

**TASN**  
**Profit & Loss Budget Performance**  
**June 2021**

	Jun 21	Budget	Sep '20 - Ju...	YTD Budget	Annual Bud...
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	0.00	1,083.33	5,575.00	10,833.30	13,000.00
4050 · Grants and Contracts	0.00	0.00	0.00	0.00	0.00
<b>4100 · Conference</b>					
4101 · Exhibits	-27,450.00	32,625.00	325,540.00	326,250.00	391,500.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	2,900.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	61,325.00	66,458.30	79,750.00
<b>4103 · Registration</b>					
A · Early Bird	4,180.00	27,000.00	66,670.00	270,000.00	324,000.00
B · Regular	2,620.00	2,000.00	2,620.00	20,000.00	24,000.00
<b>Total 4103 · Registration</b>	6,800.00	29,000.00	69,290.00	290,000.00	348,000.00
4105 · Non-Member Packet	1,560.00	504.17	2,860.00	5,041.70	6,050.00
4106 · Non- Exhibiting Registration	0.00		700.00		
4107 · One Day Reg.	0.00	250.00	0.00	2,500.00	3,000.00
4108 · Retired Registration	75.00	25.00	675.00	250.00	300.00
4110 · Onsite	0.00	891.67	0.00	8,916.70	10,700.00
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)	200.00	0.00	1,400.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	450.00	0.00	0.00
4126 P · Safety	90.00	0.00	180.00	0.00	0.00
4126 W · Grant Writing	-120.00	0.00	60.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	4,166.70	5,000.00
<b>Total 4126 · Seminars</b>	170.00	416.67	2,090.00	4,166.70	5,000.00
4131 · Misc. Conference	0.00	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	25.00	0.00	250.00	300.00
4134 · Annual Sponsors	0.00	3,333.33	22,648.00	33,333.30	40,000.00
<b>Total 4100 · Conference</b>	-18,845.00	73,716.67	488,028.00	737,166.70	884,600.00
<b>4200 · PCS.</b>					
4201 · PCS Sponsorship	-1,700.00	2,500.00	0.00	25,000.00	30,000.00
4202 · PCS Registration	-900.00	8,625.00	0.00	86,250.00	103,500.00
<b>Total 4200 · PCS.</b>	-2,600.00	11,125.00	0.00	111,250.00	133,500.00
<b>4300 · Training</b>					
4302 · TASN Certification	960.00	4,418.67	14,060.00	44,186.70	53,024.00
4303 · Cont. Education Workshops	60.00		440.00		
4309 · Administrative Academy	0.00	916.67	0.00	9,166.70	11,000.00
4310 · Managers Academy	9,085.00	1,975.00	9,085.00	19,750.00	23,700.00
4300 · Training - Other	0.00		0.00		
<b>Total 4300 · Training</b>	10,105.00	7,310.34	23,585.00	73,103.40	87,724.00

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<b>4400 · Pass Through</b>					
<b>4407 · Sales Tax</b>	0.00	16.67	-0.78	166.70	200.00
<b>Total 4400 · Pass Through</b>	0.00	16.67	-0.78	166.70	200.00
<b>4450 · TASNews /Advertising</b>	2,700.00	2,916.67	30,386.00	29,166.70	35,000.00
<b>4500 · Membership Dues</b>					
<b>4501 · State Dues ( Membership Dues)</b>	6,165.00	13,208.17	152,012.29	132,081.70	158,498.00
<b>4502 · Industry Dues (Membership D...</b>	1,600.00	2,849.92	35,550.17	28,499.20	34,199.00
<b>Total 4500 · Membership Dues</b>	7,765.00	16,058.09	187,562.46	160,580.90	192,697.00
<b>4700 · Headquarters</b>					
<b>4704 · Misc. Income</b>	0.00	208.33	81,558.93	2,083.30	2,500.00
<b>4708 · Invest. Interest and Dividends</b>	-1,031.77	2,083.33	-3,544.96	20,833.30	25,000.00
<b>4717 · Emporium</b>	0.00	0.00	0.00	0.00	0.00
<b>4721 · SNA LAC Sponsors/ Guests</b>	0.00	416.67	0.00	4,166.70	5,000.00
<b>4723 · Directors List/ Labels</b>	96.45	0.00	1,048.99	0.00	0.00
<b>Total 4700 · Headquarters</b>	-935.32	2,708.33	79,062.96	27,083.30	32,500.00
<b>Total Income</b>	-1,810.32	114,935.10	814,198.64	1,149,351.00	1,379,221.00
<b>Gross Profit</b>	-1,810.32	114,935.10	814,198.64	1,149,351.00	1,379,221.00
<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>	1,075.18	6,250.00	15,323.42	62,500.00	75,000.00
<b>7102 · Registration</b>	9,589.21	2,916.66	10,552.61	29,166.60	35,000.00
<b>7111 · Facilities</b>	0.00	3,240.00	49,880.00	32,400.00	38,880.00
<b>7112 · Awards / Trophies/ Ribbons</b>	1,303.54	208.33	1,667.20	2,083.30	2,500.00
<b>7113 · Awards Ceremony</b>	0.00	583.33	0.00	5,833.30	7,000.00
<b>7115 · Banquet</b>	0.00	8,750.00	0.00	87,500.00	105,000.00
<b>7116 · Industry Event</b>	46,773.00	8,333.33	46,773.00	83,333.30	100,000.00
<b>7120 · Special Meals / Events</b>	0.00	333.33	0.00	3,333.30	4,000.00
<b>7121 · Conference Planning</b>	308.51	245.45	653.43	2,454.50	2,945.50
<b>7123 · Staff Travel / Photographer</b>	0.00	375.00	0.00	3,750.00	4,500.00
<b>7124 · General Sessions</b>	20,100.00	5,000.00	20,100.00	50,000.00	60,000.00
<b>7125 · Learning Sessions</b>	1,235.77	2,500.00	1,235.77	25,000.00	30,000.00
<b>7130 · Annual Meeting</b>	125.37	666.66	125.37	6,666.60	8,000.00
<b>7131 · Misc. Conference</b>	841.87	541.67	1,491.87	5,416.70	6,500.00
<b>7132 · Conf. Temps</b>	870.50	833.33	870.50	8,333.30	10,000.00
<b>7136 · T-Shirt Cost</b>	0.00	625.00	0.00	6,250.00	7,500.00
<b>7137 · Emporium Items</b>	0.00		0.00	0.00	0.00

