

TASN
Profit & Loss Budget vs. Actual
August 2017

	Aug 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	-11,675.00	1,166.63	-12,841.63	-1,000.7%
4100 · Conference				
4101 · Exhibits	-101,500.00	30,875.00	-132,375.00	-328.7%
4102 · \$275 Ind. Event	0.00	5,937.50	-5,937.50	0.0%
4103 · Registration				
A · Early Bird	0.00	19,791.63	-19,791.63	0.0%
B · Regular	0.00	2,416.63	-2,416.63	0.0%
Total 4103 · Registration	0.00	22,208.26	-22,208.26	0.0%
4105 · Non-Member Packet	0.00	633.37	-633.37	0.0%
4107 · One Day Reg.	0.00	500.00	-500.00	0.0%
4108 · Retired Registration	0.00	62.50	-62.50	0.0%
4110 · Onsite	0.00	1,166.63	-1,166.63	0.0%
4115 · Meals / Evening Event	0.00	0.00	0.00	0.0%
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	0.0%
4126 O · Sanitation	0.00	0.00	0.00	0.0%
4126 P · Safety	0.00	0.00	0.00	0.0%
4126 · Seminars - Other	0.00	1,250.00	-1,250.00	0.0%
Total 4126 · Seminars	0.00	1,250.00	-1,250.00	0.0%
4132 · Chapter Tables	0.00	41.63	-41.63	0.0%
4134 · Annual Sponsors	0.00	11,666.63	-11,666.63	0.0%
Total 4100 · Conference	-101,500.00	74,341.52	-175,841.52	-136.5%
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	-1,400.00	0.00	-1,400.00	100.0%
4202 · TASN Industry Seminar Reg.	-10,795.00	11,250.00	-22,045.00	-96.0%
Total 4200 · Industry Seminar	-12,195.00	11,250.00	-23,445.00	-108.4%
4300 · Training				
4302 · TASN Certification	1,540.00	3,166.63	-1,626.63	48.6%
4307 · Cont. Education Workshops-Other				
4307B · Board Meeting Education Sesssio	0.00	41.63	-41.63	0.0%
Total 4307 · Cont. Education Workshops-Other	0.00	41.63	-41.63	0.0%
4309 · Directors Academy	0.00	1,145.87	-1,145.87	0.0%
4310 · Managers Academy	0.00	822.88	-822.88	0.0%
Total 4300 · Training	1,540.00	5,177.01	-3,637.01	29.7%
4400 · Pass Through				

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4407 · Sales Tax	0.00	16.63	-16.63	0.0%
Total 4400 · Pass Through	0.00	16.63	-16.63	0.0%
4450 · TASNews /Advertising	-7,395.00	7,583.26	-14,978.26	-97.5%
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	-14,909.95	10,471.63	-25,381.58	-142.4%
4502 · Industry Dues (Membership Dues)	-5,945.65	2,532.12	-8,477.77	-234.8%
Total 4500 · Membership Dues	-20,855.60	13,003.75	-33,859.35	-160.4%
4600 · Board of Directors				
4607 · MAT Review	0.00	0.00	0.00	0.0%
4612 · Board Meetings	0.00	0.00	0.00	0.0%
4619 · TASN Leadership Camp	0.00	0.00	0.00	0.0%
Total 4600 · Board of Directors	0.00	0.00	0.00	0.0%
4700 · Headquarters				
4704 · Misc. Income	102.00	0.00	102.00	100.0%
4708 · Invest. Interest and Dividends	-5,693.87	2,916.63	-8,610.50	-195.2%
4717 · Emporium	0.00	0.00	0.00	0.0%
4721 · SNA LAC Sponsors	0.00	416.63	-416.63	0.0%
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.0%
Total 4700 · Headquarters	-5,591.87	3,333.26	-8,925.13	-167.8%
Total Income	-157,672.47	115,872.06	-273,544.53	-136.1%
Gross Profit	-157,672.47	115,872.06	-273,544.53	-136.1%
Expense				
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
7100 · Conference.				
7101 · Exhibits	211.08	5,000.00	-4,788.92	4.2%
7102 · Registration	0.00	2,083.37	-2,083.37	0.0%
7111 · Facilities	5,550.00	3,333.37	2,216.63	166.5%
7112 · Awards / Trophies/ Ribbons	0.00	333.37	-333.37	0.0%
7113 · Awards Ceremony	10,940.02	500.00	10,440.02	2,188.0%
7115 · Banquet	1,230.22	7,500.00	-6,269.78	16.4%
7116 · Industry Event	0.00	5,916.63	-5,916.63	0.0%
7120 · Special Meals / Events	0.00	166.63	-166.63	0.0%
7121 · Conference Planning	0.00	333.37	-333.37	0.0%
7123 · Staff Travel / Photographer	1,365.80	416.63	949.17	327.8%
7124 · General Sessions	6,555.71	4,166.63	2,389.08	157.3%
7125 · Learning Sessions	2,439.36	2,083.37	355.99	117.1%
7130 · Annual Meeting	3,358.25	333.37	3,024.88	1,007.4%
7131 · Misc. Conference	0.00	500.00	-500.00	0.0%
7132 · Conf. Temps	0.00	416.63	-416.63	0.0%

