

TASN
Profit & Loss Budget Performance
April 2019

	Apr 19	Budget	Sep '18 - Apr 19	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	0.00	979.17	11,800.00	7,833.36
4100 · Conference				
4101 · Exhibits	11,500.00	30,208.33	371,154.00	241,666.64
4101A · Kitchen Space Rental / ICE	0.00	0.00	4,500.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	76,725.00	53,166.64
4103 · Registration				
A · Early Bird	229,850.00	25,875.00	301,910.00	207,000.00
B · Regular	0.00	2,583.33	0.00	20,666.64
Total 4103 · Registration	229,850.00	28,458.33	301,910.00	227,666.64
4105 · Non-Member Packet	3,150.00	579.17	3,150.00	4,633.36
4107 · One Day Reg.	0.00	187.50	0.00	1,500.00
4108 · Retired Registration	300.00	25.00	375.00	200.00
4110 · Onsite	0.00	891.67	0.00	7,133.36
4115 · Meals / Evening Event	100.00	0.00	100.00	0.00
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	600.00	100.00	500.00	300.00
4126 O · Sanitation	0.00		0.00	
4126 P · Safety	270.00		300.00	
4126 U · Financial Management	0.00	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	3,333.36
Total 4126 · Seminars	870.00	516.67	800.00	3,633.36
4131 · Misc. Conference	0.00	0.00	0.00	0.00
4132 · Chapter Tables	50.00	41.67	50.00	333.36
4134 · Annual Sponsors	7,600.00	4,166.67	41,875.00	33,333.36
4135 · Sale Items	0.00		0.00	0.00
Total 4100 · Conference	253,420.00	71,720.84	800,639.00	573,266.72
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	32,500.00	23,333.36
4202 · TASN Industry Seminar Reg.	0.00	6,333.33	77,320.00	50,666.64
Total 4200 · Industry Seminar	0.00	9,250.00	109,820.00	74,000.00
4300 · Training				
4302 · TASN Certification	4,240.00	3,359.50	16,900.00	26,876.00
4309 · Directors Academy	0.00	687.50	0.00	5,500.00
4310 · Managers Academy	3,950.00	1,481.25	4,345.00	11,850.00
Total 4300 · Training	8,190.00	5,528.25	21,245.00	44,226.00
4400 · Pass Through				
4407 · Sales Tax	0.00	16.67	0.00	133.36
Total 4400 · Pass Through	0.00	16.67	0.00	133.36
4450 · TASNews /Advertising	0.00	7,916.67	10,660.00	63,333.36
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	27,085.00	11,109.42	187,368.73	88,875.36
4502 · Industry Dues (Membership Dues)	1,350.00	2,686.33	40,466.23	21,490.64
Total 4500 · Membership Dues	28,435.00	13,795.75	227,834.96	110,366.00
4600 · Board of Directors				
4607 · MAT Review	0.00		0.00	0.00
Total 4600 · Board of Directors	0.00		0.00	0.00
4700 · Headquarters				
4704 · Misc. Income	-673.84	416.67	4,738.04	3,333.36
4708 · Invest. Interest and Dividends	0.00	5,000.00	70,433.61	40,000.00
4717 · Emporium	0.00	0.00	0.00	0.00

