

TASN
Profit & Loss Budget Performance
May 2020

	May 20	Budget	Sep '19 - May ...	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,031.25	4,750.00	9,281.25	12,375.00
4100 · Conference					
4101 · Exhibits	-128,100.00	32,062.50	186,780.00	288,562.50	384,750.00
4101A · Kitchen Space Rental / ICE	-300.00	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	7,125.00	0.00	64,125.00	85,500.00
4103 · Registration					
A · Early Bird	-47,055.00	24,750.00	5,990.00	222,750.00	297,000.00
B · Regular	0.00	2,583.33	0.00	23,249.97	31,000.00
Total 4103 · Registration	-47,055.00	27,333.33	5,990.00	245,999.97	328,000.00
4105 · Non-Member Packet	-450.00	391.67	0.00	3,525.03	4,700.00
4107 · One Day Reg.	0.00	166.67	0.00	1,500.03	2,000.00
4108 · Retired Registration	0.00	25.00	0.00	225.00	300.00
4110 · Onsite	0.00	333.33	0.00	2,999.97	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)	-300.00	0.00	0.00	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	120.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	3,750.03	5,000.00
Total 4126 · Seminars	-390.00	416.67	120.00	3,750.03	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	375.03	500.00
4134 · Annual Sponsors	-4,800.00	4,166.67	0.00	37,500.03	50,000.00
Total 4100 · Conference	-181,095.00	72,062.51	192,890.00	648,562.59	864,750.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	22,000.00	26,250.03	35,000.00
4202 · TASN Industry Seminar Reg.	0.00	7,312.50	85,625.00	65,812.50	87,750.00
Total 4200 · Industry Seminar	0.00	10,229.17	107,625.00	92,062.53	122,750.00
4300 · Training					
4302 · TASN Certification	740.00	4,418.67	9,139.00	39,768.03	53,024.00
4309 · Administrative Academy	0.00	916.67	6,600.00	8,250.03	11,000.00
4310 · Managers Academy	0.00	1,316.67	0.00	11,850.03	15,800.00
Total 4300 · Training	740.00	6,652.01	15,739.00	59,868.09	79,824.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	9.53	150.03	200.00
Total 4400 · Pass Through	0.00	16.67	9.53	150.03	200.00

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4450 · TASNews /Advertising	660.00	7,916.67	22,055.00	71,250.03	95,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	2,045.00	12,823.42	158,917.43	115,410.78	153,881.00
4502 · Industry Dues (Membership Dues)	0.00	2,766.92	40,183.75	24,902.28	33,203.00
Total 4500 · Membership Dues	2,045.00	15,590.34	199,101.18	140,313.06	187,084.00
4700 · Headquarters					
4704 · Misc. Income	0.00	250.00	-129.33	2,250.00	3,000.00
4708 · Invest. Interest and Dividends	0.00	5,416.67	66,749.94	48,750.03	65,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	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	0.00	5,666.67	71,770.61	56,000.03	73,000.00
Total Income	-177,650.00	119,165.29	613,940.32	1,077,487.61	1,434,983.00
Gross Profit	-177,650.00	119,165.29	613,940.32	1,077,487.61	1,434,983.00
Expense					
7100 · Conference.					
7101 · Exhibits	9,999.00	5,000.00	10,981.75	45,000.00	60,000.00
7102 · Registration	0.00	2,500.00	0.00	22,500.00	30,000.00
7111 · Facilities	0.00	3,083.33	53,651.00	27,749.97	37,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	2,999.97	4,000.00
7113 · Awards Ceremony	0.00	416.67	0.00	3,750.03	5,000.00
7115 · Banquet	0.00	8,333.33	0.00	74,999.97	100,000.00
7116 · Industry Event	0.00	6,916.67	1,074.00	62,250.03	83,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	2,999.97	4,000.00
7121 · Conference Planning	0.00	125.00	202.97	1,125.00	1,500.00
7123 · Staff Travel / Photographer	0.00	291.67	890.00	2,625.03	3,500.00
7124 · General Sesssions	0.00	4,416.67	2,898.37	39,750.03	53,000.00
7125 · Learning Sessions	0.00	2,000.00	146.00	18,000.00	24,000.00
7130 · Annual Meeting	0.00	458.33	0.00	4,124.97	5,500.00
7131 · Misc. Conference	0.00	541.67	78.90	4,875.03	6,500.00
7132 · Conf. Temps	0.00	416.67	0.00	3,750.03	5,000.00
7136 · T-Shirt Cost	0.00	625.00	0.00	5,625.00	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	375.03	500.00
Total 7100 · Conference.	9,999.00	35,833.34	69,922.99	322,500.06	430,000.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	83,761.37	63,749.97	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	83,761.37	63,749.97	85,000.00