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7136 · T-Shirt Cost	11,084.24	750.00	10,334.24	1,477.9%
7137 · Emporium Items	0.00	0.00	0.00	0.0%
7138 · Chapter Tables	0.00	41.63	-41.63	0.0%
Total 7100 · Conference.	42,734.68	33,875.00	8,859.68	126.2%
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	0.00	6,666.63	-6,666.63	0.0%
Total 7200 · Industry Seminar.	0.00	6,666.63	-6,666.63	0.0%
7300 · Training.				
7309 · Directors Academy	1,039.48	833.37	206.11	124.7%
7310 · Managers Academy	0.00	666.63	-666.63	0.0%
Total 7300 · Training.	1,039.48	1,500.00	-460.52	69.3%
7400 · Pass Through.				
7403 · TASN PAC Expense	0.00	0.00	0.00	0.0%
7405 · SNA- TX Delegation Dinner/Misc.	0.00	333.37	-333.37	0.0%
7407 · Sales Tax	0.00	16.63	-16.63	0.0%
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.0%
Total 7400 · Pass Through.	0.00	350.00	-350.00	0.0%
7500 · Publications				
7501 · TASNews	10,904.18	4,000.00	6,904.18	272.6%
7502 · Graphic Designer	3,600.00	4,000.00	-400.00	90.0%
7500 · Publications - Other	0.00	0.00	0.00	0.0%
Total 7500 · Publications	14,504.18	8,000.00	6,504.18	181.3%
7600 · Board of Directors.				
7601 · Executive Committee	3,407.11	3,750.00	-342.89	90.9%
7602 · Public Policy & Legislative	0.00	500.00	-500.00	0.0%
7603 · Membership	0.00	250.00	-250.00	0.0%
7604 · Organizational Affairs	0.00	125.00	-125.00	0.0%
7605 · Education	0.00	250.00	-250.00	0.0%
7606 · Area Representatives	5,026.95	2,500.00	2,526.95	201.1%
7607 · BOC - Past President's Advisory	0.00	41.63	-41.63	0.0%
7609 · Nominating Committee	0.00	100.00	-100.00	0.0%
7610 · Industry Committee	0.00	125.00	-125.00	0.0%
7612 · Board of Dir. Meeting	976.63	333.37	643.26	293.0%
7613 · Parlimentarian	0.00	250.00	-250.00	0.0%
7614 · Other Authorized meetings	0.00	333.37	-333.37	0.0%
7619 · Leadership Camp	0.00	0.00	0.00	0.0%
7620 · MAT Review	0.00	0.00	0.00	0.0%
Total 7600 · Board of Directors.	9,410.69	8,558.37	852.32	110.0%

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7700 · Headquarters.				
7701 · Rent	0.00	6,166.63	-6,166.63	0.0%
7702 · Staff Travel & Meetings	3,271.68	1,250.00	2,021.68	261.7%
7702A · Staff Training	199.00	500.00	-301.00	39.8%
7703 · Office Supplies	169.38	666.63	-497.25	25.4%
7704 · Misc. Expense	233.49	333.37	-99.88	70.0%
7705 · Printing	1,846.42	1,000.00	846.42	184.6%
7706 · Telephone	227.32	416.63	-189.31	54.6%
7707 · Postage	0.00	1,583.37	-1,583.37	0.0%
7708 · Banking Fees	0.00	16.63	-16.63	0.0%
7709 · S/C Merchant Account	3,410.51	1,666.63	1,743.88	204.6%
7710 · PC & Server Maintenance	599.71	833.37	-233.66	72.0%
7711 · Professional - Dues	0.00	166.63	-166.63	0.0%
7712 · Capital Outlay	0.00	583.37	-583.37	0.0%
7713 · Copier Maintenance Agreement	912.55	1,250.00	-337.45	73.0%
7715 · Property Tax	0.00	83.37	-83.37	0.0%
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	-500.00	0.0%
7718 · Marketing	133.25	868.82	-735.57	15.3%
7720 · Ballot Systems	0.00	583.37	-583.37	0.0%
7723 · Database Maintenance	0.00	0.00	0.00	0.0%
7725 · Depreciation Expense	0.00	0.00	0.00	0.0%
7727 · Previous Years Transactions	0.00	0.00	0.00	0.0%
Total 7700 · Headquarters.	11,003.31	18,468.82	-7,465.51	59.6%
7800 · Staff				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	14.92	0.00	14.92	100.0%
7801 · Gross Wages - Other	20,617.47	27,750.00	-7,132.53	74.3%
Total 7801 · Gross Wages	20,632.39	27,750.00	-7,117.61	74.4%
7802 · Company Medicare	293.82	402.32	-108.50	73.0%
7803 · Company FICA	1,256.38	1,720.50	-464.12	73.0%
7804 · FUTA (Federal Unemployment)	0.00	28.00	-28.00	0.0%
7805 · SUI (State Unemployment Tax)	0.00	47.25	-47.25	0.0%
7807 · Retirement Benefits	2,061.71	2,775.00	-713.29	74.3%
7808 · Employee Medical Insurance	2,544.60	3,250.00	-705.40	78.3%
7800 · Staff - Other	0.00	0.00	0.00	0.0%
Total 7800 · Staff	26,788.90	35,973.07	-9,184.17	74.5%
7900 · Outside Services.				
7902 · Website Design & Hosting	3,880.80	1,188.87	2,691.93	326.4%
7903 · Accounting	0.00	1,166.63	-1,166.63	0.0%
7904 · Legal Fees	708.00	125.00	583.00	566.4%
Total 7900 · Outside Services.	4,588.80	2,480.50	2,108.30	185.0%

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Accrual Basis

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Total Expense	110,070.04	115,872.39	-5,802.35	95.0%
Net Ordinary Income	-267,742.51	-0.33	-267,742.18	81,134,093.9%
Other Income/Expense				
Other Income				
1910 · Realized Gain (Loss) on Disposa	0.00	0.00	0.00	0.0%
1915 · Unrealized/Realized Gain (Loss)	-1,473.72	0.00	-1,473.72	100.0%
Total Other Income	-1,473.72	0.00	-1,473.72	100.0%
Net Other Income	-1,473.72	0.00	-1,473.72	100.0%
Net Income	-269,216.23	-0.33	-269,215.90	81,580,675.8%