

**TASN**  
**Profit & Loss Budget Performance**  
**October 2020**

	Oct 20	Budget	Sep - Oct 20	YTD Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4000 · Scholarship / Education	0.00	1,083.33	0.00	2,166.66
4050 · Grants and Contracts	0.00	0.00	0.00	0.00
<b>4100 · Conference</b>				
4101 · Exhibits	29,300.00	32,625.00	270,480.00	65,250.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	0.00	13,291.66
<b>4103 · Registration</b>				
A · Early Bird	0.00	27,000.00	5,940.00	54,000.00
B · Regular	0.00	2,000.00	0.00	4,000.00
<b>Total 4103 · Registration</b>	0.00	29,000.00	5,940.00	58,000.00
4105 · Non-Member Packet	0.00	504.17	0.00	1,008.34
4107 · One Day Reg.	0.00	250.00	0.00	500.00
4108 · Retired Registration	0.00	25.00	0.00	50.00
4110 · Onsite	0.00	891.67	0.00	1,783.34
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00
<b>4126 · Seminars</b>				
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	833.34
<b>Total 4126 · Seminars</b>	0.00	416.67	120.00	833.34
4131 · Misc. Conference	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	25.00	0.00	50.00
4134 · Annual Sponsors	0.00	3,333.33	0.00	6,666.66
<b>Total 4100 · Conference</b>	29,300.00	73,716.67	276,540.00	147,433.34
<b>4200 · PCS.</b>				
4201 · PCS Sponsorship	0.00	2,500.00	0.00	5,000.00
4202 · PCS Registration	0.00	8,625.00	0.00	17,250.00
<b>Total 4200 · PCS.</b>	0.00	11,125.00	0.00	22,250.00
<b>4300 · Training</b>				
4302 · TASN Certification	1,780.00	4,418.67	3,500.00	8,837.34
4303 · Cont. Education Workshops	0.00		380.00	
4309 · Administrative Academy	0.00	916.67	0.00	1,833.34
4310 · Managers Academy	0.00	1,975.00	0.00	3,950.00
<b>Total 4300 · Training</b>	1,780.00	7,310.34	3,880.00	14,620.68

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	Oct 20	Budget	Sep - Oct 20	YTD Budget
4400 · Pass Through				
4407 · Sales Tax	-0.78	16.67	-0.78	33.34
<b>Total 4400 · Pass Through</b>	-0.78	16.67	-0.78	33.34
4450 · TASNews /Advertising	1,835.00	2,916.67	8,945.00	5,833.34
4500 · Membership Dues				
4501 · State Dues ( Membership Dues)	8,845.00	13,208.17	62,855.29	26,416.34
4502 · Industry Dues (Membership Dues)	3,550.00	2,849.92	16,975.17	5,699.84
<b>Total 4500 · Membership Dues</b>	12,395.00	16,058.09	79,830.46	32,116.18
4700 · Headquarters				
4704 · Misc. Income	147.00	208.33	387.00	416.66
4708 · Invest. Interest and Dividends	372.84	2,083.33	371.56	4,166.66
4717 · Emporium	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00	833.34
4723 · Directors List/ Labels	250.00	0.00	250.00	0.00
<b>Total 4700 · Headquarters</b>	769.84	2,708.33	1,008.56	5,416.66
<b>Total Income</b>	46,079.06	114,935.10	370,203.24	229,870.20
<b>Gross Profit</b>	46,079.06	114,935.10	370,203.24	229,870.20
<b>Expense</b>				
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00
7100 · Conference.				
7101 · Exhibits	1,748.24	6,250.00	1,748.24	12,500.00
7102 · Registration	0.00	2,916.66	0.00	5,833.32
7111 · Facilities	0.00	3,240.00	40,298.00	6,480.00
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00	416.66
7113 · Awards Ceremony	0.00	583.33	0.00	1,166.66
7115 · Banquet	0.00	8,750.00	0.00	17,500.00
7116 · Industry Event	0.00	8,333.33	0.00	16,666.66
7120 · Special Meals / Events	0.00	333.33	0.00	666.66
7121 · Conference Planning	0.00	245.45	0.00	490.90
7123 · Staff Travel / Photographer	0.00	375.00	0.00	750.00
7124 · General Sesssions	0.00	5,000.00	0.00	10,000.00
7125 · Learning Sessions	0.00	2,500.00	0.00	5,000.00
7130 · Annual Meeting	0.00	666.66	0.00	1,333.32
7131 · Misc. Conference	0.00	541.67	0.00	1,083.34
7132 · Conf. Temps	0.00	833.33	0.00	1,666.66
7136 · T-Shirt Cost	0.00	625.00	0.00	1,250.00
7137 · Emporium Items	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	83.34
<b>Total 7100 · Conference.</b>	1,748.24	41,443.76	42,046.24	82,887.52

