

TASN
Profit & Loss Budget Performance
June 2020

	Jun 20	Budget	Sep '19 - Jun 20
Ordinary Income/Expense			
Income			
4000 · Scholarship / Education	0.00	1,031.25	4,750.00
4100 · Conference			
4101 · Exhibits	-188,480.00	32,062.50	0.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	7,125.00	0.00
4103 · Registration			
A · Early Bird	-5,990.00	24,750.00	0.00
B · Regular	0.00	2,583.33	0.00
Total 4103 · Registration	-5,990.00	27,333.33	0.00
4105 · Non-Member Packet	0.00	391.67	0.00
4107 · One Day Reg.	0.00	166.67	0.00
4108 · Retired Registration	0.00	25.00	0.00
4110 · Onsite	0.00	333.33	0.00
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 U · Financial Management	0.00		0.00
4126 W · Grant Writing	-120.00		0.00
4126 · Seminars - Other	0.00	416.67	0.00
Total 4126 · Seminars	-120.00	416.67	0.00
4131 · Misc. Conference	0.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	0.00
4134 · Annual Sponsors	0.00	4,166.67	0.00
Total 4100 · Conference	-194,590.00	72,062.51	0.00
4200 · Industry Seminar			
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	22,000.00
4202 · TASN Industry Seminar Reg.	0.00	7,312.50	85,625.00
Total 4200 · Industry Seminar	0.00	10,229.17	107,625.00
4300 · Training			
4302 · TASN Certification	1,200.00	4,418.67	10,339.00
4309 · Administrative Academy	0.00	916.67	6,600.00
4310 · Managers Academy	3,555.00	1,316.67	3,555.00
Total 4300 · Training	4,755.00	6,652.01	20,494.00
4400 · Pass Through			
4407 · Sales Tax	0.00	16.67	9.53
Total 4400 · Pass Through	0.00	16.67	9.53

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4450 · TASNews /Advertising	0.00	7,916.67	22,055.00
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	2,713.00	12,823.42	162,493.43
4502 · Industry Dues (Membership Dues)	3,875.00	2,766.92	44,058.75
Total 4500 · Membership Dues	6,588.00	15,590.34	206,552.18
4700 · Headquarters			
4704 · Misc. Income	0.00	250.00	-129.33
4708 · Invest. Interest and Dividends	0.00	5,416.67	65,365.44
4717 · Emporium	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	0.00	5,150.00
4723 · Labels (Directory Mailing)	0.00		0.00
Total 4700 · Headquarters	0.00	5,666.67	70,386.11
Total Income	-183,247.00	119,165.29	431,871.82
Gross Profit	-183,247.00	119,165.29	431,871.82
Expense			
7100 · Conference.			
7101 · Exhibits	0.00	5,000.00	10,981.75
7102 · Registration	0.00	2,500.00	0.00
7111 · Facilities	-8,353.00	3,083.33	45,298.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00
7113 · Awards Ceremony	0.00	416.67	0.00
7115 · Banquet	0.00	8,333.33	0.00
7116 · Industry Event	0.00	6,916.67	1,074.00
7120 · Special Meals / Events	0.00	333.33	0.00
7121 · Conference Planning	0.00	125.00	202.97
7123 · Staff Travel / Photographer	0.00	291.67	890.00
7124 · General Sesssions	0.00	4,416.67	2,898.37
7125 · Learning Sessions	0.00	2,000.00	146.00
7130 · Annual Meeting	0.00	458.33	0.00
7131 · Misc. Conference	0.00	541.67	78.90
7132 · Conf. Temps	0.00	416.67	0.00
7136 · T-Shirt Cost	0.00	625.00	0.00
7137 · Emporium Items	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00
Total 7100 · Conference.	-8,353.00	35,833.34	61,569.99
7200 · Industry Seminar.			
7201 · TASN Ind. Seminar	0.00	7,083.33	83,761.37
Total 7200 · Industry Seminar.	0.00	7,083.33	83,761.37

