

TASN
Profit & Loss Budget Performance
May 2022

	May 22	Budget	Sep '21 - May 22	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	0.00	989.58	0.00	8,906.22
4050 · Grants and Contracts	0.00		0.00	0.00
4100 · Conference				
4101 · Exhibits	39,335.00	24,552.08	429,325.00	220,968.72
4101A · Kitchen Space Rental / ICE	300.00	0.00	3,100.00	0.00
4102 · \$275 Ind. Event	600.00	6,385.42	600.00	57,468.78
4103 · Registration				
A · Early Bird	31,030.00	23,625.00	240,820.00	212,625.00
B · Regular	12,480.00	1,333.33	12,480.00	11,999.97
Total 4103 · Registration	43,510.00	24,958.33	253,300.00	224,624.97
4105 · Non-Member Packet	0.00	833.33	0.00	7,499.97
4107 · One Day Reg.	0.00		0.00	0.00
4108 · Retired Registration	100.00	33.33	200.00	299.97
4110 · Onsite	0.00	416.67	0.00	3,750.03
4115 · Meals / Evening Event	-200.00		200.00	0.00
4126 · Seminars				
4126-Z · Nutrtion 101	0.00		60.00	
4126-Y · Reimbursable Meals	330.00		1,080.00	
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	3,750.03
Total 4126 · Seminars	330.00	416.67	1,140.00	3,750.03
4131 · Misc. Conference	0.00		0.00	0.00
4132 · Chapter Tables	0.00	16.67	0.00	150.03
4134 · Annual Sponsors	4,500.00	2,916.67	46,449.00	26,250.03
Total 4100 · Conference	88,475.00	60,529.17	734,314.00	544,762.53
4200 · PCS.				
4201 · PCS Sponsorship	0.00	2,500.00	16,800.00	22,500.00
4202 · PCS Registration	0.00	6,562.50	68,050.00	59,062.50
Total 4200 · PCS.	0.00	9,062.50	84,850.00	81,562.50
4300 · Training				
4302 · TASN Certification	1,900.00	2,500.00	12,060.00	22,500.00
4303 · Cont. Education Workshops	0.00	0.00	0.00	0.00
4309 · Administrative Academy	0.00	916.67	8,800.00	8,250.03
4310 · Managers Academy	0.00	1,316.67	0.00	11,850.03
Total 4300 · Training	1,900.00	4,733.34	20,860.00	42,600.06

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4400 · Pass Through				
4407 · Sales Tax	0.00	16.67	0.00	150.03
Total 4400 · Pass Through	0.00	16.67	0.00	150.03
4450 · TASNews /Advertising	0.00	2,916.67	8,400.00	26,250.03
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	9,645.00	13,750.00	156,513.33	123,750.00
4502 · Industry Dues (Membership Dues)	4,125.00	3,083.33	42,137.50	27,749.97
Total 4500 · Membership Dues	13,770.00	16,833.33	198,650.83	151,499.97
4600 · Board of Directors				
4619 · TASN Leadership Camp	0.00	625.00	0.00	5,625.00
Total 4600 · Board of Directors	0.00	625.00	0.00	5,625.00
4700 · Headquarters				
4704 · Misc. Income	175.00	125.00	611.14	1,125.00
4708 · Invest. Interest and Dividends	0.00	2,500.00	-20,316.64	22,500.00
4717 · Emporium	0.00		0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	3,950.00	3,750.03
4723 · Directors List/ Labels	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	175.00	3,041.67	-15,755.50	27,375.03
Total Income	104,320.00	98,747.93	1,031,319.33	888,731.37
Gross Profit	104,320.00	98,747.93	1,031,319.33	888,731.37
Expense				
66900 · Reconciliation Discrepancies	0.00		0.00	0.00
7100 · Conference.				
7101 · Exhibits	5,200.00	3,900.00	6,620.13	35,100.00
7102 · Registration	13,688.66	2,500.00	13,688.66	22,500.00
7111 · Faciilities	38,335.88	3,333.33	31,353.13	29,999.97
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00	1,874.97
7113 · Awards Ceremony	0.00	375.00	0.00	3,375.00
7115 · Banquet	0.00	6,250.00	0.00	56,250.00
7116 · Industry Event	26,160.00	7,500.00	66,160.00	67,500.00
7120 · Special Meals / Events	0.00	333.33	195.00	2,999.97
7121 · Conference Planning	279.00	125.00	1,060.57	1,125.00
7123 · Staff Travel / Photographer	0.00	375.00	0.00	3,375.00
7124 · General Sesssions	17,500.00	3,333.33	22,250.00	29,999.97
7125 · Learning Sessions	17,700.00	2,083.33	17,700.00	18,749.97
7130 · Annual Meeting	0.00	458.33	0.00	4,124.97
7131 · Misc. Conference	0.00	541.67	0.00	4,875.03
7132 · Conf. Temps	0.00	416.67	0.00	3,750.03
7136 · T-Shirt Cost	0.00	625.00	2,214.77	5,625.00

