

**TASN**  
**Profit & Loss Budget Performance**  
**January 2022**

	Jan 22	Budget	Sep '21 - Jan 22	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	0.00	989.58	0.00	4,947.90	11,875.00
4050 · Grants and Contracts	0.00		0.00	0.00	0.00
<b>4100 · Conference</b>					
4101 · Exhibits	78,000.00	24,552.08	312,740.00	122,760.40	294,625.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,385.42	0.00	31,927.10	76,625.00
<b>4103 · Registration</b>					
A · Early Bird	1,890.00	23,625.00	1,890.00	118,125.00	283,500.00
B · Regular	0.00	1,333.33	0.00	6,666.65	16,000.00
<b>Total 4103 · Registration</b>	1,890.00	24,958.33	1,890.00	124,791.65	299,500.00
4105 · Non-Member Packet	0.00	833.33	0.00	4,166.65	10,000.00
4107 · One Day Reg.	0.00		0.00	0.00	0.00
4108 · Retired Registration	0.00	33.33	0.00	166.65	400.00
4110 · Onsite	0.00	416.67	0.00	2,083.35	5,000.00
4115 · Meals / Evening Event	0.00		0.00	0.00	0.00
<b>4126 · Seminars</b>					
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	416.67	0.00	2,083.35	5,000.00
<b>Total 4126 · Seminars</b>	0.00	416.67	0.00	2,083.35	5,000.00
4131 · Misc. Conference	0.00		0.00	0.00	0.00
4132 · Chapter Tables	0.00	16.67	0.00	83.35	200.00
4134 · Annual Sponsors	0.00	2,916.67	0.00	14,583.35	35,000.00
<b>Total 4100 · Conference</b>	79,890.00	60,529.17	314,630.00	302,645.85	726,350.00
<b>4200 · PCS.</b>					
4201 · PCS Sponsorship	5,500.00	2,500.00	5,500.00	12,500.00	30,000.00
4202 · PCS Registration	27,950.00	6,562.50	47,300.00	32,812.50	78,750.00
<b>Total 4200 · PCS.</b>	33,450.00	9,062.50	52,800.00	45,312.50	108,750.00
<b>4300 · Training</b>					
4302 · TASN Certification	840.00	2,500.00	4,340.00	12,500.00	30,000.00
4303 · Cont. Education Workshops	0.00	0.00	0.00	0.00	0.00
4309 · Administrative Academy	0.00	916.67	8,800.00	4,583.35	11,000.00
4310 · Managers Academy	0.00	1,316.67	0.00	6,583.35	15,800.00
<b>Total 4300 · Training</b>	840.00	4,733.34	13,140.00	23,666.70	56,800.00

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<b>4400 · Pass Through</b>					
<b>4407 · Sales Tax</b>	0.00	16.67	0.00	83.35	200.00
<b>Total 4400 · Pass Through</b>	0.00	16.67	0.00	83.35	200.00
<b>4450 · TASNews /Advertising</b>	0.00	2,916.67	8,400.00	14,583.35	35,000.00
<b>4500 · Membership Dues</b>					
<b>4501 · State Dues ( Membership Dues)</b>	30,532.00	13,750.00	112,022.33	68,750.00	165,000.00
<b>4502 · Industry Dues (Membership D...</b>	5,098.00	3,083.33	24,010.50	15,416.65	37,000.00
<b>Total 4500 · Membership Dues</b>	35,630.00	16,833.33	136,032.83	84,166.65	202,000.00
<b>4600 · Board of Directors</b>					
<b>4619 · TASN Leadership Camp</b>	0.00	625.00	0.00	3,125.00	7,500.00
<b>Total 4600 · Board of Directors</b>	0.00	625.00	0.00	3,125.00	7,500.00
<b>4700 · Headquarters</b>					
<b>4704 · Misc. Income</b>	0.00	125.00	50.14	625.00	1,500.00
<b>4708 · Invest. Interest and Dividends</b>	-24,046.79	2,500.00	-18,671.01	12,500.00	30,000.00
<b>4717 · Emporium</b>	0.00		0.00	0.00	0.00
<b>4721 · SNA LAC Sponsors/ Guests</b>	0.00	416.67	0.00	2,083.35	5,000.00
<b>4723 · Directors List/ Labels</b>	0.00	0.00	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	-24,046.79	3,041.67	-18,620.87	15,208.35	36,500.00
<b>Total Income</b>	125,763.21	98,747.93	506,381.96	493,739.65	1,184,975.00
<b>Gross Profit</b>	125,763.21	98,747.93	506,381.96	493,739.65	1,184,975.00
<b>Expense</b>					
<b>66900 · Reconciliation Discrepancies</b>	0.00		0.00	0.00	0.00
<b>7100 · Conference.</b>					
<b>7101 · Exhibits</b>	0.00	3,900.00	0.00	19,500.00	46,800.00
<b>7102 · Registration</b>	0.00	2,500.00	0.00	12,500.00	30,000.00
<b>7111 · Facilities</b>	0.00	3,333.33	-1,982.75	16,666.65	40,000.00
<b>7112 · Awards / Trophies/ Ribbons</b>	0.00	208.33	0.00	1,041.65	2,500.00
<b>7113 · Awards Ceremony</b>	0.00	375.00	0.00	1,875.00	4,500.00
<b>7115 · Banquet</b>	0.00	6,250.00	0.00	31,250.00	75,000.00
<b>7116 · Industry Event</b>	0.00	7,500.00	0.00	37,500.00	90,000.00
<b>7120 · Special Meals / Events</b>	0.00	333.33	0.00	1,666.65	4,000.00
<b>7121 · Conference Planning</b>	0.00	125.00	572.16	625.00	1,500.00
<b>7123 · Staff Travel / Photographer</b>	0.00	375.00	0.00	1,875.00	4,500.00
<b>7124 · General Sessions</b>	0.00	3,333.33	4,750.00	16,666.65	40,000.00
<b>7125 · Learning Sessions</b>	0.00	2,083.33	0.00	10,416.65	25,000.00
<b>7130 · Annual Meeting</b>	0.00	458.33	0.00	2,291.65	5,000.00
<b>7131 · Misc. Conference</b>	0.00	541.67	0.00	2,708.35	6,500.00
<b>7132 · Conf. Temps</b>	0.00	416.67	0.00	2,083.35	5,000.00
<b>7136 · T-Shirt Cost</b>	0.00	625.00	2,214.77	3,125.00	7,500.00