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7300 · Training.			
7309 · Directors Academy	0.00	333.33	7,335.33
7310 · Managers Academy	0.00	833.33	0.00
Total 7300 · Training.	0.00	1,166.66	7,335.33
7400 · Pass Through.			
7405 · SNA- TX Delegation Dinner/Misc.	0.00	0.00	4,440.64
7407 · Sales Tax	0.00	16.67	0.00
Total 7400 · Pass Through.	0.00	16.67	4,440.64
7500 · Publications			
7501 · TASNews	0.00	3,500.00	30,503.65
7502 · Graphic Designer	0.00	0.00	13,100.00
Total 7500 · Publications	0.00	3,500.00	43,603.65
7600 · Board of Directors.			
7601 · Executive Committee	0.00	3,833.33	24,518.16
7602 · Public Policy & Legislative	0.00	541.67	3,973.44
7603 · Membership	28.95	208.33	225.71
7604 · Organizational Affairs	0.00	125.00	406.54
7605 · Education	0.00	208.33	932.93
7606 · Area Representatives	0.00	1,500.00	12,611.83
7607 · BOC - Past President's Advisory	0.00	125.00	0.00
7609 · Nominating Committee	0.00	125.00	855.15
7610 · Industry Committee	0.00	166.67	1,891.58
7612 · Board of Dir. Meeting	449.47	1,166.67	7,305.56
7613 · Parliamentarian	0.00	500.00	159.85
7614 · Other Authorized meetings	0.00	500.00	75.00
Total 7600 · Board of Directors.	478.42	9,000.00	52,955.75
7700 · Headquarters.			
7701 · Rent	6,000.00	6,000.00	66,000.00
7702 · Staff Travel & Meetings	0.00	1,250.00	12,514.06
7702A · Staff Training	49.00	666.67	1,566.15
7703 · Office Supplies	681.81	500.00	2,859.90
7704 · Misc. Expense	990.23	333.33	5,186.10
7705 · Printing	594.29	750.00	7,781.00
7706 · Telephone	594.66	333.33	4,033.26
7707 · Postage	1,000.00	1,250.00	11,939.77
7708 · Banking Fees	0.00	16.67	230.50
7709 · S/C Merchant Account	0.00	2,410.21	13,992.87
7710 · PC & Server Maintenance	1,189.51	666.67	11,822.82
7711 · Professional - Dues	0.00	183.33	2,246.75
7712 · Capital Outlay	9,394.50	416.67	16,678.25
7713 · Copier Maintenance Agreement	1,028.50	1,166.67	10,398.96

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	Jun 20	Budget	Sep '19 - Jun 20
7715 · Property Tax	0.00	41.67	222.04
7716 · Insurance (G/L,Event,W/C)	0.00	533.33	6,538.00
7718 · Marketing	143.91	666.67	5,604.87
7719 · Classified Ads	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	4,944.08
7723 · Database Maintenance	0.00		0.00
7725 · Depreciation Expense	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00
Total 7700 · Headquarters.	21,666.41	17,768.55	184,559.38
7800 · Staff			
7801 · Gross Wages			
7809 · Contract /WC Chargeback/Intuit	0.00	0.00	190.23
7801 · Gross Wages - Other	25,918.26	29,583.33	287,031.89
Total 7801 · Gross Wages	25,918.26	29,583.33	287,222.12
7802 · Company Medicare	364.54	428.96	4,046.35
7803 · Company FICA	1,558.83	1,834.17	17,301.57
7804 · FUTA (Federal Unemployment)	0.00	28.00	252.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	167.40
7807 · Retirement Benefits	0.00	2,941.67	23,634.62
7808 · Employee Medical Insurance	-636.60	3,583.33	38,939.86
Total 7800 · Staff	27,205.03	38,446.71	371,563.92
7900 · Outside Services.			
7902 · Website Design & Hosting	227.86	1,000.00	13,075.15
7903 · Accounting	0.00	0.00	13,250.00
7904 · Legal Fees	0.00	125.00	2,956.82
Total 7900 · Outside Services.	227.86	1,125.00	29,281.97
8000 · Scholarships / Education	2,750.00	833.33	2,750.00
Total Expense	43,974.72	114,773.59	841,822.00
Net Ordinary Income	-227,221.72	4,391.70	-409,950.18
Other Income/Expense			
Other Income			
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-128,029.81
Total Other Income	0.00	0.00	-128,029.81
Net Other Income	0.00	0.00	-128,029.81
Net Income	-227,221.72	4,391.70	-537,979.99

