

TASN
Profit & Loss Budget Performance
January 2018

	Jan 18	Budget	Sep '17 - Jan 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,229.17	9,475.00	6,145.85	14,750.00
4100 · Conference					
4101 · Exhibits	106,830.00	30,208.33	328,430.00	151,041.65	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	33,229.15	79,750.00
4103 · Registration					
A · Early Bird	9,500.00	23,958.33	9,500.00	119,791.65	287,500.00
B · Regular	0.00	2,416.67	0.00	12,083.35	29,000.00
Total 4103 · Registration	9,500.00	26,375.00	9,500.00	131,875.00	316,500.00
4105 · Non-Member Packet	0.00	560.42	0.00	2,802.10	6,725.00
4107 · One Day Reg.	0.00	500.00	0.00	2,500.00	6,000.00
4108 · Retired Registration	150.00	62.50	150.00	312.50	750.00
4110 · Onsite	0.00	729.17	0.00	3,645.85	8,750.00
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	200.00	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	75.00		75.00		
4126 · Seminars - Other	0.00	833.33	0.00	4,166.65	10,000.00
Total 4126 · Seminars	275.00	833.33	275.00	4,166.65	10,000.00
4132 · Chapter Tables	0.00	41.67	0.00	208.35	500.00
4134 · Annual Sponsors	16,850.00	4,166.67	16,850.00	20,833.35	50,000.00
4135 · Sale Items	0.00	0.00	0.00	0.00	0.00
Total 4100 · Conference	133,605.00	70,122.92	410,205.00	350,614.60	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	3,083.33	22,650.00	15,416.65	37,000.00
4202 · TASN Industry Seminar Reg.	0.00	10,000.00	81,050.00	50,000.00	120,000.00
Total 4200 · Industry Seminar	0.00	13,083.33	103,700.00	65,416.65	157,000.00
4300 · Training					
4302 · TASN Certification	1,060.00	3,261.67	6,160.00	16,308.35	39,140.00
4307 · Cont. Education Workshops-Ot...					
4307B · Board Meeting Education S...	0.00		0.00	0.00	0.00
Total 4307 · Cont. Education Worksho...	0.00		0.00	0.00	0.00
4309 · Directors Academy	0.00	1,145.83	4,950.00	5,729.15	13,750.00
4310 · Managers Academy	0.00	1,975.00	0.00	9,875.00	23,700.00

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Total 4300 · Training	1,060.00	6,382.50	11,110.00	31,912.50	76,590.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	83.35	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	83.35	200.00
4450 · TASNews /Advertising	0.00	8,333.33	10,895.00	41,666.65	100,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	12,170.00	10,785.83	92,741.95	53,929.15	129,430.00
4502 · Industry Dues (Membership Dues)	5,675.00	2,608.08	28,945.65	13,040.40	31,297.00
Total 4500 · Membership Dues	17,845.00	13,393.91	121,687.60	66,969.55	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
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	369.62	4,166.67	35,454.69	20,833.35	50,000.00
4717 · Emporium	0.00	1,750.00	72.75	8,750.00	21,000.00
4721 · SNA LAC Sponsors	0.00	458.33	0.00	2,291.65	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	409.62	6,375.00	35,607.44	31,875.00	76,500.00
Total Income	152,919.62	118,936.83	702,680.04	594,684.15	1,427,242.00
Gross Profit	152,919.62	118,936.83	702,680.04	594,684.15	1,427,242.00
Expense					
66900 · Reconciliation Discrepancies	0.00		0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	0.00	25,000.00	60,000.00
7102 · Registration	2,000.00	2,083.33	2,000.00	10,416.65	25,000.00
7111 · Facillities	4,982.25	3,333.33	24,911.25	16,666.65	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	1,666.65	4,000.00
7113 · Awards Ceremony	0.00	500.00	0.00	2,500.00	6,000.00
7115 · Banquet	0.00	7,916.67	0.00	39,583.35	95,000.00
7116 · Industry Event	0.00	6,645.83	0.00	33,229.15	79,750.00
7120 · Special Meals / Events	0.00	166.67	0.00	833.35	2,000.00
7121 · Conference Planning	176.60	333.33	309.34	1,666.65	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	0.00	2,083.35	5,000.00
7124 · General Sesssions	0.00	4,166.67	3,750.00	20,833.35	50,000.00
7125 · Learning Sessions	0.00	1,916.67	0.00	9,583.35	23,000.00

