

TASN
Profit & Loss Budget Performance
January 2017

	Jan 17	Budget	Sep '16 - Jan 17
Ordinary Income/Expense			
Income			
4000 · Scholarship / Education	6,250.00	1,166.67	6,250.00
4100 · Conference			
4101 · Exhibits	38,100.00	30,875.00	327,250.00
4102 · \$225 Ind. Event	56,250.00	5,937.50	56,250.00
4103 · Registration			
A · Early Bird	7,750.00	19,791.67	7,750.00
B · Regular	0.00	2,416.67	0.00
Total 4103 · Registration	7,750.00	22,208.34	7,750.00
4105 · Non-Member Packet	0.00	633.33	0.00
4107 · One Day Reg.	0.00	500.00	0.00
4108 · Retired Registration	75.00	62.50	75.00
4110 · Onsite	0.00	1,166.67	330.00
4115 · Meals / Evening Event	0.00	0.00	100.00
4125 · Seminars / Misc.	0.00		0.00
4126 · Seminars			
4126 N · Train the Trainer (I,II,III)	200.00	0.00	200.00
4126 O · Sanitation	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00
4126 U · Financial Management	75.00		75.00
4126 · Seminars - Other	0.00	1,250.00	80.00
Total 4126 · Seminars	275.00	1,250.00	355.00
4132 · Chapter Tables	0.00	41.67	0.00
4134 · Annual Sponsors	12,000.00	11,666.67	12,000.00
Total 4100 · Conference	114,450.00	74,341.68	404,110.00
4200 · Industry Seminar			
4201 · TASN Industry Seminar Sponsor	0.00	0.00	18,755.00
4202 · TASN Industry Seminar Reg.	100.00	11,250.00	82,025.00
Total 4200 · Industry Seminar	100.00	11,250.00	100,780.00
4300 · Training			
4302 · TASN Certification	1,660.00	3,166.67	7,020.00
4307 · Cont. Education Workshops-Other			
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00
Total 4307 · Cont. Education Workshops-Ot...	0.00	41.67	0.00
4309 · Directors Academy	6,600.00	1,145.83	6,600.00
4310 · Managers Academy	0.00	822.92	0.00
Total 4300 · Training	8,260.00	5,177.09	13,620.00
4400 · Pass Through			
4407 · Sales Tax	0.00	16.67	0.00
Total 4400 · Pass Through	0.00	16.67	0.00
4450 · TASNews /Advertising	8,960.00	7,583.34	27,770.00
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	14,995.00	10,471.67	114,603.13
4502 · Industry Dues (Membership Dues)	6,500.00	2,532.08	32,856.67
Total 4500 · Membership Dues	21,495.00	13,003.75	147,459.80
4600 · Board of Directors			
4612 · Board Meetings	0.00	0.00	0.00
4619 · TASN Leadership Camp	0.00	0.00	0.00
Total 4600 · Board of Directors	0.00	0.00	0.00
4700 · Headquarters			
4704 · Misc. Income	0.00	0.00	36.00
4708 · Invest. Interest and Dividends	27,270.56	2,916.67	19,457.48
4717 · Emporium	0.00	0.00	0.00
4721 · SNA LAC Sponsors	4,000.00	416.67	4,000.00
Total 4700 · Headquarters	31,270.56	3,333.34	23,493.48

