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Accrual Basis

TASN Profit & Loss Budget Performance January 2016

	Jan 16	Budget	Sep '15 - Jan 16	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,218.75	0.00	6,093.75	14,625.00
4100 · Conference					
4101 · Exhibits	86,360.00	33,645.83	314,090.00	168,229.19	403,750.00
4102 · \$225 Ind. Event	0.00	5,531.25	0.00	27,656.25	66,375.00
4103 · Registration					
A. · Early Bird	2,070.00	22,666.67	2,070.00	113,333.31	272,000.00
B. · Regular	0.00	2,587.50	0.00	12,937.50	31,050.00
Total 4103 · Registration	2,070.00	25,254.17	2,070.00	126,270.81	303,050.00
4105 · Non-Member Packet	0.00	750.00	0.00	3,750.00	9,000.00
4107 · One Day Reg.	0.00	510.42	0.00	2,552.06	6,125.00
4108 · Retired Registration	0.00	41.67	0.00	208.31	500.00
4110 · Onsite	0.00	1,100.00	60.00	5,500.00	13,200.00
4115 · Meals / Evening Event	200.00	0.00	200.00	0.00	0.00
4125 · Seminars / Misc.	0.00	708.33	0.00	3,541.69	8,500.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	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	80.00	0.00	80.00	0.00	0.00
4126 · Seminars - Other	0.00	0.00	0.00	0.00	0.00
Total 4126 · Seminars	80.00	0.00	80.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	0.00	208.31	500.00
4134 · Annual Conference Sponsors	0.00	2,916.67	0.00	14,583.31	35,000.00
Total 4100 · Conference	88,710.00	70,500.01	316,500.00	352,499.93	846,000.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	9,750.00	2,416.67	36,750.00	12,083.31	29,000.00
4202 · TASN Industry Seminar Reg.	36,640.00	9,095.83	86,135.00	45,479.19	109,150.00
Total 4200 · Industry Seminar	46,390.00	11,512.50	122,885.00	57,562.50	138,150.00
4300 · Training					
4302 · TASN Certification	3,000.00	2,832.50	10,875.00	14,162.50	33,990.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00	208.31	500.00
Total 4307 · Cont. Education Workshops-Other	0.00	41.67	0.00	208.31	500.00
4309 · Directors Academy	0.00	1,145.83	9,900.00	5,729.19	13,750.00
4310 · Managers Academy	0.00	1,975.00	0.00	9,875.00	23,700.00
Total 4300 · Training	3,000.00	5,995.00	20,775.00	29,975.00	71,940.00
4400 · Pass Through					
4403 · TASN Pac	0.00	0.00	0.00	0.00	0.00
4407 · Sales Tax	0.00	16.67	0.00	83.31	200.00

