

TASN
Profit & Loss Budget Performance
November 2021

	Nov 21	Budget	Sep - Nov 21	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	0.00	989.58	0.00	2,968.74
4050 · Grants and Contracts	0.00	0.00	0.00	0.00
4100 · Conference				
4101 · Exhibits	19,600.00	24,552.08	215,740.00	73,656.24
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,385.42	0.00	19,156.26
4103 · Registration				
A · Early Bird	0.00	23,625.00	0.00	70,875.00
B · Regular	0.00	1,333.33	0.00	3,999.99
Total 4103 · Registration	0.00	24,958.33	0.00	74,874.99
4105 · Non-Member Packet	0.00	833.33	0.00	2,499.99
4107 · One Day Reg.	0.00	0.00	0.00	0.00
4108 · Retired Registration	0.00	33.33	0.00	99.99
4110 · Onsite	0.00	416.67	0.00	1,250.01
4115 · Meals / Evening Event	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
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	1,250.01
Total 4126 · Seminars	0.00	416.67	0.00	1,250.01
4131 · Misc. Conference	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	16.67	0.00	50.01
4134 · Annual Sponsors	0.00	2,916.67	0.00	8,750.01
Total 4100 · Conference	19,600.00	60,529.17	215,740.00	181,587.51
4200 · PCS.				
4201 · PCS Sponsorship	0.00	2,500.00	0.00	7,500.00
4202 · PCS Registration	10,350.00	6,562.50	11,250.00	19,687.50
Total 4200 · PCS.	10,350.00	9,062.50	11,250.00	27,187.50
4300 · Training				
4302 · TASN Certification	2,070.00	2,500.00	3,750.00	7,500.00
4303 · Cont. Education Workshops	0.00	0.00	0.00	0.00
4309 · Administrative Academy	1,100.00	916.67	8,800.00	2,750.01
4310 · Managers Academy	0.00	1,316.67	0.00	3,950.01
Total 4300 · Training	3,170.00	4,733.34	12,550.00	14,200.02
4400 · Pass Through				
4407 · Sales Tax	0.00	16.67	0.00	50.01
Total 4400 · Pass Through	0.00	16.67	0.00	50.01
4450 · TASNews /Advertising	1,200.00	2,916.67	2,900.00	8,750.01
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	14,164.00	13,750.00	76,541.33	41,250.00
4502 · Industry Dues (Membership Dues)	1,225.00	3,083.33	17,612.50	9,249.99
Total 4500 · Membership Dues	15,389.00	16,833.33	94,153.83	50,499.99
4600 · Board of Directors				
4619 · TASN Leadership Camp	0.00	625.00	0.00	1,875.00
Total 4600 · Board of Directors	0.00	625.00	0.00	1,875.00
4700 · Headquarters				
4704 · Misc. Income	27.14	125.00	27.14	375.00
4708 · Invest. Interest and Dividends	-919.44	2,500.00	-4,623.92	7,500.00
4717 · Emporium	0.00	0.00	0.00	0.00