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7138 · Chapter Tables	0.00	41.67	0.00	208.35	500.00
7100 · Conference. - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7100 · Conference.</b>	<b>0.00</b>	<b>32,399.99</b>	<b>5,554.18</b>	<b>161,999.95</b>	<b>388,800.00</b>
<b>7200 · PCS</b>					
7201 · PCS	4,026.17	6,666.67	6,526.17	33,333.35	80,000.00
7200 · PCS - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7200 · PCS</b>	<b>4,026.17</b>	<b>6,666.67</b>	<b>6,526.17</b>	<b>33,333.35</b>	<b>80,000.00</b>
<b>7300 · Training.</b>					
7309 · Administrative Academy	0.00	583.33	5,271.95	2,916.65	7,000.00
7310 · Managers Academy	0.00	666.67	0.00	3,333.35	8,000.00
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>1,250.00</b>	<b>5,271.95</b>	<b>6,250.00</b>	<b>15,000.00</b>
<b>7400 · Pass Through.</b>					
7405 · SNA- TX Delegation Dinner/Mi...	0.00	375.00	1,500.00	1,875.00	4,500.00
7407 · Sales Tax	0.00	16.67	0.00	83.35	200.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>391.67</b>	<b>1,500.00</b>	<b>1,958.35</b>	<b>4,700.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	0.00	0.00	4,500.00	0.00	0.00
7502 · Graphic Designer	4,500.00	2,083.33	4,500.00	10,416.65	25,000.00
<b>Total 7500 · Publications</b>	<b>4,500.00</b>	<b>2,083.33</b>	<b>9,000.00</b>	<b>10,416.65</b>	<b>25,000.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	121.09	3,000.00	8,145.17	15,000.00	36,000.00
7602 · Public Policy & Legislative	0.00	541.67	3,177.18	2,708.35	6,500.00
7603 · Membership	0.00	208.33	480.61	1,041.65	2,500.00
7604 · Organizational Affairs	0.00	125.00	356.77	625.00	1,500.00
7605 · Education	-322.45	208.33	485.33	1,041.65	2,500.00
7606 · Area Representatives	169.20	1,000.00	1,783.67	5,000.00	12,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	625.00	1,500.00
7609 · Nominating Committee	0.00	125.00	0.00	625.00	1,500.00
7610 · Industry Committee	0.00	166.67	1,764.62	833.35	2,000.00
7612 · Board of Dir. Meeting	0.00	416.67	2,769.52	2,083.35	5,000.00
7613 · Parliamentarian	0.00	125.00	0.00	625.00	1,500.00
7614 · Other Authorized meetings	0.00	83.33	17,802.15	416.65	1,000.00
7619 · Leadership Camp	0.00	416.67	0.00	2,083.35	5,000.00
<b>Total 7600 · Board of Directors.</b>	<b>-32.16</b>	<b>6,541.67</b>	<b>36,765.02</b>	<b>32,708.35</b>	<b>78,500.00</b>

