

TASN Profit & Loss Budget Performance April 2018

	Apr 18	Budget	Sep '17 - Apr ...	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,229.17	11,775.00	9,833.36	14,750.00
4100 · Conference					
4101 · Exhibits	21,000.00	30,208.33	398,680.00	241,666.64	362,500.00
4101A · Kitchen Space Rental	600.00	0.00	3,600.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	80,300.00	53,166.64	79,750.00
4103 · Registration					
A · Early Bird	165,550.00	23,958.33	242,650.00	191,666.64	287,500.00
B · Regular	0.00	2,416.67	0.00	19,333.36	29,000.00
Total 4103 · Registration	165,550.00	26,375.00	242,650.00	211,000.00	316,500.00
4105 · Non-Member Packet	2,255.00	560.42	2,690.00	4,483.36	6,725.00
4107 · One Day Reg.	0.00	500.00	0.00	4,000.00	6,000.00
4108 · Retired Registration	225.00	62.50	600.00	500.00	750.00
4110 · Onsite	0.00	729.17	0.00	5,833.36	8,750.00
4115 · Meals / Evening Event	500.00	0.00	500.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	1,000.00	0.00	1,300.00	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 U · Financial Management	600.00		900.00		
4126 W · Grant Writing	150.00		225.00		
4126 · Seminars - Other	0.00	833.33	0.00	6,666.64	10,000.00
Total 4126 · Seminars	1,750.00	833.33	2,425.00	6,666.64	10,000.00
4132 · Chapter Tables	100.00	41.67	100.00	333.36	500.00
4134 · Annual Sponsors	7,850.00	4,166.67	32,650.00	33,333.36	50,000.00
4135 · Sale Items	0.00	0.00	0.00	0.00	0.00
Total 4100 · Conference	199,830.00	70,122.92	764,195.00	560,983.36	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Spons...	0.00	3,083.33	22,650.00	24,666.64	37,000.00
4202 · TASN Industry Seminar Reg.	0.00	10,000.00	81,050.00	80,000.00	120,000.00
Total 4200 · Industry Seminar	0.00	13,083.33	103,700.00	104,666.64	157,000.00
4300 · Training					
4302 · TASN Certification	3,180.00	3,261.67	13,580.00	26,093.36	39,140.00
4307 · Cont. Education Workshops-O...					
4307B · Board Meeting Education ...	0.00		0.00	0.00	0.00
Total 4307 · Cont. Education Worksh...	0.00		0.00	0.00	0.00
4309 · Directors Academy	0.00	1,145.83	4,950.00	9,166.64	13,750.00
4310 · Managers Academy	790.00	1,975.00	2,370.00	15,800.00	23,700.00

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Total 4300 · Training	3,970.00	6,382.50	20,900.00	51,060.00	76,590.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	133.36	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	133.36	200.00
4450 · TASNews /Advertising	2,540.00	8,333.33	18,665.00	66,666.64	100,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	21,685.00	10,785.83	136,626.95	86,286.64	129,430.00
4502 · Industry Dues (Membership D...	3,275.00	2,608.08	39,020.65	20,864.64	31,297.00
Total 4500 · Membership Dues	24,960.00	13,393.91	175,647.60	107,151.28	160,727.00
4600 · Board of Directors					
4607 · MAT Review	0.00	0.00	0.00	0.00	0.00
4612 · Board Meetings	0.00		0.00	0.00	0.00
4619 · TASN Leadership Camp	0.00		0.00	0.00	0.00
Total 4600 · Board of Directors	0.00	0.00	0.00	0.00	0.00
4700 · Headquarters					
4704 · Misc. Income	0.00	0.00	139.90	0.00	0.00
4708 · Invest. Interest and Dividends	0.00	4,166.67	31,167.87	33,333.36	50,000.00
4717 · Emporium	0.00	1,750.00	72.75	14,000.00	21,000.00
4721 · SNA LAC Sponsors	0.00	458.33	300.00	3,666.64	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	0.00	6,375.00	31,680.52	51,000.00	76,500.00
Total Income	231,300.00	118,936.83	1,126,563.12	951,494.64	1,427,242.00
Gross Profit	231,300.00	118,936.83	1,126,563.12	951,494.64	1,427,242.00
Expense					
66900 · Reconciliation Discrepancies	0.00		0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	818.46	40,000.00	60,000.00
7102 · Registration	0.00	2,083.33	2,000.00	16,666.64	25,000.00
7111 · Facillities	0.00	3,333.33	24,911.25	26,666.64	40,000.00
7112 · Awards / Trophies/ Ribbons	1,102.80	333.33	1,154.78	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	7,916.67	0.00	63,333.36	95,000.00
7116 · Industry Event	13,727.73	6,645.83	17,352.73	53,166.64	79,750.00
7120 · Special Meals / Events	0.00	166.67	0.00	1,333.36	2,000.00
7121 · Conference Planning	0.00	333.33	396.28	2,666.64	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	837.50	3,333.36	5,000.00
7124 · General Sesssions	0.00	4,166.67	21,652.46	33,333.36	50,000.00
7125 · Learning Sessions	160.00	1,916.67	9,111.23	15,333.36	23,000.00

