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Accrual Basis

TASN Profit & Loss Budget Performance July 2016

	Jul 16	Budget	Sep '15 - Jul 16	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	550.00	1,218.75	13,075.00	13,406.25
4100 · Conference				
4101 · Exhibits	145,905.00	33,645.83	515,205.00	370,104.17
4101A · Kitchen Space Rental	0.00		3,300.00	
4102 · \$225 Ind. Event	8,850.00	5,531.25	66,675.00	60,843.75
4103 · Registration				
A · Early Bird	-180.00	22,666.67	193,440.00	249,333.33
B · Regular	0.00	2,587.50	16,890.00	28,462.50
Total 4103 · Registration	-180.00	25,254.17	210,330.00	277,795.83
4105 · Non-Member Packet	0.00	750.00	12,640.00	8,250.00
4107 · One Day Reg.	0.00	510.42	2,275.00	5,614.58
4108 · Retired Registration	0.00	41.67	400.00	458.33
4110 · Onsite	390.00	1,100.00	12,960.00	12,100.00
4115 · Meals / Evening Event	0.00	0.00	800.00	0.00
4125 · Seminars / Misc.	0.00	708.33	0.00	7,791.67
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	0.00	0.00	1,300.00	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 T · Paid Session - Aric Bostick	0.00		0.00	
4126 · Seminars - Other	0.00	0.00	0.00	0.00
Total 4126 · Seminars	0.00	0.00	1,300.00	0.00
4132 · Chapter Tables	0.00	41.67	250.00	458.33
4134 · Annual Conference Sponsors	0.00	2,916.67	50,500.00	32,083.33
4135 · Sale Items	0.00		80.00	
Total 4100 · Conference	154,965.00	70,500.01	876,715.00	775,499.99
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	0.00	2,416.67	36,750.00	26,583.33
4202 · TASN Industry Seminar Reg.	0.00	9,095.83	89,655.00	100,054.17
Total 4200 · Industry Seminar	0.00	11,512.50	126,405.00	126,637.50
4300 · Training				
4302 · TASN Certification	1,020.00	2,832.50	30,295.00	31,157.50
4307 · Cont. Education Workshops-Other				
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00	458.33
Total 4307 · Cont. Education Workshops-Other	0.00	41.67	0.00	458.33
4309 · Directors Academy	0.00	1,145.83	9,900.00	12,604.17
4310 · Managers Academy	10,665.00	1,975.00	12,640.00	21,725.00
Total 4300 · Training	11,685.00	5,995.00	52,835.00	65,945.00
4400 · Pass Through				

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	Jul 16	Budget	Sep '15 - Jul 16	YTD Budget
4403 · TASN Pac	0.00		0.00	0.00
4407 · Sales Tax	0.00	16.67	0.00	183.33
Total 4400 · Pass Through	0.00	16.67	0.00	183.33
4450 · TASNews Publication	0.00	6,666.67	38,864.00	73,333.33
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	1,665.00	10,166.67	151,646.00	111,833.33
4502 · Industry Dues (Membership Dues)	3,450.00	2,458.33	45,374.58	27,041.67
Total 4500 · Membership Dues	5,115.00	12,625.00	197,020.58	138,875.00
4600 · Board of Directors				
4607 · MAT Review	0.00		49,000.00	
4612 · Board Meetings	0.00	0.00	0.00	0.00
4618 · TASN LAD	0.00		0.00	0.00
4619 · TASN Leadership Camp	0.00	1,000.00	7,830.00	11,000.00
Total 4600 · Board of Directors	0.00	1,000.00	56,830.00	11,000.00
4700 · Headquarters				
4704 · Misc. Income	360.00	0.00	1,986.22	0.00
4708 · Invest. Interest and Dividends	3,572.22	3,058.27	47,223.16	33,640.98
4709 · Merchant Interest	0.00		0.00	0.00
4717 · Emporium	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	416.67	6,350.00	4,583.33
4723 · Labels (Directory Mailing)	0.00		146.20	
Total 4700 · Headquarters	3,932.22	3,474.94	55,705.58	38,224.31
Total Income	176,247.22	113,009.54	1,417,450.16	1,243,104.71
Gross Profit	176,247.22	113,009.54	1,417,450.16	1,243,104.71
Expense				
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00
7100 · Conference.				
7101 · Exhibits	773.00	3,833.33	5,483.52	42,166.67
7102 · Registration	1,245.23	1,833.33	18,722.37	20,166.67
7111 · Facilities	0.00	2,666.67	39,240.00	29,333.33
7112 · Awards / Trophies/ Ribbons	0.00	333.33	4,319.24	3,666.67
7113 · Awards Ceremony	6,847.08	333.33	6,847.08	3,666.67
7115 · Banquet	32,758.67	7,500.00	51,896.68	82,500.00
7116 · Industry Event	1,595.78	5,437.50	82,133.35	59,812.50
7120 · Special Meals / Events	0.00	250.00	4,481.37	2,750.00
7121 · Conference Planning	0.00	83.33	0.00	916.67
7122 · Tours / Entertainment	0.00		0.00	0.00
7123 · Staff Travel / Photographer	2,206.25	250.00	2,706.25	2,750.00
7124 · General Sesssions	5,772.21	3,333.33	34,314.53	36,666.67
7125 · Learning Sessions	8,932.70	1,750.00	12,431.64	19,250.00
7130 · Annual Meeting	4,824.52	166.67	5,091.43	1,833.33

