

TASN
Profit & Loss Budget vs. Actual
January 2021

Ordinary Income/Expense	Jan 21	Budget	\$ Over Budget
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	30,100.00	32,625.00	-2,525.00
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	30,100.00	73,716.67	-43,616.67
4200 · PCS.			
4201 · PCS Sponsorship	0.00	2,500.00	-2,500.00
4202 · PCS Registration	450.00	8,625.00	-8,175.00
Total 4200 · PCS.	450.00	11,125.00	-10,675.00
4300 · Training			
4302 · TASN Certification	1,080.00	4,418.67	-3,338.67
4303 · Cont. Education Workshops	15.00		
4309 · Administrative Academy	0.00	916.67	-916.67
4310 · Managers Academy	0.00	1,975.00	-1,975.00
Total 4300 · Training	1,095.00	7,310.34	-6,215.34
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	0.00	2,916.67	-2,916.67
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	7,275.00	13,208.17	-5,933.17
4502 · Industry Dues (Membership Dues)	3,000.00	2,849.92	150.08
Total 4500 · Membership Dues	10,275.00	16,058.09	-5,783.09

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	<u>Jan 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
4700 · Headquarters			
4704 · Misc. Income	229.00	208.33	20.67
4708 · Invest. Interest and Dividends	-853.02	2,083.33	-2,936.35
4717 · Emporium	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	-416.67
4723 · Directors List/ Labels	0.00	0.00	0.00
Total 4700 · Headquarters	<u>-624.02</u>	<u>2,708.33</u>	<u>-3,332.35</u>
Total Income	<u>41,295.98</u>	<u>114,935.10</u>	<u>-73,639.12</u>
Gross Profit	41,295.98	114,935.10	-73,639.12
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
7138 · Chapter Tables	0.00	41.67	-41.67
Total 7100 · Conference.	<u>0.00</u>	<u>41,443.76</u>	<u>-41,443.76</u>
7200 · PCS			
7201 · PCS	0.00	8,333.33	-8,333.33
Total 7200 · PCS	<u>0.00</u>	<u>8,333.33</u>	<u>-8,333.33</u>
7300 · Training.			
7309 · Directors Academy	0.00	583.33	-583.33
7310 · Managers Academy	0.00	666.67	-666.67
Total 7300 · Training.	<u>0.00</u>	<u>1,250.00</u>	<u>-1,250.00</u>
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.	<u>0.00</u>	<u>408.34</u>	<u>-408.34</u>
7500 · Publications			
7501 · TASNews	0.00	625.00	-625.00
7502 · Graphic Designer	0.00	1,916.67	-1,916.67
Total 7500 · Publications	<u>0.00</u>	<u>2,541.67</u>	<u>-2,541.67</u>
7600 · Board of Directors.			

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	<u>Jan 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
7601 · Executive Committee	0.00	2,583.33	-2,583.33
7602 · Public Policy & Legislative	0.00	541.67	-541.67
7603 · Membership	0.00	208.33	-208.33
7604 · Organizational Affairs	0.00	125.00	-125.00
7605 · Education	0.00	208.33	-208.33
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.	0.00	5,291.65	-5,291.65
7700 · Headquarters.			
7701 · Rent	6,000.00	6,000.00	0.00
7702 · Staff Travel & Meetings	0.00	1,083.33	-1,083.33
7702A · Staff Training	0.00	500.00	-500.00
7703 · Office Supplies	186.39	416.67	-230.28
7704 · Misc. Expense	1,064.33	333.33	731.00
7705 · Printing	594.29	750.00	-155.71
7706 · Telephone	367.33	333.33	34.00
7707 · Postage	2,312.19	1,166.67	1,145.52
7708 · Banking Fees	12.00	16.67	-4.67
7709 · S/C Merchant Account	1,379.68	2,369.21	-989.53
7710 · PC & Server Maintenance	1,182.63	633.33	549.30
7711 · Professional - Dues	0.00	183.33	-183.33
7712 · Capital Outlay	0.00	83.33	-83.33
7713 · Copier Maintenance Agreement	2,026.61	1,166.67	859.94
7715 · Property Tax	0.00	54.17	-54.17
7716 · Insurance (G/L,Event,W/C)	0.00	541.67	-541.67
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	213.10	0.00	213.10
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.	15,482.46	16,631.71	-1,149.25
7800 · Staff			
7801 · Gross Wages			
7809 · Contract /WC Chargeback/Intuit	8.66	0.00	8.66
7801 · Gross Wages - Other	20,514.53	27,083.33	-6,568.80
Total 7801 · Gross Wages	20,523.19	27,083.33	-6,560.14
7802 · Company Medicare	292.01	392.70	-100.69
7803 · Company FICA	1,248.60	1,679.16	-430.56

