

TASN
Profit & Loss Budget Performance
March 2022

	Mar 22	Budget	Sep '21 - Ma...	YTD Budget	Annual Bud...
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	989.58	0.00	6,927.06	11,875.00
4050 · Grants and Contracts	0.00		0.00	0.00	0.00
4100 · Conference					
4101 · Exhibits	28,600.00	24,552.08	369,450.00	171,864.56	294,625.00
4101A · Kitchen Space Rental / ICE	2,000.00	0.00	2,000.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,385.42	0.00	44,697.94	76,625.00
4103 · Registration					
A · Early Bird	19,710.00	23,625.00	32,130.00	165,375.00	283,500.00
B · Regular	0.00	1,333.33	0.00	9,333.31	16,000.00
Total 4103 · Registration	19,710.00	24,958.33	32,130.00	174,708.31	299,500.00
4105 · Non-Member Packet	0.00	833.33	0.00	5,833.31	10,000.00
4107 · One Day Reg.	0.00		0.00	0.00	0.00
4108 · Retired Registration	0.00	33.33	0.00	233.31	400.00
4110 · Onsite	0.00	416.67	0.00	2,916.69	5,000.00
4115 · Meals / Evening Event	0.00		0.00	0.00	0.00
4126 · Seminars					
4126-Y · Reimbursable Meals	0.00		120.00		
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	0.00	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
4132 · Chapter Tables	0.00	16.67	0.00	116.69	200.00
4134 · Annual Sponsors	26,899.00	2,916.67	26,899.00	20,416.69	35,000.00
Total 4100 · Conference	77,209.00	60,529.17	430,599.00	423,704.19	726,350.00
4200 · PCS.					
4201 · PCS Sponsorship	0.00	2,500.00	16,800.00	17,500.00	30,000.00
4202 · PCS Registration	0.00	6,562.50	68,050.00	45,937.50	78,750.00
Total 4200 · PCS.	0.00	9,062.50	84,850.00	63,437.50	108,750.00
4300 · Training					
4302 · TASN Certification	2,460.00	2,500.00	7,800.00	17,500.00	30,000.00
4303 · Cont. Education Workshops	0.00	0.00	0.00	0.00	0.00
4309 · Administrative Academy	0.00	916.67	8,800.00	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	2,460.00	4,733.34	16,600.00	33,133.38	56,800.00

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4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	116.69	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	116.69	200.00
4450 · TASNews /Advertising	0.00	2,916.67	8,400.00	20,416.69	35,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	11,258.00	13,750.00	133,829.33	96,250.00	165,000.00
4502 · Industry Dues (Membership Dues)	4,975.00	3,083.33	33,662.50	21,583.31	37,000.00
Total 4500 · Membership Dues	16,233.00	16,833.33	167,491.83	117,833.31	202,000.00
4600 · Board of Directors					
4619 · TASN Leadership Camp	0.00	625.00	0.00	4,375.00	7,500.00
Total 4600 · Board of Directors	0.00	625.00	0.00	4,375.00	7,500.00
4700 · Headquarters					
4704 · Misc. Income	31.00	125.00	416.14	875.00	1,500.00
4708 · Invest. Interest and Dividends	-796.77	2,500.00	-20,316.64	17,500.00	30,000.00
4717 · Emporium	0.00		0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	3,950.00	2,916.69	5,000.00
4723 · Directors List/ Labels	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	-765.77	3,041.67	-15,950.50	21,291.69	36,500.00
Total Income	95,136.23	98,747.93	691,990.33	691,235.51	1,184,975.00
Gross Profit	95,136.23	98,747.93	691,990.33	691,235.51	1,184,975.00
Expense					
66900 · Reconciliation Discrepancies	0.00		0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	3,900.00	0.00	27,300.00	46,800.00
7102 · Registration	0.00	2,500.00	0.00	17,500.00	30,000.00
7111 · Facillities	-5,000.00	3,333.33	-6,982.75	23,333.31	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00	1,458.31	2,500.00
7113 · Awards Ceremony	0.00	375.00	0.00	2,625.00	4,500.00
7115 · Banquet	0.00	6,250.00	0.00	43,750.00	75,000.00
7116 · Industry Event	20,000.00	7,500.00	20,000.00	52,500.00	90,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	2,333.31	4,000.00
7121 · Conference Planning	0.00	125.00	572.16	875.00	1,500.00
7123 · Staff Travel / Photographer	0.00	375.00	0.00	2,625.00	4,500.00
7124 · General Sesssions	0.00	3,333.33	4,750.00	23,333.31	40,000.00
7125 · Learning Sessions	0.00	2,083.33	0.00	14,583.31	25,000.00
7130 · Annual Meeting	0.00	458.33	0.00	3,208.31	5,500.00
7131 · Misc. Conference	0.00	541.67	0.00	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	2,214.77	4,375.00	7,500.00