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7130 · Annual Meeting	0.00	333.33	0.00	1,666.65	4,000.00
7131 · Misc. Conference	0.00	500.00	0.00	2,500.00	6,000.00
7132 · Conf. Temps	0.00	416.67	0.00	2,083.35	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	3,750.00	9,000.00
7137 · Emporium Items	0.00	1,000.00	0.00	5,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	208.35	500.00
Total 7100 · Conference.	7,158.85	35,854.17	30,970.59	179,270.85	430,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	74,116.52	35,416.65	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	74,116.52	35,416.65	85,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	1,543.10	4,166.65	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	1,543.10	10,416.65	25,000.00
7400 · Pass Through.					
7403 · TASN PAC Expense	0.00		0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	1,699.50	416.67	1,699.50	2,083.35	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	83.35	200.00
7408 · Taxable Resale Expense	0.00		0.00	0.00	0.00
Total 7400 · Pass Through.	1,699.50	433.34	1,699.50	2,166.70	5,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	9,225.38	20,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	18,000.00	18,000.00	43,200.00
7500 · Publications - Other	0.00		0.00	0.00	0.00
Total 7500 · Publications	3,600.00	7,600.00	27,225.38	38,000.00	91,200.00
7600 · Board of Directors.					
7601 · Executive Committee	200.48	3,916.67	8,310.16	19,583.35	47,000.00
7602 · Public Policy & Legislative	0.00	500.00	1,312.40	2,500.00	6,000.00
7603 · Membership	0.00	250.00	479.08	1,250.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	540.26	625.00	1,500.00
7605 · Education	0.00	250.00	600.34	1,250.00	3,000.00
7606 · Area Representatives	0.00	2,333.33	2,316.01	11,666.65	28,000.00
7607 · BOC - Past President's Advisory	0.00	62.50	0.00	312.50	750.00
7609 · Nominating Committee	0.00	116.67	1,248.91	583.35	1,400.00
7610 · Industry Committee	0.00	141.67	1,006.08	708.35	1,700.00
7612 · Board of Dir. Meeting	0.00	416.67	5,980.53	2,083.35	5,000.00
7613 · Parliamentarian	300.00	166.67	300.00	833.35	2,000.00
7614 · Other Authorized meetings	0.00	333.33	0.00	1,666.65	4,000.00
7619 · Leadership Camp	0.00		0.00	0.00	0.00

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7620 · MAT Review	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	500.48	8,612.51	22,093.77	43,062.55	103,350.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,166.67	36,000.00	30,833.35	74,000.00
7702 · Staff Travel & Meetings	693.09	1,333.33	4,256.27	6,666.65	16,000.00
7702A · Staff Training	0.00	666.67	1,110.00	3,333.35	8,000.00
7703 · Office Supplies	216.18	583.33	1,018.04	2,916.65	7,000.00
7704 · Misc. Expense	129.08	333.33	1,493.69	1,666.65	4,000.00
7705 · Printing	0.00	916.67	3,006.09	4,583.35	11,000.00
7706 · Telephone	327.32	250.00	1,536.60	1,250.00	3,000.00
7707 · Postage	2,371.54	1,500.00	6,762.33	7,500.00	18,000.00
7708 · Banking Fees	29.95	16.67	69.95	83.35	200.00
7709 · S/C Merchant Account	1,364.82	1,666.67	7,386.09	8,333.35	20,000.00
7710 · PC & Server Maintenance	599.71	625.00	3,052.87	3,125.00	7,500.00
7711 · Professional - Dues	0.00	208.33	481.00	1,041.65	2,500.00
7712 · Capital Outlay	0.00	583.33	625.69	2,916.65	7,000.00
7713 · Copier Maintenance Agreement	1,825.10	1,250.00	4,562.75	6,250.00	15,000.00
7715 · Property Tax	0.00	83.33	172.62	416.65	1,000.00
7716 · Insurance (G/L,Event,W/C)	1,798.00	500.00	3,948.00	2,500.00	6,000.00
7718 · Marketing	1,762.75	750.00	2,167.83	3,750.00	9,000.00
7719 · Classified Ads	0.00		199.00		
7720 · Ballot Systems	0.00	583.33	0.00	2,916.65	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
Total 7700 · Headquarters.	17,117.54	18,016.66	78,468.32	90,083.30	216,200.00
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	18.66	0.00	78.34	0.00	0.00
7801 · Gross Wages - Other	25,182.17	28,958.33	111,289.31	144,791.65	347,500.00
Total 7801 · Gross Wages	25,200.83	28,958.33	111,367.65	144,791.65	347,500.00
7802 · Company Medicare	357.43	419.90	1,580.33	2,099.50	5,038.75
7803 · Company FICA	1,528.35	1,795.42	6,757.30	8,977.10	21,545.00
7804 · FUTA (Federal Unemployment)	134.99	28.00	134.99	140.00	336.00
7805 · SUI (State Unemployment Tax)	114.34	47.25	114.34	236.25	567.00
7807 · Retirement Benefits	2,195.59	2,516.33	10,806.87	12,581.65	30,196.00
7808 · Employee Medical Insurance	2,723.20	3,250.00	14,269.68	16,250.00	39,000.00
7800 · Staff - Other	0.00		0.00	0.00	0.00
Total 7800 · Staff	32,254.73	37,015.23	145,031.16	185,076.15	444,182.75
7900 · Outside Services.					
7902 · Website Design & Hosting	0.00	946.60	2,357.76	4,733.00	11,359.25

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7903 · Accounting	0.00	1,166.67	0.00	5,833.35	14,000.00
7904 · Legal Fees	0.00	125.00	2,504.50	625.00	1,500.00
Total 7900 · Outside Services.	0.00	2,238.27	4,862.26	11,191.35	26,859.25
8000 · Scholarships / Education	0.00	0.00	0.00	0.00	0.00
Total Expense	62,331.10	118,936.84	386,010.60	594,684.20	1,427,242.00
Net Ordinary Income	90,588.52	-0.01	316,669.44	-0.05	0.00
Other Income/Expense					
Other Income					
1910 · Realized Gain (Loss) on Dispos	0.00		0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	47,825.03	0.00	73,767.49	0.00	0.00
Total Other Income	47,825.03	0.00	73,767.49	0.00	0.00
Net Other Income	47,825.03	0.00	73,767.49	0.00	0.00
Net Income	138,413.55	-0.01	390,436.93	-0.05	0.00