

TASN
Profit & Loss Budget Performance
May 2021

	<u>May 21</u>	<u>Budget</u>	<u>Sep '20 - May 21</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,083.33	5,575.00	9,749.97	13,000.00
4050 · Grants and Contracts	0.00	0.00	0.00	0.00	0.00
4100 · Conference					
4101 · Exhibits	19,800.00	32,625.00	345,490.00	293,625.00	391,500.00
4101A · Kitchen Space Rental / ICE	300.00	0.00	2,900.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	61,325.00	59,812.47	79,750.00
4103 · Registration					
A · Early Bird	17,890.00	27,000.00	62,320.00	243,000.00	324,000.00
B · Regular	0.00	2,000.00	0.00	18,000.00	24,000.00
4103 · Registration - Other	170.00		170.00		
Total 4103 · Registration	18,060.00	29,000.00	62,490.00	261,000.00	348,000.00
4105 · Non-Member Packet	250.00	504.17	1,300.00	4,537.53	6,050.00
4106 · Non- Exhibiting Registration	700.00		700.00		
4107 · One Day Reg.	0.00	250.00	0.00	2,250.00	3,000.00
4108 · Retired Registration	75.00	25.00	600.00	225.00	300.00
4110 · Onsite	0.00	891.67	0.00	8,025.03	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)	100.00	0.00	1,200.00	0.00	0.00
4126 O · Sanitation	450.00	0.00	450.00	0.00	0.00
4126 P · Safety	60.00	0.00	90.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	180.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	3,750.03	5,000.00
Total 4126 · Seminars	610.00	416.67	1,920.00	3,750.03	5,000.00
4131 · Misc. Conference	0.00	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	25.00	0.00	225.00	300.00
4134 · Annual Sponsors	4,900.00	3,333.33	22,648.00	29,999.97	40,000.00
Total 4100 · Conference	44,695.00	73,716.67	499,373.00	663,450.03	884,600.00
4200 · PCS.					
4201 · PCS Sponsorship	0.00	2,500.00	1,700.00	22,500.00	30,000.00
4202 · PCS Registration	0.00	8,625.00	900.00	77,625.00	103,500.00
Total 4200 · PCS.	0.00	11,125.00	2,600.00	100,125.00	133,500.00

TASN
Profit & Loss Budget Performance
May 2021

	May 21	Budget	Sep '20 - May 21	YTD Budget	Annual Budget
4300 · Training					
4302 · TASN Certification	920.00	4,418.67	13,100.00	39,768.03	53,024.00
4303 · Cont. Education Workshops	30.00		380.00		
4309 · Administrative Academy	0.00	916.67	0.00	8,250.03	11,000.00
4310 · Managers Academy	0.00	1,975.00	0.00	17,775.00	23,700.00
4300 · Training - Other	0.00		0.00		
Total 4300 · Training	950.00	7,310.34	13,480.00	65,793.06	87,724.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	-0.78	150.03	200.00
Total 4400 · Pass Through	0.00	16.67	-0.78	150.03	200.00
4450 · TASNews /Advertising	12,710.00	2,916.67	27,686.00	26,250.03	35,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	9,388.00	13,208.17	145,847.29	118,873.53	158,498.00
4502 · Industry Dues (Membership Dues)	2,825.00	2,849.92	33,950.17	25,649.28	34,199.00
Total 4500 · Membership Dues	12,213.00	16,058.09	179,797.46	144,522.81	192,697.00
4700 · Headquarters					
4704 · Misc. Income	680.00	208.33	81,558.93	1,874.97	2,500.00
4708 · Invest. Interest and Dividends	-988.64	2,083.33	-2,513.19	18,749.97	25,000.00
4717 · Emporium					
4717 · Emporium - Other	0.00	0.00	0.00	0.00	0.00
Total 4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00	3,750.03	5,000.00
4723 · Directors List/ Labels	250.00	0.00	952.54	0.00	0.00
Total 4700 · Headquarters	-58.64	2,708.33	79,998.28	24,374.97	32,500.00
Total Income	70,509.36	114,935.10	808,508.96	1,034,415.90	1,379,221.00
Gross Profit	70,509.36	114,935.10	808,508.96	1,034,415.90	1,379,221.00
Expense					
6690 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	6,250.00	6,748.24	56,250.00	75,000.00
7102 · Registration	963.40	2,916.66	963.40	26,249.94	35,000.00
7111 · Facilities	0.00	3,240.00	49,880.00	29,160.00	38,880.00
7112 · Awards / Trophies/ Ribbons	363.66	208.33	363.66	1,874.97	2,500.00
7113 · Awards Ceremony	0.00	583.33	0.00	5,249.97	7,000.00
7115 · Banquet	0.00	8,750.00	0.00	78,750.00	105,000.00
7116 · Industry Event	0.00	8,333.33	0.00	74,999.97	100,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	2,999.97	4,000.00
7121 · Conference Planning	245.76	245.45	344.92	2,209.05	2,945.50