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7138 · Chapter Tables	0.00	41.67	0.00	291.69	500.00
7100 · Conference. - Other	0.00	0.00	0.00	0.00	0.00
Total 7100 · Conference.	15,000.00	32,399.99	20,554.18	226,799.93	388,800.00
7200 · PCS					
7201 · PCS	62,450.28	6,666.67	82,174.92	46,666.69	80,000.00
7200 · PCS - Other	0.00	0.00	0.00	0.00	0.00
Total 7200 · PCS	62,450.28	6,666.67	82,174.92	46,666.69	80,000.00
7300 · Training.					
7309 · Administrative Academy	7,256.53	583.33	12,528.48	4,083.31	7,000.00
7310 · Managers Academy	0.00	666.67	0.00	4,666.69	8,000.00
Total 7300 · Training.	7,256.53	1,250.00	12,528.48	8,750.00	15,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	3,466.29	375.00	4,966.29	2,625.00	4,500.00
7407 · Sales Tax	0.00	16.67	0.00	116.69	200.00
Total 7400 · Pass Through.	3,466.29	391.67	4,966.29	2,741.69	4,700.00
7500 · Publications					
7501 · TASNews	0.00	0.00	4,500.00	0.00	0.00
7502 · Graphic Designer	0.00	2,083.33	4,500.00	14,583.31	25,000.00
Total 7500 · Publications	0.00	2,083.33	9,000.00	14,583.31	25,000.00
7600 · Board of Directors.					
7601 · Executive Committee	14,142.98	3,000.00	24,085.60	21,000.00	36,000.00
7602 · Public Policy & Legislative	1,942.03	541.67	5,877.30	3,791.69	6,500.00
7603 · Membership	541.57	208.33	1,022.18	1,458.31	2,500.00
7604 · Organizational Affairs	372.71	125.00	729.48	875.00	1,500.00
7605 · Education	587.24	208.33	1,347.80	1,458.31	2,500.00
7606 · Area Representatives	2,809.64	1,000.00	5,173.98	7,000.00	12,000.00
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	1,496.31	166.67	3,260.93	1,166.69	2,000.00
7612 · Board of Dir. Meeting	3,379.65	416.67	6,149.17	2,916.69	5,000.00
7613 · Parliamentarian	0.00	125.00	0.00	875.00	1,500.00
7614 · Other Authorized meetings	82.20	83.33	17,884.35	583.31	1,000.00
7619 · Leadership Camp	0.00	416.67	0.00	2,916.69	5,000.00
Total 7600 · Board of Directors.	25,354.33	6,541.67	65,530.79	45,791.69	78,500.00