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4721 · SNA LAC Sponsors/ Guests	0.00	458.33	3,950.00	3,666.64
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	-673.84	5,875.00	79,121.65	47,000.00
Total Income	289,371.16	115,082.35	1,261,120.61	920,158.80
Gross Profit	289,371.16	115,082.35	1,261,120.61	920,158.80
Expense				
7100 · Conference.				
7101 · Exhibits	0.00	5,416.67	0.00	43,333.36
7102 · Registration	2,229.95	2,500.00	2,229.95	20,000.00
7111 · Facilities	0.00	2,500.00	12,969.00	20,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	2,666.64
7113 · Awards Ceremony	0.00	1,000.00	0.00	8,000.00
7115 · Banquet	55,000.00	8,750.00	55,000.00	70,000.00
7116 · Industry Event	55,000.00	6,645.83	58,425.00	53,166.64
7120 · Special Meals / Events	0.00	304.17	0.00	2,433.36
7121 · Conference Planning	0.00	166.67	1,478.84	1,333.36
7123 · Staff Travel / Photographer	0.00	500.00	1,486.00	4,000.00
7124 · General Sesssions	0.00	4,166.67	556.42	33,333.36
7125 · Learning Sessions	26,554.61	2,333.33	26,554.61	18,666.64
7130 · Annual Meeting	0.00	583.33	0.00	4,666.64
7131 · Misc. Conference	1,271.44	500.00	-493.82	4,000.00
7132 · Conf. Temps	0.00	416.67	0.00	3,333.36
7136 · T-Shirt Cost	0.00	750.00	0.00	6,000.00
7137 · Emporium Items	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	333.36
Total 7100 · Conference.	140,056.00	36,908.34	158,206.00	295,266.72
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	0.00	7,083.33	93,561.24	56,666.64
Total 7200 · Industry Seminar.	0.00	7,083.33	93,561.24	56,666.64
7300 · Training.				
7309 · Directors Academy	0.00	333.33	0.00	2,666.64
7310 · Managers Academy	0.00	1,125.00	0.00	9,000.00
Total 7300 · Training.	0.00	1,458.33	0.00	11,666.64
7400 · Pass Through.				
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.67	4,553.05	3,333.36
7407 · Sales Tax	0.00	16.67	316.53	133.36
Total 7400 · Pass Through.	0.00	433.34	4,869.58	3,466.72
7500 · Publications				
7501 · TASNews	12,819.11	4,000.00	22,094.99	32,000.00
7502 · Graphic Designer	3,600.00	3,600.00	28,800.00	28,800.00
Total 7500 · Publications	16,419.11	7,600.00	50,894.99	60,800.00
7600 · Board of Directors.				
7601 · Executive Committee	-20.00	3,666.67	32,615.87	29,333.36
7602 · Public Policy & Legislative	213.85	500.00	5,090.65	4,000.00
7603 · Membership	0.00	166.66	542.25	1,333.28
7604 · Organizational Affairs	0.00	83.33	869.97	666.64
7605 · Education	0.00	166.67	599.75	1,333.36
7606 · Area Representatives	0.00	1,500.00	8,541.27	12,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,000.00
7609 · Nominating Committee	0.00	83.33	932.93	666.64
7610 · Industry Committee	0.00	141.67	0.00	1,133.36
7612 · Board of Dir. Meeting	173.18	833.33	4,638.92	6,666.64
7613 · Parlimentarian	0.00	208.33	0.00	1,666.64
7614 · Other Authorized meetings	0.00	500.00	7,788.02	4,000.00
7619 · Leadership Camp	0.00		56.31	