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7138 · Chapter Tables	0.00	41.67	0.00	375.03
7100 · Conference. - Other	0.00	0.00	0.00	0.00
Total 7100 · Conference.	118,863.54	32,399.99	161,242.26	291,599.91
7200 · PCS				
7201 · PCS	0.00	6,666.67	82,146.34	60,000.03
7200 · PCS - Other	0.00	0.00	0.00	0.00
Total 7200 · PCS	0.00	6,666.67	82,146.34	60,000.03
7300 · Training.				
7309 · Administrative Academy	0.00	583.33	12,528.48	5,249.97
7310 · Managers Academy	0.00	666.67	0.00	6,000.03
Total 7300 · Training.	0.00	1,250.00	12,528.48	11,250.00
7400 · Pass Through.				
7405 · SNA- TX Delegation Dinner/Misc.	0.00	375.00	4,966.29	3,375.00
7407 · Sales Tax	0.00	16.67	0.00	150.03
Total 7400 · Pass Through.	0.00	391.67	4,966.29	3,525.03
7500 · Publications				
7501 · TASNews	0.00	0.00	4,500.00	0.00
7502 · Graphic Designer	4,500.00	2,083.33	9,000.00	18,749.97
Total 7500 · Publications	4,500.00	2,083.33	13,500.00	18,749.97
7600 · Board of Directors.				
7601 · Executive Committee	1,934.63	3,000.00	28,959.73	27,000.00
7602 · Public Policy & Legislative	0.00	541.67	7,526.82	4,875.03
7603 · Membership	0.00	208.33	1,022.18	1,874.97
7604 · Organizational Affairs	0.00	125.00	729.48	1,125.00
7605 · Education	0.00	208.33	1,347.80	1,874.97
7606 · Area Representatives	0.00	1,000.00	5,173.98	9,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,125.00
7609 · Nominating Committee	0.00	125.00	0.00	1,125.00
7610 · Industry Committee	0.00	166.67	3,260.93	1,500.03
7612 · Board of Dir. Meeting	0.00	416.67	6,149.17	3,750.03
7613 · Parliamentarian	0.00	125.00	0.00	1,125.00
7614 · Other Authorized meetings	883.91	83.33	18,831.35	749.97
7619 · Leadership Camp	0.00	416.67	0.00	3,750.03
Total 7600 · Board of Directors.	2,818.54	6,541.67	73,001.44	58,875.03

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7700 · Headquarters.				
7701 · Rent	3,967.34	3,916.67	39,467.85	35,250.03
7702 · Staff Travel & Meetings	1,554.91	833.33	7,823.72	7,499.97
7702A · Staff Training	0.00	416.67	2,139.00	3,750.03
7703 · Office Supplies	470.48	416.67	2,422.32	3,750.03
7704 · Misc. Expense	-1,261.92	416.67	2,634.02	3,750.03
7705 · Printing	0.00	889.08	2,478.94	8,001.72
7706 · Telephone	267.44	500.00	2,625.47	4,500.00
7707 · Postage	1,970.00	916.67	9,764.61	8,250.03
7708 · Banking Fees	0.00	16.67	53.95	150.03
7709 · S/C Merchant Account	3,181.25	833.33	11,960.04	7,499.97
7710 · PC & Server Maintenance	1,443.30	1,500.00	14,171.09	13,500.00
7711 · Professional - Dues	0.00	183.33	1,297.50	1,649.97
7712 · Capital Outlay	0.00	250.00	1,261.92	2,250.00
7713 · Copier Maintenance Agreement	1,330.28	1,166.67	8,774.69	10,500.03
7715 · Property Tax	0.00	54.17	772.65	487.53
7716 · Insurance (G/L,Event,W/C)	306.00	541.67	5,290.00	4,875.03
7718 · Marketing	443.60	416.67	4,458.44	3,750.03
7719 · Classified Ads	0.00		0.00	0.00
7720 · Ballot Systems	0.00	291.67	4,707.98	2,625.03
7722 · Temp Fees	0.00	0.00	0.00	0.00
7723 · Database Maintenance	1,169.10	0.00	1,169.10	0.00
7725 · Depreciation Expense	0.00		0.00	0.00
7727 · Previous Years Transactions	0.00		0.00	0.00
7730 · Membership	0.00		0.00	0.00
7700 · Headquarters. - Other	0.00		265.27	
Total 7700 · Headquarters.	14,841.78	13,559.94	123,538.56	122,039.46
7800 · Staff				
7801 · Gross Wages				
7809 · Contract /WC Chargeback/Intuit	6,065.33	0.00	44,229.85	0.00
7801 · Gross Wages - Other	16,139.09	25,166.67	136,232.52	226,500.03
Total 7801 · Gross Wages	22,204.42	25,166.67	180,462.37	226,500.03
7802 · Company Medicare	201.98	364.92	1,902.85	3,284.28
7803 · Company FICA	863.65	1,560.33	8,136.27	14,042.97
7804 · FUTA (Federal Unemployment)	0.00	28.00	126.00	252.00
7805 · SUI (State Unemployment Tax)	1.66	47.25	81.79	425.25
7807 · Retirement Benefits	1,501.86	2,500.00	12,609.41	22,500.00
7808 · Employee Medical Insurance	5,348.09	3,062.50	20,589.77	27,562.50
7800 · Staff - Other	0.00	0.00	0.00	0.00
Total 7800 · Staff	30,121.66	32,729.67	223,908.46	294,567.03