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Accrual Basis

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	Jan 17	Budget	Sep '16 - Jan 17
Total Income	190,785.56	115,872.54	723,483.28
Gross Profit	190,785.56	115,872.54	723,483.28
Expense			
66900 · Reconciliation Discrepancies	0.00	0.00	0.00
7100 · Conference.			
7101 · Exhibits	0.00	5,000.00	3,571.68
7102 · Registration	2,428.00	2,083.33	11,450.37
7111 · Facilities	4,982.25	3,333.33	23,229.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00
7113 · Awards Ceremony	0.00	500.00	0.00
7115 · Banquet	0.00	7,500.00	0.00
7116 · Industry Event	0.00	5,916.67	0.00
7120 · Special Meals / Events	0.00	166.67	0.00
7121 · Conference Planning	0.00	333.33	0.00
7123 · Staff Travel / Photographer	0.00	416.67	0.00
7124 · General Sessions	0.00	4,166.67	7,000.00
7125 · Learning Sessions	0.00	2,083.33	0.00
7130 · Annual Meeting	0.00	333.33	0.00
7131 · Misc. Conference	0.00	500.00	0.00
7132 · Conf. Temps	0.00	416.67	0.00
7136 · T-Shirt Cost	0.00	750.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00
Total 7100 · Conference.	7,410.25	33,875.00	45,251.05
7200 · Industry Seminar.			
7201 · TASN Ind. Seminar	13,215.36	6,666.67	67,943.07
Total 7200 · Industry Seminar.	13,215.36	6,666.67	67,943.07
7300 · Training.			
7302 · Certification Courses	475.00		475.00
7309 · Directors Academy	0.00	833.33	0.00
7310 · Managers Academy	0.00	666.67	0.00
Total 7300 · Training.	475.00	1,500.00	475.00
7400 · Pass Through.			
7403 · TASN PAC Expense	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	0.00	333.33	1,750.00
7407 · Sales Tax	0.00	16.67	0.00
7408 · Taxable Resale Expense	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	1,750.00
7500 · Publications			
7501 · TASNews	0.00	4,000.00	8,809.59
7502 · Graphic Designer	3,600.00		18,255.00
7500 · Publications - Other	0.00	4,000.00	0.00
Total 7500 · Publications	3,600.00	8,000.00	27,064.59
7600 · Board of Directors.			
7601 · Executive Committee	6,751.44	3,750.00	11,626.86
7602 · Public Policy & Legislative	475.00	500.00	1,091.22
7603 · Membership	54.95	250.00	608.23
7604 · Organizational Affairs	0.00	125.00	173.88
7605 · Education	0.00	250.00	156.07
7606 · Area Representatives	53.57	2,500.00	3,649.64
7607 · BOC - Past President's Advisory	0.00	41.67	156.07
7608 · Standards of Excellence	0.00		0.00
7609 · Nominating Committee	0.00	100.00	404.40
7610 · Industry Committee	0.00	125.00	821.85
7612 · Board of Dir. Meeting	0.00	333.33	4,424.24
7613 · Parliamentarian	0.00	250.00	124.47
7614 · Other Authorized meetings	0.00	333.33	0.00
7619 · Leadership Camp	0.00	0.00	0.00
Total 7600 · Board of Directors.	7,334.96	8,558.33	23,236.93

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7700 · Headquarters.			
7701 · Rent	6,000.00	6,166.67	36,000.00
7702 · Staff Travel & Meetings	2,877.61	1,250.00	3,816.74
7702A · Staff Training	1,581.42	500.00	1,479.84
7703 · Office Supplies	251.40	666.67	1,223.60
7704 · Misc. Expense	320.75	333.33	1,572.40
7705 · Printing	0.00	1,000.00	3,275.65
7706 · Telephone	0.00	416.67	1,268.45
7707 · Postage	2,642.73	1,583.33	10,443.10
7708 · Banking Fees	0.00	16.67	0.00
7709 · S/C Merchant Account	0.00	1,666.67	5,263.77
7710 · PC & Server Maintenance	0.00	833.33	3,170.20
7711 · Professional - Dues	0.00	166.67	1,148.00
7712 · Capital Outlay	0.00	583.33	0.00
7713 · Copier Maintenance Agreement	1,323.45	1,250.00	6,363.40
7715 · Property Tax	0.00	83.33	255.17
7716 · Insurance (G/L,Event,W/C)	1,463.00	500.00	8,914.20
7718 · Marketing	122.59	868.88	2,075.19
7720 · Ballot Systems	0.00	583.33	0.00
7723 · Database Maintenance	0.00	0.00	79.95
7725 · Depreciation Expense	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00
Total 7700 · Headquarters.	16,582.95	18,468.88	86,349.66
7800 · Staff			
7801 · Gross Wages			
7809 · Contract / WC Chargeback	3,298.42	0.00	13,720.75
7801 · Gross Wages - Other	20,303.84	27,750.00	111,192.85
Total 7801 · Gross Wages	23,602.26	27,750.00	124,913.60
7802 · Company Medicare	289.28	402.38	1,583.49
7803 · Company FICA	1,236.94	1,720.50	6,770.71
7804 · FUTA (Federal Unemployment)	108.11	28.00	129.34
7805 · SUI (State Unemployment Tax)	119.47	47.25	144.39
7806 · Staff Benefits	0.00		0.00
7807 · Retirement Benefits	2,030.39	2,775.00	11,123.92
7808 · Employee Medical Insurance	2,040.77	3,250.00	12,168.58
7800 · Staff - Other	0.00	0.00	0.00
Total 7800 · Staff	29,427.22	35,973.13	156,834.03
7900 · Outside Services.			
7902 · Website Design & Hosting	1,599.00	1,188.83	2,302.56
7903 · Accounting	0.00	1,166.67	0.00
7904 · Legal Fees	0.00	125.00	1,000.00
Total 7900 · Outside Services.	1,599.00	2,480.50	3,302.56
Total Expense	79,644.74	115,872.51	412,206.89
Net Ordinary Income	111,140.82	0.03	311,276.39
Other Income/Expense			
Other Income			
1910 · Realized Gain (Loss) on Dispos	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	2,004.57	0.00	34,734.28
Total Other Income	2,004.57	0.00	34,734.28
Net Other Income	2,004.57	0.00	34,734.28
Net Income	113,145.39	0.03	346,010.67