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7300 · Training.					
7309 · Directors Academy	0.00	333.33	7,335.33	2,999.97	4,000.00
7310 · Managers Academy	0.00	833.33	0.00	7,499.97	10,000.00
Total 7300 · Training.	0.00	1,166.66	7,335.33	10,499.94	14,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	0.00	4,440.64	5,000.00	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	150.03	200.00
Total 7400 · Pass Through.	0.00	16.67	4,440.64	5,150.03	5,200.00
7500 · Publications					
7501 · TASNews	0.00	3,500.00	30,503.65	31,500.00	42,000.00
7502 · Graphic Designer	5,000.00	3,600.00	13,100.00	32,400.00	43,200.00
Total 7500 · Publications	5,000.00	7,100.00	43,603.65	63,900.00	85,200.00
7600 · Board of Directors.					
7601 · Executive Committee	-2,640.00	3,833.33	24,469.16	34,499.97	46,000.00
7602 · Public Policy & Legislative	0.00	541.67	3,973.44	4,875.03	6,500.00
7603 · Membership	0.00	208.33	196.76	1,874.97	2,500.00
7604 · Organizational Affairs	0.00	125.00	406.54	1,125.00	1,500.00
7605 · Education	0.00	208.33	932.93	1,874.97	2,500.00
7606 · Area Representatives	0.00	1,500.00	12,611.83	13,500.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,125.00	1,500.00
7609 · Nominating Committee	0.00	125.00	855.15	1,125.00	1,500.00
7610 · Industry Committee	0.00	166.67	1,891.58	1,500.03	2,000.00
7612 · Board of Dir. Meeting	0.00	1,166.67	6,856.09	10,500.03	14,000.00
7613 · Parliamentarian	0.00	500.00	159.85	500.00	1,500.00
7614 · Other Authorized meetings	0.00	500.00	75.00	4,500.00	6,000.00
Total 7600 · Board of Directors.	-2,640.00	9,000.00	52,428.33	77,000.00	103,500.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,000.00	60,000.00	54,000.00	72,000.00
7702 · Staff Travel & Meetings	0.00	1,250.00	12,514.06	11,250.00	15,000.00
7702A · Staff Training	-430.00	666.67	1,517.15	6,000.03	8,000.00
7703 · Office Supplies	226.18	500.00	2,178.09	4,500.00	6,000.00
7704 · Misc. Expense	974.25	333.33	4,202.31	2,999.97	4,000.00
7705 · Printing	0.00	750.00	7,186.71	6,750.00	9,000.00
7706 · Telephone	707.33	333.33	3,438.60	2,999.97	4,000.00
7707 · Postage	0.00	1,250.00	10,939.77	11,250.00	15,000.00
7708 · Banking Fees	0.00	16.67	230.50	150.03	200.00
7709 · S/C Merchant Account	0.00	2,410.21	12,996.12	21,691.89	28,922.50
7710 · PC & Server Maintenance	1,136.63	666.67	10,633.31	6,000.03	8,000.00
7711 · Professional - Dues	0.00	183.33	2,246.75	1,649.97	2,200.00
7712 · Capital Outlay	6,343.13	416.67	9,638.60	3,750.03	5,000.00
7713 · Copier Maintenance Agreement	1,028.59	1,166.67	9,370.46	10,500.03	14,000.00

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7715 · Property Tax	0.00	41.67	222.04	375.03	500.00
7716 · Insurance (G/L,Event,W/C)	214.00	533.33	6,538.00	4,799.97	6,400.00
7718 · Marketing	0.00	666.67	5,003.84	6,000.03	8,000.00
7719 · Classified Ads	0.00	0.00	0.00	0.00	0.00
7720 · Ballot Systems	4,944.08	583.33	4,944.08	5,249.97	7,000.00
7723 · Database Maintenance	0.00	0.00	0.00	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00	0.00	0.00
Total 7700 · Headquarters.	21,144.19	17,768.55	163,800.39	159,916.95	213,222.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	11.19	0.00	190.23	0.00	0.00
7801 · Gross Wages - Other	24,916.84	29,583.33	261,113.63	266,249.97	355,000.00
Total 7801 · Gross Wages	24,928.03	29,583.33	261,303.86	266,249.97	355,000.00
7802 · Company Medicare	350.05	428.96	3,681.81	3,860.64	5,147.50
7803 · Company FICA	1,496.72	1,834.17	15,742.74	16,507.53	22,010.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	252.00	252.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	167.40	425.25	567.00
7807 · Retirement Benefits	0.00	2,941.67	23,634.62	26,475.03	35,300.00
7808 · Employee Medical Insurance	8,281.26	3,583.33	39,570.02	32,249.97	43,000.00
Total 7800 · Staff	35,056.06	38,446.71	344,352.45	346,020.39	461,360.50
7900 · Outside Services.					
7902 · Website Design & Hosting	354.45	1,000.00	12,847.29	9,000.00	12,000.00
7903 · Accounting	0.00	0.00	13,250.00	14,000.00	14,000.00
7904 · Legal Fees	1,039.50	125.00	2,956.82	1,125.00	1,500.00
Total 7900 · Outside Services.	1,393.95	1,125.00	29,054.11	24,125.00	27,500.00
8000 · Scholarships / Education	0.00	833.33	0.00	7,499.97	10,000.00
Total Expense	69,953.20	118,373.59	798,699.26	1,080,362.31	1,434,983.00
Net Ordinary Income	-247,603.20	791.70	-184,758.94	-2,874.70	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-157,867.53	0.00	0.00
Total Other Income	0.00	0.00	-157,867.53	0.00	0.00
Net Other Income	0.00	0.00	-157,867.53	0.00	0.00
Net Income	-247,603.20	791.70	-342,626.47	-2,874.70	0.00