

## TASN Profit & Loss Budget Performance January 2024

	Jan 24	Budget	Sep '23 - Jan 24	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	0.00	937.50	0.00	4,687.50	11,250.00
4100 · Conference					
4101 · Exhibits	155,200.00	32,625.00	414,750.00	163,125.00	391,500.00
4101A · Kitchen Space Rental / ICE	0.00		0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,187.50	0.00	30,937.50	74,250.00
4103 · Registration					
A · Early Bird	3,900.00	27,312.50	3,900.00	136,562.50	327,750.00
B · Regular	0.00	1,675.00	0.00	8,375.00	20,100.00
<b>Total 4103 · Registration</b>	<b>3,900.00</b>	<b>28,987.50</b>	<b>3,900.00</b>	<b>144,937.50</b>	<b>347,850.00</b>
4105 · Non-Member Packet	0.00		0.00	0.00	0.00
4108 · Retired Registration	0.00	47.92	0.00	239.60	575.00
4110 · Onsite	0.00	643.75	0.00	3,218.75	7,725.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00		0.00	0.00	0.00
4126 O · Sanitation	0.00		0.00	0.00	0.00
4126 P · Safety	0.00		0.00	0.00	0.00
4126 W · Grant Writing	0.00		0.00	0.00	0.00
4126 · Seminars - Other	0.00	250.00	0.00	1,250.00	3,000.00
<b>Total 4126 · Seminars</b>	<b>0.00</b>	<b>250.00</b>	<b>0.00</b>	<b>1,250.00</b>	<b>3,000.00</b>
4132 · Chapter Tables	0.00	16.67	0.00	83.35	200.00
4134 · Annual Sponsors	8,000.00	4,166.67	13,000.00	20,833.35	50,000.00
<b>Total 4100 · Conference</b>	<b>167,100.00</b>	<b>72,925.01</b>	<b>431,650.00</b>	<b>364,625.05</b>	<b>875,100.00</b>
4200 · PCS.					
4201 · PCS Sponsorship	5,500.00	2,500.00	26,498.00	12,500.00	30,000.00
4202 · PCS Registration	22,950.00	7,125.00	83,275.00	35,625.00	85,500.00
<b>Total 4200 · PCS.</b>	<b>28,450.00</b>	<b>9,625.00</b>	<b>109,773.00</b>	<b>48,125.00</b>	<b>115,500.00</b>
4300 · Training					
4302 · TASN Certification	2,640.00	2,083.33	10,520.00	10,416.65	25,000.00
4303 · Cont. Education Workshops	0.00		0.00	0.00	0.00
4309 · Administrative Academy	0.00	958.33	12,650.00	4,791.65	11,500.00
4310 · Managers Academy	0.00	1,400.00	0.00	7,000.00	16,800.00
<b>Total 4300 · Training</b>	<b>2,640.00</b>	<b>4,441.66</b>	<b>23,170.00</b>	<b>22,208.30</b>	<b>53,300.00</b>
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	83.35	200.00
<b>Total 4400 · Pass Through</b>	<b>0.00</b>	<b>16.67</b>	<b>0.00</b>	<b>83.35</b>	<b>200.00</b>
4450 · TASNews /Advertising	0.00	3,916.67	1,123.00	19,583.35	47,000.00

