

TASN
Profit & Loss Budget Performance
March 2021

	Mar 21	Budget	Sep '20 - Mar 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	5,575.00	1,083.33	5,575.00	7,583.31	13,000.00
4050 · Grants and Contracts	0.00	0.00	0.00	0.00	0.00
4100 · Conference					
4101 · Exhibits	-55,800.00	32,625.00	305,090.00	228,375.00	391,500.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	61,325.00	6,645.83	61,325.00	46,520.81	79,750.00
4103 · Registration					
A · Early Bird	5,680.00	27,000.00	13,730.00	189,000.00	324,000.00
B · Regular	0.00	2,000.00	0.00	14,000.00	24,000.00
Total 4103 · Registration	5,680.00	29,000.00	13,730.00	203,000.00	348,000.00
4105 · Non-Member Packet	0.00	504.17	0.00	3,529.19	6,050.00
4107 · One Day Reg.	0.00	250.00	0.00	1,750.00	3,000.00
4108 · Retired Registration	0.00	25.00	0.00	175.00	300.00
4110 · Onsite	0.00	891.67	0.00	6,241.69	10,700.00
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	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 W · Grant Writing	0.00	0.00	120.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	2,916.69	5,000.00
Total 4126 · Seminars	0.00	416.67	120.00	2,916.69	5,000.00
4131 · Misc. Conference	0.00	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	25.00	0.00	175.00	300.00
4134 · Annual Sponsors	6,948.00	3,333.33	6,948.00	23,333.31	40,000.00
Total 4100 · Conference	18,153.00	73,716.67	387,213.00	516,016.69	884,600.00
4200 · PCS.					
4201 · PCS Sponsorship	0.00	2,500.00	1,700.00	17,500.00	30,000.00
4202 · PCS Registration	-1,350.00	8,625.00	1,350.00	60,375.00	103,500.00
Total 4200 · PCS.	-1,350.00	11,125.00	3,050.00	77,875.00	133,500.00
4300 · Training					
4302 · TASN Certification	2,280.00	4,418.67	9,340.00	30,930.69	53,024.00
4303 · Cont. Education Workshops	15.00		325.00		
4309 · Administrative Academy	0.00	916.67	0.00	6,416.69	11,000.00
4310 · Managers Academy	0.00	1,975.00	0.00	13,825.00	23,700.00
4300 · Training - Other	0.00		0.00		
Total 4300 · Training	2,295.00	7,310.34	9,665.00	51,172.38	87,724.00

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4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	-0.78	116.69	200.00
Total 4400 · Pass Through	0.00	16.67	-0.78	116.69	200.00
4450 · TASNews /Advertising	740.00	2,916.67	14,976.00	20,416.69	35,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	7,281.00	13,208.17	121,112.29	92,457.19	158,498.00
4502 · Industry Dues (Membership Dues)	2,125.00	2,849.92	27,475.17	19,949.44	34,199.00
Total 4500 · Membership Dues	9,406.00	16,058.09	148,587.46	112,406.63	192,697.00
4700 · Headquarters					
4704 · Misc. Income	80,128.00	208.33	80,855.93	1,458.31	2,500.00
4708 · Invest. Interest and Dividends	-841.17	2,083.33	-573.40	14,583.31	25,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00	2,916.69	5,000.00
4723 · Directors List/ Labels	125.00	0.00	721.60	0.00	0.00
Total 4700 · Headquarters	79,411.83	2,708.33	81,004.13	18,958.31	32,500.00
Total Income	114,230.83	114,935.10	650,069.81	804,545.70	1,379,221.00
Gross Profit	114,230.83	114,935.10	650,069.81	804,545.70	1,379,221.00
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	6,250.00	1,748.24	43,750.00	75,000.00
7102 · Registration	0.00	2,916.66	0.00	20,416.62	35,000.00
7111 · Facilities	0.00	3,240.00	49,880.00	22,680.00	38,880.00
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00	1,458.31	2,500.00
7113 · Awards Ceremony	0.00	583.33	0.00	4,083.31	7,000.00
7115 · Banquet	0.00	8,750.00	0.00	61,250.00	105,000.00
7116 · Industry Event	0.00	8,333.33	0.00	58,333.31	100,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	2,333.31	4,000.00
7121 · Conference Planning	0.00	245.45	0.00	1,718.15	2,945.50
7123 · Staff Travel / Photographer	0.00	375.00	0.00	2,625.00	4,500.00
7124 · General Sesssions	0.00	5,000.00	0.00	35,000.00	60,000.00
7125 · Learning Sessions	0.00	2,500.00	0.00	17,500.00	30,000.00
7130 · Annual Meeting	0.00	666.66	0.00	4,666.62	8,000.00
7131 · Misc. Conference	0.00	541.67	0.00	3,791.69	6,500.00
7132 · Conf. Temps	0.00	833.33	0.00	5,833.31	10,000.00
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.	0.00	41,443.76	51,628.24	290,106.32	497,325.50

