

**TASN**  
**Profit & Loss Budget Performance**  
**January 2019**

	Jan 19	Budget	Sep '18 - Jan 19	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>4000 · Scholarship / Education</b>	0.00	979.17	10,475.00	4,895.85	11,750.00
<b>4100 · Conference</b>					
<b>4101 · Exhibits</b>	115,150.00	30,208.33	288,204.00	151,041.65	362,500.00
<b>4101A · Kitchen Space Rental / ICE</b>	0.00	0.00	0.00	0.00	0.00
<b>4102 · \$275 Ind. Event</b>	0.00	6,645.83	62,150.00	33,229.15	79,750.00
<b>4103 · Registration</b>					
<b>A · Early Bird</b>	7,560.00	25,875.00	7,560.00	129,375.00	310,500.00
<b>B · Regular</b>	0.00	2,583.33	0.00	12,916.65	31,000.00
<b>Total 4103 · Registration</b>	7,560.00	28,458.33	7,560.00	142,291.65	341,500.00
<b>4105 · Non-Member Packet</b>	0.00	579.17	0.00	2,895.85	6,950.00
<b>4107 · One Day Reg.</b>	0.00	187.50	0.00	937.50	2,250.00
<b>4108 · Retired Registration</b>	75.00	25.00	75.00	125.00	300.00
<b>4110 · Onsite</b>	0.00	891.67	0.00	4,458.35	10,700.00
<b>4115 · Meals / Evening Event</b>	0.00	0.00	0.00	0.00	0.00
<b>4126 · Seminars</b>					
<b>4126 N · Train the Trainer (I,II,III)</b>	0.00	200.00	0.00	200.00	0.00
<b>4126 U · Financial Management</b>	0.00	0.00	0.00	0.00	0.00
<b>4126 W · Grant Writing</b>	0.00	0.00	0.00	0.00	0.00
<b>4126 · Seminars - Other</b>	0.00	416.67	0.00	2,083.35	5,000.00
<b>Total 4126 · Seminars</b>	0.00	616.67	0.00	2,283.35	5,000.00
<b>4131 · Misc. Conference</b>	0.00	0.00	0.00	0.00	0.00
<b>4132 · Chapter Tables</b>	0.00	41.67	0.00	208.35	500.00
<b>4134 · Annual Sponsors</b>	21,875.00	4,166.67	21,875.00	20,833.35	50,000.00
<b>4135 · Sale Items</b>	0.00		0.00	0.00	0.00
<b>Total 4100 · Conference</b>	144,660.00	71,820.84	379,864.00	358,304.20	859,450.00
<b>4200 · Industry Seminar</b>					
<b>4201 · TASN Industry Seminar Spo...</b>	0.00	2,916.67	32,500.00	14,583.35	35,000.00
<b>4202 · TASN Industry Seminar Reg.</b>	0.00	6,333.33	77,320.00	31,666.65	76,000.00
<b>Total 4200 · Industry Seminar</b>	0.00	9,250.00	109,820.00	46,250.00	111,000.00
<b>4300 · Training</b>					
<b>4302 · TASN Certification</b>	1,480.00	3,359.50	8,340.00	16,797.50	40,314.00
<b>4309 · Directors Academy</b>	0.00	687.50	0.00	3,437.50	8,250.00
<b>4310 · Managers Academy</b>	0.00	1,481.25	0.00	7,406.25	17,775.00
<b>Total 4300 · Training</b>	1,480.00	5,528.25	8,340.00	27,641.25	66,339.00
<b>4400 · Pass Through</b>					
<b>4407 · Sales Tax</b>	0.00	16.67	0.00	83.35	200.00