**TASN**  
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<b>4500 · Membership Dues</b>					
4501 · State Dues ( Membership Dues)	13,143.00	15,000.00	139,761.00	75,000.00	180,000.00
4502 · Industry Dues (Membership Dues)	5,900.00	3,500.00	31,292.62	17,500.00	42,000.00
<b>Total 4500 · Membership Dues</b>	19,043.00	18,500.00	171,053.62	92,500.00	222,000.00
<b>4600 · Board of Directors</b>					
4619 · TASN Leadership Camp	0.00		0.00	0.00	0.00
<b>Total 4600 · Board of Directors</b>	0.00		0.00	0.00	0.00
<b>4700 · Headquarters</b>					
4704 · Misc. Income	0.00		1,101.47	0.00	0.00
4708 · Invest. Interest and Dividends	0.00		0.00	0.00	0.00
4721 · SNA LAC Dinner Sponsors/ Guests	1,250.00	400.00	1,250.00	2,000.00	4,800.00
4723 · Directors List/ Labels	0.00		0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	1,250.00	400.00	2,351.47	2,000.00	4,800.00
<b>Total Income</b>	218,483.00	110,762.51	739,121.09	553,812.55	1,329,150.00
<b>Gross Profit</b>	218,483.00	110,762.51	739,121.09	553,812.55	1,329,150.00
<b>Expense</b>					
<b>7100 · Conference.</b>					
7101 · Exhibits	0.00	4,166.67	0.00	20,833.35	50,000.00
7102 · Registration	0.00	3,333.33	0.00	16,666.65	40,000.00
7111 · Facilities	0.00	3,583.33	49,169.88	17,916.65	43,000.00
7112 · Awards / Trophies/ Ribbons	0.00	250.00	0.00	1,250.00	3,000.00
7113 · Awards Ceremony	0.00	333.33	0.00	1,666.65	4,000.00
7115 · Banquet	0.00	8,333.33	0.00	41,666.65	100,000.00
7116 · Industry Event	0.00	7,500.00	0.00	37,500.00	90,000.00
7120 · Special Meals / Events	0.00	166.67	0.00	833.35	2,000.00
7121 · Conference Planning	0.00	166.67	0.00	833.35	2,000.00
7123 · Staff Travel / Photographer	0.00	416.67	0.00	2,083.35	5,000.00
7124 · General Sesssions	0.00	3,666.67	0.00	18,333.35	44,000.00
7125 · Learning Sessions	0.00	2,500.00	0.00	12,500.00	30,000.00
7130 · Annual Meeting	0.00	416.67	0.00	2,083.35	5,000.00
7131 · Misc. Conference	0.00	416.67	0.00	2,083.35	5,000.00
7132 · Conf. Temps	0.00	416.67	0.00	2,083.35	5,000.00
7136 · T-Shirt Cost	0.00	833.33	0.00	4,166.65	10,000.00
7138 · Chapter Tables	0.00	16.67	0.00	83.35	200.00
7100 · Conference. - Other	0.00		0.00	0.00	0.00
<b>Total 7100 · Conference.</b>	0.00	36,516.68	49,169.88	182,583.40	438,200.00

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<b>7200 · PCS</b>					
7201 · PCS	34,806.57	7,916.67	67,076.64	39,583.35	95,000.00
<b>Total 7200 · PCS</b>	34,806.57	7,916.67	67,076.64	39,583.35	95,000.00
<b>7300 · Training.</b>					
7309 · Administrative Academy	0.00	750.00	6,165.23	3,750.00	9,000.00
7310 · Managers Academy	0.00	916.67	0.00	4,583.35	11,000.00
<b>Total 7300 · Training.</b>	0.00	1,666.67	6,165.23	8,333.35	20,000.00
<b>7400 · Pass Through.</b>					
7405 · SNA- TX Delegation Dinner/Misc.	3,000.00	375.00	3,000.00	1,875.00	4,500.00
7407 · Sales Tax	0.00	16.67	52.00	83.35	200.00
<b>Total 7400 · Pass Through.</b>	3,000.00	391.67	3,052.00	1,958.35	4,700.00
<b>7500 · Publications</b>					
7502 · Graphic Designer	0.00	3,800.00	19,000.00	19,000.00	45,600.00
<b>Total 7500 · Publications</b>	0.00	3,800.00	19,000.00	19,000.00	45,600.00
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	1,370.54	3,750.00	9,816.46	18,750.00	45,000.00
7602 · Public Policy & Legislative	0.00	541.67	1,829.64	2,708.35	6,500.00
7603 · Membership	0.00	125.00	583.69	625.00	1,500.00
7604 · Organizational Affairs	0.00	100.00	467.37	500.00	1,200.00
7605 · Education	3,224.34	166.67	3,820.04	833.35	2,000.00
7606 · Area Representatives	0.00	833.33	6,915.81	4,166.65	10,000.00
7607 · BOC - Past President's Advisory	0.00		0.00	0.00	0.00
7609 · Nominating Committee	0.00	83.33	797.00	416.65	1,000.00
7610 · Industry Committee	0.00	166.67	840.12	833.35	2,000.00
7612 · Board of Dir. Meeting	271.17	791.67	3,220.69	3,958.35	9,500.00
7613 · Parliamentarian	0.00	83.33	629.91	416.65	1,000.00
7614 · Other Authorized meetings	377.58		377.58	0.00	0.00
7619 · Leadership Camp	0.00		0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	5,243.63	6,641.67	29,298.31	33,208.35	79,700.00
<b>7700 · Headquarters.</b>					
7701 · Rent	4,053.87	4,416.67	24,214.52	22,083.35	53,000.00
7702 · Staff Travel & Meetings	-968.56	1,333.33	2,122.43	6,666.65	16,000.00
7702A · Staff Training	0.00	500.00	0.00	2,500.00	6,000.00
7703 · Office Supplies	173.81	333.33	964.81	1,666.65	4,000.00
7704 · Misc. Expense	1,273.40	250.00	1,860.40	1,250.00	3,000.00
7705 · Printing	0.00	416.67	1,404.03	2,083.35	5,000.00
7706 · Telephone	317.44	416.67	1,437.20	2,083.35	5,000.00
7707 · Postage	3,019.19	750.00	7,345.82	3,750.00	9,000.00
7708 · Banking Fees	0.00	8.33	0.00	41.65	100.00
7709 · S/C Merchant Account	1,637.87	616.67	8,035.25	3,083.35	7,400.00

