

**TASN**  
**Profit & Loss Budget Performance**  
**September 2021**

	Sep 21	Budget	Sep 21
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4000 · Scholarship / Education	0.00	989.58	0.00
4050 · Grants and Contracts	0.00	0.00	0.00
<b>4100 · Conference</b>			
4101 · Exhibits	192,550.00	24,552.08	192,550.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,385.42	0.00
<b>4103 · Registration</b>			
A · Early Bird	0.00	23,625.00	0.00
B · Regular	0.00	1,333.33	0.00
<b>Total 4103 · Registration</b>	0.00	24,958.33	0.00
4105 · Non-Member Packet	0.00	833.33	0.00
4107 · One Day Reg.	0.00	0.00	0.00
4108 · Retired Registration	0.00	33.33	0.00
4110 · Onsite	0.00	416.67	0.00
4115 · Meals / Evening Event	0.00	0.00	0.00
<b>4126 · Seminars</b>			
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00
<b>Total 4126 · Seminars</b>	0.00	416.67	0.00
4131 · Misc. Conference	0.00	0.00	0.00
4132 · Chapter Tables	0.00	16.67	0.00
4134 · Annual Sponsors	0.00	2,916.67	0.00
<b>Total 4100 · Conference</b>	192,550.00	60,529.17	192,550.00
<b>4200 · PCS.</b>			
4201 · PCS Sponsorship	0.00	2,500.00	0.00
4202 · PCS Registration	0.00	6,562.50	0.00
<b>Total 4200 · PCS.</b>	0.00	9,062.50	0.00
<b>4300 · Training</b>			
4302 · TASN Certification	780.00	2,500.00	780.00
4303 · Cont. Education Workshops	0.00	0.00	0.00
4309 · Administrative Academy	1,100.00	916.67	1,100.00
4310 · Managers Academy	0.00	1,316.67	0.00
<b>Total 4300 · Training</b>	1,880.00	4,733.34	1,880.00
<b>4400 · Pass Through</b>			
4407 · Sales Tax	0.00	16.67	0.00
<b>Total 4400 · Pass Through</b>	0.00	16.67	0.00
4450 · TASNews /Advertising	0.00	2,916.67	0.00
<b>4500 · Membership Dues</b>			
4501 · State Dues ( Membership Dues)	50,742.33	13,750.00	50,742.33
4502 · Industry Dues (Membership Dues)	15,887.50	3,083.33	15,887.50
<b>Total 4500 · Membership Dues</b>	66,629.83	16,833.33	66,629.83
<b>4600 · Board of Directors</b>			
4619 · TASN Leadership Camp	0.00	625.00	0.00
<b>Total 4600 · Board of Directors</b>	0.00	625.00	0.00
<b>4700 · Headquarters</b>			
4704 · Misc. Income	0.00	125.00	0.00
4708 · Invest. Interest and Dividends	-3,705.51	2,500.00	-3,705.51
4717 · Emporium	0.00	0.00	0.00

