

TASN
Profit & Loss Budget vs. Actual
September 2016 through August 2017

	Sep '16 - Aug 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	0.00	14,000.00	-14,000.00	0.0%
4100 · Conference				
4101 · Exhibits	404,400.00	370,500.00	33,900.00	109.1%
4101A · Kitchen Space Rental	3,000.00			
4102 · \$275 Ind. Event	69,750.00	71,250.00	-1,500.00	97.9%
4103 · Registration				
A · Early Bird	241,350.00	237,500.00	3,850.00	101.6%
B · Regular	27,260.00	29,000.00	-1,740.00	94.0%
Total 4103 · Registration	268,610.00	266,500.00	2,110.00	100.8%
4105 · Non-Member Packet	12,165.00	7,600.00	4,565.00	160.1%
4107 · One Day Reg.	2,400.00	6,000.00	-3,600.00	40.0%
4108 · Retired Registration	525.00	750.00	-225.00	70.0%
4110 · Onsite	6,650.00	14,000.00	-7,350.00	47.5%
4115 · Meals / Evening Event	1,800.00	0.00	1,800.00	100.0%
4125 · Seminars / Misc.	0.00	0.00	0.00	0.0%
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	0.0%
4126 O · Sanitation	0.00	0.00	0.00	0.0%
4126 P · Safety	0.00	0.00	0.00	0.0%
4126 U · Financial Management	1,875.00			
4126 V · Serv Safe	0.00			
4126 W · Grant Writing	1,125.00			
4126 · Seminars - Other	0.00	15,000.00	-15,000.00	0.0%
Total 4126 · Seminars	3,000.00	15,000.00	-12,000.00	20.0%
4131 · Misc. Conference	685.00			
4132 · Chapter Tables	200.00	500.00	-300.00	40.0%
4134 · Annual Sponsors	44,275.00	140,000.00	-95,725.00	31.6%
Total 4100 · Conference	817,460.00	892,100.00	-74,640.00	91.6%
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	18,755.00	0.00	18,755.00	100.0%
4202 · TASN Industry Seminar Reg.	77,850.00	135,000.00	-57,150.00	57.7%
Total 4200 · Industry Seminar	96,605.00	135,000.00	-38,395.00	71.6%
4300 · Training				
4302 · TASN Certification	21,300.00	38,000.00	-16,700.00	56.1%
4307 · Cont. Education Workshops-Other				
4307B · Board Meeting Education Sesssio	0.00	500.00	-500.00	0.0%
Total 4307 · Cont. Education Workshops-Other	0.00	500.00	-500.00	0.0%

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4309 · Directors Academy	8,025.00	13,750.00	-5,725.00	58.4%
4310 · Managers Academy	0.00	9,875.00	-9,875.00	0.0%
Total 4300 · Training	29,325.00	62,125.00	-32,800.00	47.2%
4400 · Pass Through				
4407 · Sales Tax	0.00	200.00	-200.00	0.0%
Total 4400 · Pass Through	0.00	200.00	-200.00	0.0%
4450 · TASNews /Advertising	60,930.00	91,000.00	-30,070.00	67.0%
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	160,700.68	125,660.00	35,040.68	127.9%
4502 · Industry Dues (Membership Dues)	48,561.02	30,385.00	18,176.02	159.8%
Total 4500 · Membership Dues	209,261.70	156,045.00	53,216.70	134.1%
4600 · Board of Directors				
4607 · MAT Review	0.00	0.00	0.00	0.0%
4612 · Board Meetings	0.00	0.00	0.00	0.0%
4619 · TASN Leadership Camp	0.00	0.00	0.00	0.0%
Total 4600 · Board of Directors	0.00	0.00	0.00	0.0%
4700 · Headquarters				
4704 · Misc. Income	5,741.00	0.00	5,741.00	100.0%
4708 · Invest. Interest and Dividends	44,934.96	35,000.00	9,934.96	128.4%
4717 · Emporium	570.88	0.00	570.88	100.0%
4721 · SNA LAC Sponsors	5,100.00	5,000.00	100.00	102.0%
4723 · Labels (Directory Mailing)	50.00	0.00	50.00	100.0%
Total 4700 · Headquarters	56,396.84	40,000.00	16,396.84	141.0%
Total Income	1,269,978.54	1,390,470.00	-120,491.46	91.3%
Gross Profit	1,269,978.54	1,390,470.00	-120,491.46	91.3%
Expense				
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
7100 · Conference.				
7101 · Exhibits	55,379.85	60,000.00	-4,620.15	92.3%
7102 · Registration	16,600.44	25,000.00	-8,399.56	66.4%
7111 · Facilities	27,550.00	40,000.00	-12,450.00	68.9%
7112 · Awards / Trophies/ Ribbons	3,986.37	4,000.00	-13.63	99.7%
7113 · Awards Ceremony	11,523.94	6,000.00	5,523.94	192.1%
7115 · Banquet	83,686.21	90,000.00	-6,313.79	93.0%
7116 · Industry Event	90,780.67	71,000.00	19,780.67	127.9%
7120 · Special Meals / Events	1,816.78	2,000.00	-183.22	90.8%
7121 · Conference Planning	486.04	4,000.00	-3,513.96	12.2%

