	14,700.00	33,333.32	-18,633.32	44.1%
<b>Total 4100 · Conference</b>	<b>151,225.00</b>	<b>576,499.96</b>	<b>-425,274.96</b>	<b>26.2%</b>
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	0.00	23,333.32	-23,333.32	0.0%
4202 · TASN Industry Seminar Reg.	-4,750.00	58,500.00	-63,250.00	-8.1%
<b>Total 4200 · Industry Seminar</b>	<b>-4,750.00</b>	<b>81,833.32</b>	<b>-86,583.32</b>	<b>-5.8%</b>
4300 · Training				
4302 · TASN Certification	2,020.00	35,349.32	-33,329.32	5.7%
4309 · Administrative Academy	0.00	7,333.32	-7,333.32	0.0%
4310 · Managers Academy	0.00	10,533.32	-10,533.32	0.0%
<b>Total 4300 · Training</b>	<b>2,020.00</b>	<b>53,215.96</b>	<b>-51,195.96</b>	<b>3.8%</b>
4400 · Pass Through				
4407 · Sales Tax	0.00	133.32	-133.32	0.0%
<b>Total 4400 · Pass Through</b>	<b>0.00</b>	<b>133.32</b>	<b>-133.32</b>	<b>0.0%</b>
4450 · TASNews /Advertising	13,640.00	63,333.32	-49,693.32	21.5%

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<b>4500 · Membership Dues</b>				
4501 · State Dues ( Membership Dues)	18,895.00	102,587.32	-83,692.32	18.4%
4502 · Industry Dues (Membership Dues)	4,900.00	22,135.32	-17,235.32	22.1%
<b>Total 4500 · Membership Dues</b>	23,795.00	124,722.64	-100,927.64	19.1%
<b>4700 · Headquarters</b>				
4704 · Misc. Income	55.00	2,000.00	-1,945.00	2.8%
4708 · Invest. Interest and Dividends	-2,028.11	43,333.32	-45,361.43	-4.7%
4717 · Emporium	0.00	0.00	0.00	0.0%
4721 · SNA LAC Sponsors/ Guests	750.00	1,666.68	-916.68	45.0%
<b>Total 4700 · Headquarters</b>	-1,223.11	47,000.00	-48,223.11	-2.6%
<b>Total Income</b>	195,206.89	954,988.52	-759,781.63	20.4%
<b>Gross Profit</b>	195,206.89	954,988.52	-759,781.63	20.4%
<b>Expense</b>				
<b>7100 · Conference.</b>				
7101 · Exhibits	0.00	40,000.00	-40,000.00	0.0%
7102 · Registration	0.00	20,000.00	-20,000.00	0.0%
7111 · Facilities	0.00	24,666.68	-24,666.68	0.0%
7112 · Awards / Trophies/ Ribbons	0.00	2,666.68	-2,666.68	0.0%
7113 · Awards Ceremony	0.00	3,333.32	-3,333.32	0.0%
7115 · Banquet	0.00	66,666.68	-66,666.68	0.0%
7116 · Industry Event	0.00	55,333.32	-55,333.32	0.0%
7120 · Special Meals / Events	0.00	2,666.68	-2,666.68	0.0%
7121 · Conference Planning	0.00	1,000.00	-1,000.00	0.0%
7123 · Staff Travel / Photographer	0.00	2,333.32	-2,333.32	0.0%
7124 · General Sessions	0.00	35,333.32	-35,333.32	0.0%
7125 · Learning Sessions	0.00	16,000.00	-16,000.00	0.0%
7130 · Annual Meeting	0.00	3,666.68	-3,666.68	0.0%
7131 · Misc. Conference	0.00	4,333.32	-4,333.32	0.0%
7132 · Conf. Temps	0.00	3,333.32	-3,333.32	0.0%
7136 · T-Shirt Cost	0.00	5,000.00	-5,000.00	0.0%
7137 · Emporium Items	0.00	0.00	0.00	0.0%
7138 · Chapter Tables	0.00	333.32	-333.32	0.0%
<b>Total 7100 · Conference.</b>	0.00	286,666.64	-286,666.64	0.0%
<b>7200 · Industry Seminar.</b>				
7201 · TASN Ind. Seminar	68,928.24	56,666.68	12,261.56	121.6%
<b>Total 7200 · Industry Seminar.</b>	68,928.24	56,666.68	12,261.56	121.6%

