

TASN
Profit & Loss Budget Performance
February 2018

	Feb 18	Budget	Sep '17 - Feb 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,229.17	9,475.00	7,375.02	14,750.00
4100 · Conference					
4101 · Exhibits	48,100.00	30,208.33	376,530.00	181,249.98	362,500.00
4101A · Kitchen Space Rental	0.00	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	55,000.00	39,874.98	79,750.00
4103 · Registration					
A · Early Bird	24,500.00	23,958.33	34,000.00	143,749.98	287,500.00
B · Regular	0.00	2,416.67	0.00	14,500.02	29,000.00
Total 4103 · Registration	24,500.00	26,375.00	34,000.00	158,250.00	316,500.00
4105 · Non-Member Packet	0.00	560.42	0.00	3,362.52	6,725.00
4107 · One Day Reg.	0.00	500.00	0.00	3,000.00	6,000.00
4108 · Retired Registration	150.00	62.50	300.00	375.00	750.00
4110 · Onsite	0.00	729.17	0.00	4,375.02	8,750.00
4115 · Meals / Evening Event	100.00	0.00	100.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00	0.00	200.00	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	150.00		225.00		
4126 W · Grant Writing	75.00		75.00		
4126 · Seminars - Other	0.00	833.33	0.00	4,999.98	10,000.00
Total 4126 · Seminars	225.00	833.33	500.00	4,999.98	10,000.00
4132 · Chapter Tables	0.00	41.67	0.00	250.02	500.00
4134 · Annual Sponsors	2,000.00	4,166.67	18,850.00	25,000.02	50,000.00
4135 · Sale Items	0.00	0.00	0.00	0.00	0.00
Total 4100 · Conference	75,075.00	70,122.92	485,280.00	420,737.52	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Spon...	0.00	3,083.33	22,650.00	18,499.98	37,000.00
4202 · TASN Industry Seminar Reg.	0.00	10,000.00	81,050.00	60,000.00	120,000.00
Total 4200 · Industry Seminar	0.00	13,083.33	103,700.00	78,499.98	157,000.00
4300 · Training					
4302 · TASN Certification	1,840.00	3,261.67	8,000.00	19,570.02	39,140.00
4307 · Cont. Education Workshops...					
4307B · Board Meeting Educatio...	0.00		0.00	0.00	0.00
Total 4307 · Cont. Education Works...	0.00		0.00	0.00	0.00
4309 · Directors Academy	0.00	1,145.83	4,950.00	6,874.98	13,750.00
4310 · Managers Academy	0.00	1,975.00	0.00	11,850.00	23,700.00
Total 4300 · Training	1,840.00	6,382.50	12,950.00	38,295.00	76,590.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	100.02	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	100.02	200.00
4450 · TASNews /Advertising	1,990.00	8,333.33	12,885.00	49,999.98	100,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Du...	8,885.00	10,785.83	101,626.95	64,714.98	129,430.00
4502 · Industry Dues (Membership ...	4,050.00	2,608.08	32,995.65	15,648.48	31,297.00
Total 4500 · Membership Dues	12,935.00	13,393.91	134,622.60	80,363.46	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

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Total 4600 · Board of Directors	0.00	0.00	0.00	0.00	0.00
4700 · Headquarters					
4704 · Misc. Income	-40.00	0.00	80.00	0.00	0.00
4708 · Invest. Interest and Dividends	-1,574.34	4,166.67	33,880.35	25,000.02	50,000.00
4717 · Emporium	0.00	1,750.00	72.75	10,500.00	21,000.00
4721 · SNA LAC Sponsors	300.00	458.33	300.00	2,749.98	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	-1,314.34	6,375.00	34,333.10	38,250.00	76,500.00
Total Income	90,525.66	118,936.83	793,245.70	713,620.98	1,427,242.00
Gross Profit	90,525.66	118,936.83	793,245.70	713,620.98	1,427,242.00
Expense					
66900 · Reconciliation Discrepancies	0.00		0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	818.46	5,000.00	818.46	30,000.00	60,000.00
7102 · Registration	0.00	2,083.33	2,000.00	12,499.98	25,000.00
7111 · Facilities	0.00	3,333.33	24,911.25	19,999.98	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	1,999.98	4,000.00
7113 · Awards Ceremony	0.00	500.00	0.00	3,000.00	6,000.00
7115 · Banquet	0.00	7,916.67	0.00	47,500.02	95,000.00
7116 · Industry Event	0.00	6,645.83	0.00	39,874.98	79,750.00
7120 · Special Meals / Events	0.00	166.67	0.00	1,000.02	2,000.00
7121 · Conference Planning	86.94	333.33	396.28	1,999.98	4,000.00
7123 · Staff Travel / Photographer	837.50	416.67	837.50	2,500.02	5,000.00
7124 · General Sessions	0.00	4,166.67	3,750.00	25,000.02	50,000.00
7125 · Learning Sessions	0.00	1,916.67	0.00	11,500.02	23,000.00
7130 · Annual Meeting	0.00	333.33	0.00	1,999.98	4,000.00
7131 · Misc. Conference	260.00	500.00	260.00	3,000.00	6,000.00
7132 · Conf. Temps	0.00	416.67	0.00	2,500.02	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	4,500.00	9,000.00
7137 · Emporium Items	0.00	1,000.00	0.00	6,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	250.02	500.00
Total 7100 · Conference.	2,002.90	35,854.17	32,973.49	215,125.02	430,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	74,116.52	42,499.98	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	74,116.52	42,499.98	85,000.00
7300 · Training.					
7309 · Directors Academy	89.88	833.33	1,632.98	4,999.98	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	7,500.00	15,000.00
Total 7300 · Training.	89.88	2,083.33	1,632.98	12,499.98	25,000.00
7400 · Pass Through.					
7403 · TASN PAC Expense	0.00		0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/...	253.77	416.67	1,953.27	2,500.02	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	100.02	200.00
7408 · Taxable Resale Expense	0.00		0.00	0.00	0.00
Total 7400 · Pass Through.	253.77	433.34	1,953.27	2,600.04	5,200.00
7500 · Publications					
7501 · TASNews	12,646.61	4,000.00	21,871.99	24,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	21,600.00	21,600.00	43,200.00
7500 · Publications - Other	0.00		0.00	0.00	0.00
Total 7500 · Publications	16,246.61	7,600.00	43,471.99	45,600.00	91,200.00
7600 · Board of Directors.					
7601 · Executive Committee	6,410.98	3,916.67	14,721.14	23,500.02	47,000.00
7602 · Public Policy & Legislative	334.63	500.00	1,647.03	3,000.00	6,000.00
7603 · Membership	36.07	250.00	515.15	1,500.00	3,000.00