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7700 · Headquarters.					
7701 · Rent	4,009.02	3,916.67	31,531.51	27,416.69	47,000.00
7702 · Staff Travel & Meetings	3,765.48	833.33	6,211.44	5,833.31	10,000.00
7702A · Staff Training	465.00	416.67	2,139.00	2,916.69	5,000.00
7703 · Office Supplies	237.92	416.67	1,266.56	2,916.69	5,000.00
7704 · Misc. Expense	94.53	416.67	2,068.96	2,916.69	5,000.00
7705 · Printing	958.02	889.08	1,627.01	6,223.56	10,669.00
7706 · Telephone	267.44	500.00	2,090.59	3,500.00	6,000.00
7707 · Postage	30.00	916.67	6,219.55	6,416.69	11,000.00
7708 · Banking Fees	12.00	16.67	53.95	116.69	200.00
7709 · S/C Merchant Account	2,106.44	833.33	6,827.70	5,833.31	10,000.00
7710 · PC & Server Maintenance	1,317.61	1,500.00	11,278.50	10,500.00	18,000.00
7711 · Professional - Dues	395.00	183.33	1,297.50	1,283.31	2,200.00
7712 · Capital Outlay	0.00	250.00	0.00	1,750.00	3,000.00
7713 · Copier Maintenance Agreement	1,795.22	1,166.67	6,546.80	8,166.69	14,000.00
7715 · Property Tax	0.00	54.17	772.65	379.19	650.00
7716 · Insurance (G/L,Event,W/C)	558.00	541.67	4,984.00	3,791.69	6,500.00
7718 · Marketing	443.60	416.67	3,571.24	2,916.69	5,000.00
7719 · Classified Ads	0.00		0.00	0.00	0.00
7720 · Ballot Systems	0.00	291.67	0.00	2,041.69	3,500.00
7722 · Temp Fees	0.00	0.00	0.00	0.00	0.00
7723 · Database Maintenance	0.00	0.00	0.00	0.00	0.00
7725 · Depreciation Expense	0.00		0.00	0.00	0.00
7727 · Previous Years Transactions	0.00		0.00	0.00	0.00
7730 · Membership	0.00		0.00	0.00	0.00
7700 · Headquarters. - Other	0.00		265.27		
Total 7700 · Headquarters.	16,455.28	13,559.94	88,752.23	94,919.58	162,719.00
7800 · Staff					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	11,844.69	0.00	34,268.77	0.00	0.00
7801 · Gross Wages - Other	16,474.23	25,166.67	105,405.17	176,166.69	302,000.00
Total 7801 · Gross Wages	28,318.92	25,166.67	139,673.94	176,166.69	302,000.00
7802 · Company Medicare	232.79	364.92	1,502.12	2,554.44	4,379.00
7803 · Company FICA	995.41	1,560.33	6,422.84	10,922.31	18,724.00
7804 · FUTA (Federal Unemployment)	29.19	28.00	113.19	196.00	336.00
7805 · SUI (State Unemployment Tax)	18.44	47.25	68.97	330.75	567.00
7807 · Retirement Benefits	1,646.86	2,500.00	9,638.74	17,500.00	30,000.00
7808 · Employee Medical Insurance	2,808.75	3,062.50	14,746.04	21,437.50	36,750.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	34,050.36	32,729.67	172,165.84	229,107.69	392,756.00

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7900 · Outside Services.					
7902 · Website Design & Hosting	759.53	1,333.33	5,784.29	9,333.31	16,000.00
7903 · Accounting	0.00	1,166.67	13,250.00	8,166.69	14,000.00
7904 · Legal Fees	0.00	208.33	2,291.50	1,458.31	2,500.00
Total 7900 · Outside Services.	759.53	2,708.33	21,325.79	18,958.31	32,500.00
8000 · Scholarships / Education	0.00	416.67	0.00	2,916.69	5,000.00
Total Expense	164,792.60	98,747.94	476,998.52	691,235.58	1,184,975.00
Net Ordinary Income	-69,656.37	-0.01	214,991.81	-0.07	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	-8,131.60	0.00	-12,323.07	0.00	0.00
Total Other Income	-8,131.60	0.00	-12,323.07	0.00	0.00
Net Other Income	-8,131.60	0.00	-12,323.07	0.00	0.00
Net Income	-77,787.97	-0.01	202,668.74	-0.07	0.00