

TASN
Profit & Loss Budget Performance
April 2016

	Apr 16	Budget	Sep '15 - Apr 16	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	12,200.00	1,218.75	12,200.00	9,750.00	14,625.00
4100 · Conference					
4101 · Exhibits	-43,850.00	33,645.83	327,870.00	269,166.68	403,750.00
4101A · Kitchen Space Rental	0.00		2,700.00		
4102 · \$225 Ind. Event	54,900.00	5,531.25	54,900.00	44,250.00	66,375.00
4103 · Registration					
A · Early Bird	74,880.00	22,666.67	161,590.00	181,333.32	272,000.00
B · Regular	0.00	2,587.50	0.00	20,700.00	31,050.00
Total 4103 · Registration	74,880.00	25,254.17	161,590.00	202,033.32	303,050.00
4105 · Non-Member Packet	1,800.00	750.00	3,600.00	6,000.00	9,000.00
4107 · One Day Reg.	350.00	510.42	350.00	4,083.32	6,125.00
4108 · Retired Registration	200.00	41.67	400.00	333.32	500.00
4110 · Onsite	0.00	1,100.00	60.00	8,800.00	13,200.00
4115 · Meals / Evening Event	500.00	0.00	500.00	0.00	0.00
4125 · Seminars / Misc.	0.00	708.33	0.00	5,666.68	8,500.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	200.00	0.00	800.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00	0.00	0.00
4126 T · Paid Session - Aric Bostick	800.00		1,680.00		
4126 · Seminars - Other	0.00		0.00	0.00	0.00
Total 4126 · Seminars	1,000.00	0.00	2,480.00	0.00	0.00
4132 · Chapter Tables	100.00	41.67	150.00	333.32	500.00
4134 · Annual Conference Sponsors	4,000.00	2,916.67	38,000.00	23,333.32	35,000.00
Total 4100 · Conference	93,880.00	70,500.01	592,600.00	563,999.96	846,000.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,416.67	36,750.00	19,333.32	29,000.00
4202 · TASN Industry Seminar Reg.	-6,100.00	9,095.83	89,655.00	72,766.68	109,150.00
Total 4200 · Industry Seminar	-6,100.00	11,512.50	126,405.00	92,100.00	138,150.00
4300 · Training					
4302 · TASN Certification	3,740.00	2,832.50	22,815.00	22,660.00	33,990.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00	333.32	500.00
Total 4307 · Cont. Education Workshops-Other	0.00	41.67	0.00	333.32	500.00
4309 · Directors Academy	0.00	1,145.83	9,900.00	9,166.68	13,750.00
4310 · Managers Academy	0.00	1,975.00	0.00	15,800.00	23,700.00
Total 4300 · Training	3,740.00	5,995.00	32,715.00	47,960.00	71,940.00
4400 · Pass Through					
4403 · TASN Pac	0.00		0.00	0.00	0.00