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	YTD Budget	Annual Budget
Ordinary Income/Expense		
Income		
4000 · Scholarship / Education	5,833.35	14,000.00
4100 · Conference		
4101 · Exhibits	154,375.00	370,500.00
4102 · \$225 Ind. Event	29,687.50	71,250.00
4103 · Registration		
A · Early Bird	98,958.35	237,500.00
B · Regular	12,083.35	29,000.00
Total 4103 · Registration	111,041.70	266,500.00
4105 · Non-Member Packet	3,166.65	7,600.00
4107 · One Day Reg.	2,500.00	6,000.00
4108 · Retired Registration	312.50	750.00
4110 · Onsite	5,833.35	14,000.00
4115 · Meals / Evening Event	0.00	0.00
4125 · Seminars / Misc.	0.00	0.00
4126 · Seminars		
4126 N · Train the Trainer (I,II,III)	0.00	0.00
4126 O · Sanitation	0.00	0.00
4126 P · Safety	0.00	0.00
4126 U · Financial Management		
4126 · Seminars - Other	6,250.00	15,000.00
Total 4126 · Seminars	6,250.00	15,000.00
4132 · Chapter Tables	208.35	500.00
4134 · Annual Sponsors	58,333.35	140,000.00
Total 4100 · Conference	371,708.40	892,100.00
4200 · Industry Seminar		
4201 · TASN Industry Seminar Sponsor	0.00	0.00
4202 · TASN Industry Seminar Reg.	56,250.00	135,000.00
Total 4200 · Industry Seminar	56,250.00	135,000.00
4300 · Training		
4302 · TASN Certification	15,833.35	38,000.00
4307 · Cont. Education Workshops-Other		
4307B · Board Meeting Education Sesssio	208.35	500.00
Total 4307 · Cont. Education Workshops-Ot...	208.35	500.00
4309 · Directors Academy	5,729.15	13,750.00
4310 · Managers Academy	4,114.60	9,875.00
Total 4300 · Training	25,885.45	62,125.00
4400 · Pass Through		
4407 · Sales Tax	83.35	200.00
Total 4400 · Pass Through	83.35	200.00
4450 · TASNews /Advertising	37,916.70	91,000.00
4500 · Membership Dues		
4501 · State Dues (Membership Dues)	52,358.35	125,660.00
4502 · Industry Dues (Membership Dues)	12,660.40	30,385.00
Total 4500 · Membership Dues	65,018.75	156,045.00
4600 · Board of Directors		
4612 · Board Meetings	0.00	0.00
4619 · TASN Leadership Camp	0.00	0.00
Total 4600 · Board of Directors	0.00	0.00
4700 · Headquarters		
4704 · Misc. Income	0.00	0.00
4708 · Invest. Interest and Dividends	14,583.35	35,000.00
4717 · Emporium	0.00	0.00
4721 · SNA LAC Sponsors	2,083.35	5,000.00
Total 4700 · Headquarters	16,666.70	40,000.00