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4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00	1,250.01
4723 · Directors List/ Labels	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	-892.30	3,041.67	-4,596.78	9,125.01
Total Income	48,816.70	98,747.93	331,997.05	296,243.79
Gross Profit	48,816.70	98,747.93	331,997.05	296,243.79
Expense				
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00
7100 · Conference.				
7101 · Exhibits	0.00	3,900.00	0.00	11,700.00
7102 · Registration	0.00	2,500.00	0.00	7,500.00
7111 · Facilities	0.00	3,333.33	0.00	9,999.99
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00	624.99
7113 · Awards Ceremony	0.00	375.00	0.00	1,125.00
7115 · Banquet	0.00	6,250.00	0.00	18,750.00
7116 · Industry Event	0.00	7,500.00	0.00	22,500.00
7120 · Special Meals / Events	0.00	333.33	0.00	999.99
7121 · Conference Planning	0.00	125.00	572.16	375.00
7123 · Staff Travel / Photographer	0.00	375.00	0.00	1,125.00
7124 · General Sessions	4,750.00	3,333.33	4,750.00	9,999.99
7125 · Learning Sessions	0.00	2,083.33	0.00	6,249.99
7130 · Annual Meeting	0.00	458.33	0.00	1,374.99
7131 · Misc. Conference	0.00	541.67	0.00	1,625.01
7132 · Conf. Temps	0.00	416.67	0.00	1,250.01
7136 · T-Shirt Cost	0.00	625.00	2,214.77	1,875.00
7138 · Chapter Tables	0.00	41.67	0.00	125.01
7100 · Conference. - Other	0.00	0.00	0.00	0.00
Total 7100 · Conference.	4,750.00	32,399.99	7,536.93	97,199.97
7200 · PCS				
7201 · PCS	2,500.00	6,666.67	2,500.00	20,000.01
7200 · PCS - Other	0.00	0.00	0.00	0.00
Total 7200 · PCS	2,500.00	6,666.67	2,500.00	20,000.01
7300 · Training.				
7309 · Administrative Academy	232.00	583.33	251.46	1,749.99
7310 · Managers Academy	0.00	666.67	0.00	2,000.01
Total 7300 · Training.	232.00	1,250.00	251.46	3,750.00
7400 · Pass Through.				
7405 · SNA- TX Delegation Dinner/Misc.	0.00	375.00	0.00	1,125.00
7407 · Sales Tax	0.00	16.67	0.00	50.01
Total 7400 · Pass Through.	0.00	391.67	0.00	1,175.01
7500 · Publications				
7501 · TASNews	4,500.00	0.00	4,500.00	0.00
7502 · Graphic Designer	0.00	2,083.33	0.00	6,249.99
Total 7500 · Publications	4,500.00	2,083.33	4,500.00	6,249.99

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7600 · Board of Directors.				
7601 · Executive Committee	2,570.55	3,000.00	3,329.55	9,000.00
7602 · Public Policy & Legislative	733.46	541.67	733.46	1,625.01
7603 · Membership	199.55	208.33	199.55	624.99
7604 · Organizational Affairs	75.71	125.00	75.71	375.00
7605 · Education	526.72	208.33	526.72	624.99
7606 · Area Representatives	771.29	1,000.00	771.29	3,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	375.00
7609 · Nominating Committee	0.00	125.00	0.00	375.00
7610 · Industry Committee	0.00	166.67	0.00	500.01
7612 · Board of Dir. Meeting	0.00	416.67	0.00	1,250.01
7613 · Parliamentarian	0.00	125.00	0.00	375.00
7614 · Other Authorized meetings	3,338.81	83.33	7,511.48	249.99
7619 · Leadership Camp	0.00	416.67	0.00	1,250.01
Total 7600 · Board of Directors.	8,216.09	6,541.67	13,147.76	19,625.01
7700 · Headquarters.				
7701 · Rent	3,866.13	3,916.67	15,464.52	11,750.01
7702 · Staff Travel & Meetings	981.78	833.33	1,247.51	2,499.99
7702A · Staff Training	0.00	416.67	0.00	1,250.01
7703 · Office Supplies	339.94	416.67	551.28	1,250.01
7704 · Misc. Expense	165.02	416.67	698.18	1,250.01
7705 · Printing	0.00	889.08	0.00	2,667.24
7706 · Telephone	317.44	500.00	903.39	1,500.00
7707 · Postage	84.13	916.67	2,625.76	2,750.01
7708 · Banking Fees	0.00	16.67	41.95	50.01
7709 · S/C Merchant Account	536.11	833.33	1,441.14	2,499.99
7710 · PC & Server Maintenance	1,538.84	1,500.00	4,247.38	4,500.00
7711 · Professional - Dues	375.00	183.33	770.00	549.99
7712 · Capital Outlay	0.00	250.00	0.00	750.00
7713 · Copier Maintenance Agreement	15.40	1,166.67	1,810.62	3,500.01
7715 · Property Tax	772.65	54.17	772.65	162.51
7716 · Insurance (G/L,Event,W/C)	2,816.00	541.67	2,666.00	1,625.01
7718 · Marketing	1,053.55	416.67	1,940.75	1,250.01
7719 · Classified Ads	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	291.67	0.00	875.01
7722 · Temp Fees	0.00	0.00	0.00	0.00
7723 · Database Maintenance	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
Total 7700 · Headquarters.	12,861.99	13,559.94	35,181.13	40,679.82
7800 · Staff				
7801 · Gross Wages				
7809 · Contract /WC Chargeback/Intuit	3,895.79	0.00	8,393.12	0.00
7801 · Gross Wages - Other	14,164.10	25,166.67	46,470.91	75,500.01
Total 7801 · Gross Wages	18,059.89	25,166.67	54,864.03	75,500.01
7802 · Company Medicare	202.21	364.92	663.18	1,094.76
7803 · Company FICA	864.60	1,560.33	2,835.62	4,680.99
7804 · FUTA (Federal Unemployment)	0.00	28.00	0.00	84.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	0.00	141.75
7807 · Retirement Benefits	1,416.38	2,500.00	3,745.94	7,500.00
7808 · Employee Medical Insurance	1,741.80	3,062.50	5,696.14	9,187.50
7800 · Staff - Other	0.00	0.00	0.00	0.00
Total 7800 · Staff	22,284.88	32,729.67	67,804.91	98,189.01