**TASN**  
**Profit & Loss Budget Performance**  
**September 2021**

	Sep 21	Budget	Sep 21
4721 · SNA LAC Sponsors/ Guests	0.00	416.67	0.00
4723 · Directors List/ Labels	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	<b>-3,705.51</b>	<b>3,041.67</b>	<b>-3,705.51</b>
<b>Total Income</b>	<b>257,354.32</b>	<b>98,747.93</b>	<b>257,354.32</b>
<b>Gross Profit</b>	<b>257,354.32</b>	<b>98,747.93</b>	<b>257,354.32</b>
<b>Expense</b>			
66900 · Reconciliation Discrepancies	0.00	0.00	0.00
<b>7100 · Conference.</b>			
7101 · Exhibits	0.00	3,900.00	0.00
7102 · Registration	0.00	2,500.00	0.00
7111 · Facillities	0.00	3,333.33	0.00
7112 · Awards / Trophies/ Ribbons	0.00	208.33	0.00
7113 · Awards Ceremony	0.00	375.00	0.00
7115 · Banquet	0.00	6,250.00	0.00
7116 · Industry Event	0.00	7,500.00	0.00
7120 · Special Meals / Events	0.00	333.33	0.00
7121 · Conference Planning	572.16	125.00	572.16
7123 · Staff Travel / Photographer	0.00	375.00	0.00
7124 · General Sesssions	0.00	3,333.33	0.00
7125 · Learning Sessions	0.00	2,083.33	0.00
7130 · Annual Meeting	0.00	458.33	0.00
7131 · Misc. Conference	0.00	541.67	0.00
7132 · Conf. Temps	0.00	416.67	0.00
7136 · T-Shirt Cost	0.00	625.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00
7100 · Conference. - Other	0.00	0.00	0.00
<b>Total 7100 · Conference.</b>	<b>572.16</b>	<b>32,399.99</b>	<b>572.16</b>
<b>7200 · PCS</b>			
7201 · PCS	0.00	6,666.67	0.00
7200 · PCS - Other	0.00	0.00	0.00
<b>Total 7200 · PCS</b>	<b>0.00</b>	<b>6,666.67</b>	<b>0.00</b>
<b>7300 · Training.</b>			
7309 · Administrative Academy	0.00	583.33	0.00
7310 · Managers Academy	0.00	666.67	0.00
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>1,250.00</b>	<b>0.00</b>
<b>7400 · Pass Through.</b>			
7405 · SNA- TX Delegation Dinner/Misc.	0.00	375.00	0.00
7407 · Sales Tax	0.00	16.67	0.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>391.67</b>	<b>0.00</b>
<b>7500 · Publications</b>			
7501 · TASNews	0.00	0.00	0.00
7502 · Graphic Designer	0.00	2,083.33	0.00
<b>Total 7500 · Publications</b>	<b>0.00</b>	<b>2,083.33</b>	<b>0.00</b>

**TASN**  
**Profit & Loss Budget Performance**  
**September 2021**

	Sep 21	Budget	Sep 21
<b>7600 · Board of Directors.</b>			
7601 · Executive Committee	0.00	3,000.00	0.00
7602 · Public Policy & Legislative	0.00	541.67	0.00
7603 · Membership	0.00	208.33	0.00
7604 · Organizational Affairs	0.00	125.00	0.00
7605 · Education	0.00	208.33	0.00
7606 · Area Representatives	0.00	1,000.00	0.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00
7609 · Nominating Committee	0.00	125.00	0.00
7610 · Industry Committee	0.00	166.67	0.00
7612 · Board of Dir. Meeting	0.00	416.67	0.00
7613 · Parliamentarian	0.00	125.00	0.00
7614 · Other Authorized meetings	0.00	83.33	0.00
7619 · Leadership Camp	0.00	416.67	0.00
<b>Total 7600 · Board of Directors.</b>	<b>0.00</b>	<b>6,541.67</b>	<b>0.00</b>
<b>7700 · Headquarters.</b>			
7701 · Rent	7,732.26	3,916.67	7,732.26
7702 · Staff Travel & Meetings	227.73	833.33	227.73
7702A · Staff Training	0.00	416.67	0.00
7703 · Office Supplies	211.34	416.67	211.34
7704 · Misc. Expense	175.74	416.67	175.74
7705 · Printing	0.00	889.08	0.00
7706 · Telephone	347.44	500.00	347.44
7707 · Postage	606.48	916.67	606.48
7708 · Banking Fees	12.00	16.67	12.00
7709 · S/C Merchant Account	406.73	833.33	406.73
7710 · PC & Server Maintenance	1,424.69	1,500.00	1,424.69
7711 · Professional - Dues	0.00	183.33	0.00
7712 · Capital Outlay	0.00	250.00	0.00
7713 · Copier Maintenance Agreement	897.61	1,166.67	897.61
7715 · Property Tax	0.00	54.17	0.00
7716 · Insurance (G/L,Event,W/C)	-150.00	541.67	-150.00
7718 · Marketing	443.60	416.67	443.60
7719 · Classified Ads	0.00	0.00	0.00
7720 · Ballot Systems	0.00	291.67	0.00
7722 · Temp Fees	0.00	0.00	0.00
7723 · Database Maintenance	0.00	0.00	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
<b>Total 7700 · Headquarters.</b>	<b>12,335.62</b>	<b>13,559.94</b>	<b>12,335.62</b>
<b>7800 · Staff</b>			
7801 · Gross Wages			
7809 · Contract /WC Chargeback/Intuit	6.50	0.00	6.50
7801 · Gross Wages - Other	18,203.92	25,166.67	18,203.92
<b>Total 7801 · Gross Wages</b>	<b>18,210.42</b>	<b>25,166.67</b>	<b>18,210.42</b>
7802 · Company Medicare	259.66	364.92	259.66
7803 · Company FICA	1,110.20	1,560.33	1,110.20
7804 · FUTA ( Federal Unemployment)	0.00	28.00	0.00
7805 · SUI ( State Unemployment Tax)	0.00	47.25	0.00
7807 · Retirement Benefits	919.30	2,500.00	919.30
7808 · Employee Medical Insurance	1,937.91	3,062.50	1,937.91
7800 · Staff - Other	0.00	0.00	0.00
<b>Total 7800 · Staff</b>	<b>22,437.49</b>	<b>32,729.67</b>	<b>22,437.49</b>

