

## TASN Profit & Loss Budget Performance July 2020

	Jul 20	Budget	Sep '19 - Jul 20	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	0.00	1,031.25	4,750.00	11,343.75	12,375.00
4050 · Grants and Contracts	0.00	0.00	0.00	0.00	0.00
<b>4100 · Conference</b>					
4101 · Exhibits	0.00	32,062.50	0.00	352,687.50	384,750.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	7,125.00	0.00	78,375.00	85,500.00
4103 · Registration					
A · Early Bird	0.00	24,750.00	0.00	272,250.00	297,000.00
B · Regular	0.00	2,583.33	0.00	28,416.63	31,000.00
<b>Total 4103 · Registration</b>	0.00	27,333.33	0.00	300,666.63	328,000.00
4105 · Non-Member Packet	0.00	391.67	0.00	4,308.37	4,700.00
4107 · One Day Reg.	0.00	166.67	0.00	1,833.37	2,000.00
4108 · Retired Registration	0.00	25.00	0.00	275.00	300.00
4110 · Onsite	0.00	333.33	0.00	3,666.63	4,000.00
4115 · Meals / Evening Event	0.00	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 U · Financial Management	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	4,583.37	5,000.00
<b>Total 4126 · Seminars</b>	0.00	416.67	0.00	4,583.37	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	458.37	500.00
4134 · Annual Sponsors	0.00	4,166.67	0.00	45,833.37	50,000.00
<b>Total 4100 · Conference</b>	0.00	72,062.51	0.00	792,687.61	864,750.00
<b>4200 · Industry Seminar</b>					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	22,000.00	32,083.37	35,000.00
4202 · TASN Industry Seminar Reg.	0.00	7,312.50	85,625.00	80,437.50	87,750.00
<b>Total 4200 · Industry Seminar</b>	0.00	10,229.17	107,625.00	112,520.87	122,750.00
<b>4300 · Training</b>					
4302 · TASN Certification	640.00	4,418.67	10,979.00	48,605.37	53,024.00
4309 · Administrative Academy	0.00	916.67	6,600.00	10,083.37	11,000.00
4310 · Managers Academy	3,950.00	1,316.67	7,505.00	14,483.37	15,800.00
<b>Total 4300 · Training</b>	4,590.00	6,652.01	25,084.00	73,172.11	79,824.00

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<b>4400 · Pass Through</b>					
<b>4407 · Sales Tax</b>	0.00	16.67	9.53	183.37	200.00
<b>Total 4400 · Pass Through</b>	0.00	16.67	9.53	183.37	200.00
<b>4450 · TASNews /Advertising</b>	660.00	7,916.67	22,715.00	87,083.37	95,000.00
<b>4500 · Membership Dues</b>					
<b>4501 · State Dues ( Membership Dues)</b>	7,423.00	12,823.42	170,758.43	141,057.62	153,881.00
<b>4502 · Industry Dues (Membership Dues)</b>	1,150.00	2,766.92	45,208.75	30,436.12	33,203.00
<b>Total 4500 · Membership Dues</b>	8,573.00	15,590.34	215,967.18	171,493.74	187,084.00
<b>4700 · Headquarters</b>					
<b>4704 · Misc. Income</b>	0.00	250.00	-314.32	2,750.00	3,000.00
<b>4708 · Invest. Interest and Dividends</b>	-810.17	5,416.67	68,322.32	59,583.37	65,000.00
<b>4717 · Emporium</b>	0.00	0.00	0.00	0.00	0.00
<b>4721 · SNA LAC Sponsors/ Guests</b>	0.00	0.00	5,150.00	5,000.00	5,000.00
<b>4723 · Labels (Directory Mailing)</b>	125.00	0.00	125.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	-685.17	5,666.67	73,283.00	67,333.37	73,000.00
<b>Total Income</b>	13,137.83	119,165.29	449,433.71	1,315,818.19	1,434,983.00
<b>Gross Profit</b>	13,137.83	119,165.29	449,433.71	1,315,818.19	1,434,983.00
<b>Expense</b>					
<b>66900 · Reconciliation Discrepancies</b>	0.00	0.00	0.00	0.00	0.00
<b>7100 · Conference.</b>					
<b>7101 · Exhibits</b>	0.00	5,000.00	10,981.75	55,000.00	60,000.00
<b>7102 · Registration</b>	0.00	2,500.00	0.00	27,500.00	30,000.00
<b>7111 · Facilities</b>	0.00	3,083.33	45,298.00	33,916.63	37,000.00
<b>7112 · Awards / Trophies/ Ribbons</b>	2,638.17	333.33	2,638.17	3,666.63	4,000.00
<b>7113 · Awards Ceremony</b>	0.00	416.67	0.00	4,583.37	5,000.00
<b>7115 · Banquet</b>	0.00	8,333.33	0.00	91,666.63	100,000.00
<b>7116 · Industry Event</b>	0.00	6,916.67	1,074.00	76,083.37	83,000.00
<b>7120 · Special Meals / Events</b>	0.00	333.33	0.00	3,666.63	4,000.00
<b>7121 · Conference Planning</b>	0.00	125.00	202.97	1,375.00	1,500.00
<b>7123 · Staff Travel / Photographer</b>	0.00	291.67	890.00	3,208.37	3,500.00
<b>7124 · General Sessions</b>	0.00	4,416.67	2,898.37	48,583.37	53,000.00
<b>7125 · Learning Sessions</b>	0.00	2,000.00	146.00	22,000.00	24,000.00
<b>7130 · Annual Meeting</b>	0.00	458.33	0.00	5,041.63	5,500.00
<b>7131 · Misc. Conference</b>	0.00	541.67	78.90	5,958.37	6,500.00
<b>7132 · Conf. Temps</b>	0.00	416.67	0.00	4,583.37	5,000.00
<b>7136 · T-Shirt Cost</b>	0.00	625.00	0.00	6,875.00	7,500.00
<b>7137 · Emporium Items</b>	0.00	0.00	0.00	0.00	0.00
<b>7138 · Chapter Tables</b>	0.00	41.67	0.00	458.37	500.00
<b>Total 7100 · Conference.</b>	2,638.17	35,833.34	64,208.16	394,166.74	430,000.00