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	YTD Budget	Annual Budget
Ordinary Income/Expense		
Income		
4000 · Scholarship / Education	10,312.50	12,375.00
4100 · Conference		
4101 · Exhibits	320,625.00	384,750.00
4101A · Kitchen Space Rental / ICE	0.00	0.00
4102 · \$275 Ind. Event	71,250.00	85,500.00
4103 · Registration		
A · Early Bird	247,500.00	297,000.00
B · Regular	25,833.30	31,000.00
Total 4103 · Registration	273,333.30	328,000.00
4105 · Non-Member Packet	3,916.70	4,700.00
4107 · One Day Reg.	1,666.70	2,000.00
4108 · Retired Registration	250.00	300.00
4110 · Onsite	3,333.30	4,000.00
4115 · Meals / Evening Event	0.00	0.00
4126 · Seminars		
4126 N · Train the Trainer (I,II,III)	0.00	0.00
4126 U · Financial Management	0.00	0.00
4126 W · Grant Writing	0.00	0.00
4126 · Seminars - Other	4,166.70	5,000.00
Total 4126 · Seminars	4,166.70	5,000.00
4131 · Misc. Conference	0.00	0.00
4132 · Chapter Tables	416.70	500.00
4134 · Annual Sponsors	41,666.70	50,000.00
Total 4100 · Conference	720,625.10	864,750.00
4200 · Industry Seminar		
4201 · TASN Industry Seminar Sponsor	29,166.70	35,000.00
4202 · TASN Industry Seminar Reg.	73,125.00	87,750.00
Total 4200 · Industry Seminar	102,291.70	122,750.00
4300 · Training		
4302 · TASN Certification	44,186.70	53,024.00
4309 · Administrative Academy	9,166.70	11,000.00
4310 · Managers Academy	13,166.70	15,800.00
Total 4300 · Training	66,520.10	79,824.00
4400 · Pass Through		
4407 · Sales Tax	166.70	200.00
Total 4400 · Pass Through	166.70	200.00

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4450 · TASNews /Advertising	79,166.70	95,000.00
4500 · Membership Dues		
4501 · State Dues (Membership Dues)	128,234.20	153,881.00
4502 · Industry Dues (Membership Dues)	27,669.20	33,203.00
Total 4500 · Membership Dues	155,903.40	187,084.00
4700 · Headquarters		
4704 · Misc. Income	2,500.00	3,000.00
4708 · Invest. Interest and Dividends	54,166.70	65,000.00
4717 · Emporium	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	5,000.00	5,000.00
4723 · Labels (Directory Mailing)	0.00	0.00
Total 4700 · Headquarters	61,666.70	73,000.00
Total Income	1,196,652.90	1,434,983.00
Gross Profit	1,196,652.90	1,434,983.00
Expense		
7100 · Conference.		
7101 · Exhibits	50,000.00	60,000.00
7102 · Registration	25,000.00	30,000.00
7111 · Facilities	30,833.30	37,000.00
7112 · Awards / Trophies/ Ribbons	3,333.30	4,000.00
7113 · Awards Ceremony	4,166.70	5,000.00
7115 · Banquet	83,333.30	100,000.00
7116 · Industry Event	69,166.70	83,000.00
7120 · Special Meals / Events	3,333.30	4,000.00
7121 · Conference Planning	1,250.00	1,500.00
7123 · Staff Travel / Photographer	2,916.70	3,500.00
7124 · General Sesssions	44,166.70	53,000.00
7125 · Learning Sessions	20,000.00	24,000.00
7130 · Annual Meeting	4,583.30	5,500.00
7131 · Misc. Conference	5,416.70	6,500.00
7132 · Conf. Temps	4,166.70	5,000.00
7136 · T-Shirt Cost	6,250.00	7,500.00
7137 · Emporium Items	0.00	0.00
7138 · Chapter Tables	416.70	500.00
Total 7100 · Conference.	358,333.40	430,000.00
7200 · Industry Seminar.		
7201 · TASN Ind. Seminar	70,833.30	85,000.00
Total 7200 · Industry Seminar.	70,833.30	85,000.00

