

TASN Profit & Loss Budget Performance March 2020

Ordinary Income/Expense	Mar 20	Budget	Sep '19 - Mar 20	YTD Budget	Annual Budget
Income					
4000 · Scholarship / Education	0.00	1,031.25	11,025.00	7,218.75	12,375.00
4100 · Conference					
4101 · Exhibits	10,100.00	32,062.50	356,160.00	224,437.50	384,750.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	800.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	7,125.00	69,025.00	49,875.00	85,500.00
4103 · Registration					
A · Early Bird	14,850.00	24,750.00	53,855.00	173,250.00	297,000.00
B · Regular	0.00	2,583.33	0.00	18,083.31	31,000.00
Total 4103 · Registration	14,850.00	27,333.33	53,855.00	191,333.31	328,000.00
4105 · Non-Member Packet	0.00	391.67	450.00	2,741.69	4,700.00
4107 · One Day Reg.	0.00	166.67	0.00	1,166.69	2,000.00
4108 · Retired Registration	0.00	25.00	0.00	175.00	300.00
4110 · Onsite	0.00	333.33	0.00	2,333.31	4,000.00
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00	0.00	300.00	0.00	0.00
4126 U · Financial Management	0.00	0.00	0.00	0.00	0.00
4126 W · Grant Writing	90.00	0.00	210.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	2,916.69	5,000.00
Total 4126 · Seminars	90.00	416.67	510.00	2,916.69	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	291.69	500.00
4134 · Annual Sponsors	1,800.00	4,166.67	25,199.00	29,166.69	50,000.00
Total 4100 · Conference	26,840.00	72,062.51	505,999.00	504,437.57	864,750.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	22,000.00	20,416.69	35,000.00
4202 · TASN Industry Seminar Reg.	0.00	7,312.50	85,625.00	51,187.50	87,750.00
Total 4200 · Industry Seminar	0.00	10,229.17	107,625.00	71,604.19	122,750.00
4300 · Training					
4302 · TASN Certification	940.00	4,418.67	8,199.00	30,930.69	53,024.00
4309 · Administrative Academy	0.00	916.67	6,600.00	6,416.69	11,000.00
4310 · Managers Academy	0.00	1,316.67	0.00	9,216.69	15,800.00
Total 4300 · Training	940.00	6,652.01	14,799.00	46,564.07	79,824.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	9.53	116.69	200.00
Total 4400 · Pass Through	0.00	16.67	9.53	116.69	200.00

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4450 · TASNews /Advertising	3,285.00	7,916.67	21,395.00	55,416.69	95,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	8,187.00	12,823.42	149,065.43	89,763.94	153,881.00
4502 · Industry Dues (Membership Dues)	2,175.00	2,766.92	39,733.75	19,368.44	33,203.00
Total 4500 · Membership Dues	10,362.00	15,590.34	188,799.18	109,132.38	187,084.00
4700 · Headquarters					
4704 · Misc. Income	5.20	250.00	-129.33	1,750.00	3,000.00
4708 · Invest. Interest and Dividends	0.00	5,416.67	29,109.84	37,916.69	65,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	300.00	0.00	5,150.00	5,000.00	5,000.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	305.20	5,666.67	34,130.51	44,666.69	73,000.00
Total Income	41,732.20	119,165.29	883,782.22	839,157.03	1,434,983.00
Gross Profit	41,732.20	119,165.29	883,782.22	839,157.03	1,434,983.00
Expense					
7100 · Conference.					
7101 · Exhibits	580.00	5,000.00	982.75	35,000.00	60,000.00
7102 · Registration	0.00	2,500.00	0.00	17,500.00	30,000.00
7111 · Facilities	0.00	3,083.33	53,651.00	21,583.31	37,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	2,333.31	4,000.00
7113 · Awards Ceremony	0.00	416.67	0.00	2,916.69	5,000.00
7115 · Banquet	0.00	8,333.33	0.00	58,333.31	100,000.00
7116 · Industry Event	0.00	6,916.67	1,074.00	48,416.69	83,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	2,333.31	4,000.00
7121 · Conference Planning	0.00	125.00	202.97	875.00	1,500.00
7123 · Staff Travel / Photographer	0.00	291.67	890.00	2,041.69	3,500.00
7124 · General Sesssions	0.00	4,416.67	2,898.37	30,916.69	53,000.00
7125 · Learning Sessions	0.00	2,000.00	146.00	14,000.00	24,000.00
7130 · Annual Meeting	0.00	458.33	0.00	3,208.31	5,500.00
7131 · Misc. Conference	0.00	541.67	78.90	3,791.69	6,500.00
7132 · Conf. Temps	0.00	416.67	0.00	2,916.69	5,000.00
7136 · T-Shirt Cost	0.00	625.00	0.00	4,375.00	7,500.00
7137 · Emporium Items	0.00	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	291.69	500.00
Total 7100 · Conference.	580.00	35,833.34	59,923.99	250,833.38	430,000.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	83,761.37	49,583.31	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	83,761.37	49,583.31	85,000.00

