

TASN Profit & Loss Budget Performance August 2016

	Aug 16	Budget	Sep '15 - Aug 16	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,218.75	13,075.00	14,625.00	14,625.00
4100 · Conference					
4101 · Exhibits	-161,400.00	33,645.83	361,305.00	403,750.00	403,750.00
4101A · Kitchen Space Rental	0.00		3,300.00		
4102 · \$225 Ind. Event	0.00	5,531.25	59,175.00	66,375.00	66,375.00
4103 · Registration					
A · Early Bird	10,000.00	22,666.67	203,170.00	272,000.00	272,000.00
B · Regular	0.00	2,587.50	17,550.00	31,050.00	31,050.00
Total 4103 · Registration	10,000.00	25,254.17	220,720.00	303,050.00	303,050.00
4105 · Non-Member Packet	0.00	750.00	13,330.00	9,000.00	9,000.00
4107 · One Day Reg.	0.00	510.42	2,275.00	6,125.00	6,125.00
4108 · Retired Registration	0.00	41.67	400.00	500.00	500.00
4110 · Onsite	0.00	1,100.00	11,610.00	13,200.00	13,200.00
4115 · Meals / Evening Event	0.00	0.00	800.00	0.00	0.00
4125 · Seminars / Misc.	0.00	708.33	0.00	8,500.00	8,500.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00	0.00	1,300.00	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 T · Paid Session - Aric Bostick	0.00		0.00		
4126 · Seminars - Other	0.00	0.00	0.00	0.00	0.00
Total 4126 · Seminars	0.00	0.00	1,300.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	250.00	500.00	500.00
4134 · Annual Conference Sponsors	0.00	2,916.67	50,500.00	35,000.00	35,000.00
4135 · Sale Items	0.00		80.00		
Total 4100 · Conference	-151,400.00	70,500.01	725,045.00	846,000.00	846,000.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,416.67	36,750.00	29,000.00	29,000.00
4202 · TASN Industry Seminar Reg.	0.00	9,095.83	89,655.00	109,150.00	109,150.00
Total 4200 · Industry Seminar	0.00	11,512.50	126,405.00	138,150.00	138,150.00
4300 · Training					
4302 · TASN Certification	1,320.00	2,832.50	31,615.00	33,990.00	33,990.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Ses...	0.00	41.67	0.00	500.00	500.00
Total 4307 · Cont. Education Workshops-...	0.00	41.67	0.00	500.00	500.00
4309 · Directors Academy	0.00	1,145.83	9,900.00	13,750.00	13,750.00
4310 · Managers Academy	0.00	1,975.00	12,640.00	23,700.00	23,700.00
Total 4300 · Training	1,320.00	5,995.00	54,155.00	71,940.00	71,940.00
4400 · Pass Through					