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Total 4400 · Pass Through	0.00	16.67	0.00	83.31	200.00
4450 · TASNews Publication	0.00	6,666.67	26,019.20	33,333.31	80,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	5,205.00	10,166.67	102,954.00	50,833.31	122,000.00
4502 · Industry Dues (Membership Dues)	6,350.00	2,458.33	31,764.58	12,291.69	29,500.00
Total 4500 · Membership Dues	11,555.00	12,625.00	134,718.58	63,125.00	151,500.00
4600 · Board of Directors					
4607 · MAT Review	9,500.00		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	5,000.00	12,000.00
Total 4600 · Board of Directors	9,500.00	1,000.00	56,830.00	5,000.00	12,000.00
4700 · Headquarters					
4704 · Misc. Income	-185.00	0.00	154.00	0.00	0.00
4708 · Invest. Interest and Dividends	-3,264.63	3,058.27	34,216.40	15,291.36	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	2,300.00	416.67	2,300.00	2,083.31	5,000.00
4723 · Labels (Directory Mailing)	0.00		100.00		
Total 4700 · Headquarters	-1,149.63	3,474.94	36,770.40	17,374.67	41,699.25
Total Income	158,005.37	113,009.54	714,498.18	565,047.47	1,356,114.25
Gross Profit	158,005.37	113,009.54	714,498.18	565,047.47	1,356,114.25
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	3,833.33	0.00	19,166.69	46,000.00
7102 · Registration	0.00	1,833.33	0.00	9,166.69	22,000.00
7111 · Facilities	0.00	2,666.67	37,866.75	13,333.31	32,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	1,666.69	4,000.00
7113 · Awards Ceremony	0.00	333.33	0.00	1,666.69	4,000.00
7115 · Banquet	0.00	7,500.00	0.00	37,500.00	90,000.00
7116 · Industry Event	0.00	5,437.50	0.00	27,187.50	65,250.00
7120 · Special Meals / Events	0.00	250.00	0.00	1,250.00	3,000.00
7121 · Conference Planning	0.00	83.33	0.00	416.69	1,000.00
7122 · Tours / Entertainment	0.00		0.00	0.00	0.00
7123 · Staff Travel / Photographer	0.00	250.00	0.00	1,250.00	3,000.00
7124 · General Sessions	0.00	3,333.33	4,000.00	16,666.69	40,000.00
7125 · Learning Sessions	0.00	1,750.00	0.00	8,750.00	21,000.00
7130 · Annual Meeting	0.00	166.67	0.00	833.31	2,000.00
7131 · Misc. Conference	0.00	666.67	0.00	3,333.31	8,000.00
7132 · Conf. Temps	0.00	416.67	0.00	2,083.31	5,000.00

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7135 · Sales Items	0.00		0.00	0.00	0.00
7136 · T-Shirt Cost	0.00	625.00	0.00	3,125.00	7,500.00
7138 · Chapter Tables	0.00	41.67	0.00	208.31	500.00
Total 7100 · Conference.	0.00	29,520.83	41,866.75	147,604.19	354,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	16,251.70	7,500.00	18,923.99	37,500.00	90,000.00
Total 7200 · Industry Seminar.	16,251.70	7,500.00	18,923.99	37,500.00	90,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	3,543.68	4,166.69	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	6,250.00	15,000.00
Total 7300 · Training.	0.00	2,083.33	3,543.68	10,416.69	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	0.00	333.33	1,750.00	1,666.69	4,000.00
7407 · Sales Tax	0.00	16.67	0.00	83.31	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	1,750.00	1,750.00	4,200.00
7500 · Publications					
7501 · TASNews	11,190.83	0.00	20,078.36	0.00	0.00
7502 · Graphic Designer	3,600.00		18,000.00		
7500 · Publications - Other	0.00	7,416.67	0.00	37,083.31	89,000.00
Total 7500 · Publications	14,790.83	7,416.67	38,078.36	37,083.31	89,000.00
7600 · Board of Directors.					
7601 · Executive Committee	5,213.11	4,500.00	12,925.49	22,500.00	54,000.00
7602 · Public Policy & Legislative	0.00	500.00	1,883.62	2,500.00	6,000.00
7603 · Membership	0.00	208.33	0.00	1,041.69	2,500.00
7604 · Organizational Affairs	0.00	125.00	0.00	625.00	1,500.00
7605 · Education	0.00	250.00	532.60	1,250.00	3,000.00
7606 · Area Representatives	0.00	2,166.67	5,384.99	10,833.31	26,000.00
7607 · BOC - Past President's Advisory	0.00	25.00	0.00	125.00	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	500.00	1,200.00
7610 · Industry Committee	0.00	104.17	0.00	520.81	1,250.00
7612 · Board of Dir. Meeting	25.41	333.33	1,977.12	1,666.69	4,000.00
7613 · Parliamentarian	0.00	208.33	0.00	1,041.69	2,500.00
7614 · Other Authorized meetings	0.00	1,333.33	4,790.16	6,666.69	16,000.00
7619 · Leadership Camp	0.00	916.67	9,616.58	4,583.31	11,000.00
7620 · MAT Review	0.00		35,166.24		
Total 7600 · Board of Directors.	5,238.52	10,770.83	73,085.90	53,854.19	129,250.00
7700 · Headquarters.					
7701 · Rent	5,385.63	5,333.33	31,706.82	26,666.69	64,000.00

