

**TASN**  
**Profit & Loss Budget Performance**  
**April 2017**

	Apr 17	Budget	Sep '16 - Apr 17	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	150.00	1,166.67	11,150.00	9,333.36	14,000.00
4100 · Conference					
4101 · Exhibits	1,500.00	30,875.00	376,150.00	247,000.00	370,500.00
4102 · \$225 Ind. Event	1,800.00	5,937.50	65,025.00	47,500.00	71,250.00
4103 · Registration					
A · Early Bird	107,410.00	19,791.67	183,450.00	158,333.36	237,500.00
B · Regular	0.00	2,416.67	0.00	19,333.36	29,000.00
<b>Total 4103 · Registration</b>	107,410.00	22,208.34	183,450.00	177,666.72	266,500.00
4105 · Non-Member Packet	5,220.00	633.33	6,025.00	5,066.64	7,600.00
4107 · One Day Reg.	400.00	500.00	600.00	4,000.00	6,000.00
4108 · Retired Registration	75.00	62.50	150.00	500.00	750.00
4110 · Onsite	0.00	1,166.67	0.00	9,333.36	14,000.00
4115 · Meals / Evening Event	700.00	0.00	1,100.00	0.00	0.00
4125 · Seminars / Misc.	0.00		0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	100.00	0.00	300.00	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 U · Financial Management	375.00		900.00		
4126 V · Serv Safe	0.00		200.00		
4126 W · Grant Writing	525.00		675.00		
4126 · Seminars - Other	0.00	1,250.00	0.00	10,000.00	15,000.00
<b>Total 4126 · Seminars</b>	1,000.00	1,250.00	2,075.00	10,000.00	15,000.00
4132 · Chapter Tables	50.00	41.67	50.00	333.36	500.00
4134 · Annual Sponsors	4,000.00	11,666.67	44,275.00	93,333.36	140,000.00
<b>Total 4100 · Conference</b>	122,155.00	74,341.68	678,900.00	594,733.44	892,100.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	0.00	18,755.00	0.00	0.00
4202 · TASN Industry Seminar Reg.	0.00	11,250.00	77,850.00	90,000.00	135,000.00
<b>Total 4200 · Industry Seminar</b>	0.00	11,250.00	96,605.00	90,000.00	135,000.00
4300 · Training					
4302 · TASN Certification	2,040.00	3,166.67	14,040.00	25,333.36	38,000.00
4307 · Cont. Education Workshops-Ot...					
4307B · Board Meeting Education S...	0.00	41.67	0.00	333.36	500.00
<b>Total 4307 · Cont. Education Worksho...</b>	0.00	41.67	0.00	333.36	500.00
4309 · Directors Academy	0.00	1,145.83	8,025.00	9,166.64	13,750.00

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4310 · Managers Academy	0.00	822.92	0.00	6,583.36	9,875.00
<b>Total 4300 · Training</b>	<b>2,040.00</b>	<b>5,177.09</b>	<b>22,065.00</b>	<b>41,416.72</b>	<b>62,125.00</b>
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	133.36	200.00
<b>Total 4400 · Pass Through</b>	<b>0.00</b>	<b>16.67</b>	<b>0.00</b>	<b>133.36</b>	<b>200.00</b>
4450 · TASNews /Advertising	7,910.00	7,583.34	56,850.00	60,666.72	91,000.00
4500 · Membership Dues					
4501 · State Dues ( Membership Dues)	19,965.00	10,471.67	155,553.13	83,773.36	125,660.00
4502 · Industry Dues (Membership Dues)	2,050.00	2,532.08	42,581.67	20,256.64	30,385.00
<b>Total 4500 · Membership Dues</b>	<b>22,015.00</b>	<b>13,003.75</b>	<b>198,134.80</b>	<b>104,030.00</b>	<b>156,045.00</b>
4600 · Board of Directors					
4612 · Board Meetings	0.00	0.00	0.00	0.00	0.00
4619 · TASN Leadership Camp	0.00	0.00	0.00	0.00	0.00
<b>Total 4600 · Board of Directors</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
4700 · Headquarters					
4704 · Misc. Income	315.00	0.00	5,589.00	0.00	0.00
4708 · Invest. Interest and Dividends	0.00	2,916.67	39,664.55	23,333.36	35,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	416.67	5,100.00	3,333.36	5,000.00
4723 · Labels (Directory Mailing)	0.00		50.00		
<b>Total 4700 · Headquarters</b>	<b>315.00</b>	<b>3,333.34</b>	<b>50,403.55</b>	<b>26,666.72</b>	<b>40,000.00</b>
<b>Total Income</b>	<b>154,585.00</b>	<b>115,872.54</b>	<b>1,114,108.35</b>	<b>926,980.32</b>	<b>1,390,470.00</b>
<b>Gross Profit</b>	<b>154,585.00</b>	<b>115,872.54</b>	<b>1,114,108.35</b>	<b>926,980.32</b>	<b>1,390,470.00</b>
<b>Expense</b>					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	0.00	40,000.00	60,000.00
7102 · Registration	0.00	2,083.33	2,428.00	16,666.64	25,000.00
7111 · Facilities	0.00	3,333.33	22,000.00	26,666.64	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	2,666.64	4,000.00
7113 · Awards Ceremony	0.00	500.00	0.00	4,000.00	6,000.00
7115 · Banquet	0.00	7,500.00	0.00	60,000.00	90,000.00
7116 · Industry Event	3,600.00	5,916.67	33,600.00	47,333.36	71,000.00
7120 · Special Meals / Events	0.00	166.67	300.00	1,333.36	2,000.00
7121 · Conference Planning	0.00	333.33	246.04	2,666.64	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	500.00	3,333.36	5,000.00
7124 · General Sesssions	0.00	4,166.67	7,000.00	33,333.36	50,000.00