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	Oct 20	Budget	Sep - Oct 20	YTD Budget
<b>7200 · PCS</b>				
7201 · PCS	0.00	8,333.33	0.00	16,666.66
<b>Total 7200 · PCS</b>	0.00	8,333.33	0.00	16,666.66
<b>7300 · Training.</b>				
7309 · Directors Academy	0.00	583.33	0.00	1,166.66
7310 · Managers Academy	0.00	666.67	1,264.64	1,333.34
<b>Total 7300 · Training.</b>	0.00	1,250.00	1,264.64	2,500.00
<b>7400 · Pass Through.</b>				
7405 · SNA- TX Delegation Dinner/Misc.	0.00	391.67	0.00	783.34
7407 · Sales Tax	0.00	16.67	0.00	33.34
<b>Total 7400 · Pass Through.</b>	0.00	408.34	0.00	816.68
<b>7500 · Publications</b>				
7501 · TASNews	380.00	625.00	380.00	1,250.00
7502 · Graphic Designer	0.00	1,916.67	0.00	3,833.34
<b>Total 7500 · Publications</b>	380.00	2,541.67	380.00	5,083.34
<b>7600 · Board of Directors.</b>				
7601 · Executive Committee	0.00	2,583.33	0.00	5,166.66
7602 · Public Policy & Legislative	0.00	541.67	0.00	1,083.34
7603 · Membership	0.00	208.33	0.00	416.66
7604 · Organizational Affairs	0.00	125.00	0.00	250.00
7605 · Education	4,561.57	208.33	4,561.57	416.66
7606 · Area Representatives	0.00	666.66	0.00	1,333.32
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	250.00
7609 · Nominating Committee	0.00	125.00	0.00	250.00
7610 · Industry Committee	0.00	166.67	0.00	333.34
7612 · Board of Dir. Meeting	0.00	416.66	0.00	833.32
7613 · Parlimentarian	0.00	125.00	0.00	250.00
7614 · Other Authorized meetings	0.00	0.00	0.00	0.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	4,561.57	5,291.65	4,561.57	10,583.30

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	Oct 20	Budget	Sep - Oct 20	YTD Budget
<b>7700 · Headquarters.</b>				
7701 · Rent	12,000.00	6,000.00	12,000.00	12,000.00
7702 · Staff Travel & Meetings	140.47	1,083.33	154.79	2,166.66
7702A · Staff Training	0.00	500.00	0.00	1,000.00
7703 · Office Supplies	209.09	416.67	347.72	833.34
7704 · Misc. Expense	57.92	333.33	2,680.02	666.66
7705 · Printing	749.09	750.00	1,355.29	1,500.00
7706 · Telephone	544.66	333.33	684.66	666.66
7707 · Postage	1,473.95	1,166.67	2,473.95	2,333.34
7708 · Banking Fees	0.00	16.67	0.00	33.34
7709 · S/C Merchant Account	2,504.55	2,369.21	2,775.28	4,738.42
7710 · PC & Server Maintenance	1,136.62	633.33	1,136.62	1,266.66
7711 · Professional - Dues	0.00	183.33	0.00	366.66
7712 · Capital Outlay	0.00	83.33	0.00	166.66
7713 · Copier Maintenance Agreement	1,028.59	1,166.67	2,057.18	2,333.34
7715 · Property Tax	0.00	54.17	0.00	108.34
7716 · Insurance (G/L,Event,W/C)	0.00	541.67	0.00	1,083.34
7718 · Marketing	357.01	416.67	500.92	833.34
7719 · Classified Ads	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	0.00	1,166.66
7723 · Database Maintenance	86.59	0.00	173.18	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	7.95	0.00	7.95	0.00
<b>Total 7700 · Headquarters.</b>	<b>20,296.49</b>	<b>16,631.71</b>	<b>26,347.56</b>	<b>33,263.42</b>
<b>7800 · Staff</b>				
7801 · Gross Wages				
7809 · Contract /WC Chargeback/Intuit	12.99	0.00	25.98	0.00
7801 · Gross Wages - Other	26,042.91	27,083.33	52,116.42	54,166.66
<b>Total 7801 · Gross Wages</b>	<b>26,055.90</b>	<b>27,083.33</b>	<b>52,142.40</b>	<b>54,166.66</b>
7802 · Company Medicare	366.89	392.70	733.02	785.40
7803 · Company FICA	1,568.83	1,679.16	3,134.33	3,358.32
7804 · FUTA ( Federal Unemployment)	0.00	23.33	0.00	46.66
7805 · SUI ( State Unemployment Tax)	0.00	39.37	0.00	78.74
7807 · Retirement Benefits	0.00	2,275.00	0.00	4,550.00
7808 · Employee Medical Insurance	3,234.70	3,750.00	6,476.41	7,500.00
<b>Total 7800 · Staff</b>	<b>31,226.32</b>	<b>35,242.89</b>	<b>62,486.16</b>	<b>70,485.78</b>