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Total 4400 · Pass Through	0.00	16.67	0.00	83.35	200.00
4450 · TASNews /Advertising	1,700.00	7,916.67	7,990.00	39,583.35	95,000.00
4500 · Membership Dues					
4501 · State Dues ( Membership D...	17,220.00	11,109.42	128,643.73	55,547.10	133,313.00
4502 · Industry Dues (Membership ...	2,415.00	2,686.33	30,766.23	13,431.65	32,236.00
Total 4500 · Membership Dues	19,635.00	13,795.75	159,409.96	68,978.75	165,549.00
4600 · Board of Directors					
4607 · MAT Review	0.00		0.00	0.00	0.00
Total 4600 · Board of Directors	0.00		0.00	0.00	0.00
4700 · Headquarters					
4704 · Misc. Income	0.00	416.67	66.87	2,083.35	5,000.00
4708 · Invest. Interest and Dividends	33,855.83	5,000.00	30,813.93	25,000.00	60,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	2,100.00	458.33	2,100.00	2,291.65	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	35,955.83	5,875.00	32,980.80	29,375.00	70,500.00
Total Income	203,430.83	115,182.35	708,879.76	575,111.75	1,379,788.00
Gross Profit	203,430.83	115,182.35	708,879.76	575,111.75	1,379,788.00
Expense					
7100 · Conference.					
7101 · Exhibits	0.00	5,416.67	0.00	27,083.35	65,000.00
7102 · Registration	0.00	2,500.00	0.00	12,500.00	30,000.00
7111 · Facilities	0.00	2,500.00	12,969.00	12,500.00	30,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	1,666.65	4,000.00
7113 · Awards Ceremony	0.00	1,000.00	0.00	5,000.00	12,000.00
7115 · Banquet	0.00	8,750.00	0.00	43,750.00	105,000.00
7116 · Industry Event	0.00	6,645.83	3,425.00	33,229.15	79,750.00
7120 · Special Meals / Events	0.00	304.17	0.00	1,520.85	3,650.00
7121 · Conference Planning	151.94	166.67	671.61	833.35	2,000.00
7123 · Staff Travel / Photographer	0.00	500.00	1,486.00	2,500.00	6,000.00
7124 · General Sesssions	0.00	4,166.67	556.42	20,833.35	50,000.00
7125 · Learning Sessions	0.00	2,333.33	0.00	11,666.65	28,000.00
7130 · Annual Meeting	0.00	583.33	0.00	2,916.65	7,000.00
7131 · Misc. Conference	0.00	500.00	-1,715.51	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	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	208.35	500.00

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<b>Total 7100 · Conference.</b>	151.94	36,908.34	17,392.52	184,541.70	442,900.00
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	0.00	7,083.33	93,561.24	35,416.65	85,000.00
<b>Total 7200 · Industry Seminar.</b>	0.00	7,083.33	93,561.24	35,416.65	85,000.00
<b>7300 · Training.</b>					
7309 · Directors Academy	0.00	333.33	0.00	1,666.65	4,000.00
7310 · Managers Academy	0.00	1,125.00	0.00	5,625.00	13,500.00
<b>Total 7300 · Training.</b>	0.00	1,458.33	0.00	7,291.65	17,500.00
<b>7400 · Pass Through.</b>					
7405 · SNA- TX Delegation Dinner/...	0.00	416.67	2,832.50	2,083.35	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	83.35	200.00
<b>Total 7400 · Pass Through.</b>	0.00	433.34	2,832.50	2,166.70	5,200.00
<b>7500 · Publications</b>					
7501 · TASNews	9,275.88	4,000.00	9,275.88	20,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	18,000.00	18,000.00	43,200.00
<b>Total 7500 · Publications</b>	12,875.88	7,600.00	27,275.88	38,000.00	91,200.00
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	118.49	3,666.67	14,872.60	18,333.35	44,000.00
7602 · Public Policy & Legislative	0.00	500.00	419.16	2,500.00	6,000.00
7603 · Membership	0.00	166.66	191.36	833.30	2,000.00
7604 · Organizational Affairs	0.00	83.33	217.69	416.65	1,000.00
7605 · Education	0.00	166.67	207.10	833.35	2,000.00
7606 · Area Representatives	0.00	1,500.00	3,428.89	7,500.00	18,000.00
7607 · BOC - Past President's Advi...	0.00	125.00	0.00	625.00	1,500.00
7609 · Nominating Committee	0.00	83.33	587.84	416.65	1,000.00
7610 · Industry Committee	0.00	141.67	0.00	708.35	1,700.00
7612 · Board of Dir. Meeting	0.00	833.33	72.11	4,166.65	10,000.00
7613 · Parliamentarian	0.00	208.33	0.00	1,041.65	2,500.00
7614 · Other Authorized meetings	0.00	500.00	6,130.15	2,500.00	6,000.00
7619 · Leadership Camp	0.00		56.31		
7620 · MAT Review	0.00		0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	118.49	7,974.99	26,183.21	39,874.95	95,700.00
<b>7700 · Headquarters.</b>					
7701 · Rent	6,000.00	6,000.00	36,000.00	30,000.00	72,000.00
7702 · Staff Travel & Meetings	90.20	1,500.00	5,661.14	7,500.00	18,000.00
7702A · Staff Training	0.00	500.00	0.00	2,500.00	6,000.00
7703 · Office Supplies	351.50	500.00	1,000.08	2,500.00	6,000.00
7704 · Misc. Expense	0.00	333.33	1,906.94	1,666.65	4,000.00
7705 · Printing	728.52	833.33	2,900.03	4,166.65	10,000.00