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<b>7300 · Training.</b>				
7309 · Directors Academy	133.15	2,666.68	-2,533.53	5.0%
7310 · Managers Academy	0.00	6,666.68	-6,666.68	0.0%
<b>Total 7300 · Training.</b>	133.15	9,333.36	-9,200.21	1.4%
<b>7400 · Pass Through.</b>				
7405 · SNA- TX Delegation Dinner/Misc.	0.00	1,666.68	-1,666.68	0.0%
7407 · Sales Tax	0.00	133.32	-133.32	0.0%
<b>Total 7400 · Pass Through.</b>	0.00	1,800.00	-1,800.00	0.0%
<b>7500 · Publications</b>				
7501 · TASNews	0.00	28,000.00	-28,000.00	0.0%
7502 · Graphic Designer	4,500.00	28,800.00	-24,300.00	15.6%
<b>Total 7500 · Publications</b>	4,500.00	56,800.00	-52,300.00	7.9%
<b>7600 · Board of Directors.</b>				
7601 · Executive Committee	5,385.21	30,666.68	-25,281.47	17.6%
7602 · Public Policy & Legislative	0.00	4,333.32	-4,333.32	0.0%
7603 · Membership	14.47	1,666.68	-1,652.21	0.9%
7604 · Organizational Affairs	0.00	1,000.00	-1,000.00	0.0%
7605 · Education	232.97	1,666.68	-1,433.71	14.0%
7606 · Area Representatives	4,048.87	12,000.00	-7,951.13	33.7%
7607 · BOC - Past President's Advisory	0.00	1,000.00	-1,000.00	0.0%
7609 · Nominating Committee	0.00	1,000.00	-1,000.00	0.0%
7610 · Industry Committee	0.00	1,333.32	-1,333.32	0.0%
7612 · Board of Dir. Meeting	0.00	9,333.32	-9,333.32	0.0%
7613 · Parliamentarian	0.00	1,500.00	-1,500.00	0.0%
7614 · Other Authorized meetings	0.00	4,000.00	-4,000.00	0.0%
<b>Total 7600 · Board of Directors.</b>	9,681.52	69,500.00	-59,818.48	13.9%
<b>7700 · Headquarters.</b>				
7701 · Rent	12,000.00	48,000.00	-36,000.00	25.0%
7702 · Staff Travel & Meetings	5,556.03	10,000.00	-4,443.97	55.6%
7702A · Staff Training	354.99	5,333.32	-4,978.33	6.7%
7703 · Office Supplies	288.87	4,000.00	-3,711.13	7.2%
7704 · Misc. Expense	187.10	2,666.68	-2,479.58	7.0%
7705 · Printing	5,485.01	6,000.00	-514.99	91.4%
7706 · Telephone	377.33	2,666.68	-2,289.35	14.1%
7707 · Postage	6,317.69	10,000.00	-3,682.31	63.2%
7708 · Banking Fees	175.00	133.32	41.68	131.3%
7709 · S/C Merchant Account	1,820.06	19,281.66	-17,461.60	9.4%
7710 · PC & Server Maintenance	599.71	5,333.32	-4,733.61	11.2%
7711 · Professional - Dues	0.00	1,466.68	-1,466.68	0.0%
7712 · Capital Outlay	0.00	3,333.32	-3,333.32	0.0%
7713 · Copier Maintenance Agreement	3,848.60	9,333.32	-5,484.72	41.2%

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7715 · Property Tax	0.00	333.32	-333.32	0.0%
7716 · Insurance (G/L,Event,W/C)	0.00	4,266.68	-4,266.68	0.0%
7718 · Marketing	1,851.48	5,333.32	-3,481.84	34.7%
7719 · Classified Ads	0.00	0.00	0.00	0.0%
7720 · Ballot Systems	0.00	4,666.68	-4,666.68	0.0%
7725 · Depreciation Expense	0.00	0.00	0.00	0.0%
7727 · Previous Years Transactions	0.00	0.00	0.00	0.0%
<b>Total 7700 · Headquarters.</b>	<b>38,861.87</b>	<b>142,148.30</b>	<b>-103,286.43</b>	<b>27.3%</b>
<b>7800 · Staff</b>				
7801 · Gross Wages				
7809 · Contract /WC Chargeback/Intuit	33.57	0.00	33.57	100.0%
7801 · Gross Wages - Other	44,213.12	236,666.68	-192,453.56	18.7%
<b>Total 7801 · Gross Wages</b>	<b>44,246.69</b>	<b>236,666.68</b>	<b>-192,419.99</b>	<b>18.7%</b>
7802 · Company Medicare	624.21	3,431.66	-2,807.45	18.2%
7803 · Company FICA	2,669.04	14,673.32	-12,004.28	18.2%
7804 · FUTA ( Federal Unemployment)	212.28	224.00	-11.72	94.8%
7805 · SUI ( State Unemployment Tax)	115.88	378.00	-262.12	30.7%
7807 · Retirement Benefits	4,421.23	23,533.32	-19,112.09	18.8%
7808 · Employee Medical Insurance	7,692.30	28,666.68	-20,974.38	26.8%
<b>Total 7800 · Staff</b>	<b>59,981.63</b>	<b>307,573.66</b>	<b>-247,592.03</b>	<b>19.5%</b>
<b>7900 · Outside Services.</b>				
7902 · Website Design & Hosting	3,400.59	8,000.00	-4,599.41	42.5%
7903 · Accounting	13,250.00	10,500.00	2,750.00	126.2%
7904 · Legal Fees	0.00	1,000.00	-1,000.00	0.0%
<b>Total 7900 · Outside Services.</b>	<b>16,650.59</b>	<b>19,500.00</b>	<b>-2,849.41</b>	<b>85.4%</b>
<b>8000 · Scholarships / Education</b>	<b>0.00</b>	<b>6,666.68</b>	<b>-6,666.68</b>	<b>0.0%</b>
<b>Total Expense</b>	<b>198,737.00</b>	<b>956,655.32</b>	<b>-757,918.32</b>	<b>20.8%</b>
<b>Net Ordinary Income</b>	<b>-3,530.11</b>	<b>-1,666.80</b>	<b>-1,863.31</b>	<b>211.8%</b>
<b>Other Income/Expense</b>				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	-1,540.28	0.00	-1,540.28	100.0%
<b>Total Other Income</b>	<b>-1,540.28</b>	<b>0.00</b>	<b>-1,540.28</b>	<b>100.0%</b>
<b>Net Other Income</b>	<b>-1,540.28</b>	<b>0.00</b>	<b>-1,540.28</b>	<b>100.0%</b>
<b>Net Income</b>	<b>-5,070.39</b>	<b>-1,666.80</b>	<b>-3,403.59</b>	<b>304.2%</b>