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7125 · Learning Sessions	0.00	2,083.33	0.00	16,666.64	25,000.00
7130 · Annual Meeting	116.91	333.33	116.91	2,666.64	4,000.00
7131 · Misc. Conference	504.75	500.00	4,147.20	4,000.00	6,000.00
7132 · Conf. Temps	0.00	416.67	0.00	3,333.36	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	6,000.00	9,000.00
7138 · Chapter Tables	0.00	41.67	0.00	333.36	500.00
<b>Total 7100 · Conference.</b>	<b>4,221.66</b>	<b>33,875.00</b>	<b>70,338.15</b>	<b>271,000.00</b>	<b>406,500.00</b>
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	0.00	6,666.67	67,870.78	53,333.36	80,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>0.00</b>	<b>6,666.67</b>	<b>67,870.78</b>	<b>53,333.36</b>	<b>80,000.00</b>
<b>7300 · Training.</b>					
7309 · Directors Academy	0.00	833.33	3,273.23	6,666.64	10,000.00
7310 · Managers Academy	0.00	666.67	0.00	5,333.36	8,000.00
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>1,500.00</b>	<b>3,273.23</b>	<b>12,000.00</b>	<b>18,000.00</b>
<b>7400 · Pass Through.</b>					
7403 · TASN PAC Expense	0.00	0.00	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	1,930.80	333.33	3,850.71	2,666.64	4,000.00
7407 · Sales Tax	0.00	16.67	0.00	133.36	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
<b>Total 7400 · Pass Through.</b>	<b>1,930.80</b>	<b>350.00</b>	<b>3,850.71</b>	<b>2,800.00</b>	<b>4,200.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	10,862.17	4,000.00	23,794.43	32,000.00	48,000.00
7502 · Graphic Designer	3,600.00	4,000.00	28,800.00	32,000.00	48,000.00
7500 · Publications - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7500 · Publications</b>	<b>14,462.17</b>	<b>8,000.00</b>	<b>52,594.43</b>	<b>64,000.00</b>	<b>96,000.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	7,155.77	3,750.00	27,113.64	30,000.00	45,000.00
7602 · Public Policy & Legislative	-425.00	500.00	1,666.37	4,000.00	6,000.00
7603 · Membership	0.00	250.00	929.08	2,000.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	502.22	1,000.00	1,500.00
7605 · Education	0.00	250.00	691.81	2,000.00	3,000.00
7606 · Area Representatives	0.00	2,500.00	7,789.29	20,000.00	30,000.00
7607 · BOC - Past President's Advisory	0.00	41.67	156.07	333.36	500.00
7608 · Standards of Excellence	0.00		0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	404.40	800.00	1,200.00
7610 · Industry Committee	0.00	125.00	1,749.30	1,000.00	1,500.00
7612 · Board of Dir. Meeting	0.00	333.33	8,011.31	2,666.64	4,000.00
7613 · Parliamentarian	0.00	250.00	124.47	2,000.00	3,000.00
7614 · Other Authorized meetings	0.00	333.33	0.00	2,666.64	4,000.00