TASN
Profit & Loss Budget Performance
May 2021

	May 21	Budget	Sep '20 - May 21	YTD Budget	Annual Budget
7123 · Staff Travel / Photographer	0.00	375.00	0.00	3,375.00	4,500.00
7124 · General Sesssions	0.00	5,000.00	0.00	45,000.00	60,000.00
7125 · Learning Sessions	0.00	2,500.00	0.00	22,500.00	30,000.00
7130 · Annual Meeting	0.00	666.66	0.00	5,999.94	8,000.00
7131 · Misc. Conference	0.00	541.67	0.00	4,875.03	6,500.00
7132 · Conf. Temps	0.00	833.33	0.00	7,499.97	10,000.00
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
7138 · Chapter Tables	0.00	41.67	0.00	375.03	500.00
Total 7100 · Conference.	1,572.82	41,443.76	58,300.22	372,993.84	497,325.50
7200 · PCS					
7201 · PCS	0.00	8,333.33	250.00	74,999.97	100,000.00
7200 · PCS - Other	0.00		634.68		
Total 7200 · PCS	0.00	8,333.33	884.68	74,999.97	100,000.00
7300 · Training.					
7309 · Directors Academy	0.00	583.33	0.00	5,249.97	7,000.00
7310 · Managers Academy	0.00	666.67	936.32	6,000.03	8,000.00
Total 7300 · Training.	0.00	1,250.00	936.32	11,250.00	15,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	391.67	0.00	3,525.03	4,700.00
7407 · Sales Tax	0.00	16.67	0.00	150.03	200.00
Total 7400 · Pass Through.	0.00	408.34	0.00	3,675.06	4,900.00
7500 · Publications					
7501 · TASNews	0.00	625.00	380.00	5,625.00	7,500.00
7502 · Graphic Designer	0.00	1,916.67	13,790.00	17,250.03	23,000.00
Total 7500 · Publications	0.00	2,541.67	14,170.00	22,875.03	30,500.00
7600 · Board of Directors.					
7601 · Executive Committee	-249.00	2,583.33	3,440.25	23,249.97	31,000.00
7602 · Public Policy & Legislative	0.00	541.67	398.00	4,875.03	6,500.00
7603 · Membership	0.00	208.33	0.00	1,874.97	2,500.00
7604 · Organizational Affairs	0.00	125.00	0.00	1,125.00	1,500.00
7605 · Education	0.00	208.33	6,232.53	1,874.97	2,500.00
7606 · Area Representatives	0.00	666.66	0.00	5,999.94	8,000.00
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	0.00	1,125.00	1,500.00
7610 · Industry Committee	0.00	166.67	0.00	1,500.03	2,000.00
7612 · Board of Dir. Meeting	0.00	416.66	0.00	3,749.94	5,000.00
7613 · Parliamentarian	0.00	125.00	0.00	1,125.00	1,500.00