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	<u>Oct 20</u>	<u>Budget</u>	<u>Sep - Oct 20</u>	<u>YTD Budget</u>
<b>7900 · Outside Services.</b>				
<b>7902 · Website Design &amp; Hosting</b>	449.73	1,666.67	469.73	3,333.34
<b>7903 · Accounting</b>	0.00	1,166.67	0.00	2,333.34
<b>7904 · Legal Fees</b>	1,291.50	541.66	4,725.00	1,083.32
<b>Total 7900 · Outside Services.</b>	1,741.23	3,375.00	5,194.73	6,750.00
<b>8000 · Scholarships / Education</b>	0.00	416.67	0.00	833.34
<b>Total Expense</b>	59,953.85	114,935.02	142,280.90	229,870.04
<b>Net Ordinary Income</b>	-13,874.79	0.08	227,922.34	0.16
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>1915 · Unrealized/Realized Gain (Loss)</b>	1.16	0.00	-16,493.74	0.00
<b>Total Other Income</b>	1.16	0.00	-16,493.74	0.00
<b>Net Other Income</b>	1.16	0.00	-16,493.74	0.00
<b>Net Income</b>	<b>-13,873.63</b>	<b>0.08</b>	<b>211,428.60</b>	<b>0.16</b>

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

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	<u>Annual Budget</u>
4400 · Pass Through	
4407 · Sales Tax	200.00
<b>Total 4400 · Pass Through</b>	<b>200.00</b>
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
<b>Total 4500 · Membership Dues</b>	<b>192,697.00</b>
4700 · Headquarters	
4704 · Misc. Income	2,500.00
4708 · Invest. Interest and Dividends	25,000.00
4717 · Emporium	0.00
4721 · SNA LAC Sponsors/ Guests	5,000.00
4723 · Directors List/ Labels	0.00
<b>Total 4700 · Headquarters</b>	<b>32,500.00</b>
<b>Total Income</b>	<b>1,379,221.00</b>
<b>Gross Profit</b>	<b>1,379,221.00</b>
Expense	
66900 · Reconciliation Discrepancies	0.00
7100 · Conference.	
7101 · Exhibits	75,000.00
7102 · Registration	35,000.00
7111 · Facillities	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 Sesssions	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
7137 · Emporium Items	0.00
7138 · Chapter Tables	500.00
<b>Total 7100 · Conference.</b>	<b>497,325.50</b>

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	<u>Annual Budget</u>
7200 · PCS	
7201 · PCS	100,000.00
<b>Total 7200 · PCS</b>	<b>100,000.00</b>
7300 · Training.	
7309 · Directors Academy	7,000.00
7310 · Managers Academy	8,000.00
<b>Total 7300 · Training.</b>	<b>15,000.00</b>
7400 · Pass Through.	
7405 · SNA- TX Delegation Dinner/Misc.	4,700.00
7407 · Sales Tax	200.00
<b>Total 7400 · Pass Through.</b>	<b>4,900.00</b>
7500 · Publications	
7501 · TASNews	7,500.00
7502 · Graphic Designer	23,000.00
<b>Total 7500 · Publications</b>	<b>30,500.00</b>
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
<b>Total 7600 · Board of Directors.</b>	<b>63,500.00</b>



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	<u>Annual Budget</u>
<b>7700 · Headquarters.</b>	
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
<b>Total 7700 · Headquarters.</b>	<b>199,580.50</b>
<b>7800 · Staff</b>	
7801 · Gross Wages	
7809 · Contract /WC Chargeback/Intuit	0.00
7801 · Gross Wages - Other	325,000.00
<b>Total 7801 · Gross Wages</b>	<b>325,000.00</b>
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
<b>Total 7800 · Staff</b>	<b>422,915.00</b>

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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	<b>0.00</b>
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