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4403 · TASN Pac	0.00		0.00	0.00	0.00
4407 · Sales Tax	0.00	16.67	0.00	200.00	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	200.00	200.00
4450 · TASNews Publication	6,815.00	6,666.67	45,679.00	80,000.00	80,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	-39,422.13	10,166.67	112,273.87	122,000.00	122,000.00
4502 · Industry Dues (Membership Dues)	-13,031.67	2,458.33	32,342.91	29,500.00	29,500.00
Total 4500 · Membership Dues	-52,453.80	12,625.00	144,616.78	151,500.00	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	12,000.00	12,000.00
Total 4600 · Board of Directors	0.00	1,000.00	56,830.00	12,000.00	12,000.00
4700 · Headquarters					
4704 · Misc. Income	520.00	0.00	1,456.22	0.00	0.00
4708 · Invest. Interest and Dividends	1,046.33	3,058.27	49,480.87	36,699.25	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	6,350.00	5,000.00	5,000.00
4723 · Labels (Directory Mailing)	0.00		146.20		
Total 4700 · Headquarters	1,566.33	3,474.94	57,433.29	41,699.25	41,699.25
Total Income	-194,152.47	113,009.54	1,223,239.07	1,356,114.25	1,356,114.25
Gross Profit	-194,152.47	113,009.54	1,223,239.07	1,356,114.25	1,356,114.25
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	33,757.55	3,833.33	39,241.07	46,000.00	46,000.00
7102 · Registration	268.73	1,833.33	14,726.18	22,000.00	22,000.00
7111 · Facilities	-2,210.08	3,275.00	37,029.92	39,300.00	39,300.00
7112 · Awards / Trophies/ Ribbons	0.00	366.63	4,319.24	4,400.00	4,400.00
7113 · Awards Ceremony	0.00	583.26	6,847.08	7,000.00	7,000.00
7115 · Banquet	0.00	4,708.26	51,896.68	56,500.00	56,500.00
7116 · Industry Event	260.00	6,937.50	82,393.35	83,250.00	83,250.00
7120 · Special Meals / Events	0.00	291.63	3,418.37	3,500.00	3,500.00
7121 · Conference Planning	0.00	83.33	0.00	1,000.00	1,000.00
7122 · Tours / Entertainment	0.00		0.00	0.00	0.00
7123 · Staff Travel / Photographer	500.00	275.00	3,206.25	3,300.00	3,300.00
7124 · General Sessions	505.96	3,333.33	38,508.49	40,000.00	40,000.00
7125 · Learning Sessions	2,978.76	1,750.00	15,410.40	21,000.00	21,000.00
7130 · Annual Meeting	0.00	500.00	5,091.43	6,000.00	6,000.00

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7131 · Misc. Conference	537.00	666.67	3,067.33	8,000.00	8,000.00
7132 · Conf. Temps	0.00	416.67	2,517.75	5,000.00	5,000.00
7135 · Sales Items	0.00		0.00	0.00	0.00
7136 · T-Shirt Cost	0.00	625.00	4,264.92	7,500.00	7,500.00
7138 · Chapter Tables	0.00	41.67	0.00	500.00	500.00
Total 7100 · Conference.	36,597.92	29,520.61	311,938.46	354,250.00	354,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,500.00	76,660.62	90,000.00	90,000.00
Total 7200 · Industry Seminar.	0.00	7,500.00	76,660.62	90,000.00	90,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	7,715.47	10,000.00	10,000.00
7310 · Managers Academy	6,750.19	1,250.00	8,384.62	15,000.00	15,000.00
Total 7300 · Training.	6,750.19	2,083.33	16,100.09	25,000.00	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/Misc.	0.00	333.33	7,289.91	4,000.00	4,000.00
7407 · Sales Tax	0.00	16.67	206.29	200.00	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	7,496.20	4,200.00	4,200.00
7500 · Publications					
7501 · TASNews	9,568.57	0.00	41,845.70	0.00	0.00
7502 · Graphic Designer	7,200.00		43,200.00		
7500 · Publications - Other	0.00	7,416.67	0.00	89,000.00	89,000.00
Total 7500 · Publications	16,768.57	7,416.67	85,045.70	89,000.00	89,000.00
7600 · Board of Directors.					
7601 · Executive Committee	3,367.43	4,500.00	44,158.76	54,000.00	54,000.00
7602 · Public Policy & Legislative	0.00	500.00	5,734.80	6,000.00	6,000.00
7603 · Membership	690.00	208.33	1,391.11	2,500.00	2,500.00
7604 · Organizational Affairs	0.00	125.00	1,120.24	1,500.00	1,500.00
7605 · Education	0.00	250.00	1,044.00	3,000.00	3,000.00
7606 · Area Representatives	0.00	2,166.67	20,603.66	26,000.00	26,000.00
7607 · BOC - Past President's Advisory	0.00	25.00	0.00	300.00	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	1,200.00	1,200.00
7610 · Industry Committee	0.00	104.17	0.00	1,250.00	1,250.00
7612 · Board of Dir. Meeting	0.00	500.00	5,867.88	6,000.00	6,000.00
7613 · Parliamentarian	0.00	250.00	2,823.70	3,000.00	3,000.00
7614 · Other Authorized meetings	0.00	1,125.00	4,937.00	13,500.00	13,500.00
7619 · Leadership Camp	0.00	916.67	9,616.58	11,000.00	11,000.00
7620 · MAT Review	0.00		35,328.24		
Total 7600 · Board of Directors.	4,057.43	10,770.84	133,435.07	129,250.00	129,250.00