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7138 · Chapter Tables	0.00	41.67	0.00	416.70	500.00
7100 · Conference. - Other	3,270.00		3,270.00		
<b>Total 7100 · Conference.</b>	<b>85,492.95</b>	<b>41,443.76</b>	<b>151,943.17</b>	<b>414,437.60</b>	<b>497,325.50</b>
<b>7200 · PCS</b>					
7201 · PCS	0.00	8,333.33	250.00	83,333.30	100,000.00
7200 · PCS - Other	0.00		634.68		
<b>Total 7200 · PCS</b>	<b>0.00</b>	<b>8,333.33</b>	<b>884.68</b>	<b>83,333.30</b>	<b>100,000.00</b>
<b>7300 · Training.</b>					
7309 · Administrative Academy	0.00	583.33	0.00	5,833.30	7,000.00
7310 · Managers Academy	3,400.00	666.67	4,336.32	6,666.70	8,000.00
<b>Total 7300 · Training.</b>	<b>3,400.00</b>	<b>1,250.00</b>	<b>4,336.32</b>	<b>12,500.00</b>	<b>15,000.00</b>
<b>7400 · Pass Through.</b>					
7405 · SNA- TX Delegation Dinner/Mi...	0.00	391.67	0.00	3,916.70	4,700.00
7407 · Sales Tax	0.00	16.67	0.00	166.70	200.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>408.34</b>	<b>0.00</b>	<b>4,083.40</b>	<b>4,900.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	0.00	625.00	380.00	6,250.00	7,500.00
7502 · Graphic Designer	4,660.00	1,916.67	18,450.00	19,166.70	23,000.00
<b>Total 7500 · Publications</b>	<b>4,660.00</b>	<b>2,541.67</b>	<b>18,830.00</b>	<b>25,416.70</b>	<b>30,500.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	983.50	2,583.33	4,423.75	25,833.30	31,000.00
7602 · Public Policy & Legislative	273.09	541.67	671.09	5,416.70	6,500.00
7603 · Membership	0.00	208.33	0.00	2,083.30	2,500.00
7604 · Organizational Affairs	327.36	125.00	327.36	1,250.00	1,500.00
7605 · Education	0.00	208.33	6,232.53	2,083.30	2,500.00
7606 · Area Representatives	611.41	666.66	611.41	6,666.60	8,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,250.00	1,500.00
7609 · Nominating Committee	0.00	125.00	0.00	1,250.00	1,500.00
7610 · Industry Committee	0.00	166.67	0.00	1,666.70	2,000.00
7612 · Board of Dir. Meeting	0.00	416.66	0.00	4,166.60	5,000.00
7613 · Parliamentarian	403.00	125.00	403.00	1,250.00	1,500.00
7614 · Other Authorized meetings	0.00	0.00	0.00	0.00	0.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	<b>2,598.36</b>	<b>5,291.65</b>	<b>12,669.14</b>	<b>52,916.50</b>	<b>63,500.00</b>

