

TASN
Profit & Loss Budget Performance
November 2020

	Nov 20	Budget	Sep - Nov 20	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	0.00	1,083.33	0.00	3,249.99
4050 · Grants and Contracts	0.00	0.00	0.00	0.00
4100 · Conference				
4101 · Exhibits	14,550.00	32,625.00	285,030.00	97,875.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	0.00	19,937.49
4103 · Registration				
A · Early Bird	0.00	27,000.00	5,940.00	81,000.00
B · Regular	0.00	2,000.00	0.00	6,000.00
Total 4103 · Registration	0.00	29,000.00	5,940.00	87,000.00
4105 · Non-Member Packet	0.00	504.17	0.00	1,512.51
4107 · One Day Reg.	0.00	250.00	0.00	750.00
4108 · Retired Registration	0.00	25.00	0.00	75.00
4110 · Onsite	0.00	891.67	0.00	2,675.01
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	120.00	1,250.01
Total 4126 · Seminars	0.00	416.67	120.00	1,250.01
4131 · Misc. Conference	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	25.00	0.00	75.00
4134 · Annual Sponsors	0.00	3,333.33	0.00	9,999.99
Total 4100 · Conference	14,550.00	73,716.67	291,090.00	221,150.01
4200 · PCS.				
4201 · PCS Sponsorship	0.00	2,500.00	0.00	7,500.00
4202 · PCS Registration	0.00	8,625.00	0.00	25,875.00
Total 4200 · PCS.	0.00	11,125.00	0.00	33,375.00
4300 · Training				
4302 · TASN Certification	1,100.00	4,418.67	4,600.00	13,256.01
4303 · Cont. Education Workshops	0.00		380.00	
4309 · Administrative Academy	0.00	916.67	0.00	2,750.01
4310 · Managers Academy	0.00	1,975.00	0.00	5,925.00
Total 4300 · Training	1,100.00	7,310.34	4,980.00	21,931.02

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4400 · Pass Through				
4407 · Sales Tax	0.00	16.67	-0.78	50.01
Total 4400 · Pass Through	0.00	16.67	-0.78	50.01
4450 · TASNews /Advertising	0.00	2,916.67	8,945.00	8,750.01
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	34,679.00	13,208.17	97,534.29	39,624.51
4502 · Industry Dues (Membership Dues)	1,725.00	2,849.92	18,700.17	8,549.76
Total 4500 · Membership Dues	36,404.00	16,058.09	116,234.46	48,174.27
4700 · Headquarters				
4704 · Misc. Income	81.83	208.33	468.83	624.99
4708 · Invest. Interest and Dividends	-834.18	2,083.33	-462.62	6,249.99
4717 · Emporium				
4717 · Emporium - Other	0.00	0.00	0.00	0.00
Total 4717 · Emporium	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00	1,250.01
4723 · Directors List/ Labels	0.00	0.00	250.00	0.00
Total 4700 · Headquarters	-752.35	2,708.33	256.21	8,124.99
Total Income	51,301.65	114,935.10	421,504.89	344,805.30
Gross Profit	51,301.65	114,935.10	421,504.89	344,805.30
Expense				
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00
7100 · Conference.				
7101 · Exhibits	0.00	6,250.00	1,748.24	18,750.00
7102 · Registration	0.00	2,916.66	0.00	8,749.98
7111 · Facilities	9,582.00	3,240.00	49,880.00	9,720.00
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00	624.99
7113 · Awards Ceremony	0.00	583.33	0.00	1,749.99
7115 · Banquet	0.00	8,750.00	0.00	26,250.00
7116 · Industry Event	0.00	8,333.33	0.00	24,999.99
7120 · Special Meals / Events	0.00	333.33	0.00	999.99
7121 · Conference Planning	0.00	245.45	0.00	736.35
7123 · Staff Travel / Photographer	0.00	375.00	0.00	1,125.00
7124 · General Sessions	0.00	5,000.00	0.00	15,000.00
7125 · Learning Sessions	0.00	2,500.00	0.00	7,500.00
7130 · Annual Meeting	0.00	666.66	0.00	1,999.98
7131 · Misc. Conference	0.00	541.67	0.00	1,625.01
7132 · Conf. Temps	0.00	833.33	0.00	2,499.99
7136 · T-Shirt Cost	0.00	625.00	0.00	1,875.00

