

**TASN**  
**Profit & Loss Budget Performance**  
**August 2018**

	Aug 18	Budget	Sep '17 - Aug 18	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	0.00	1,229.13	12,375.00	14,750.00	14,750.00
4100 · Conference					
4101 · Exhibits	-158,754.00	30,208.37	406,426.00	362,500.00	362,500.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	4,146.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.87	86,900.00	79,750.00	79,750.00
4103 · Registration					
A · Early Bird	0.00	23,958.37	272,950.00	287,500.00	287,500.00
B · Regular	0.00	2,416.63	18,560.00	29,000.00	29,000.00
<b>Total 4103 · Registration</b>	0.00	26,375.00	291,510.00	316,500.00	316,500.00
4105 · Non-Member Packet	0.00	560.38	3,085.00	6,725.00	6,725.00
4107 · One Day Reg.	0.00	500.00	500.00	6,000.00	6,000.00
4108 · Retired Registration	0.00	62.50	750.00	750.00	750.00
4110 · Onsite	0.00	729.13	13,500.00	8,750.00	8,750.00
4115 · Meals / Evening Event	0.00	0.00	1,200.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00	0.00	1,400.00	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	0.00		1,200.00		
4126 W · Grant Writing	0.00		0.00		
4126 · Seminars - Other	0.00	833.37	0.00	10,000.00	10,000.00
<b>Total 4126 · Seminars</b>	0.00	833.37	2,600.00	10,000.00	10,000.00
4131 · Misc. Conference	0.00		25.00		
4132 · Chapter Tables	0.00	41.63	150.00	500.00	500.00
4134 · Annual Sponsors	0.00	4,166.63	33,150.00	50,000.00	50,000.00
4135 · Sale Items	0.00	0.00	0.00	0.00	0.00
<b>Total 4100 · Conference</b>	-158,754.00	70,122.88	843,942.00	841,475.00	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	-1,500.00	3,083.37	22,650.00	37,000.00	37,000.00
4202 · TASN Industry Seminar Reg.	-7,415.00	10,000.00	82,295.00	120,000.00	120,000.00
<b>Total 4200 · Industry Seminar</b>	-8,915.00	13,083.37	104,945.00	157,000.00	157,000.00
4300 · Training					
4302 · TASN Certification	1,120.00	3,261.63	20,120.00	39,140.00	39,140.00
4307 · Cont. Education Workshops-O...					
4307B · Board Meeting Education ...	0.00		0.00	0.00	0.00
<b>Total 4307 · Cont. Education Worksh...</b>	0.00		0.00	0.00	0.00
4309 · Directors Academy	0.00	1,145.87	4,950.00	13,750.00	13,750.00

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4310 · Managers Academy	0.00	1,975.00	17,380.00	23,700.00	23,700.00
<b>Total 4300 · Training</b>	1,120.00	6,382.50	42,450.00	76,590.00	76,590.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.63	0.56	200.00	200.00
<b>Total 4400 · Pass Through</b>	0.00	16.63	0.56	200.00	200.00
4450 · TASNews /Advertising	-2,140.00	8,333.37	16,525.00	100,000.00	100,000.00
4500 · Membership Dues					
4501 · State Dues ( Membership Dues)	-55,701.73	10,785.87	106,315.22	129,430.00	129,430.00
4502 · Industry Dues (Membership D...	-14,661.23	2,608.12	36,014.42	31,297.00	31,297.00
<b>Total 4500 · Membership Dues</b>	-70,362.96	13,393.99	142,329.64	160,727.00	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
<b>Total 4600 · Board of Directors</b>	0.00	0.00	0.00	0.00	0.00
4700 · Headquarters					
4704 · Misc. Income	0.00	0.00	220.94	0.00	0.00
4708 · Invest. Interest and Dividends	-7,763.93	4,166.63	39,806.48	50,000.00	50,000.00
4717 · Emporium	0.00	1,750.00	1,369.05	21,000.00	21,000.00
4721 · SNA LAC Sponsors	0.00	458.37	300.00	5,500.00	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	-7,763.93	6,375.00	41,696.47	76,500.00	76,500.00
<b>Total Income</b>	-246,815.89	118,936.87	1,204,263.67	1,427,242.00	1,427,242.00
<b>Gross Profit</b>	-246,815.89	118,936.87	1,204,263.67	1,427,242.00	1,427,242.00
<b>Expense</b>					
66900 · Reconciliation Discrepancies	0.00		0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	844.60	5,000.00	49,117.64	60,000.00	60,000.00
7102 · Registration	898.54	2,083.37	18,033.72	25,000.00	25,000.00
7111 · Facilities	19,391.65	3,333.37	44,302.90	40,000.00	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.37	1,154.78	4,000.00	4,000.00
7113 · Awards Ceremony	0.00	500.00	5,574.28	6,000.00	6,000.00
7115 · Banquet	0.00	7,916.63	79,750.29	95,000.00	95,000.00
7116 · Industry Event	0.00	6,645.87	73,141.53	79,750.00	79,750.00
7120 · Special Meals / Events	250.00	166.63	2,339.32	2,000.00	2,000.00
7121 · Conference Planning	0.00	333.37	682.76	4,000.00	4,000.00
7123 · Staff Travel / Photographer	0.00	416.63	3,350.00	5,000.00	5,000.00