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7706 · Telephone	227.32	308.33	1,386.60	1,541.65	3,700.00
7707 · Postage	2,312.19	1,666.67	7,505.46	8,333.35	20,000.00
7708 · Banking Fees	0.00	16.67	32.00	83.35	200.00
7709 · S/C Merchant Account	760.08	1,748.96	6,937.88	8,744.80	20,987.50
7710 · PC & Server Maintenance	599.71	666.67	3,559.22	3,333.35	8,000.00
7711 · Professional - Dues	132.00	250.00	1,402.00	1,250.00	3,000.00
7712 · Capital Outlay	0.00	83.33	3,197.60	416.65	1,000.00
7713 · Copier Maintenance Agree...	1,485.35	1,166.67	5,270.63	5,833.35	14,000.00
7715 · Property Tax	0.00	41.67	227.39	208.35	500.00
7716 · Insurance (G/L,Event,W/C)	1,881.00	516.67	4,162.00	2,583.35	6,200.00
7718 · Marketing	37.00	416.67	607.00	2,083.35	5,000.00
7719 · Classified Ads	0.00		228.92		
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
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
7730 · Membership	0.00		161.32		
<b>Total 7700 · Headquarters.</b>	<b>14,604.87</b>	<b>17,132.30</b>	<b>82,146.21</b>	<b>85,661.50</b>	<b>205,587.50</b>
<b>7800 · Staff</b>					
<b>7801 · Gross Wages</b>					
7809 · Contract / WC Chargeback	18.66	0.00	1,499.93	0.00	0.00
7801 · Gross Wages - Other	24,730.12	26,250.00	118,178.97	131,250.00	315,000.00
<b>Total 7801 · Gross Wages</b>	<b>24,748.78</b>	<b>26,250.00</b>	<b>119,678.90</b>	<b>131,250.00</b>	<b>315,000.00</b>
7802 · Company Medicare	349.77	380.63	1,674.81	1,903.15	4,567.50
7803 · Company FICA	1,495.56	1,627.50	7,161.21	8,137.50	19,530.00
7804 · FUTA ( Federal Unemploy...	130.35	28.00	214.35	140.00	336.00
7805 · SUI ( State Unemployment T...	85.42	47.25	168.22	236.25	567.00
7807 · Retirement Benefits	2,472.99	2,333.33	10,978.31	11,666.65	28,000.00
7808 · Employee Medical Insurance	1,786.92	2,666.67	12,654.72	13,333.35	32,000.00
<b>Total 7800 · Staff</b>	<b>31,069.79</b>	<b>33,333.38</b>	<b>152,530.52</b>	<b>166,666.90</b>	<b>400,000.50</b>
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	-4,161.82	1,000.00	436.12	5,000.00	12,000.00
7903 · Accounting	0.00	1,166.67	0.00	5,833.35	14,000.00
7904 · Legal Fees	0.00	100.00	1,000.00	500.00	1,200.00
<b>Total 7900 · Outside Services.</b>	<b>-4,161.82</b>	<b>2,266.67</b>	<b>1,436.12</b>	<b>11,333.35</b>	<b>27,200.00</b>
<b>8000 · Scholarships / Education</b>	<b>0.00</b>	<b>791.67</b>	<b>0.00</b>	<b>3,958.35</b>	<b>9,500.00</b>
<b>Total Expense</b>	<b>54,659.15</b>	<b>114,982.35</b>	<b>403,358.20</b>	<b>574,911.75</b>	<b>1,379,788.00</b>
<b>Net Ordinary Income</b>	<b>148,771.68</b>	<b>200.00</b>	<b>305,521.56</b>	<b>200.00</b>	<b>0.00</b>
<b>Other Income/Expense</b>					

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Accrual Basis

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<b>Other Income</b>					
<b>1915 · Unrealized/Realized Gain (Loss)</b>	192.71	0.00	-77,106.21	0.00	0.00
<b>Total Other Income</b>	192.71	0.00	-77,106.21	0.00	0.00
<b>Net Other Income</b>	192.71	0.00	-77,106.21	0.00	0.00
<b>Net Income</b>	<u>148,964.39</u>	<u>200.00</u>	<u>228,415.35</u>	<u>200.00</u>	<u>0.00</u>