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7123 · Staff Travel / Photographer	4,165.80	5,000.00	-834.20	83.3%
7124 · General Sessions	40,040.04	50,000.00	-9,959.96	80.1%
7125 · Learning Sessions	19,404.40	25,000.00	-5,595.60	77.6%
7130 · Annual Meeting	6,592.23	4,000.00	2,592.23	164.8%
7131 · Misc. Conference	5,050.55	6,000.00	-949.45	84.2%
7132 · Conf. Temps	4,025.96	5,000.00	-974.04	80.5%
7136 · T-Shirt Cost	11,084.24	9,000.00	2,084.24	123.2%
7137 · Emporium Items	17,347.06	0.00	17,347.06	100.0%
7138 · Chapter Tables	0.00	500.00	-500.00	0.0%
Total 7100 · Conference.	399,520.58	406,500.00	-6,979.42	98.3%
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	67,870.78	80,000.00	-12,129.22	84.8%
Total 7200 · Industry Seminar.	67,870.78	80,000.00	-12,129.22	84.8%
7300 · Training.				
7309 · Directors Academy	4,312.71	10,000.00	-5,687.29	43.1%
7310 · Managers Academy	0.00	8,000.00	-8,000.00	0.0%
Total 7300 · Training.	4,312.71	18,000.00	-13,687.29	24.0%
7400 · Pass Through.				
7403 · TASN PAC Expense	0.00	0.00	0.00	0.0%
7405 · SNA- TX Delegation Dinner/Misc.	3,850.71	4,000.00	-149.29	96.3%
7407 · Sales Tax	0.00	200.00	-200.00	0.0%
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.0%
Total 7400 · Pass Through.	3,850.71	4,200.00	-349.29	91.7%
7500 · Publications				
7501 · TASNews	34,698.61	48,000.00	-13,301.39	72.3%
7502 · Graphic Designer	43,200.00	48,000.00	-4,800.00	90.0%
7500 · Publications - Other	0.00	0.00	0.00	0.0%
Total 7500 · Publications	77,898.61	96,000.00	-18,101.39	81.1%
7600 · Board of Directors.				
7601 · Executive Committee	41,752.62	45,000.00	-3,247.38	92.8%
7602 · Public Policy & Legislative	2,326.26	6,000.00	-3,673.74	38.8%
7603 · Membership	929.08	3,000.00	-2,070.92	31.0%
7604 · Organizational Affairs	502.22	1,500.00	-997.78	33.5%
7605 · Education	754.70	3,000.00	-2,245.30	25.2%
7606 · Area Representatives	13,647.86	30,000.00	-16,352.14	45.5%
7607 · BOC - Past President's Advisory	156.07	500.00	-343.93	31.2%
7608 · Standards of Excellence	0.00	0.00	0.00	0.0%
7609 · Nominating Committee	404.40	1,200.00	-795.60	33.7%
7610 · Industry Committee	1,749.30	1,500.00	249.30	116.6%
7612 · Board of Dir. Meeting	9,219.78	4,000.00	5,219.78	230.5%