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7124 · General Sesssions	0.00	4,166.63	52,393.77	50,000.00	50,000.00
7125 · Learning Sessions	172.72	1,916.63	22,621.00	23,000.00	23,000.00
7130 · Annual Meeting	0.00	333.37	4,576.85	4,000.00	4,000.00
7131 · Misc. Conference	0.00	500.00	6,355.21	6,000.00	6,000.00
7132 · Conf. Temps	0.00	416.63	1,314.75	5,000.00	5,000.00
7136 · T-Shirt Cost	0.00	750.00	5,731.12	9,000.00	9,000.00
7137 · Emporium Items	0.00	1,000.00	72.66	12,000.00	12,000.00
7138 · Chapter Tables	0.00	41.63	0.00	500.00	500.00
<b>Total 7100 · Conference.</b>	<b>21,557.51</b>	<b>35,854.13</b>	<b>370,512.58</b>	<b>430,250.00</b>	<b>430,250.00</b>
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	4,000.00	7,083.37	79,075.34	85,000.00	85,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>4,000.00</b>	<b>7,083.37</b>	<b>79,075.34</b>	<b>85,000.00</b>	<b>85,000.00</b>
<b>7300 · Training.</b>					
7309 · Directors Academy	0.00	833.37	4,457.29	10,000.00	10,000.00
7310 · Managers Academy	1,959.52	1,250.00	5,359.52	15,000.00	15,000.00
<b>Total 7300 · Training.</b>	<b>1,959.52</b>	<b>2,083.37</b>	<b>9,816.81</b>	<b>25,000.00</b>	<b>25,000.00</b>
<b>7400 · Pass Through.</b>					
7403 · TASN PAC Expense	0.00		0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Mi...	0.00	416.63	4,506.04	5,000.00	5,000.00
7407 · Sales Tax	0.00	16.63	5.53	200.00	200.00
7408 · Taxable Resale Expense	0.00		0.00	0.00	0.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>433.26</b>	<b>4,511.57</b>	<b>5,200.00</b>	<b>5,200.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	9,034.51	4,000.00	40,807.02	48,000.00	48,000.00
7502 · Graphic Designer	7,200.00	3,600.00	43,200.00	43,200.00	43,200.00
7500 · Publications - Other	0.00		0.00	0.00	0.00
<b>Total 7500 · Publications</b>	<b>16,234.51</b>	<b>7,600.00</b>	<b>84,007.02</b>	<b>91,200.00</b>	<b>91,200.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	3,159.57	3,916.63	44,009.04	47,000.00	47,000.00
7602 · Public Policy & Legislative	0.00	500.00	6,079.35	6,000.00	6,000.00
7603 · Membership	0.00	250.00	1,412.49	3,000.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	1,441.65	1,500.00	1,500.00
7605 · Education	0.00	250.00	1,907.41	3,000.00	3,000.00
7606 · Area Representatives	-84.35	2,333.37	11,607.23	28,000.00	28,000.00
7607 · BOC - Past President's Advisory	0.00	62.50	0.00	750.00	750.00
7609 · Nominating Committee	0.00	116.63	1,258.91	1,400.00	1,400.00
7610 · Industry Committee	0.00	141.63	1,762.50	1,700.00	1,700.00
7612 · Board of Dir. Meeting	0.00	416.63	13,075.60	5,000.00	5,000.00
7613 · Parlimentarian	0.00	166.63	300.00	2,000.00	2,000.00
7614 · Other Authorized meetings	0.00	333.37	2,061.61	4,000.00	4,000.00