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	YTD Budget	Annual Budget
Total Income	579,362.70	1,390,470.00
Gross Profit	579,362.70	1,390,470.00
Expense		
66900 · Reconciliation Discrepancies	0.00	0.00
7100 · Conference.		
7101 · Exhibits	25,000.00	60,000.00
7102 · Registration	10,416.65	25,000.00
7111 · Facilities	16,666.65	40,000.00
7112 · Awards / Trophies/ Ribbons	1,666.65	4,000.00
7113 · Awards Ceremony	2,500.00	6,000.00
7115 · Banquet	37,500.00	90,000.00
7116 · Industry Event	29,583.35	71,000.00
7120 · Special Meals / Events	833.35	2,000.00
7121 · Conference Planning	1,666.65	4,000.00
7123 · Staff Travel / Photographer	2,083.35	5,000.00
7124 · General Sessions	20,833.35	50,000.00
7125 · Learning Sessions	10,416.65	25,000.00
7130 · Annual Meeting	1,666.65	4,000.00
7131 · Misc. Conference	2,500.00	6,000.00
7132 · Conf. Temps	2,083.35	5,000.00
7136 · T-Shirt Cost	3,750.00	9,000.00
7138 · Chapter Tables	208.35	500.00
Total 7100 · Conference.	169,375.00	406,500.00
7200 · Industry Seminar.		
7201 · TASN Ind. Seminar	33,333.35	80,000.00
Total 7200 · Industry Seminar.	33,333.35	80,000.00
7300 · Training.		
7302 · Certification Courses		
7309 · Directors Academy	4,166.65	10,000.00
7310 · Managers Academy	3,333.35	8,000.00
Total 7300 · Training.	7,500.00	18,000.00
7400 · Pass Through.		
7403 · TASN PAC Expense	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	1,666.65	4,000.00
7407 · Sales Tax	83.35	200.00
7408 · Taxable Resale Expense	0.00	0.00
Total 7400 · Pass Through.	1,750.00	4,200.00
7500 · Publications		
7501 · TASNews	20,000.00	48,000.00
7502 · Graphic Designer		
7500 · Publications - Other	20,000.00	48,000.00
Total 7500 · Publications	40,000.00	96,000.00
7600 · Board of Directors.		
7601 · Executive Committee	18,750.00	45,000.00
7602 · Public Policy & Legislative	2,500.00	6,000.00
7603 · Membership	1,250.00	3,000.00
7604 · Organizational Affairs	625.00	1,500.00
7605 · Education	1,250.00	3,000.00
7606 · Area Representatives	12,500.00	30,000.00
7607 · BOC - Past President's Advisory	208.35	500.00
7608 · Standards of Excellence	0.00	0.00
7609 · Nominating Committee	500.00	1,200.00
7610 · Industry Committee	625.00	1,500.00
7612 · Board of Dir. Meeting	1,666.65	4,000.00
7613 · Parliamentarian	1,250.00	3,000.00
7614 · Other Authorized meetings	1,666.65	4,000.00
7619 · Leadership Camp	0.00	0.00
Total 7600 · Board of Directors.	42,791.65	102,700.00

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	YTD Budget	Annual Budget
7700 · Headquarters.		
7701 · Rent	30,833.35	74,000.00
7702 · Staff Travel & Meetings	6,250.00	15,000.00
7702A · Staff Training	2,500.00	6,000.00
7703 · Office Supplies	3,333.35	8,000.00
7704 · Misc. Expense	1,666.65	4,000.00
7705 · Printing	5,000.00	12,000.00
7706 · Telephone	2,083.35	5,000.00
7707 · Postage	7,916.65	19,000.00
7708 · Banking Fees	83.35	200.00
7709 · S/C Merchant Account	8,333.35	20,000.00
7710 · PC & Server Maintenance	4,166.65	10,000.00
7711 · Professional - Dues	833.35	2,000.00
7712 · Capital Outlay	2,916.65	7,000.00
7713 · Copier Maintenance Agreement	6,250.00	15,000.00
7715 · Property Tax	416.65	1,000.00
7716 · Insurance (G/L,Event,W/C)	2,500.00	6,000.00
7718 · Marketing	4,344.40	10,426.50
7720 · Ballot Systems	2,916.65	7,000.00
7723 · Database Maintenance	0.00	0.00
7725 · Depreciation Expense	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00
Total 7700 · Headquarters.	92,344.40	221,626.50
7800 · Staff		
7801 · Gross Wages		
7809 · Contract / WC Chargeback	0.00	0.00
7801 · Gross Wages - Other	138,750.00	333,000.00
Total 7801 · Gross Wages	138,750.00	333,000.00
7802 · Company Medicare	2,011.90	4,828.50
7803 · Company FICA	8,602.50	20,646.00
7804 · FUTA (Federal Unemployment)	140.00	336.00
7805 · SUI (State Unemployment Tax)	236.25	567.00
7806 · Staff Benefits	0.00	0.00
7807 · Retirement Benefits	13,875.00	33,300.00
7808 · Employee Medical Insurance	16,250.00	39,000.00
7800 · Staff - Other	0.00	0.00
Total 7800 · Staff	179,865.65	431,677.50
7900 · Outside Services.		
7902 · Website Design & Hosting	5,944.15	14,266.00
7903 · Accounting	5,833.35	14,000.00
7904 · Legal Fees	625.00	1,500.00
Total 7900 · Outside Services.	12,402.50	29,766.00
Total Expense	579,362.55	1,390,470.00
Net Ordinary Income	0.15	0.00
Other Income/Expense		
Other Income		
1910 · Realized Gain (Loss) on Dispos	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00
Total Other Income	0.00	0.00
Net Other Income	0.00	0.00
Net Income	0.15	0.00