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7137 · Emporium Items	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	125.01
Total 7100 · Conference.	9,582.00	41,443.76	51,628.24	124,331.28
7200 · PCS				
7201 · PCS	250.00	8,333.33	250.00	24,999.99
Total 7200 · PCS	250.00	8,333.33	250.00	24,999.99
7300 · Training.				
7309 · Directors Academy	0.00	583.33	0.00	1,749.99
7310 · Managers Academy	-328.32	666.67	936.32	2,000.01
Total 7300 · Training.	-328.32	1,250.00	936.32	3,750.00
7400 · Pass Through.				
7405 · SNA- TX Delegation Dinner/Misc.	0.00	391.67	0.00	1,175.01
7407 · Sales Tax	0.00	16.67	0.00	50.01
Total 7400 · Pass Through.	0.00	408.34	0.00	1,225.02
7500 · Publications				
7501 · TASNews	0.00	625.00	380.00	1,875.00
7502 · Graphic Designer	4,690.00	1,916.67	4,690.00	5,750.01
Total 7500 · Publications	4,690.00	2,541.67	5,070.00	7,625.01
7600 · Board of Directors.				
7601 · Executive Committee	199.00	2,583.33	199.00	7,749.99
7602 · Public Policy & Legislative	0.00	541.67	0.00	1,625.01
7603 · Membership	0.00	208.33	0.00	624.99
7604 · Organizational Affairs	0.00	125.00	0.00	375.00
7605 · Education	0.00	208.33	4,561.57	624.99
7606 · Area Representatives	0.00	666.66	0.00	1,999.98
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	416.66	0.00	1,249.98
7613 · Parliamentarian	0.00	125.00	0.00	375.00
7614 · Other Authorized meetings	0.00	0.00	0.00	0.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	199.00	5,291.65	4,760.57	15,874.95

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	Nov 20	Budget	Sep - Nov 20	YTD Budget
7700 · Headquarters.				
7701 · Rent	6,000.00	6,000.00	18,000.00	18,000.00
7702 · Staff Travel & Meetings	14.47	1,083.33	169.26	3,249.99
7702A · Staff Training	0.00	500.00	0.00	1,500.00
7703 · Office Supplies	0.00	416.67	347.72	1,250.01
7704 · Misc. Expense	134.39	333.33	2,814.41	999.99
7705 · Printing	0.00	750.00	1,355.29	2,250.00
7706 · Telephone	130.00	333.33	814.66	999.99
7707 · Postage	2,312.19	1,166.67	4,786.14	3,500.01
7708 · Banking Fees	45.33	16.67	45.33	50.01
7709 · S/C Merchant Account	1,387.35	2,369.21	4,162.63	7,107.63
7710 · PC & Server Maintenance	-2,153.72	633.33	-1,017.10	1,899.99
7711 · Professional - Dues	0.00	183.33	0.00	549.99
7712 · Capital Outlay	0.00	83.33	0.00	249.99
7713 · Copier Maintenance Agreement	1,028.59	1,166.67	3,085.77	3,500.01
7715 · Property Tax	0.00	54.17	0.00	162.51
7716 · Insurance (G/L,Event,W/C)	0.00	541.67	0.00	1,625.01
7718 · Marketing	357.01	416.67	857.93	1,250.01
7719 · Classified Ads	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	0.00	1,749.99
7723 · Database Maintenance	116.75	0.00	289.93	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	7.95	0.00
Total 7700 · Headquarters.	9,372.36	16,631.71	35,719.92	49,895.13
7800 · Staff				
7801 · Gross Wages				
7809 · Contract /WC Chargeback/Intuit	12.99	0.00	38.97	0.00
7801 · Gross Wages - Other	23,860.42	27,083.33	75,976.84	81,249.99
Total 7801 · Gross Wages	23,873.41	27,083.33	76,015.81	81,249.99
7802 · Company Medicare	335.86	392.70	1,068.88	1,178.10
7803 · Company FICA	1,436.11	1,679.16	4,570.44	5,037.48
7804 · FUTA (Federal Unemployment)	0.00	23.33	0.00	69.99
7805 · SUI (State Unemployment Tax)	0.00	39.37	0.00	118.11
7807 · Retirement Benefits	2,386.00	2,275.00	2,386.00	6,825.00
7808 · Employee Medical Insurance	-376.29	3,750.00	6,100.12	11,250.00
Total 7800 · Staff	27,655.09	35,242.89	90,141.25	105,728.67

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Accrual Basis

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	<u>Nov 20</u>	<u>Budget</u>	<u>Sep - Nov 20</u>	<u>YTD Budget</u>
7900 · Outside Services.				
7902 · Website Design & Hosting	2,783.96	1,666.67	3,253.69	5,000.01
7903 · Accounting	0.00	1,166.67	0.00	3,500.01
7904 · Legal Fees	1,157.50	541.66	5,882.50	1,624.98
Total 7900 · Outside Services.	3,941.46	3,375.00	9,136.19	10,125.00
8000 · Scholarships / Education	0.00	416.67	0.00	1,250.01
Total Expense	55,361.59	114,935.02	197,642.49	344,805.06
Net Ordinary Income	-4,059.94	0.08	223,862.40	0.24
Other Income/Expense				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	48,257.82	0.00	31,764.08	0.00
Total Other Income	48,257.82	0.00	31,764.08	0.00
Net Other Income	48,257.82	0.00	31,764.08	0.00
Net Income	44,197.88	0.08	255,626.48	0.24