3:25 PM

11/16/21

Accrual Basis

**TASN**  
**Profit & Loss Budget Performance**  
**September 2021**

---

	<u>Sep 21</u>	<u>Budget</u>	<u>Sep 21</u>
<b>7900 · Outside Services.</b>			
<b>7902 · Website Design &amp; Hosting</b>	0.00	1,333.33	0.00
<b>7903 · Accounting</b>	0.00	1,166.67	0.00
<b>7904 · Legal Fees</b>	693.00	208.33	693.00
	<hr/>	<hr/>	<hr/>
<b>Total 7900 · Outside Services.</b>	693.00	2,708.33	693.00
	<hr/>	<hr/>	<hr/>
<b>8000 · Scholarships / Education</b>	0.00	416.67	0.00
	<hr/>	<hr/>	<hr/>
<b>Total Expense</b>	36,038.27	98,747.94	36,038.27
	<hr/>	<hr/>	<hr/>
<b>Net Ordinary Income</b>	221,316.05	-0.01	221,316.05
	<hr/>	<hr/>	<hr/>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>1915 · Unrealized/Realized Gain (Loss)</b>	-966.17	0.00	-966.17
	<hr/>	<hr/>	<hr/>
<b>Total Other Income</b>	-966.17	0.00	-966.17
	<hr/>	<hr/>	<hr/>
<b>Net Other Income</b>	-966.17	0.00	-966.17
	<hr/>	<hr/>	<hr/>
<b>Net Income</b>	<b>220,349.88</b>	<b>-0.01</b>	<b>220,349.88</b>
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

**TASN**  
**Profit & Loss Budget Performance**  
**September 2021**

Ordinary Income/Expense	YTD Budget	Annual Budget
<b>Income</b>		
4000 · Scholarship / Education	989.58	11,875.00
4050 · Grants and Contracts	0.00	0.00
4100 · Conference		
4101 · Exhibits	24,552.08	294,625.00
4101A · Kitchen Space Rental / ICE	0.00	0.00
4102 · \$275 Ind. Event	6,385.42	76,625.00
4103 · Registration		
A · Early Bird	23,625.00	283,500.00
B · Regular	1,333.33	16,000.00
<b>Total 4103 · Registration</b>	<b>24,958.33</b>	<b>299,500.00</b>
4105 · Non-Member Packet	833.33	10,000.00
4107 · One Day Reg.	0.00	0.00
4108 · Retired Registration	33.33	400.00
4110 · Onsite	416.67	5,000.00
4115 · Meals / Evening Event	0.00	0.00
4126 · Seminars		
4126 N · Train the Trainer (I,II,III)	0.00	0.00
4126 O · Sanitation	0.00	0.00
4126 P · Safety	0.00	0.00
4126 W · Grant Writing	0.00	0.00
4126 · Seminars - Other	416.67	5,000.00
<b>Total 4126 · Seminars</b>	<b>416.67</b>	<b>5,000.00</b>
4131 · Misc. Conference	0.00	0.00
4132 · Chapter Tables	16.67	200.00
4134 · Annual Sponsors	2,916.67	35,000.00
<b>Total 4100 · Conference</b>	<b>60,529.17</b>	<b>726,350.00</b>
4200 · PCS.		
4201 · PCS Sponsorship	2,500.00	30,000.00
4202 · PCS Registration	6,562.50	78,750.00
<b>Total 4200 · PCS.</b>	<b>9,062.50</b>	<b>108,750.00</b>
4300 · Training		
4302 · TASN Certification	2,500.00	30,000.00
4303 · Cont. Education Workshops	0.00	0.00
4309 · Administrative Academy	916.67	11,000.00
4310 · Managers Academy	1,316.67	15,800.00
<b>Total 4300 · Training</b>	<b>4,733.34</b>	<b>56,800.00</b>
4400 · Pass Through		
4407 · Sales Tax	16.67	200.00
<b>Total 4400 · Pass Through</b>	<b>16.67</b>	<b>200.00</b>
4450 · TASNews /Advertising	2,916.67	35,000.00
4500 · Membership Dues		
4501 · State Dues ( Membership Dues)	13,750.00	165,000.00
4502 · Industry Dues (Membership Dues)	3,083.33	37,000.00
<b>Total 4500 · Membership Dues</b>	<b>16,833.33</b>	<b>202,000.00</b>
4600 · Board of Directors		
4619 · TASN Leadership Camp	625.00	7,500.00
<b>Total 4600 · Board of Directors</b>	<b>625.00</b>	<b>7,500.00</b>
4700 · Headquarters		
4704 · Misc. Income	125.00	1,500.00
4708 · Invest. Interest and Dividends	2,500.00	30,000.00
4717 · Emporium	0.00	0.00