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Accrual Basis

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7900 · Outside Services.				
7902 · Website Design & Hosting	354.45	1,333.33	6,695.73	11,999.97
7903 · Accounting	0.00	1,166.67	13,250.00	10,500.03
7904 · Legal Fees	0.00	208.33	2,291.50	1,874.97
Total 7900 · Outside Services.	354.45	2,708.33	22,237.23	24,374.97
8000 · Scholarships / Education	0.00	416.67	0.00	3,750.03
Total Expense	171,499.97	98,747.94	717,069.06	888,731.46
Net Ordinary Income	-67,179.97	-0.01	314,250.27	-0.09
Other Income/Expense				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	-19,706.09	0.00	-61,668.88	0.00
Total Other Income	-19,706.09	0.00	-61,668.88	0.00
Net Other Income	-19,706.09	0.00	-61,668.88	0.00
Net Income	-86,886.06	-0.01	252,581.39	-0.09

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	<u>Annual Budget</u>
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	11,875.00
4050 · Grants and Contracts	0.00
4100 · Conference	
4101 · Exhibits	294,625.00
4101A · Kitchen Space Rental / ICE	0.00
4102 · \$275 Ind. Event	76,625.00
4103 · Registration	
A · Early Bird	283,500.00
B · Regular	16,000.00
Total 4103 · Registration	<u>299,500.00</u>
4105 · Non-Member Packet	10,000.00
4107 · One Day Reg.	0.00
4108 · Retired Registration	400.00
4110 · Onsite	5,000.00
4115 · Meals / Evening Event	0.00
4126 · Seminars	
4126-Z · Nutrition 101	
4126-Y · Reimbursable Meals	
4126 N · Train the Trainer (I,II,III)	0.00
4126 O · Sanitation	0.00
4126 P · Safety	0.00
4126 W · Grant Writing	0.00
4126 · Seminars - Other	5,000.00
Total 4126 · Seminars	<u>5,000.00</u>
4131 · Misc. Conference	0.00
4132 · Chapter Tables	200.00
4134 · Annual Sponsors	35,000.00
Total 4100 · Conference	<u>726,350.00</u>
4200 · PCS.	
4201 · PCS Sponsorship	30,000.00
4202 · PCS Registration	78,750.00
Total 4200 · PCS.	<u>108,750.00</u>
4300 · Training	
4302 · TASN Certification	30,000.00
4303 · Cont. Education Workshops	0.00
4309 · Administrative Academy	11,000.00
4310 · Managers Academy	15,800.00
Total 4300 · Training	<u>56,800.00</u>

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	<u>Annual Budget</u>
4400 · Pass Through	
4407 · Sales Tax	200.00
Total 4400 · Pass Through	200.00
4450 · TASNews /Advertising	35,000.00
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	165,000.00
4502 · Industry Dues (Membership Dues)	37,000.00
Total 4500 · Membership Dues	202,000.00
4600 · Board of Directors	
4619 · TASN Leadership Camp	7,500.00
Total 4600 · Board of Directors	7,500.00
4700 · Headquarters	
4704 · Misc. Income	1,500.00
4708 · Invest. Interest and Dividends	30,000.00
4717 · Emporium	0.00
4721 · SNA LAC Sponsors/ Guests	5,000.00
4723 · Directors List/ Labels	0.00
Total 4700 · Headquarters	36,500.00
Total Income	1,184,975.00
Gross Profit	1,184,975.00
Expense	
66900 · Reconciliation Discrepancies	0.00
7100 · Conference.	
7101 · Exhibits	46,800.00
7102 · Registration	30,000.00
7111 · Facilities	40,000.00
7112 · Awards / Trophies/ Ribbons	2,500.00
7113 · Awards Ceremony	4,500.00
7115 · Banquet	75,000.00
7116 · Industry Event	90,000.00
7120 · Special Meals / Events	4,000.00
7121 · Conference Planning	1,500.00
7123 · Staff Travel / Photographer	4,500.00
7124 · General Sessions	40,000.00
7125 · Learning Sessions	25,000.00
7130 · Annual Meeting	5,500.00
7131 · Misc. Conference	6,500.00
7132 · Conf. Temps	5,000.00
7136 · T-Shirt Cost	7,500.00