TASN
Profit & Loss Budget Performance
May 2021

	May 21	Budget	Sep '20 - May 21	YTD Budget	Annual Budget
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.	-249.00	5,291.65	10,070.78	47,624.85	63,500.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,000.00	61,914.51	54,000.00	72,000.00
7702 · Staff Travel & Meetings	85.90	1,083.33	514.76	9,749.97	13,000.00
7702A · Staff Training	0.00	500.00	207.00	4,500.00	6,000.00
7703 · Office Supplies	308.56	416.67	2,085.56	3,750.03	5,000.00
7704 · Misc. Expense	1,259.25	333.33	9,266.93	2,999.97	4,000.00
7705 · Printing	185.11	750.00	2,134.69	6,750.00	9,000.00
7706 · Telephone	471.83	333.33	2,798.14	2,999.97	4,000.00
7707 · Postage	1,000.00	1,166.67	12,440.90	10,500.03	14,000.00
7708 · Banking Fees	0.00	16.67	57.33	150.03	200.00
7709 · S/C Merchant Account	2,470.42	2,369.21	11,797.73	21,322.89	28,430.50
7710 · PC & Server Maintenance	2,525.46	633.33	12,417.23	5,699.97	7,600.00
7711 · Professional - Dues	0.00	183.33	132.50	1,649.97	2,200.00
7712 · Capital Outlay	0.00	83.33	547.95	749.97	1,000.00
7713 · Copier Maintenance Agreement	1,223.09	1,166.67	8,902.74	10,500.03	14,000.00
7715 · Property Tax	0.00	54.17	825.91	487.53	650.00
7716 · Insurance (G/L,Event,W/C)	0.00	541.67	5,098.00	4,875.03	6,500.00
7718 · Marketing	357.01	416.67	2,746.97	3,750.03	5,000.00
7719 · Classified Ads	0.00	0.00	0.00	0.00	0.00
7720 · Ballot Systems	6,580.18	583.33	6,580.18	5,249.97	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.	22,466.81	16,631.71	141,492.80	149,685.39	199,580.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract /WC Chargeback/Intuit	8.66	0.00	10,674.44	0.00	0.00
7801 · Gross Wages - Other	17,541.49	27,083.33	199,622.49	243,749.97	325,000.00
Total 7801 · Gross Wages	17,550.15	27,083.33	210,296.93	243,749.97	325,000.00
7802 · Company Medicare	250.04	392.70	2,881.15	3,534.30	4,712.50
7803 · Company FICA	1,069.14	1,679.16	12,404.89	15,112.44	20,150.00
7804 · FUTA (Federal Unemployment)	0.00	23.33	168.00	209.97	280.00
7805 · SUI (State Unemployment Tax)	0.00	39.37	111.60	354.33	472.50
7807 · Retirement Benefits	1,754.12	2,275.00	14,847.49	20,475.00	27,300.00
7808 · Employee Medical Insurance	1,390.64	3,750.00	25,899.28	33,750.00	45,000.00
7800 · Staff - Other	0.00	0.00	1,527.39	0.00	0.00
Total 7800 · Staff	22,014.09	35,242.89	268,136.73	317,186.01	422,915.00

11:02 AM

06/07/21

Accrual Basis

TASN
Profit & Loss Budget Performance
May 2021

	May 21	Budget	Sep '20 - May 21	YTD Budget	Annual Budget
7900 · Outside Services.					
7902 · Website Design & Hosting	430.40	1,666.67	11,304.05	15,000.03	20,000.00
7903 · Accounting	0.00	1,166.67	13,250.00	10,500.03	14,000.00
7904 · Legal Fees	830.50	541.66	7,845.50	4,874.94	6,500.00
Total 7900 · Outside Services.	1,260.90	3,375.00	32,399.55	30,375.00	40,500.00
8000 · Scholarships / Education	0.00	416.67	0.00	3,750.03	5,000.00
Total Expense	47,065.62	114,935.02	526,391.08	1,034,415.18	1,379,221.00
Net Ordinary Income	23,443.74	0.08	282,117.88	0.72	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	9,184.30	0.00	94,887.36	0.00	0.00
Total Other Income	9,184.30	0.00	94,887.36	0.00	0.00
Net Other Income	9,184.30	0.00	94,887.36	0.00	0.00
Net Income	32,628.04	0.08	377,005.24	0.72	0.00