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	Annual Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	13,000.00
4050 · Grants and Contracts	0.00
4100 · Conference	
4101 · Exhibits	391,500.00
4101A · Kitchen Space Rental / ICE	0.00
4102 · \$275 Ind. Event	79,750.00
4103 · Registration	
A · Early Bird	324,000.00
B · Regular	24,000.00
	348,000.00
Total 4103 · Registration	348,000.00
4105 · Non-Member Packet	6,050.00
4107 · One Day Reg.	3,000.00
4108 · Retired Registration	300.00
4110 · Onsite	10,700.00
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
	5,000.00
Total 4126 · Seminars	5,000.00
4131 · Misc. Conference	0.00
4132 · Chapter Tables	300.00
4134 · Annual Sponsors	40,000.00
	40,000.00
Total 4100 · Conference	884,600.00
4200 · PCS.	
4201 · PCS Sponsorship	30,000.00
4202 · PCS Registration	103,500.00
	133,500.00
Total 4200 · PCS.	133,500.00
4300 · Training	
4302 · TASN Certification	53,024.00
4303 · Cont. Education Workshops	
4309 · Administrative Academy	11,000.00
4310 · Managers Academy	23,700.00
	23,700.00
Total 4300 · Training	87,724.00

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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)	158,498.00
4502 · Industry Dues (Membership Dues)	34,199.00
Total 4500 · Membership Dues	192,697.00
4700 · Headquarters	
4704 · Misc. Income	2,500.00
4708 · Invest. Interest and Dividends	25,000.00
4717 · Emporium	
4717 · Emporium - Other	0.00
Total 4717 · Emporium	0.00
4721 · SNA LAC Sponsors/ Guests	5,000.00
4723 · Directors List/ Labels	0.00
Total 4700 · Headquarters	32,500.00
Total Income	1,379,221.00
Gross Profit	1,379,221.00
Expense	
66900 · Reconciliation Discrepancies	0.00
7100 · Conference.	
7101 · Exhibits	75,000.00
7102 · Registration	35,000.00
7111 · Facilities	38,880.00
7112 · Awards / Trophies/ Ribbons	2,500.00
7113 · Awards Ceremony	7,000.00
7115 · Banquet	105,000.00
7116 · Industry Event	100,000.00
7120 · Special Meals / Events	4,000.00
7121 · Conference Planning	2,945.50
7123 · Staff Travel / Photographer	4,500.00
7124 · General Sessions	60,000.00
7125 · Learning Sessions	30,000.00
7130 · Annual Meeting	8,000.00
7131 · Misc. Conference	6,500.00
7132 · Conf. Temps	10,000.00
7136 · T-Shirt Cost	7,500.00

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	<u>Annual Budget</u>
7137 · Emporium Items	0.00
7138 · Chapter Tables	500.00
Total 7100 · Conference.	497,325.50
7200 · PCS	
7201 · PCS	100,000.00
Total 7200 · PCS	100,000.00
7300 · Training.	
7309 · Directors 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.	4,700.00
7407 · Sales Tax	200.00
Total 7400 · Pass Through.	4,900.00
7500 · Publications	
7501 · TASNews	7,500.00
7502 · Graphic Designer	23,000.00
Total 7500 · Publications	30,500.00
7600 · Board of Directors.	
7601 · Executive Committee	31,000.00
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	8,000.00
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	0.00
7619 · Leadership Camp	0.00
Total 7600 · Board of Directors.	63,500.00

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	<u>Annual Budget</u>
7700 · Headquarters.	
7701 · Rent	72,000.00
7702 · Staff Travel & Meetings	13,000.00
7702A · Staff Training	6,000.00
7703 · Office Supplies	5,000.00
7704 · Misc. Expense	4,000.00
7705 · Printing	9,000.00
7706 · Telephone	4,000.00
7707 · Postage	14,000.00
7708 · Banking Fees	200.00
7709 · S/C Merchant Account	28,430.50
7710 · PC & Server Maintenance	7,600.00
7711 · Professional - Dues	2,200.00
7712 · Capital Outlay	1,000.00
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	7,000.00
7723 · Database Maintenance	0.00
7725 · Depreciation Expense	0.00
7727 · Previous Years Transactions	0.00
7730 · Membership	0.00
Total 7700 · Headquarters.	199,580.50
7800 · Staff	
7801 · Gross Wages	
7809 · Contract /WC Chargeback/Intuit	0.00
7801 · Gross Wages - Other	325,000.00
Total 7801 · Gross Wages	325,000.00
7802 · Company Medicare	4,712.50
7803 · Company FICA	20,150.00
7804 · FUTA (Federal Unemployment)	280.00
7805 · SUI (State Unemployment Tax)	472.50
7807 · Retirement Benefits	27,300.00
7808 · Employee Medical Insurance	45,000.00
Total 7800 · Staff	422,915.00

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Accrual Basis

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	<u>Annual Budget</u>
7900 · Outside Services.	
7902 · Website Design & Hosting	20,000.00
7903 · Accounting	14,000.00
7904 · Legal Fees	6,500.00
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Total 7900 · Outside Services.	40,500.00
8000 · Scholarships / Education	5,000.00
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Total Expense	1,379,221.00
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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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