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7200 · PCS					
7201 · PCS	0.00	8,333.33	250.00	58,333.31	100,000.00
Total 7200 · PCS	0.00	8,333.33	250.00	58,333.31	100,000.00
7300 · Training.					
7309 · Directors Academy	0.00	583.33	0.00	4,083.31	7,000.00
7310 · Managers Academy	0.00	666.67	936.32	4,666.69	8,000.00
Total 7300 · Training.	0.00	1,250.00	936.32	8,750.00	15,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	391.67	0.00	2,741.69	4,700.00
7407 · Sales Tax	0.00	16.67	0.00	116.69	200.00
Total 7400 · Pass Through.	0.00	408.34	0.00	2,858.38	4,900.00
7500 · Publications					
7501 · TASNews	0.00	625.00	380.00	4,375.00	7,500.00
7502 · Graphic Designer	0.00	1,916.67	9,290.00	13,416.69	23,000.00
Total 7500 · Publications	0.00	2,541.67	9,670.00	17,791.69	30,500.00
7600 · Board of Directors.					
7601 · Executive Committee	1,136.25	2,583.33	1,730.25	18,083.31	31,000.00
7602 · Public Policy & Legislative	199.00	541.67	398.00	3,791.69	6,500.00
7603 · Membership	0.00	208.33	0.00	1,458.31	2,500.00
7604 · Organizational Affairs	0.00	125.00	0.00	875.00	1,500.00
7605 · Education	0.00	208.33	6,232.53	1,458.31	2,500.00
7606 · Area Representatives	0.00	666.66	0.00	4,666.62	8,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	875.00	1,500.00
7609 · Nominating Committee	0.00	125.00	0.00	875.00	1,500.00
7610 · Industry Committee	0.00	166.67	0.00	1,166.69	2,000.00
7612 · Board of Dir. Meeting	0.00	416.66	0.00	2,916.62	5,000.00
7613 · Parliamentarian	0.00	125.00	0.00	875.00	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
Total 7600 · Board of Directors.	1,335.25	5,291.65	8,360.78	37,041.55	63,500.00

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7700 · Headquarters.					
7701 · Rent	6,000.00	6,000.00	42,000.00	42,000.00	72,000.00
7702 · Staff Travel & Meetings	0.00	1,083.33	388.23	7,583.31	13,000.00
7702A · Staff Training	0.00	500.00	0.00	3,500.00	6,000.00
7703 · Office Supplies	16.28	416.67	948.61	2,916.69	5,000.00
7704 · Misc. Expense	907.97	333.33	6,893.25	2,333.31	4,000.00
7705 · Printing	0.00	750.00	1,949.58	5,250.00	9,000.00
7706 · Telephone	317.33	333.33	2,261.31	2,333.31	4,000.00
7707 · Postage	1,000.00	1,166.67	9,128.71	8,166.69	14,000.00
7708 · Banking Fees	0.00	16.67	57.33	116.69	200.00
7709 · S/C Merchant Account	1,248.72	2,369.21	8,499.07	16,584.47	28,430.50
7710 · PC & Server Maintenance	1,569.22	633.33	5,827.53	4,433.31	7,600.00
7711 · Professional - Dues	0.00	183.33	132.50	1,283.31	2,200.00
7712 · Capital Outlay	0.00	83.33	547.95	583.31	1,000.00
7713 · Copier Maintenance Agreement	168.63	1,166.67	6,782.04	8,166.69	14,000.00
7715 · Property Tax	0.00	54.17	825.91	379.19	650.00
7716 · Insurance (G/L,Event,W/C)	700.00	541.67	5,265.00	3,791.69	6,500.00
7718 · Marketing	230.50	416.67	1,733.26	2,916.69	5,000.00
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	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
Total 7700 · Headquarters.	12,158.65	16,631.71	94,264.05	116,421.97	199,580.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	3,308.66	0.00	3,405.78	0.00	0.00
7801 · Gross Wages - Other	22,054.84	27,083.33	161,249.02	189,583.31	325,000.00
Total 7801 · Gross Wages	25,363.50	27,083.33	164,654.80	189,583.31	325,000.00
7802 · Company Medicare	314.35	392.70	2,312.35	2,748.90	4,712.50
7803 · Company FICA	1,344.10	1,679.16	9,972.78	11,754.12	20,150.00
7804 · FUTA (Federal Unemployment)	2.95	23.33	168.00	163.31	280.00
7805 · SUI (State Unemployment Tax)	19.69	39.37	111.60	275.59	472.50
7807 · Retirement Benefits	2,402.33	2,275.00	10,857.47	15,925.00	27,300.00
7808 · Employee Medical Insurance	2,766.84	3,750.00	21,955.33	26,250.00	45,000.00
Total 7800 · Staff	32,213.76	35,242.89	210,032.33	246,700.23	422,915.00

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7900 · Outside Services.					
7902 · Website Design & Hosting	853.20	1,666.67	10,316.66	11,666.69	20,000.00
7903 · Accounting	13,250.00	1,166.67	13,250.00	8,166.69	14,000.00
7904 · Legal Fees	409.50	541.66	7,015.00	3,791.62	6,500.00
Total 7900 · Outside Services.	<u>14,512.70</u>	<u>3,375.00</u>	<u>30,581.66</u>	<u>23,625.00</u>	<u>40,500.00</u>
8000 · Scholarships / Education	0.00	416.67	0.00	2,916.69	5,000.00
Total Expense	<u>60,220.36</u>	<u>114,935.02</u>	<u>405,723.38</u>	<u>804,545.14</u>	<u>1,379,221.00</u>
Net Ordinary Income	54,010.47	0.08	244,346.43	0.56	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	17,833.40	0.00	70,932.47	0.00	0.00
Total Other Income	<u>17,833.40</u>	<u>0.00</u>	<u>70,932.47</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>17,833.40</u>	<u>0.00</u>	<u>70,932.47</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>71,843.87</u></u>	<u><u>0.08</u></u>	<u><u>315,278.90</u></u>	<u><u>0.56</u></u>	<u><u>0.00</u></u>