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7620 · MAT Review	0.00		0.00	0.00
Total 7600 · Board of Directors.	367.03	7,974.99	61,675.94	63,799.92
7700 · Headquarters.				
7701 · Rent	6,000.00	6,000.00	54,000.00	48,000.00
7702 · Staff Travel & Meetings	318.66	1,500.00	9,929.97	12,000.00
7702A · Staff Training	0.00	500.00	0.00	4,000.00
7703 · Office Supplies	988.90	500.00	2,235.32	4,000.00
7704 · Misc. Expense	1,132.96	333.33	3,389.61	2,666.64
7705 · Printing	0.00	833.33	3,626.44	6,666.64
7706 · Telephone	277.32	308.33	2,390.83	2,466.64
7707 · Postage	2,312.19	1,666.67	12,848.30	13,333.36
7708 · Banking Fees	0.00	16.67	68.00	133.36
7709 · S/C Merchant Account	2,444.62	1,748.96	15,211.68	13,991.68
7710 · PC & Server Maintenance	599.71	666.67	5,358.35	5,333.36
7711 · Professional - Dues	369.00	250.00	2,171.00	2,000.00
7712 · Capital Outlay	0.00	83.33	3,197.60	666.64
7713 · Copier Maintenance Agreement	1,892.64	1,166.67	10,002.23	9,333.36
7715 · Property Tax	0.00	41.67	227.39	333.36
7716 · Insurance (G/L,Event,W/C)	0.00	516.67	4,796.00	4,133.36
7718 · Marketing	133.25	416.67	1,080.75	3,333.36
7719 · Classified Ads	0.00		228.92	
7720 · Ballot Systems	0.00	583.33	0.00	4,666.64
7723 · Database Maintenance	0.00		0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00	0.00
7730 · Membership	0.00		161.32	
Total 7700 · Headquarters.	16,469.25	17,132.30	130,923.71	137,058.40
7800 · Staff				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	1,860.54	0.00	8,845.06	0.00
7801 · Gross Wages - Other	24,663.49	26,250.00	184,204.98	210,000.00
Total 7801 · Gross Wages	26,524.03	26,250.00	193,050.04	210,000.00
7802 · Company Medicare	327.17	380.63	2,583.93	3,045.04
7803 · Company FICA	1,398.94	1,627.50	11,048.51	13,020.00
7804 · FUTA (Federal Unemployment)	31.79	28.00	301.56	224.00
7805 · SUI (State Unemployment Tax)	19.08	47.25	242.14	378.00
7807 · Retirement Benefits	2,391.09	2,333.33	18,402.55	18,666.64
7808 · Employee Medical Insurance	4,203.51	2,666.67	20,758.29	21,333.36
Total 7800 · Staff	34,895.61	33,333.38	246,387.02	266,667.04
7900 · Outside Services.				
7902 · Website Design & Hosting	1,063.34	1,000.00	1,499.46	8,000.00
7903 · Accounting	0.00	1,166.67	11,500.00	9,333.36
7904 · Legal Fees	29.50	100.00	1,029.50	800.00
Total 7900 · Outside Services.	1,092.84	2,266.67	14,028.96	18,133.36
8000 · Scholarships / Education	0.00	791.67	0.00	6,333.36
Total Expense	209,299.84	114,982.35	760,547.44	919,858.80
Net Ordinary Income	80,071.32	100.00	500,573.17	300.00
Other Income/Expense				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-79,523.66	0.00
Total Other Income	0.00	0.00	-79,523.66	0.00
Net Other Income	0.00	0.00	-79,523.66	0.00
Net Income	80,071.32	100.00	421,049.51	300.00

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	Annual Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	11,750.00
4100 · Conference	
4101 · Exhibits	362,500.00
4101A · Kitchen Space Rental / ICE	0.00
4102 · \$275 Ind. Event	79,750.00
4103 · Registration	
A · Early Bird	310,500.00
B · Regular	31,000.00
Total 4103 · Registration	341,500.00
4105 · Non-Member Packet	6,950.00
4107 · One Day Reg.	2,250.00
4108 · Retired Registration	300.00
4110 · Onsite	10,700.00
4115 · Meals / Evening Event	0.00
4126 · Seminars	
4126 N · Train the Trainer (I,II,III)	0.00
4126 O · Sanitation	
4126 P · Safety	
4126 U · Financial Management	0.00
4126 W · Grant Writing	0.00
4126 · Seminars - Other	5,000.00
Total 4126 · Seminars	5,000.00
4131 · Misc. Conference	0.00
4132 · Chapter Tables	500.00
4134 · Annual Sponsors	50,000.00
4135 · Sale Items	0.00
Total 4100 · Conference	859,450.00
4200 · Industry Seminar	
4201 · TASN Industry Seminar Sponsor	35,000.00
4202 · TASN Industry Seminar Reg.	76,000.00
Total 4200 · Industry Seminar	111,000.00
4300 · Training	
4302 · TASN Certification	40,314.00
4309 · Directors Academy	8,250.00
4310 · Managers Academy	17,775.00
Total 4300 · Training	66,339.00
4400 · Pass Through	
4407 · Sales Tax	200.00
Total 4400 · Pass Through	200.00
4450 · TASNews /Advertising	95,000.00
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	133,313.00
4502 · Industry Dues (Membership Dues)	32,236.00
Total 4500 · Membership Dues	165,549.00
4600 · Board of Directors	
4607 · MAT Review	0.00
Total 4600 · Board of Directors	0.00
4700 · Headquarters	
4704 · Misc. Income	5,000.00
4708 · Invest. Interest and Dividends	60,000.00
4717 · Emporium	0.00