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7613 · Parliamentarian	901.47	3,000.00	-2,098.53	30.0%
7614 · Other Authorized meetings	0.00	4,000.00	-4,000.00	0.0%
7619 · Leadership Camp	0.00	0.00	0.00	0.0%
7620 · MAT Review	0.00	0.00	0.00	0.0%
Total 7600 · Board of Directors.	72,343.76	102,700.00	-30,356.24	70.4%
7700 · Headquarters.				
7701 · Rent	72,000.00	74,000.00	-2,000.00	97.3%
7702 · Staff Travel & Meetings	14,566.35	15,000.00	-433.65	97.1%
7702A · Staff Training	1,905.84	6,000.00	-4,094.16	31.8%
7703 · Office Supplies	5,292.15	8,000.00	-2,707.85	66.2%
7704 · Misc. Expense	3,835.20	4,000.00	-164.80	95.9%
7705 · Printing	8,727.41	12,000.00	-3,272.59	72.7%
7706 · Telephone	3,087.01	5,000.00	-1,912.99	61.7%
7707 · Postage	21,067.48	19,000.00	2,067.48	110.9%
7708 · Banking Fees	153.30	200.00	-46.70	76.7%
7709 · S/C Merchant Account	23,515.55	20,000.00	3,515.55	117.6%
7710 · PC & Server Maintenance	7,967.88	10,000.00	-2,032.12	79.7%
7711 · Professional - Dues	2,629.64	2,000.00	629.64	131.5%
7712 · Capital Outlay	1,837.52	7,000.00	-5,162.48	26.3%
7713 · Copier Maintenance Agreement	12,558.56	15,000.00	-2,441.44	83.7%
7715 · Property Tax	255.17	1,000.00	-744.83	25.5%
7716 · Insurance (G/L,Event,W/C)	6,094.75	6,000.00	94.75	101.6%
7718 · Marketing	3,871.76	10,426.50	-6,554.74	37.1%
7720 · Ballot Systems	6,944.63	7,000.00	-55.37	99.2%
7723 · Database Maintenance	0.00	0.00	0.00	0.0%
7725 · Depreciation Expense	0.00	0.00	0.00	0.0%
7727 · Previous Years Transactions	25,434.05	0.00	25,434.05	100.0%
Total 7700 · Headquarters.	221,744.25	221,626.50	117.75	100.1%
7800 · Staff				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	31,726.15	0.00	31,726.15	100.0%
7801 · Gross Wages - Other	266,248.48	333,000.00	-66,751.52	80.0%
Total 7801 · Gross Wages	297,974.63	333,000.00	-35,025.37	89.5%
7802 · Company Medicare	3,792.62	4,828.50	-1,035.88	78.5%
7803 · Company FICA	16,216.64	20,646.00	-4,429.36	78.5%
7804 · FUTA (Federal Unemployment)	231.23	336.00	-104.77	68.8%
7805 · SUI (State Unemployment Tax)	290.42	567.00	-276.58	51.2%
7806 · Staff Benefits	0.00	0.00	0.00	0.0%
7807 · Retirement Benefits	26,629.52	33,300.00	-6,670.48	80.0%
7808 · Employee Medical Insurance	28,692.46	39,000.00	-10,307.54	73.6%
7800 · Staff - Other	0.00	0.00	0.00	0.0%

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Accrual Basis

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Total 7800 · Staff	373,827.52	431,677.50	-57,849.98	86.6%
7900 · Outside Services.				
7902 · Website Design & Hosting	7,172.52	14,266.00	-7,093.48	50.3%
7903 · Accounting	0.00	14,000.00	-14,000.00	0.0%
7904 · Legal Fees	1,708.00	1,500.00	208.00	113.9%
Total 7900 · Outside Services.	8,880.52	29,766.00	-20,885.48	29.8%
8000 · Scholarships / Education	150.00			
Total Expense	1,230,399.44	1,390,470.00	-160,070.56	88.5%
Net Ordinary Income	39,579.10	0.00	39,579.10	100.0%
Other Income/Expense				
Other Income				
1910 · Realized Gain (Loss) on Dispos	0.00	0.00	0.00	0.0%
1915 · Unrealized/Realized Gain (Loss)	69,873.76	0.00	69,873.76	100.0%
Total Other Income	69,873.76	0.00	69,873.76	100.0%
Net Other Income	69,873.76	0.00	69,873.76	100.0%
Net Income	109,452.86	0.00	109,452.86	100.0%