**TASN**  
**Profit & Loss Budget Performance**  
**September 2021**

	YTD Budget	Annual Budget
4721 · SNA LAC Sponsors/ Guests	416.67	5,000.00
4723 · Directors List/ Labels	0.00	0.00
<b>Total 4700 · Headquarters</b>	<b>3,041.67</b>	<b>36,500.00</b>
<b>Total Income</b>	<b>98,747.93</b>	<b>1,184,975.00</b>
<b>Gross Profit</b>	<b>98,747.93</b>	<b>1,184,975.00</b>
<b>Expense</b>		
66900 · Reconciliation Discrepancies	0.00	0.00
<b>7100 · Conference.</b>		
7101 · Exhibits	3,900.00	46,800.00
7102 · Registration	2,500.00	30,000.00
7111 · Facilities	3,333.33	40,000.00
7112 · Awards / Trophies/ Ribbons	208.33	2,500.00
7113 · Awards Ceremony	375.00	4,500.00
7115 · Banquet	6,250.00	75,000.00
7116 · Industry Event	7,500.00	90,000.00
7120 · Special Meals / Events	333.33	4,000.00
7121 · Conference Planning	125.00	1,500.00
7123 · Staff Travel / Photographer	375.00	4,500.00
7124 · General Sessions	3,333.33	40,000.00
7125 · Learning Sessions	2,083.33	25,000.00
7130 · Annual Meeting	458.33	5,500.00
7131 · Misc. Conference	541.67	6,500.00
7132 · Conf. Temps	416.67	5,000.00
7136 · T-Shirt Cost	625.00	7,500.00
7138 · Chapter Tables	41.67	500.00
7100 · Conference. - Other	0.00	0.00
<b>Total 7100 · Conference.</b>	<b>32,399.99</b>	<b>388,800.00</b>
<b>7200 · PCS</b>		
7201 · PCS	6,666.67	80,000.00
7200 · PCS - Other	0.00	0.00
<b>Total 7200 · PCS</b>	<b>6,666.67</b>	<b>80,000.00</b>
<b>7300 · Training.</b>		
7309 · Administrative Academy	583.33	7,000.00
7310 · Managers Academy	666.67	8,000.00
<b>Total 7300 · Training.</b>	<b>1,250.00</b>	<b>15,000.00</b>
<b>7400 · Pass Through.</b>		
7405 · SNA- TX Delegation Dinner/Misc.	375.00	4,500.00
7407 · Sales Tax	16.67	200.00
<b>Total 7400 · Pass Through.</b>	<b>391.67</b>	<b>4,700.00</b>
<b>7500 · Publications</b>		
7501 · TASNews	0.00	0.00
7502 · Graphic Designer	2,083.33	25,000.00
<b>Total 7500 · Publications</b>	<b>2,083.33</b>	<b>25,000.00</b>