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7900 · Outside Services.				
7902 · Website Design & Hosting	1,441.66	1,333.33	1,745.47	3,999.99
7903 · Accounting	0.00	1,166.67	0.00	3,500.01
7904 · Legal Fees	315.00	208.33	2,291.50	624.99
Total 7900 · Outside Services.	1,756.66	2,708.33	4,036.97	8,124.99
8000 · Scholarships / Education	0.00	416.67	0.00	1,250.01
Total Expense	57,101.62	98,747.94	134,959.16	296,243.82
Net Ordinary Income	-8,284.92	-0.01	197,037.89	-0.03
Other Income/Expense				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	-5,172.70	0.00	-2,445.78	0.00
Total Other Income	-5,172.70	0.00	-2,445.78	0.00
Net Other Income	-5,172.70	0.00	-2,445.78	0.00
Net Income	-13,457.62	-0.01	194,592.11	-0.03

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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
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Total 4103 · Registration	299,500.00
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 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
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Total 4126 · Seminars	5,000.00
4131 · Misc. Conference	0.00
4132 · Chapter Tables	200.00
4134 · Annual Sponsors	35,000.00
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Total 4100 · Conference	726,350.00
4200 · PCS.	
4201 · PCS Sponsorship	30,000.00
4202 · PCS Registration	78,750.00
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Total 4200 · PCS.	108,750.00
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
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Total 4300 · Training	56,800.00
4400 · Pass Through	
4407 · Sales Tax	200.00
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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
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Total 4500 · Membership Dues	202,000.00
4600 · Board of Directors	
4619 · TASN Leadership Camp	7,500.00
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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

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	<u>Annual Budget</u>
4721 · SNA LAC Sponsors/ Guests	5,000.00
4723 · Directors List/ Labels	0.00
Total 4700 · Headquarters	<u>36,500.00</u>
Total Income	<u>1,184,975.00</u>
Gross Profit	<u>1,184,975.00</u>
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
7138 · Chapter Tables	500.00
7100 · Conference. - Other	0.00
Total 7100 · Conference.	<u>388,800.00</u>
7200 · PCS	
7201 · PCS	80,000.00
7200 · PCS - Other	0.00
Total 7200 · PCS	<u>80,000.00</u>
7300 · Training.	
7309 · Administrative Academy	7,000.00
7310 · Managers Academy	8,000.00
Total 7300 · Training.	<u>15,000.00</u>
7400 · Pass Through.	
7405 · SNA- TX Delegation Dinner/Misc.	4,500.00
7407 · Sales Tax	200.00
Total 7400 · Pass Through.	<u>4,700.00</u>
7500 · Publications	
7501 · TASNews	0.00
7502 · Graphic Designer	25,000.00
Total 7500 · Publications	<u>25,000.00</u>

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	<u>Annual Budget</u>
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
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Total 7600 · Board of Directors.	78,500.00
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
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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
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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
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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
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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
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Net Other Income	0.00
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Net Income	0.00
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