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<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	0.00	7,083.33	83,761.37	77,916.63	85,000.00
<b>Total 7200 · Industry Seminar.</b>	0.00	7,083.33	83,761.37	77,916.63	85,000.00
<b>7300 · Training.</b>					
7309 · Directors Academy	0.00	333.33	7,335.33	3,666.63	4,000.00
7310 · Managers Academy	0.00	833.33	0.00	9,166.63	10,000.00
<b>Total 7300 · Training.</b>	0.00	1,166.66	7,335.33	12,833.26	14,000.00
<b>7400 · Pass Through.</b>					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	0.00	4,440.64	5,000.00	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	183.37	200.00
<b>Total 7400 · Pass Through.</b>	0.00	16.67	4,440.64	5,183.37	5,200.00
<b>7500 · Publications</b>					
7501 · TASNews	0.00	3,500.00	30,503.65	38,500.00	42,000.00
7502 · Graphic Designer	0.00	3,600.00	13,100.00	36,000.00	43,200.00
<b>Total 7500 · Publications</b>	0.00	7,100.00	43,603.65	74,500.00	85,200.00
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	0.00	3,833.33	24,518.16	42,166.63	46,000.00
7602 · Public Policy & Legislative	0.00	541.67	3,973.44	5,958.37	6,500.00
7603 · Membership	0.00	208.33	225.71	2,291.63	2,500.00
7604 · Organizational Affairs	0.00	125.00	406.54	1,375.00	1,500.00
7605 · Education	0.00	208.33	932.93	2,291.63	2,500.00
7606 · Area Representatives	0.00	1,500.00	12,611.83	16,500.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,375.00	1,500.00
7609 · Nominating Committee	0.00	125.00	855.15	1,375.00	1,500.00
7610 · Industry Committee	0.00	166.67	1,891.58	1,833.37	2,000.00
7612 · Board of Dir. Meeting	0.00	1,166.67	7,305.57	12,833.37	14,000.00
7613 · Parlimentarian	0.00	500.00	159.85	1,500.00	1,500.00
7614 · Other Authorized meetings	0.00	500.00	75.00	5,500.00	6,000.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	0.00	9,000.00	52,955.76	95,000.00	103,500.00