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4407 · Sales Tax	0.00	16.67	0.00	133.32	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	133.32	200.00
4450 · TASNews Publication	5,655.00	6,666.67	36,764.00	53,333.32	80,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	9,794.00	10,166.67	129,141.00	81,333.32	122,000.00
4502 · Industry Dues (Membership Dues)	1,630.00	2,458.33	36,694.58	19,666.68	29,500.00
Total 4500 · Membership Dues	11,424.00	12,625.00	165,835.58	101,000.00	151,500.00
4600 · Board of Directors					
4607 · MAT Review	0.00		49,000.00		
4612 · Board Meetings	0.00	0.00	0.00	0.00	0.00
4618 · TASN LAD	0.00		0.00	0.00	0.00
4619 · TASN Leadership Camp	0.00	1,000.00	7,830.00	8,000.00	12,000.00
Total 4600 · Board of Directors	0.00	1,000.00	56,830.00	8,000.00	12,000.00
4700 · Headquarters					
4704 · Misc. Income	-426.00	0.00	1,355.00	0.00	0.00
4708 · Invest. Interest and Dividends	3,076.43	3,058.27	37,401.26	24,466.17	36,699.25
4709 · Merchant Interest	0.00		0.00	0.00	0.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	416.67	6,250.00	3,333.32	5,000.00
4723 · Labels (Directory Mailing)	0.00		100.00		
Total 4700 · Headquarters	2,650.43	3,474.94	45,106.26	27,799.49	41,699.25
Total Income	123,449.43	113,009.54	1,068,455.84	904,076.09	1,356,114.25
Gross Profit	123,449.43	113,009.54	1,068,455.84	904,076.09	1,356,114.25
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	3,833.33	0.00	30,666.68	46,000.00
7102 · Registration	0.00	1,833.33	2,428.00	14,666.68	22,000.00
7111 · Facilities	0.00	2,666.67	57,486.75	21,333.32	32,000.00
7112 · Awards / Trophies/ Ribbons	162.75	333.33	162.75	2,666.68	4,000.00
7113 · Awards Ceremony	0.00	333.33	0.00	2,666.68	4,000.00
7115 · Banquet	0.00	7,500.00	0.00	60,000.00	90,000.00
7116 · Industry Event	500.00	5,437.50	4,808.40	43,500.00	65,250.00
7120 · Special Meals / Events	21.60	250.00	396.60	2,000.00	3,000.00
7121 · Conference Planning	0.00	83.33	0.00	666.68	1,000.00
7122 · Tours / Entertainment	0.00		0.00	0.00	0.00
7123 · Staff Travel / Photographer	500.00	250.00	500.00	2,000.00	3,000.00
7124 · General Sessions	0.00	3,333.33	4,000.00	26,666.68	40,000.00
7125 · Learning Sessions	0.00	1,750.00	0.00	14,000.00	21,000.00
7130 · Annual Meeting	0.00	166.67	116.91	1,333.32	2,000.00
7131 · Misc. Conference	0.00	666.67	0.00	5,333.32	8,000.00

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7132 · Conf. Temps	0.00	416.67	0.00	3,333.32	5,000.00
7135 · Sales Items	0.00		0.00	0.00	0.00
7136 · T-Shirt Cost	0.00	625.00	0.00	5,000.00	7,500.00
7138 · Chapter Tables	0.00	41.67	0.00	333.32	500.00
Total 7100 · Conference.	1,184.35	29,520.83	69,899.41	236,166.68	354,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,500.00	76,686.62	60,000.00	90,000.00
Total 7200 · Industry Seminar.	0.00	7,500.00	76,686.62	60,000.00	90,000.00
7300 · Training.					
7309 · Directors Academy	18.99	833.33	7,347.42	6,666.68	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	10,000.00	15,000.00
Total 7300 · Training.	18.99	2,083.33	7,347.42	16,666.68	25,000.00
7400 · Pass Through.					
7403 · TASN PAC Expense	0.00	0.00	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner	0.00	333.33	6,083.28	2,666.68	4,000.00
7407 · Sales Tax	0.00	16.67	206.29	133.32	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	6,289.57	2,800.00	4,200.00
7500 · Publications					
7501 · TASNews	0.00	0.00	20,078.36	0.00	0.00
7502 · Graphic Designer	3,600.00		28,800.00		
7500 · Publications - Other	0.00	7,416.67	0.00	59,333.32	89,000.00
Total 7500 · Publications	3,600.00	7,416.67	48,878.36	59,333.32	89,000.00
7600 · Board of Directors.					
7601 · Executive Committee	132.90	4,500.00	31,771.46	36,000.00	54,000.00
7602 · Public Policy & Legislative	0.00	500.00	3,967.80	4,000.00	6,000.00
7603 · Membership	0.00	208.33	349.91	1,666.68	2,500.00
7604 · Organizational Affairs	0.00	125.00	0.00	1,000.00	1,500.00
7605 · Education	0.00	250.00	1,044.00	2,000.00	3,000.00
7606 · Area Representatives	29.13	2,166.67	9,377.87	17,333.32	26,000.00
7607 · BOC - Past President's Advisory	0.00	25.00	0.00	200.00	300.00
7608 · Standards of Excellence	0.00	0.00	0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	809.10	800.00	1,200.00
7610 · Industry Committee	0.00	104.17	0.00	833.32	1,250.00
7612 · Board of Dir. Meeting	0.00	333.33	3,352.99	2,666.68	4,000.00
7613 · Parliamentarian	0.00	208.33	0.00	1,666.68	2,500.00
7614 · Other Authorized meetings	0.00	1,333.33	4,937.00	10,666.68	16,000.00
7619 · Leadership Camp	0.00	916.67	9,616.58	7,333.32	11,000.00
7620 · MAT Review	0.00		35,166.24		
Total 7600 · Board of Directors.	162.03	10,770.83	100,392.95	86,166.68	129,250.00
7700 · Headquarters.					