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7619 · Leadership Camp	0.00		0.00	0.00	0.00
7620 · MAT Review	0.00	0.00	0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	<b>3,075.22</b>	<b>8,612.39</b>	<b>84,915.79</b>	<b>103,350.00</b>	<b>103,350.00</b>
<b>7700 · Headquarters.</b>					
7701 · Rent	6,000.00	6,166.63	72,000.00	74,000.00	74,000.00
7702 · Staff Travel & Meetings	271.12	1,333.37	9,554.19	16,000.00	16,000.00
7702A · Staff Training	0.00	666.63	2,139.00	8,000.00	8,000.00
7703 · Office Supplies	343.52	583.37	2,719.80	7,000.00	7,000.00
7704 · Misc. Expense	201.85	333.37	3,251.64	4,000.00	4,000.00
7705 · Printing	0.00	916.63	5,091.66	11,000.00	11,000.00
7706 · Telephone	377.32	250.00	3,877.84	3,000.00	3,000.00
7707 · Postage	-27.04	1,500.00	14,486.63	18,000.00	18,000.00
7708 · Banking Fees	0.00	16.63	137.40	200.00	200.00
7709 · S/C Merchant Account	6,142.24	1,666.63	27,304.52	20,000.00	20,000.00
7710 · PC & Server Maintenance	599.71	625.00	7,250.84	7,500.00	7,500.00
7711 · Professional - Dues	0.00	208.37	1,601.00	2,500.00	2,500.00
7712 · Capital Outlay	3,680.44	583.37	6,276.72	7,000.00	7,000.00
7713 · Copier Maintenance Agreement	946.32	1,250.00	11,465.83	15,000.00	15,000.00
7715 · Property Tax	0.00	83.37	172.62	1,000.00	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	4,521.00	6,000.00	6,000.00
7718 · Marketing	133.25	750.00	3,068.60	9,000.00	9,000.00
7719 · Classified Ads	319.00		518.00		
7720 · Ballot Systems	0.00	583.37	5,178.30	7,000.00	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
<b>Total 7700 · Headquarters.</b>	<b>18,987.73</b>	<b>18,016.74</b>	<b>181,235.09</b>	<b>216,200.00</b>	<b>216,200.00</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	2,979.30	0.00	3,169.60	0.00	0.00
7801 · Gross Wages - Other	16,702.99	28,958.37	277,105.78	347,500.00	347,500.00
<b>Total 7801 · Gross Wages</b>	<b>19,682.29</b>	<b>28,958.37</b>	<b>280,275.38</b>	<b>347,500.00</b>	<b>347,500.00</b>
7802 · Company Medicare	296.85	419.85	3,993.09	5,038.75	5,038.75
7803 · Company FICA	1,269.31	1,795.38	17,073.92	21,545.00	21,545.00
7804 · FUTA ( Federal Unemployment)	0.00	28.00	210.00	336.00	336.00
7805 · SUI ( State Unemployment Tax)	0.00	47.25	207.00	567.00	567.00
7807 · Retirement Benefits	1,952.84	2,516.37	27,890.11	30,196.00	30,196.00
7808 · Employee Medical Insurance	1,765.65	3,250.00	28,438.63	39,000.00	39,000.00
7800 · Staff - Other	0.00		0.00	0.00	0.00
<b>Total 7800 · Staff</b>	<b>24,966.94</b>	<b>37,015.22</b>	<b>358,088.13</b>	<b>444,182.75</b>	<b>444,182.75</b>
<b>7900 · Outside Services.</b>					

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Accrual Basis

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7902 · Website Design & Hosting	4,460.00	946.65	7,888.99	11,359.25	11,359.25
7903 · Accounting	0.00	1,166.63	11,500.00	14,000.00	14,000.00
7904 · Legal Fees	0.00	125.00	2,504.50	1,500.00	1,500.00
<b>Total 7900 · Outside Services.</b>	<b>4,460.00</b>	<b>2,238.28</b>	<b>21,893.49</b>	<b>26,859.25</b>	<b>26,859.25</b>
8000 · Scholarships / Education	0.00	0.00	2,750.00	0.00	0.00
<b>Total Expense</b>	<b>95,241.43</b>	<b>118,936.76</b>	<b>1,196,805.82</b>	<b>1,427,242.00</b>	<b>1,427,242.00</b>
<b>Net Ordinary Income</b>	<b>-342,057.32</b>	<b>0.11</b>	<b>7,457.85</b>	<b>0.00</b>	<b>0.00</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
1910 · Realized Gain (Loss) on Dispos	0.00		0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	-194.09	0.00	28,749.38	0.00	0.00
<b>Total Other Income</b>	<b>-194.09</b>	<b>0.00</b>	<b>28,749.38</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>-194.09</b>	<b>0.00</b>	<b>28,749.38</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>-342,251.41</b>	<b>0.11</b>	<b>36,207.23</b>	<b>0.00</b>	<b>0.00</b>

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