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7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	<b>6,730.77</b>	<b>8,558.33</b>	<b>49,137.96</b>	<b>68,466.64</b>	<b>102,700.00</b>
<b>7700 · Headquarters.</b>					
7701 · Rent	6,000.00	6,166.67	54,000.00	49,333.36	74,000.00
7702 · Staff Travel & Meetings	767.22	1,250.00	6,107.31	10,000.00	15,000.00
7702A · Staff Training	149.00	500.00	1,706.84	4,000.00	6,000.00
7703 · Office Supplies	637.74	666.67	3,068.39	5,333.36	8,000.00
7704 · Misc. Expense	320.36	333.33	2,440.25	2,666.64	4,000.00
7705 · Printing	858.42	1,000.00	4,821.46	8,000.00	12,000.00
7706 · Telephone	227.32	416.67	2,177.73	3,333.36	5,000.00
7707 · Postage	2,312.19	1,583.33	15,755.29	12,666.64	19,000.00
7708 · Banking Fees	29.95	16.67	89.85	133.36	200.00
7709 · S/C Merchant Account	2,164.16	1,666.67	14,530.09	13,333.36	20,000.00
7710 · PC & Server Maintenance	599.71	833.33	5,569.04	6,666.64	10,000.00
7711 · Professional - Dues	0.00	166.67	2,629.64	1,333.36	2,000.00
7712 · Capital Outlay	1,063.42	583.33	2,037.73	4,666.64	7,000.00
7713 · Copier Maintenance Agreement	0.00	1,250.00	8,688.16	10,000.00	15,000.00
7715 · Property Tax	0.00	83.33	255.17	666.64	1,000.00
7716 · Insurance (G/L,Event,W/C)	714.00	500.00	5,985.75	4,000.00	6,000.00
7718 · Marketing	122.59	868.88	3,402.72	6,951.04	10,426.50
7720 · Ballot Systems	0.00	583.33	6,944.63	4,666.64	7,000.00
7723 · Database Maintenance	0.00	0.00	0.00	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	25,434.05	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>15,966.08</b>	<b>18,468.88</b>	<b>165,644.10</b>	<b>147,751.04</b>	<b>221,626.50</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	3,458.91	0.00	23,024.98	0.00	0.00
7801 · Gross Wages - Other	22,783.40	27,750.00	181,743.04	222,000.00	333,000.00
<b>Total 7801 · Gross Wages</b>	<b>26,242.31</b>	<b>27,750.00</b>	<b>204,768.02</b>	<b>222,000.00</b>	<b>333,000.00</b>
7802 · Company Medicare	323.99	402.38	2,588.61	3,219.04	4,828.50
7803 · Company FICA	1,385.34	1,720.50	11,068.46	13,764.00	20,646.00
7804 · FUTA ( Federal Unemployment)	0.00	28.00	231.23	224.00	336.00
7805 · SUI ( State Unemployment Tax)	9.37	47.25	290.42	378.00	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	2,278.35	2,775.00	18,179.00	22,200.00	33,300.00
7808 · Employee Medical Insurance	2,495.14	3,250.00	22,725.70	26,000.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7800 · Staff</b>	<b>32,734.50</b>	<b>35,973.13</b>	<b>259,851.44</b>	<b>287,785.04</b>	<b>431,677.50</b>
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	0.00	1,188.83	2,807.39	9,510.64	14,266.00

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7903 · Accounting	0.00	1,166.67	0.00	9,333.36	14,000.00
7904 · Legal Fees	0.00	125.00	1,000.00	1,000.00	1,500.00
<b>Total 7900 · Outside Services.</b>	<b>0.00</b>	<b>2,480.50</b>	<b>3,807.39</b>	<b>19,844.00</b>	<b>29,766.00</b>
<b>Total Expense</b>	<b>76,045.98</b>	<b>115,872.51</b>	<b>676,368.19</b>	<b>926,980.08</b>	<b>1,390,470.00</b>
<b>Net Ordinary Income</b>	<b>78,539.02</b>	<b>0.03</b>	<b>437,740.16</b>	<b>0.24</b>	<b>0.00</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
1910 · Realized Gain (Loss) on Disposa	0.00	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	34,029.13	0.00	0.00
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>34,029.13</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>34,029.13</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>78,539.02</b>	<b>0.03</b>	<b>471,769.29</b>	<b>0.24</b>	<b>0.00</b>