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7300 · Training.					
7309 · Directors Academy	0.00	333.33	4,106.48	2,333.31	4,000.00
7310 · Managers Academy	0.00	833.33	0.00	5,833.31	10,000.00
Total 7300 · Training.	0.00	1,166.66	4,106.48	8,166.62	14,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	4,440.64	0.00	4,440.64	5,000.00	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	116.69	200.00
Total 7400 · Pass Through.	4,440.64	16.67	4,440.64	5,116.69	5,200.00
7500 · Publications					
7501 · TASNews	11,752.16	3,500.00	30,503.65	24,500.00	42,000.00
7502 · Graphic Designer	0.00	3,600.00	8,100.00	25,200.00	43,200.00
Total 7500 · Publications	11,752.16	7,100.00	38,603.65	49,700.00	85,200.00
7600 · Board of Directors.					
7601 · Executive Committee	11,609.40	3,833.33	28,400.94	26,833.31	46,000.00
7602 · Public Policy & Legislative	2,481.47	541.67	2,481.47	3,791.69	6,500.00
7603 · Membership	0.00	208.33	14.47	1,458.31	2,500.00
7604 · Organizational Affairs	0.00	125.00	224.25	875.00	1,500.00
7605 · Education	0.00	208.33	750.64	1,458.31	2,500.00
7606 · Area Representatives	1,257.89	1,500.00	11,420.22	10,500.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	875.00	1,500.00
7609 · Nominating Committee	0.00	125.00	463.50	875.00	1,500.00
7610 · Industry Committee	0.00	166.67	1,133.55	1,166.69	2,000.00
7612 · Board of Dir. Meeting	0.00	1,166.67	3,425.22	8,166.69	14,000.00
7613 · Parliamentarian	159.85	0.00	159.85	0.00	1,500.00
7614 · Other Authorized meetings	0.00	500.00	75.00	3,500.00	6,000.00
Total 7600 · Board of Directors.	15,508.61	8,500.00	48,549.11	59,500.00	103,500.00
7700 · Headquarters.					
7701 · Rent	0.00	6,000.00	42,000.00	42,000.00	72,000.00
7702 · Staff Travel & Meetings	1,953.08	1,250.00	12,670.85	8,750.00	15,000.00
7702A · Staff Training	0.00	666.67	1,977.15	4,666.69	8,000.00
7703 · Office Supplies	269.24	500.00	1,903.75	3,500.00	6,000.00
7704 · Misc. Expense	42.58	333.33	2,626.30	2,333.31	4,000.00
7705 · Printing	2,700.84	750.00	7,186.71	5,250.00	9,000.00
7706 · Telephone	227.33	333.33	2,491.27	2,333.31	4,000.00
7707 · Postage	-1.80	1,250.00	8,627.58	8,750.00	15,000.00
7708 · Banking Fees	175.00	16.67	230.50	116.69	200.00
7709 · S/C Merchant Account	0.00	2,410.21	11,252.55	16,871.47	28,922.50
7710 · PC & Server Maintenance	843.26	666.67	4,496.32	4,666.69	8,000.00
7711 · Professional - Dues	770.00	183.33	2,246.75	1,283.31	2,200.00
7712 · Capital Outlay	2,376.00	416.67	2,376.00	2,916.69	5,000.00
7713 · Copier Maintenance Agreement	556.43	1,166.67	7,357.66	8,166.69	14,000.00

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7715 · Property Tax	0.00	41.67	222.04	291.69	500.00
7716 · Insurance (G/L,Event,W/C)	695.00	533.33	6,324.00	3,733.31	6,400.00
7718 · Marketing	183.36	666.67	4,950.33	4,666.69	8,000.00
7719 · Classified Ads	0.00	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	0.00	4,083.31	7,000.00
7723 · Database Maintenance	97.41		697.12	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
Total 7700 · Headquarters.	10,887.73	17,768.55	119,636.88	124,379.85	213,222.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	22.38	0.00	156.66	0.00	0.00
7801 · Gross Wages - Other	30,162.49	29,583.33	207,465.35	207,083.31	355,000.00
Total 7801 · Gross Wages	30,184.87	29,583.33	207,622.01	207,083.31	355,000.00
7802 · Company Medicare	426.09	428.96	2,926.39	3,002.72	5,147.50
7803 · Company FICA	1,821.95	1,834.17	12,512.79	12,839.19	22,010.00
7804 · FUTA (Federal Unemployment)	3.59	28.00	252.00	196.00	336.00
7805 · SUI (State Unemployment Tax)	23.57	47.25	167.40	330.75	567.00
7807 · Retirement Benefits	3,016.20	2,941.67	20,746.15	20,591.69	35,300.00
7808 · Employee Medical Insurance	4,511.10	3,583.33	31,929.92	25,083.31	43,000.00
Total 7800 · Staff	39,987.37	38,446.71	276,156.66	269,126.97	461,360.50
7900 · Outside Services.					
7902 · Website Design & Hosting	910.10	1,000.00	13,412.31	7,000.00	12,000.00
7903 · Accounting	0.00	3,500.00	13,250.00	14,000.00	14,000.00
7904 · Legal Fees	0.00	125.00	1,917.32	875.00	1,500.00
Total 7900 · Outside Services.	910.10	4,625.00	28,579.63	21,875.00	27,500.00
8000 · Scholarships / Education	0.00	833.33	0.00	5,833.31	10,000.00
Total Expense	84,066.61	121,373.59	663,758.41	844,115.13	1,434,983.00
Net Ordinary Income	-42,334.41	-2,208.30	220,023.81	-4,958.10	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-30,009.68	0.00	0.00
Total Other Income	0.00	0.00	-30,009.68	0.00	0.00
Net Other Income	0.00	0.00	-30,009.68	0.00	0.00
Net Income	-42,334.41	-2,208.30	190,014.13	-4,958.10	0.00