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TASN Profit & Loss Budget Performance January 2016

	Jan 16	Budget	Sep '15 - Jan 16	YTD Budget	Annual Budget
7702 · Staff Travel & Meetings	1,496.33	1,519.13	5,141.41	7,595.59	18,229.50
7702A · Staff Training	311.43	625.00	2,592.43	3,125.00	7,500.00
7703 · Office Supplies	399.55	666.67	1,682.93	3,333.31	8,000.00
7704 · Misc. Expense	0.00	333.33	1,895.89	1,666.69	4,000.00
7705 · Printing	103.92	833.33	4,008.50	4,166.69	10,000.00
7706 · Telephone	615.66	666.67	2,537.64	3,333.31	8,000.00
7707 · Postage	2,277.74	1,666.67	10,710.33	8,333.31	20,000.00
7708 · Banking Fees	19.50	16.67	19.50	83.31	200.00
7709 · S/C Merchant Account	3,553.16	1,349.40	6,378.72	6,746.95	16,192.75
7710 · PC & Server Maintenance	735.02	1,083.33	3,675.10	5,416.69	13,000.00
7711 · Professional - Dues	0.00	166.67	660.00	833.31	2,000.00
7712 · Capital Outlay	4,094.72	916.66	4,094.72	4,583.30	11,000.00
7713 · Copier Maintenance Agreement	2,210.04	1,250.00	5,525.10	6,250.00	15,000.00
7715 · Property Tax	410.62	83.33	840.72	416.69	1,000.00
7716 · Insurance (G/L,Event,W/C)	1,443.00	500.00	3,579.00	2,500.00	6,000.00
7718 · Marketing	106.60	500.00	3,085.41	2,500.00	6,000.00
7720 · Ballot Systems	0.00	500.00	0.00	2,500.00	6,000.00
7721 · TASN LAC	0.00		0.00	0.00	0.00
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	0.00	0.00	0.00
Total 7700 · Headquarters.	23,162.92	18,010.19	88,134.22	90,050.84	216,122.25
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	18.66	0.00	100.74	0.00	0.00
7801 · Gross Wages - Other	23,062.08	27,166.67	123,913.18	135,833.31	326,000.00
Total 7801 · Gross Wages	23,080.74	27,166.67	124,013.92	135,833.31	326,000.00
7802 · Company Medicare	328.64	393.92	1,769.03	1,969.56	4,727.00
7803 · Company FICA	1,405.22	1,684.33	7,564.25	8,421.69	20,212.00
7804 · FUTA (Federal Unemployment)	126.80	28.00	126.80	140.00	336.00
7805 · SUI (State Unemployment Tax)	103.77	47.25	103.77	236.25	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	1,729.66	2,037.50	9,293.49	10,187.50	24,450.00
7808 · Employee Medical Insurance	5,208.78	3,583.33	16,653.48	17,916.69	43,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	31,983.61	34,941.00	159,524.74	174,705.00	419,292.00
7900 · Outside Services.					
7902 · Website Design & Hosting	3,205.58	1,250.00	4,407.83	6,250.00	15,000.00
7903 · Accounting	0.00	1,083.33	30.00	5,416.69	13,000.00
7904 · Legal Fees	0.00	83.33	232.50	416.69	1,000.00
Total 7900 · Outside Services.	3,205.58	2,416.66	4,670.33	12,083.38	29,000.00
Total Expense	94,633.16	113,009.51	429,577.97	565,047.60	1,356,114.25

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TASN
Profit & Loss Budget Performance
January 2016

	<u>Jan 16</u>	<u>Budget</u>	<u>Sep '15 - Jan 16</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Net Ordinary Income	63,372.21	0.03	284,920.21	-0.13	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)	-30,020.13	0.00	-63,745.14	0.00	0.00
Total Other Income	-30,020.13	0.00	-63,745.14	0.00	0.00
Net Other Income	-30,020.13	0.00	-63,745.14	0.00	0.00
Net Income	<u>33,352.08</u>	<u>0.03</u>	<u>221,175.07</u>	<u>-0.13</u>	<u>0.00</u>