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	Annual Budget
4721 · SNA LAC Sponsors/ Guests	5,500.00
4723 · Labels (Directory Mailing)	0.00
Total 4700 · Headquarters	70,500.00
Total Income	1,379,788.00
Gross Profit	1,379,788.00
Expense	
7100 · Conference.	
7101 · Exhibits	65,000.00
7102 · Registration	30,000.00
7111 · Facilities	30,000.00
7112 · Awards / Trophies/ Ribbons	4,000.00
7113 · Awards Ceremony	12,000.00
7115 · Banquet	105,000.00
7116 · Industry Event	79,750.00
7120 · Special Meals / Events	3,650.00
7121 · Conference Planning	2,000.00
7123 · Staff Travel / Photographer	6,000.00
7124 · General Sesssions	50,000.00
7125 · Learning Sessions	28,000.00
7130 · Annual Meeting	7,000.00
7131 · Misc. Conference	6,000.00
7132 · Conf. Temps	5,000.00
7136 · T-Shirt Cost	9,000.00
7137 · Emporium Items	0.00
7138 · Chapter Tables	500.00
Total 7100 · Conference.	442,900.00
7200 · Industry Seminar.	
7201 · TASN Ind. Seminar	85,000.00
Total 7200 · Industry Seminar.	85,000.00
7300 · Training.	
7309 · Directors Academy	4,000.00
7310 · Managers Academy	13,500.00
Total 7300 · Training.	17,500.00
7400 · Pass Through.	
7405 · SNA- TX Delegation Dinner/Misc.	5,000.00
7407 · Sales Tax	200.00
Total 7400 · Pass Through.	5,200.00
7500 · Publications	
7501 · TASNews	48,000.00
7502 · Graphic Designer	43,200.00
Total 7500 · Publications	91,200.00
7600 · Board of Directors.	
7601 · Executive Committee	44,000.00
7602 · Public Policy & Legislative	6,000.00
7603 · Membership	2,000.00
7604 · Organizational Affairs	1,000.00
7605 · Education	2,000.00
7606 · Area Representatives	18,000.00
7607 · BOC - Past President's Advisory	1,500.00
7609 · Nominating Committee	1,000.00
7610 · Industry Committee	1,700.00
7612 · Board of Dir. Meeting	10,000.00
7613 · Parlimentarian	2,500.00
7614 · Other Authorized meetings	6,000.00
7619 · Leadership Camp	

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	Annual Budget
7620 · MAT Review	0.00
Total 7600 · Board of Directors.	95,700.00
7700 · Headquarters.	
7701 · Rent	72,000.00
7702 · Staff Travel & Meetings	18,000.00
7702A · Staff Training	6,000.00
7703 · Office Supplies	6,000.00
7704 · Misc. Expense	4,000.00
7705 · Printing	10,000.00
7706 · Telephone	3,700.00
7707 · Postage	20,000.00
7708 · Banking Fees	200.00
7709 · S/C Merchant Account	20,987.50
7710 · PC & Server Maintenance	8,000.00
7711 · Professional - Dues	3,000.00
7712 · Capital Outlay	1,000.00
7713 · Copier Maintenance Agreement	14,000.00
7715 · Property Tax	500.00
7716 · Insurance (G/L,Event,W/C)	6,200.00
7718 · Marketing	5,000.00
7719 · Classified Ads	
7720 · Ballot Systems	7,000.00
7723 · Database Maintenance	0.00
7725 · Depreciation Expense	0.00
7727 · Previous Years Transactions	0.00
7730 · Membership	
Total 7700 · Headquarters.	205,587.50
7800 · Staff	
7801 · Gross Wages	
7809 · Contract / WC Chargeback	0.00
7801 · Gross Wages - Other	315,000.00
Total 7801 · Gross Wages	315,000.00
7802 · Company Medicare	4,567.50
7803 · Company FICA	19,530.00
7804 · FUTA (Federal Unemployment)	336.00
7805 · SUI (State Unemployment Tax)	567.00
7807 · Retirement Benefits	28,000.00
7808 · Employee Medical Insurance	32,000.00
Total 7800 · Staff	400,000.50
7900 · Outside Services.	
7902 · Website Design & Hosting	12,000.00
7903 · Accounting	14,000.00
7904 · Legal Fees	1,200.00
Total 7900 · Outside Services.	27,200.00
8000 · Scholarships / Education	9,500.00
Total Expense	1,379,788.00
Net Ordinary Income	0.00
Other Income/Expense	
Other Income	
1915 · Unrealized/Realized Gain (Loss)	0.00
Total Other Income	0.00
Net Other Income	0.00
Net Income	0.00