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7604 · Organizational Affairs	0.00	125.00	540.26	750.00	1,500.00
7605 · Education	229.03	250.00	829.37	1,500.00	3,000.00
7606 · Area Representatives	626.10	2,333.33	2,942.11	13,999.98	28,000.00
7607 · BOC - Past President's Advis...	0.00	62.50	0.00	375.00	750.00
7609 · Nominating Committee	0.00	116.67	1,248.91	700.02	1,400.00
7610 · Industry Committee	0.00	141.67	1,006.08	850.02	1,700.00
7612 · Board of Dir. Meeting	0.00	416.67	5,980.53	2,500.02	5,000.00
7613 · Parliamentarian	0.00	166.67	300.00	1,000.02	2,000.00
7614 · Other Authorized meetings	1,325.86	333.33	1,325.86	1,999.98	4,000.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
7620 · MAT Review	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	8,962.67	8,612.51	31,056.44	51,675.06	103,350.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,166.67	42,000.00	37,000.02	74,000.00
7702 · Staff Travel & Meetings	2,494.16	1,333.33	6,764.88	7,999.98	16,000.00
7702A · Staff Training	0.00	666.67	1,110.00	4,000.02	8,000.00
7703 · Office Supplies	191.97	583.33	1,195.56	3,499.98	7,000.00
7704 · Misc. Expense	180.91	333.33	1,674.60	1,999.98	4,000.00
7705 · Printing	194.85	916.67	3,200.94	5,500.02	11,000.00
7706 · Telephone	377.32	250.00	1,913.92	1,500.00	3,000.00
7707 · Postage	0.00	1,500.00	6,762.33	9,000.00	18,000.00
7708 · Banking Fees	67.45	16.67	153.40	100.02	200.00
7709 · S/C Merchant Account	4,007.63	1,666.67	11,377.72	10,000.02	20,000.00
7710 · PC & Server Maintenance	599.71	625.00	3,652.58	3,750.00	7,500.00
7711 · Professional - Dues	244.00	208.33	725.00	1,249.98	2,500.00
7712 · Capital Outlay	0.00	583.33	625.69	3,499.98	7,000.00
7713 · Copier Maintenance Agreem...	912.55	1,250.00	5,475.30	7,500.00	15,000.00
7715 · Property Tax	0.00	83.33	172.62	499.98	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	3,948.00	3,000.00	6,000.00
7718 · Marketing	101.27	750.00	2,269.10	4,500.00	9,000.00
7719 · Classified Ads	0.00	0.00	199.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	0.00	3,499.98	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	0.00	619.50	0.00	0.00
Total 7700 · Headquarters.	15,371.82	18,016.66	93,840.14	108,099.96	216,200.00
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	18.66	0.00	97.00	0.00	0.00
7801 · Gross Wages - Other	23,179.91	28,958.33	134,469.22	173,749.98	347,500.00
Total 7801 · Gross Wages	23,198.57	28,958.33	134,566.22	173,749.98	347,500.00
7802 · Company Medicare	328.41	419.90	1,908.74	2,519.40	5,038.75
7803 · Company FICA	1,404.20	1,795.42	8,161.50	10,772.52	21,545.00
7804 · FUTA (Federal Unemployme...	61.16	28.00	196.15	168.00	336.00
7805 · SUI (State Unemployment Ta...	60.56	47.25	174.90	283.50	567.00
7807 · Retirement Benefits	2,640.53	2,516.33	13,447.40	15,097.98	30,196.00
7808 · Employee Medical Insurance	2,687.20	3,250.00	16,956.88	19,500.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	30,380.63	37,015.23	175,411.79	222,091.38	444,182.75
7900 · Outside Services.					
7902 · Website Design & Hosting	1,071.23	946.60	3,428.99	5,679.60	11,359.25
7903 · Accounting	11,500.00	1,166.67	11,500.00	7,000.02	14,000.00
7904 · Legal Fees	0.00	125.00	2,504.50	750.00	1,500.00
Total 7900 · Outside Services.	12,571.23	2,238.27	17,433.49	13,429.62	26,859.25
8000 · Scholarships / Education	0.00	0.00	0.00	0.00	0.00
Total Expense	85,879.51	118,936.84	471,890.11	713,621.04	1,427,242.00

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Accrual Basis

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Net Ordinary Income	4,646.15	-0.01	321,355.59	-0.06	0.00
Other Income/Expense					
Other Income					
1910 · Realized Gain (Loss) on Disposa	0.00		0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	-38,592.17	0.00	35,175.32	0.00	0.00
Total Other Income	-38,592.17	0.00	35,175.32	0.00	0.00
Net Other Income	-38,592.17	0.00	35,175.32	0.00	0.00
Net Income	-33,946.02	-0.01	356,530.91	-0.06	0.00