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<b>7700 · Headquarters.</b>					
7701 · Rent	0.00	6,000.00	61,914.51	60,000.00	72,000.00
7702 · Staff Travel & Meetings	373.90	1,083.33	888.66	10,833.30	13,000.00
7702A · Staff Training	0.00	500.00	207.00	5,000.00	6,000.00
7703 · Office Supplies	0.00	416.67	2,085.56	4,166.70	5,000.00
7704 · Misc. Expense	974.25	333.33	10,241.18	3,333.30	4,000.00
7705 · Printing	484.96	750.00	2,619.65	7,500.00	9,000.00
7706 · Telephone	307.44	333.33	3,105.58	3,333.30	4,000.00
7707 · Postage	0.00	1,166.67	12,440.90	11,666.70	14,000.00
7708 · Banking Fees	0.00	16.67	57.33	166.70	200.00
7709 · S/C Merchant Account	1,510.84	2,369.21	13,308.57	23,692.10	28,430.50
7710 · PC & Server Maintenance	1,355.82	633.33	13,773.05	6,333.30	7,600.00
7711 · Professional - Dues	0.00	183.33	132.50	1,833.30	2,200.00
7712 · Capital Outlay	0.00	83.33	547.95	833.30	1,000.00
7713 · Copier Maintenance Agreement	1,563.81	1,166.67	10,466.55	11,666.70	14,000.00
7715 · Property Tax	0.00	54.17	825.91	541.70	650.00
7716 · Insurance (G/L,Event,W/C)	-39.00	541.67	5,059.00	5,416.70	6,500.00
7718 · Marketing	1,051.60	416.67	3,798.57	4,166.70	5,000.00
7719 · Classified Ads	0.00	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	6,580.18	5,833.30	7,000.00
7723 · Database Maintenance	0.00	0.00	1,015.82	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	7.95	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>7,583.62</b>	<b>16,631.71</b>	<b>149,076.42</b>	<b>166,317.10</b>	<b>199,580.50</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/I...	9,246.50	0.00	19,920.94	0.00	0.00
7801 · Gross Wages - Other	18,483.00	27,083.33	218,105.49	270,833.30	325,000.00
<b>Total 7801 · Gross Wages</b>	<b>27,729.50</b>	<b>27,083.33</b>	<b>238,026.43</b>	<b>270,833.30</b>	<b>325,000.00</b>
7802 · Company Medicare	263.69	392.70	3,144.84	3,927.00	4,712.50
7803 · Company FICA	1,127.51	1,679.16	13,532.40	16,791.60	20,150.00
7804 · FUTA ( Federal Unemployment)	0.00	23.33	168.00	233.30	280.00
7805 · SUI ( State Unemployment Tax)	0.00	39.37	111.60	393.70	472.50
7807 · Retirement Benefits	1,848.27	2,275.00	16,695.76	22,750.00	27,300.00
7808 · Employee Medical Insurance	2,759.62	3,750.00	28,658.90	37,500.00	45,000.00
7800 · Staff - Other	0.00	0.00	1,527.39	0.00	0.00
<b>Total 7800 · Staff</b>	<b>33,728.59</b>	<b>35,242.89</b>	<b>301,865.32</b>	<b>352,428.90</b>	<b>422,915.00</b>

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<b>7900 · Outside Services.</b>					
<b>7902 · Website Design &amp; Hosting</b>	451.25	1,666.67	11,755.30	16,666.70	20,000.00
<b>7903 · Accounting</b>	0.00	1,166.67	13,250.00	11,666.70	14,000.00
<b>7904 · Legal Fees</b>	598.50	541.66	8,444.00	5,416.60	6,500.00
<b>Total 7900 · Outside Services.</b>	1,049.75	3,375.00	33,449.30	33,750.00	40,500.00
<b>8000 · Scholarships / Education</b>	1,150.00	416.67	1,150.00	4,166.70	5,000.00
<b>Total Expense</b>	139,663.27	114,935.02	674,204.35	1,149,350.20	1,379,221.00
<b>Net Ordinary Income</b>	-141,473.59	0.08	139,994.29	0.80	0.00
<b>Other Income/Expense</b>					
<b>Other Income</b>					
<b>1915 · Unrealized/Realized Gain (Loss)</b>	1,909.01	0.00	96,796.37	0.00	0.00
<b>Total Other Income</b>	1,909.01	0.00	96,796.37	0.00	0.00
<b>Net Other Income</b>	1,909.01	0.00	96,796.37	0.00	0.00
<b>Net Income</b>	<b>-139,564.58</b>	<b>0.08</b>	<b>236,790.66</b>	<b>0.80</b>	<b>0.00</b>