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	<u>Jan 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>
7804 · FUTA (Federal Unemployment)	103.92	23.33	80.59
7805 · SUI (State Unemployment Tax)	59.90	39.37	20.53
7807 · Retirement Benefits	2,051.43	2,275.00	-223.57
7808 · Employee Medical Insurance	7,398.22	3,750.00	3,648.22
Total 7800 · Staff	31,677.27	35,242.89	-3,565.62
7900 · Outside Services.			
7902 · Website Design & Hosting	3,385.94	1,666.67	1,719.27
7903 · Accounting	0.00	1,166.67	-1,166.67
7904 · Legal Fees	0.00	541.66	-541.66
Total 7900 · Outside Services.	3,385.94	3,375.00	10.94
8000 · Scholarships / Education	0.00	416.67	-416.67
Total Expense	50,545.67	114,935.02	-64,389.35
Net Ordinary Income	-9,249.69	0.08	-9,249.77
Other Income/Expense			
Other Income			
1915 · Unrealized/Realized Gain (Loss)	12,877.63	0.00	12,877.63
Total Other Income	12,877.63	0.00	12,877.63
Net Other Income	12,877.63	0.00	12,877.63
Net Income	3,627.94	0.08	3,627.86

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	% of Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	0.0%
4050 · Grants and Contracts	0.0%
4100 · Conference	
4101 · Exhibits	92.26%
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	40.83%
4200 · PCS.	
4201 · PCS Sponsorship	0.0%
4202 · PCS Registration	5.22%
Total 4200 · PCS.	4.05%
4300 · Training	
4302 · TASN Certification	24.44%
4303 · Cont. Education Workshops	
4309 · Administrative Academy	0.0%
4310 · Managers Academy	0.0%
Total 4300 · Training	14.98%
4400 · Pass Through	
4407 · Sales Tax	0.0%
Total 4400 · Pass Through	0.0%
4450 · TASNews /Advertising	0.0%
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	55.08%
4502 · Industry Dues (Membership Dues)	105.27%
Total 4500 · Membership Dues	63.99%

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	% of Budget
4700 · Headquarters	
4704 · Misc. Income	109.92%
4708 · Invest. Interest and Dividends	-40.95%
4717 · Emporium	0.0%
4721 · SNA LAC Sponsors/ Guests	0.0%
4723 · Directors List/ Labels	0.0%
Total 4700 · Headquarters	-23.04%
Total Income	35.93%
Gross Profit	35.93%
Expense	
66900 · Reconciliation Discrepancies	0.0%
7100 · Conference.	
7101 · Exhibits	0.0%
7102 · Registration	0.0%
7111 · Facilities	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 Sessions	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%
7138 · Chapter Tables	0.0%
Total 7100 · Conference.	0.0%
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.	

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7601 · Executive Committee	0.0%
7602 · Public Policy & Legislative	0.0%
7603 · Membership	0.0%
7604 · Organizational Affairs	0.0%
7605 · Education	0.0%
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.	0.0%
7700 · Headquarters.	
7701 · Rent	100.0%
7702 · Staff Travel & Meetings	0.0%
7702A · Staff Training	0.0%
7703 · Office Supplies	44.73%
7704 · Misc. Expense	319.3%
7705 · Printing	79.24%
7706 · Telephone	110.2%
7707 · Postage	198.19%
7708 · Banking Fees	71.99%
7709 · S/C Merchant Account	58.23%
7710 · PC & Server Maintenance	186.73%
7711 · Professional - Dues	0.0%
7712 · Capital Outlay	0.0%
7713 · Copier Maintenance Agreement	173.71%
7715 · Property Tax	0.0%
7716 · Insurance (G/L,Event,W/C)	0.0%
7718 · Marketing	34.54%
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.	93.09%
7800 · Staff	
7801 · Gross Wages	
7809 · Contract /WC Chargeback/Intuit	100.0%
7801 · Gross Wages - Other	75.75%
Total 7801 · Gross Wages	75.78%
7802 · Company Medicare	74.36%
7803 · Company FICA	74.36%

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	% of Budget
7804 · FUTA (Federal Unemployment)	445.44%
7805 · SUI (State Unemployment Tax)	152.15%
7807 · Retirement Benefits	90.17%
7808 · Employee Medical Insurance	197.29%
Total 7800 · Staff	89.88%
7900 · Outside Services.	
7902 · Website Design & Hosting	203.16%
7903 · Accounting	0.0%
7904 · Legal Fees	0.0%
Total 7900 · Outside Services.	100.32%
8000 · Scholarships / Education	0.0%
Total Expense	43.98%
Net Ordinary Income	-11,562,112.5%
Other Income/Expense	
Other Income	
1915 · Unrealized/Realized Gain (Loss)	100.0%
Total Other Income	100.0%
Net Other Income	100.0%
Net Income	4,534,925.0%