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7710 · PC & Server Maintenance	2,033.04	1,500.00	8,177.73	7,500.00	18,000.00
7711 · Professional - Dues	0.00	127.58	405.00	637.90	1,531.00
7712 · Capital Outlay	20,925.00		20,925.00	0.00	0.00
7713 · Copier Maintenance Agreement	1,045.16	1,166.67	5,342.29	5,833.35	14,000.00
7715 · Property Tax	0.00	66.67	130.04	333.35	800.00
7716 · Insurance (G/L,Event,W/C)	0.00	416.67	4,821.00	2,083.35	5,000.00
7718 · Marketing	491.65	416.67	2,586.07	2,083.35	5,000.00
7720 · Ballot Systems	0.00	416.67	0.00	2,083.35	5,000.00
7722 · Temp Fees	0.00		0.00	0.00	0.00
7723 · Database Maintenance	0.00		0.00	0.00	0.00
7725 · Depreciation Expense	0.00		0.00	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>34,001.87</b>	<b>13,152.60</b>	<b>89,771.59</b>	<b>65,763.00</b>	<b>157,831.00</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	19.49		15,872.66	0.00	0.00
7801 · Gross Wages - Other	18,840.38	28,666.67	85,375.19	143,333.35	344,000.00
<b>Total 7801 · Gross Wages</b>	<b>18,859.87</b>	<b>28,666.67</b>	<b>101,247.85</b>	<b>143,333.35</b>	<b>344,000.00</b>
7802 · Company Medicare	267.16	415.67	1,209.28	2,078.35	4,988.00
7803 · Company FICA	1,142.35	1,777.33	5,170.77	8,886.65	21,328.00
7804 · FUTA ( Federal Unemployment)	88.93	28.00	88.93	140.00	336.00
7805 · SUI ( State Unemployment Tax)	42.05	47.25	42.05	236.25	567.00
7807 · Retirement Benefits	1,884.02	2,866.67	8,537.45	14,333.35	34,400.00
7808 · Employee Medical Insurance	3,126.36	3,500.00	9,325.72	17,500.00	42,000.00
<b>Total 7800 · Staff</b>	<b>25,410.74</b>	<b>37,301.59</b>	<b>125,622.05</b>	<b>186,507.95</b>	<b>447,619.00</b>
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	39.99	1,250.00	2,597.30	6,250.00	15,000.00
7903 · Accounting	5,000.00	1,166.67	12,000.00	5,833.35	14,000.00
7904 · Legal Fees	243.80	208.33	3,960.07	1,041.65	2,500.00
<b>Total 7900 · Outside Services.</b>	<b>5,283.79</b>	<b>2,625.00</b>	<b>18,557.37</b>	<b>13,125.00</b>	<b>31,500.00</b>
<b>8000 · Scholarships / Education</b>	<b>0.00</b>	<b>750.00</b>	<b>0.00</b>	<b>3,750.00</b>	<b>9,000.00</b>
<b>Total Expense</b>	<b>107,746.60</b>	<b>110,762.55</b>	<b>407,713.07</b>	<b>553,812.75</b>	<b>1,329,150.00</b>
<b>Net Ordinary Income</b>	<b>110,736.40</b>	<b>-0.04</b>	<b>331,408.02</b>	<b>-0.20</b>	<b>0.00</b>

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Accrual Basis

**TASN**  
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	<u>Jan 24</u>	<u>Budget</u>	<u>Sep '23 - Jan 24</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
1915 · Unrealized/Realized Gain (Loss)	-1,369.58		33,914.37	0.00	0.00
<b>Total Other Income</b>	-1,369.58		33,914.37	0.00	0.00
<b>Net Other Income</b>	-1,369.58	0.00	33,914.37	0.00	0.00
<b>Net Income</b>	<u><u>109,366.82</u></u>	<u><u>-0.04</u></u>	<u><u>365,322.39</u></u>	<u><u>-0.20</u></u>	<u><u>0.00</u></u>