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7700 · Headquarters.					
7701 · Rent	-1,623.07	6,000.00	70,290.16	72,000.00	72,000.00
7702 · Staff Travel & Meetings	96.07	1,269.18	15,231.41	15,229.50	15,229.50
7702A · Staff Training	414.44	458.37	5,046.87	5,500.00	5,500.00
7703 · Office Supplies	249.33	416.74	4,693.86	5,000.00	5,000.00
7704 · Misc. Expense	-1,026.50	541.74	5,114.15	6,500.00	6,500.00
7705 · Printing	0.00	750.00	7,748.85	9,000.00	9,000.00
7706 · Telephone	227.33	583.37	6,178.16	7,000.00	7,000.00
7707 · Postage	-546.83	1,458.37	16,678.36	17,500.00	17,500.00
7708 · Banking Fees	0.00	16.67	34.00	200.00	200.00
7709 · S/C Merchant Account	0.00	1,516.09	17,041.37	18,192.75	18,192.75
7710 · PC & Server Maintenance	843.26	1,083.33	12,525.54	13,000.00	13,000.00
7711 · Professional - Dues	0.00	166.67	1,953.00	2,000.00	2,000.00
7712 · Capital Outlay	0.00	916.74	9,811.96	11,000.00	11,000.00
7713 · Copier Maintenance Agreement	1,105.02	1,166.74	13,260.24	14,000.00	14,000.00
7715 · Property Tax	0.00	83.33	840.72	1,000.00	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	416.74	4,146.00	5,000.00	5,000.00
7718 · Marketing	1,039.35	416.74	5,265.63	5,000.00	5,000.00
7720 · Ballot Systems	0.00	616.74	7,411.94	7,400.00	7,400.00
7721 · TASN LAC	0.00		0.00	0.00	0.00
7723 · Database Maintenance	0.00	133.37	1,559.18	1,600.00	1,600.00
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.	778.40	18,010.93	204,831.40	216,122.25	216,122.25
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	2,470.35	0.00	28,459.45	0.00	0.00
7801 · Gross Wages - Other	22,182.93	27,166.67	270,371.73	326,000.00	326,000.00
Total 7801 · Gross Wages	24,653.28	27,166.67	298,831.18	326,000.00	326,000.00
7802 · Company Medicare	316.64	393.92	3,855.95	4,727.00	4,727.00
7803 · Company FICA	1,354.01	1,684.33	16,487.68	20,212.00	20,212.00
7804 · FUTA (Federal Unemployment)	12.46	28.00	230.77	336.00	336.00
7805 · SUI (State Unemployment Tax)	9.35	47.25	212.67	567.00	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	1,767.38	2,037.50	20,277.65	24,450.00	24,450.00
7808 · Employee Medical Insurance	-240.80	3,583.33	28,346.35	43,000.00	43,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	27,872.32	34,941.00	368,242.25	419,292.00	419,292.00
7900 · Outside Services.					
7902 · Website Design & Hosting	5,636.48	1,133.37	13,402.21	13,600.00	13,600.00
7903 · Accounting	0.00	1,200.00	14,355.00	14,400.00	14,400.00
7904 · Legal Fees	0.00	83.33	503.75	1,000.00	1,000.00
Total 7900 · Outside Services.	5,636.48	2,416.70	28,260.96	29,000.00	29,000.00

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8000 · Scholarships / Education	0.00		11,250.00		
Total Expense	98,461.31	113,010.08	1,243,260.75	1,356,114.25	1,356,114.25
Net Ordinary Income	-292,613.78	-0.54	-20,021.68	0.00	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)	3,052.55	0.00	47,600.51	0.00	0.00
Total Other Income	3,052.55	0.00	47,600.51	0.00	0.00
Net Other Income	3,052.55	0.00	47,600.51	0.00	0.00
Net Income	-289,561.23	-0.54	27,578.83	0.00	0.00