**TASN**  
**Profit & Loss Budget Performance**  
**September 2021**

	YTD Budget	Annual Budget
<b>7600 · Board of Directors.</b>		
7601 · Executive Committee	3,000.00	36,000.00
7602 · Public Policy & Legislative	541.67	6,500.00
7603 · Membership	208.33	2,500.00
7604 · Organizational Affairs	125.00	1,500.00
7605 · Education	208.33	2,500.00
7606 · Area Representatives	1,000.00	12,000.00
7607 · BOC - Past President's Advisory	125.00	1,500.00
7609 · Nominating Committee	125.00	1,500.00
7610 · Industry Committee	166.67	2,000.00
7612 · Board of Dir. Meeting	416.67	5,000.00
7613 · Parliamentarian	125.00	1,500.00
7614 · Other Authorized meetings	83.33	1,000.00
7619 · Leadership Camp	416.67	5,000.00
<b>Total 7600 · Board of Directors.</b>	<b>6,541.67</b>	<b>78,500.00</b>
<b>7700 · Headquarters.</b>		
7701 · Rent	3,916.67	47,000.00
7702 · Staff Travel & Meetings	833.33	10,000.00
7702A · Staff Training	416.67	5,000.00
7703 · Office Supplies	416.67	5,000.00
7704 · Misc. Expense	416.67	5,000.00
7705 · Printing	889.08	10,669.00
7706 · Telephone	500.00	6,000.00
7707 · Postage	916.67	11,000.00
7708 · Banking Fees	16.67	200.00
7709 · S/C Merchant Account	833.33	10,000.00
7710 · PC & Server Maintenance	1,500.00	18,000.00
7711 · Professional - Dues	183.33	2,200.00
7712 · Capital Outlay	250.00	3,000.00
7713 · Copier Maintenance Agreement	1,166.67	14,000.00
7715 · Property Tax	54.17	650.00
7716 · Insurance (G/L,Event,W/C)	541.67	6,500.00
7718 · Marketing	416.67	5,000.00
7719 · Classified Ads	0.00	0.00
7720 · Ballot Systems	291.67	3,500.00
7722 · Temp Fees	0.00	0.00
7723 · Database Maintenance	0.00	0.00
7725 · Depreciation Expense	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00
7730 · Membership	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>13,559.94</b>	<b>162,719.00</b>
<b>7800 · Staff</b>		
7801 · Gross Wages		
7809 · Contract /WC Chargeback/Intuit	0.00	0.00
7801 · Gross Wages - Other	25,166.67	302,000.00
<b>Total 7801 · Gross Wages</b>	<b>25,166.67</b>	<b>302,000.00</b>
7802 · Company Medicare	364.92	4,379.00
7803 · Company FICA	1,560.33	18,724.00
7804 · FUTA ( Federal Unemployment)	28.00	336.00
7805 · SUI ( State Unemployment Tax)	47.25	567.00
7807 · Retirement Benefits	2,500.00	30,000.00
7808 · Employee Medical Insurance	3,062.50	36,750.00
7800 · Staff - Other	0.00	0.00
<b>Total 7800 · Staff</b>	<b>32,729.67</b>	<b>392,756.00</b>

3:25 PM

11/16/21

Accrual Basis

**TASN**  
**Profit & Loss Budget Performance**  
**September 2021**

---

	<u>YTD Budget</u>	<u>Annual Budget</u>
7900 · Outside Services.		
7902 · Website Design & Hosting	1,333.33	16,000.00
7903 · Accounting	1,166.67	14,000.00
7904 · Legal Fees	208.33	2,500.00
	<hr/>	<hr/>
<b>Total 7900 · Outside Services.</b>	2,708.33	32,500.00
8000 · Scholarships / Education	416.67	5,000.00
	<hr/>	<hr/>
<b>Total Expense</b>	98,747.94	1,184,975.00
	<hr/>	<hr/>
<b>Net Ordinary Income</b>	-0.01	0.00
<b>Other Income/Expense</b>		
<b>Other Income</b>		
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00
	<hr/>	<hr/>
<b>Total Other Income</b>	0.00	0.00
	<hr/>	<hr/>
<b>Net Other Income</b>	0.00	0.00
	<hr/>	<hr/>
<b>Net Income</b>	<b>-0.01</b>	<b>0.00</b>
	<hr/> <hr/>	<hr/> <hr/>