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	YTD Budget	Annual Budget
7300 · Training.		
7309 · Directors Academy	3,333.30	4,000.00
7310 · Managers Academy	8,333.30	10,000.00
Total 7300 · Training.	11,666.60	14,000.00
7400 · Pass Through.		
7405 · SNA- TX Delegation Dinner/Misc.	5,000.00	5,000.00
7407 · Sales Tax	166.70	200.00
Total 7400 · Pass Through.	5,166.70	5,200.00
7500 · Publications		
7501 · TASNews	35,000.00	42,000.00
7502 · Graphic Designer	32,400.00	43,200.00
Total 7500 · Publications	67,400.00	85,200.00
7600 · Board of Directors.		
7601 · Executive Committee	38,333.30	46,000.00
7602 · Public Policy & Legislative	5,416.70	6,500.00
7603 · Membership	2,083.30	2,500.00
7604 · Organizational Affairs	1,250.00	1,500.00
7605 · Education	2,083.30	2,500.00
7606 · Area Representatives	15,000.00	18,000.00
7607 · BOC - Past President's Advisory	1,250.00	1,500.00
7609 · Nominating Committee	1,250.00	1,500.00
7610 · Industry Committee	1,666.70	2,000.00
7612 · Board of Dir. Meeting	11,666.70	14,000.00
7613 · Parliamentarian	1,000.00	1,500.00
7614 · Other Authorized meetings	5,000.00	6,000.00
Total 7600 · Board of Directors.	86,000.00	103,500.00
7700 · Headquarters.		
7701 · Rent	60,000.00	72,000.00
7702 · Staff Travel & Meetings	12,500.00	15,000.00
7702A · Staff Training	6,666.70	8,000.00
7703 · Office Supplies	5,000.00	6,000.00
7704 · Misc. Expense	3,333.30	4,000.00
7705 · Printing	7,500.00	9,000.00
7706 · Telephone	3,333.30	4,000.00
7707 · Postage	12,500.00	15,000.00
7708 · Banking Fees	166.70	200.00
7709 · S/C Merchant Account	24,102.10	28,922.50
7710 · PC & Server Maintenance	6,666.70	8,000.00
7711 · Professional - Dues	1,833.30	2,200.00
7712 · Capital Outlay	4,166.70	5,000.00
7713 · Copier Maintenance Agreement	11,666.70	14,000.00

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Accrual Basis

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	YTD Budget	Annual Budget
7715 · Property Tax	416.70	500.00
7716 · Insurance (G/L,Event,W/C)	5,333.30	6,400.00
7718 · Marketing	6,666.70	8,000.00
7719 · Classified Ads	0.00	0.00
7720 · Ballot Systems	5,833.30	7,000.00
7723 · Database Maintenance	0.00	0.00
7725 · Depreciation Expense	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00
Total 7700 · Headquarters.	177,685.50	213,222.50
7800 · Staff		
7801 · Gross Wages		
7809 · Contract /WC Chargeback/Intuit	0.00	0.00
7801 · Gross Wages - Other	295,833.30	355,000.00
Total 7801 · Gross Wages	295,833.30	355,000.00
7802 · Company Medicare	4,289.60	5,147.50
7803 · Company FICA	18,341.70	22,010.00
7804 · FUTA (Federal Unemployment)	280.00	336.00
7805 · SUI (State Unemployment Tax)	472.50	567.00
7807 · Retirement Benefits	29,416.70	35,300.00
7808 · Employee Medical Insurance	35,833.30	43,000.00
Total 7800 · Staff	384,467.10	461,360.50
7900 · Outside Services.		
7902 · Website Design & Hosting	10,000.00	12,000.00
7903 · Accounting	14,000.00	14,000.00
7904 · Legal Fees	1,250.00	1,500.00
Total 7900 · Outside Services.	25,250.00	27,500.00
8000 · Scholarships / Education	8,333.30	10,000.00
Total Expense	1,195,135.90	1,434,983.00
Net Ordinary Income	1,517.00	0.00
Other Income/Expense		
Other Income		
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00
Total Other Income	0.00	0.00
Net Other Income	0.00	0.00
Net Income	1,517.00	0.00