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7701 · Rent	6,663.89	5,333.33	49,141.97	42,666.68	64,000.00
7702 · Staff Travel & Meetings	2,258.11	1,519.13	10,243.25	12,152.98	18,229.50
7702A · Staff Training	-96.00	625.00	4,241.43	5,000.00	7,500.00
7703 · Office Supplies	996.34	666.67	3,370.42	5,333.32	8,000.00
7704 · Misc. Expense	203.53	333.33	4,830.44	2,666.68	4,000.00
7705 · Printing	606.20	833.33	7,541.01	6,666.68	10,000.00
7706 · Telephone	559.50	666.67	4,228.74	5,333.32	8,000.00
7707 · Postage	31.07	1,666.67	13,826.56	13,333.32	20,000.00
7708 · Banking Fees	0.00	16.67	31.50	133.32	200.00
7709 · S/C Merchant Account	0.00	1,349.40	12,607.72	10,795.15	16,192.75
7710 · PC & Server Maintenance	3,802.83	1,083.33	9,175.30	8,666.68	13,000.00
7711 · Professional - Dues	0.00	166.67	1,628.00	1,333.32	2,000.00
7712 · Capital Outlay	0.00	916.66	4,094.72	7,333.28	11,000.00
7713 · Copier Maintenance Agreement	1,105.02	1,250.00	8,840.16	10,000.00	15,000.00
7715 · Property Tax	0.00	83.33	840.72	666.68	1,000.00
7716 · Insurance (G/L,Event,W/C)	745.00	500.00	4,324.00	4,000.00	6,000.00
7718 · Marketing	106.60	500.00	3,805.21	4,000.00	6,000.00
7720 · Ballot Systems	4,444.16	500.00	4,444.16	4,000.00	6,000.00
7721 · TASN LAC	0.00	0.00	0.00	0.00	0.00
7723 · Database Maintenance	442.50	0.00	1,559.18	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00	0.00	0.00
Total 7700 · Headquarters.	21,868.75	18,010.19	148,774.49	144,081.41	216,122.25
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	6,690.59	0.00	8,132.91	0.00	0.00
7801 · Gross Wages - Other	19,570.53	27,166.67	187,102.35	217,333.32	326,000.00
Total 7801 · Gross Wages	26,261.12	27,166.67	195,235.26	217,333.32	326,000.00
7802 · Company Medicare	278.83	393.92	2,668.41	3,151.32	4,727.00
7803 · Company FICA	1,192.21	1,684.33	11,409.83	13,474.68	20,212.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	210.00	224.00	336.00
7805 · SUI (State Unemployment Tax)	1.74	47.25	197.09	378.00	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	1,467.78	2,037.50	14,032.62	16,300.00	24,450.00
7808 · Employee Medical Insurance	1,882.32	3,583.33	22,899.29	28,666.68	43,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	31,084.00	34,941.00	246,652.50	279,528.00	419,292.00
7900 · Outside Services.					
7902 · Website Design & Hosting	0.00	1,250.00	6,966.23	10,000.00	15,000.00
7903 · Accounting	0.00	1,083.33	6,030.00	8,666.68	13,000.00
7904 · Legal Fees	0.00	83.33	348.75	666.68	1,000.00
Total 7900 · Outside Services.	0.00	2,416.66	13,344.98	19,333.36	29,000.00

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Total Expense	57,918.12	113,009.51	718,266.30	904,076.13	1,356,114.25
Net Ordinary Income	65,531.31	0.03	350,189.54	-0.04	0.00
Other Income/Expense					
Other Income					
1910 · Realized Gain (Loss) on Disposa	0.00	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	37,527.67	0.00	-25,088.05	0.00	0.00
Total Other Income	37,527.67	0.00	-25,088.05	0.00	0.00
Net Other Income	37,527.67	0.00	-25,088.05	0.00	0.00
Net Income	<u>103,058.98</u>	<u>0.03</u>	<u>325,101.49</u>	<u>-0.04</u>	<u>0.00</u>