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<b>7700 · Headquarters.</b>					
7701 · Rent	6,000.00	6,000.00	72,000.00	66,000.00	72,000.00
7702 · Staff Travel & Meetings	0.00	1,250.00	12,514.06	13,750.00	15,000.00
7702A · Staff Training	142.84	666.67	1,708.99	7,333.37	8,000.00
7703 · Office Supplies	130.71	500.00	2,990.61	5,500.00	6,000.00
7704 · Misc. Expense	527.05	333.33	5,788.91	3,666.63	4,000.00
7705 · Printing	0.00	750.00	7,781.00	8,250.00	9,000.00
7706 · Telephone	577.33	333.33	4,610.59	3,666.63	4,000.00
7707 · Postage	2,312.19	1,250.00	14,251.96	13,750.00	15,000.00
7708 · Banking Fees	12.00	16.67	242.50	183.37	200.00
7709 · S/C Merchant Account	298.37	2,410.21	14,450.45	26,512.31	28,922.50
7710 · PC & Server Maintenance	1,188.59	666.67	13,011.41	7,333.37	8,000.00
7711 · Professional - Dues	0.00	183.33	2,246.75	2,016.63	2,200.00
7712 · Capital Outlay	1,169.10	416.67	17,847.35	4,583.37	5,000.00
7713 · Copier Maintenance Agreement	1,028.68	1,166.67	11,427.64	12,833.37	14,000.00
7715 · Property Tax	0.00	41.67	222.04	458.37	500.00
7716 · Insurance (G/L,Event,W/C)	1,212.00	533.33	6,538.00	5,866.63	6,400.00
7718 · Marketing	0.00	666.67	5,604.87	7,333.37	8,000.00
7719 · Classified Ads	0.00	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	4,944.08	6,416.63	7,000.00
7723 · Database Maintenance	253.18	0.00	253.18	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
7730 · Membership	0.00	0.00	0.00	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>14,852.04</b>	<b>17,768.55</b>	<b>198,434.39</b>	<b>195,454.05</b>	<b>213,222.50</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	12.99	0.00	203.22	0.00	0.00
7801 · Gross Wages - Other	25,820.21	29,583.33	312,852.10	325,416.63	355,000.00
<b>Total 7801 · Gross Wages</b>	<b>25,833.20</b>	<b>29,583.33</b>	<b>313,055.32</b>	<b>325,416.63</b>	<b>355,000.00</b>
7802 · Company Medicare	363.14	428.96	4,409.49	4,718.56	5,147.50
7803 · Company FICA	1,552.74	1,834.17	18,854.31	20,175.87	22,010.00
7804 · FUTA ( Federal Unemployment)	0.00	28.00	252.00	308.00	336.00
7805 · SUI ( State Unemployment Tax)	0.00	47.25	167.40	519.75	567.00
7807 · Retirement Benefits	0.00	2,941.67	23,634.62	32,358.37	35,300.00
7808 · Employee Medical Insurance	8,448.24	3,583.33	47,388.10	39,416.63	43,000.00
<b>Total 7800 · Staff</b>	<b>36,197.32</b>	<b>38,446.71</b>	<b>407,761.24</b>	<b>422,913.81</b>	<b>461,360.50</b>

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<b>7900 · Outside Services.</b>					
<b>7902 · Website Design &amp; Hosting</b>	784.85	1,000.00	13,860.00	11,000.00	12,000.00
<b>7903 · Accounting</b>	0.00	0.00	13,250.00	14,000.00	14,000.00
<b>7904 · Legal Fees</b>	283.50	125.00	3,240.32	1,375.00	1,500.00
<b>Total 7900 · Outside Services.</b>	1,068.35	1,125.00	30,350.32	26,375.00	27,500.00
<b>8000 · Scholarships / Education</b>	0.00	833.33	2,750.00	9,166.63	10,000.00
<b>Total Expense</b>	54,755.88	118,373.59	895,600.86	1,313,509.49	1,434,983.00
<b>Net Ordinary Income</b>	-41,618.05	791.70	-446,167.15	2,308.70	0.00
<b>Other Income/Expense</b>					
<b>Other Income</b>					
<b>1915 · Unrealized/Realized Gain (Loss)</b>	24,833.02	0.00	-103,195.47	0.00	0.00
<b>Total Other Income</b>	24,833.02	0.00	-103,195.47	0.00	0.00
<b>Net Other Income</b>	24,833.02	0.00	-103,195.47	0.00	0.00
<b>Net Income</b>	<b>-16,785.03</b>	<b>791.70</b>	<b>-549,362.62</b>	<b>2,308.70</b>	<b>0.00</b>