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7130 · Annual Meeting	116.91	333.33	116.91	2,666.64	4,000.00
7131 · Misc. Conference	107.17	500.00	4,497.60	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
7137 · Emporium Items	0.00	1,000.00	0.00	8,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	333.36	500.00
Total 7100 · Conference.	15,214.61	35,854.17	82,849.20	286,833.36	430,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	74,947.34	56,666.64	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	74,947.34	56,666.64	85,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	4,457.29	6,666.64	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	10,000.00	15,000.00
Total 7300 · Training.	0.00	2,083.33	4,457.29	16,666.64	25,000.00
7400 · Pass Through.					
7403 · TASN PAC Expense	0.00		0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Mi...	0.00	416.67	4,506.04	3,333.36	5,000.00
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
Total 7400 · Pass Through.	0.00	433.34	4,506.04	3,466.72	5,200.00
7500 · Publications					
7501 · TASNews	9,900.52	4,000.00	31,772.51	32,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	28,800.00	28,800.00	43,200.00
7500 · Publications - Other	0.00		0.00	0.00	0.00
Total 7500 · Publications	13,500.52	7,600.00	60,572.51	60,800.00	91,200.00
7600 · Board of Directors.					
7601 · Executive Committee	1,757.71	3,916.67	26,770.12	31,333.36	47,000.00
7602 · Public Policy & Legislative	1,977.44	500.00	5,765.85	4,000.00	6,000.00
7603 · Membership	0.00	250.00	871.18	2,000.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	872.00	1,000.00	1,500.00
7605 · Education	0.00	250.00	829.37	2,000.00	3,000.00
7606 · Area Representatives	633.91	2,333.33	4,913.59	18,666.64	28,000.00
7607 · BOC - Past President's Advisory	0.00	62.50	0.00	500.00	750.00
7609 · Nominating Committee	0.00	116.67	1,248.91	933.36	1,400.00
7610 · Industry Committee	0.00	141.67	1,449.00	1,133.36	1,700.00
7612 · Board of Dir. Meeting	327.27	416.67	11,573.65	3,333.36	5,000.00
7613 · Parliamentarian	0.00	166.67	300.00	1,333.36	2,000.00
7614 · Other Authorized meetings	0.00	333.33	1,325.86	2,666.64	4,000.00
7619 · Leadership Camp	0.00		0.00	0.00	0.00

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7620 · MAT Review	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	4,696.33	8,612.51	55,919.53	68,900.08	103,350.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,166.67	54,000.00	49,333.36	74,000.00
7702 · Staff Travel & Meetings	166.23	1,333.33	9,132.22	10,666.64	16,000.00
7702A · Staff Training	0.00	666.67	1,110.00	5,333.36	8,000.00
7703 · Office Supplies	122.64	583.33	1,547.01	4,666.64	7,000.00
7704 · Misc. Expense	200.74	333.33	2,180.06	2,666.64	4,000.00
7705 · Printing	0.00	916.67	4,461.64	7,333.36	11,000.00
7706 · Telephone	327.32	250.00	2,568.56	2,000.00	3,000.00
7707 · Postage	5,312.19	1,500.00	12,074.52	12,000.00	18,000.00
7708 · Banking Fees	0.00	16.67	137.40	133.36	200.00
7709 · S/C Merchant Account	2,646.42	1,666.67	16,172.37	13,333.36	20,000.00
7710 · PC & Server Maintenance	599.71	625.00	4,852.00	5,000.00	7,500.00
7711 · Professional - Dues	0.00	208.33	1,601.00	1,666.64	2,500.00
7712 · Capital Outlay	427.59	583.33	2,596.28	4,666.64	7,000.00
7713 · Copier Maintenance Agreement	912.55	1,250.00	7,300.40	10,000.00	15,000.00
7715 · Property Tax	0.00	83.33	172.62	666.64	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	4,634.00	4,000.00	6,000.00
7718 · Marketing	133.25	750.00	2,535.60	6,000.00	9,000.00
7719 · Classified Ads	0.00		199.00		
7720 · Ballot Systems	5,178.30	583.33	5,178.30	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		619.50	0.00	0.00
Total 7700 · Headquarters.	22,026.94	18,016.66	133,072.48	144,133.28	216,200.00
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	18.66	0.00	134.32	0.00	0.00
7801 · Gross Wages - Other	24,269.85	28,958.33	182,863.95	231,666.64	347,500.00
Total 7801 · Gross Wages	24,288.51	28,958.33	182,998.27	231,666.64	347,500.00
7802 · Company Medicare	344.20	419.90	2,595.04	3,359.20	5,038.75
7803 · Company FICA	1,471.79	1,795.42	11,096.06	14,363.36	21,545.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	210.00	224.00	336.00
7805 · SUI (State Unemployment Tax)	3.57	47.25	207.00	378.00	567.00
7807 · Retirement Benefits	2,426.96	2,516.33	18,286.85	20,130.64	30,196.00
7808 · Employee Medical Insurance	2,358.70	3,250.00	21,674.28	26,000.00	39,000.00
7800 · Staff - Other	0.00		0.00	0.00	0.00
Total 7800 · Staff	30,893.73	37,015.23	237,067.50	296,121.84	444,182.75
7900 · Outside Services.					
7902 · Website Design & Hosting	0.00	946.60	3,428.99	7,572.80	11,359.25

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7903 · Accounting	0.00	1,166.67	11,500.00	9,333.36	14,000.00
7904 · Legal Fees	0.00	125.00	2,504.50	1,000.00	1,500.00
Total 7900 · Outside Services.	0.00	2,238.27	17,433.49	17,906.16	26,859.25
8000 · Scholarships / Education	0.00	0.00	0.00	0.00	0.00
Total Expense	86,332.13	118,936.84	670,825.38	951,494.72	1,427,242.00
Net Ordinary Income	144,967.87	-0.01	455,737.74	-0.08	0.00
Other Income/Expense					
Other Income					
1910 · Realized Gain (Loss) on Dispos	0.00		0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	21,242.00	0.00	0.00
Total Other Income	0.00	0.00	21,242.00	0.00	0.00
Net Other Income	0.00	0.00	21,242.00	0.00	0.00
Net Income	144,967.87	-0.01	476,979.74	-0.08	0.00