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<b>7700 · Headquarters.</b>					
7701 · Rent	4,921.67	3,916.67	23,554.32	19,583.35	47,000.00
7702 · Staff Travel & Meetings	632.11	833.33	2,620.40	4,166.65	10,000.00
7702A · Staff Training	0.00	416.67	0.00	2,083.35	5,000.00
7703 · Office Supplies	477.36	416.67	1,028.64	2,083.35	5,000.00
7704 · Misc. Expense	0.00	416.67	1,971.51	2,083.35	5,000.00
7705 · Printing	0.00	889.08	0.00	4,445.40	10,669.00
7706 · Telephone	484.88	500.00	1,605.71	2,500.00	6,000.00
7707 · Postage	1,563.79	916.67	4,189.55	4,583.35	11,000.00
7708 · Banking Fees	0.00	16.67	41.95	83.35	200.00
7709 · S/C Merchant Account	0.00	833.33	1,885.77	4,166.65	10,000.00
7710 · PC & Server Maintenance	3,035.19	1,500.00	8,679.21	7,500.00	18,000.00
7711 · Professional - Dues	0.00	183.33	902.50	916.65	2,200.00
7712 · Capital Outlay	0.00	250.00	0.00	1,250.00	3,000.00
7713 · Copier Maintenance Agreement	2,027.95	1,166.67	4,736.18	5,833.35	14,000.00
7715 · Property Tax	0.00	54.17	772.65	270.85	650.00
7716 · Insurance (G/L,Event,W/C)	3,810.00	541.67	6,476.00	2,708.35	6,500.00
7718 · Marketing	143.91	416.67	2,384.35	2,083.35	5,000.00
7719 · Classified Ads	0.00		0.00	0.00	0.00
7720 · Ballot Systems	0.00	291.67	0.00	1,458.35	3,500.00
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
7727 · Previous Years Transactions	0.00		0.00	0.00	0.00
7730 · Membership	0.00		0.00	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>17,096.86</b>	<b>13,559.94</b>	<b>60,848.74</b>	<b>67,799.70</b>	<b>162,719.00</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/...	1,824.81	0.00	17,888.92	0.00	0.00
7801 · Gross Wages - Other	13,986.02	25,166.67	74,966.06	125,833.35	302,000.00
<b>Total 7801 · Gross Wages</b>	<b>15,810.83</b>	<b>25,166.67</b>	<b>92,854.98</b>	<b>125,833.35</b>	<b>302,000.00</b>
7802 · Company Medicare	199.63	364.92	1,070.02	1,824.60	4,379.00
7803 · Company FICA	853.56	1,560.33	4,575.18	7,801.65	18,724.00
7804 · FUTA ( Federal Unemployment)	63.97	28.00	63.97	140.00	336.00
7805 · SUI ( State Unemployment Tax)	39.25	47.25	39.25	236.25	567.00
7807 · Retirement Benefits	1,398.58	2,500.00	6,595.41	12,500.00	30,000.00
7808 · Employee Medical Insurance	3,488.56	3,062.50	10,558.04	15,312.50	36,750.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7800 · Staff</b>	<b>21,854.38</b>	<b>32,729.67</b>	<b>115,756.85</b>	<b>163,648.35</b>	<b>392,756.00</b>

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<b>7900 · Outside Services.</b>					
<b>7902 · Website Design &amp; Hosting</b>	1,772.23	1,333.33	3,990.74	6,666.65	16,000.00
<b>7903 · Accounting</b>	0.00	1,166.67	0.00	5,833.35	14,000.00
<b>7904 · Legal Fees</b>	0.00	208.33	2,291.50	1,041.65	2,500.00
<b>Total 7900 · Outside Services.</b>	1,772.23	2,708.33	6,282.24	13,541.65	32,500.00
<b>8000 · Scholarships / Education</b>	0.00	416.67	0.00	2,083.35	5,000.00
<b>Total Expense</b>	49,217.48	98,747.94	247,505.15	493,739.70	1,184,975.00
<b>Net Ordinary Income</b>	76,545.73	-0.01	258,876.81	-0.05	0.00
<b>Other Income/Expense</b>					
<b>Other Income</b>					
<b>1915 · Unrealized/Realized Gain (Loss)</b>	-875.92	0.00	-3,320.94	0.00	0.00
<b>Total Other Income</b>	-875.92	0.00	-3,320.94	0.00	0.00
<b>Net Other Income</b>	-875.92	0.00	-3,320.94	0.00	0.00
<b>Net Income</b>	<b>75,669.81</b>	<b>-0.01</b>	<b>255,555.87</b>	<b>-0.05</b>	<b>0.00</b>