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Accrual Basis

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	<u>Annual Budget</u>
7138 · Chapter Tables	500.00
7100 · Conference. - Other	0.00
Total 7100 · Conference.	388,800.00
7200 · PCS	
7201 · PCS	80,000.00
7200 · PCS - Other	0.00
Total 7200 · PCS	80,000.00
7300 · Training.	
7309 · Administrative Academy	7,000.00
7310 · Managers Academy	8,000.00
Total 7300 · Training.	15,000.00
7400 · Pass Through.	
7405 · SNA- TX Delegation Dinner/Misc.	4,500.00
7407 · Sales Tax	200.00
Total 7400 · Pass Through.	4,700.00
7500 · Publications	
7501 · TASNews	0.00
7502 · Graphic Designer	25,000.00
Total 7500 · Publications	25,000.00
7600 · Board of Directors.	
7601 · Executive Committee	36,000.00
7602 · Public Policy & Legislative	6,500.00
7603 · Membership	2,500.00
7604 · Organizational Affairs	1,500.00
7605 · Education	2,500.00
7606 · Area Representatives	12,000.00
7607 · BOC - Past President's Advisory	1,500.00
7609 · Nominating Committee	1,500.00
7610 · Industry Committee	2,000.00
7612 · Board of Dir. Meeting	5,000.00
7613 · Parliamentarian	1,500.00
7614 · Other Authorized meetings	1,000.00
7619 · Leadership Camp	5,000.00
Total 7600 · Board of Directors.	78,500.00

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	<u>Annual Budget</u>
7700 · Headquarters.	
7701 · Rent	47,000.00
7702 · Staff Travel & Meetings	10,000.00
7702A · Staff Training	5,000.00
7703 · Office Supplies	5,000.00
7704 · Misc. Expense	5,000.00
7705 · Printing	10,669.00
7706 · Telephone	6,000.00
7707 · Postage	11,000.00
7708 · Banking Fees	200.00
7709 · S/C Merchant Account	10,000.00
7710 · PC & Server Maintenance	18,000.00
7711 · Professional - Dues	2,200.00
7712 · Capital Outlay	3,000.00
7713 · Copier Maintenance Agreement	14,000.00
7715 · Property Tax	650.00
7716 · Insurance (G/L,Event,W/C)	6,500.00
7718 · Marketing	5,000.00
7719 · Classified Ads	0.00
7720 · Ballot Systems	3,500.00
7722 · Temp Fees	0.00
7723 · Database Maintenance	0.00
7725 · Depreciation Expense	0.00
7727 · Previous Years Transactions	0.00
7730 · Membership	0.00
7700 · Headquarters. - Other	0.00
Total 7700 · Headquarters.	162,719.00
7800 · Staff	
7801 · Gross Wages	
7809 · Contract /WC Chargeback/Intuit	0.00
7801 · Gross Wages - Other	302,000.00
Total 7801 · Gross Wages	302,000.00
7802 · Company Medicare	4,379.00
7803 · Company FICA	18,724.00
7804 · FUTA (Federal Unemployment)	336.00
7805 · SUI (State Unemployment Tax)	567.00
7807 · Retirement Benefits	30,000.00
7808 · Employee Medical Insurance	36,750.00
7800 · Staff - Other	0.00
Total 7800 · Staff	392,756.00

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	<u>Annual Budget</u>
7900 · Outside Services.	
7902 · Website Design & Hosting	16,000.00
7903 · Accounting	14,000.00
7904 · Legal Fees	2,500.00
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Total 7900 · Outside Services.	32,500.00
8000 · Scholarships / Education	5,000.00
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Total Expense	1,184,975.00
Net Ordinary Income	0.00
Other Income/Expense	
Other Income	
1915 · Unrealized/Realized Gain (Loss)	0.00
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Total Other Income	0.00
Net Other Income	0.00
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Net Income	0.00
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