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	Jul 16	Budget	Sep '15 - Jul 16	YTD Budget
7131 · Misc. Conference	1,598.66	666.67	2,530.33	7,333.33
7132 · Conf. Temps	0.00	416.67	2,517.75	4,583.33
7135 · Sales Items	0.00		0.00	0.00
7136 · T-Shirt Cost	0.00	625.00	0.00	6,875.00
7138 · Chapter Tables	0.00	41.67	0.00	458.33
Total 7100 · Conference.	66,554.10	29,520.83	272,715.54	324,729.17
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	3,688.00	7,500.00	80,348.62	82,500.00
Total 7200 · Industry Seminar.	3,688.00	7,500.00	80,348.62	82,500.00
7300 · Training.				
7309 · Directors Academy	0.00	833.33	7,715.47	9,166.67
7310 · Managers Academy	790.08	1,250.00	1,634.43	13,750.00
Total 7300 · Training.	790.08	2,083.33	9,349.90	22,916.67
7400 · Pass Through.				
7403 · TASN PAC Expense	0.00	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	929.00	333.33	7,012.28	3,666.67
7407 · Sales Tax	0.00	16.67	206.29	183.33
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	929.00	350.00	7,218.57	3,850.00
7500 · Publications				
7501 · TASNews	0.00	0.00	32,277.13	0.00
7502 · Graphic Designer	0.00		36,000.00	
7500 · Publications - Other	0.00	7,416.67	0.00	81,583.33
Total 7500 · Publications	0.00	7,416.67	68,277.13	81,583.33
7600 · Board of Directors.				
7601 · Executive Committee	7,090.82	4,500.00	40,791.33	49,500.00
7602 · Public Policy & Legislative	583.21	500.00	5,734.80	5,500.00
7603 · Membership	0.00	208.33	701.11	2,291.67
7604 · Organizational Affairs	0.00	125.00	1,120.24	1,375.00
7605 · Education	0.00	250.00	1,044.00	2,750.00
7606 · Area Representatives	6,774.90	2,166.67	20,603.66	23,833.33
7607 · BOC - Past President's Advisory	0.00	25.00	0.00	275.00
7608 · Standards of Excellence	0.00	0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	809.10	1,100.00
7610 · Industry Committee	0.00	104.17	0.00	1,145.83
7612 · Board of Dir. Meeting	2,137.40	333.33	5,867.88	3,666.67
7613 · Parliamentarian	2,823.70	208.33	2,823.70	2,291.67
7614 · Other Authorized meetings	0.00	1,333.33	4,937.00	14,666.67
7619 · Leadership Camp	0.00	916.67	9,616.58	10,083.33
7620 · MAT Review	162.00		35,328.24	
Total 7600 · Board of Directors.	19,572.03	10,770.83	129,377.64	118,479.17

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TASN Profit & Loss Budget Performance July 2016

	Jul 16	Budget	Sep '15 - Jul 16	YTD Budget
7700 · Headquarters.				
7701 · Rent	6,000.00	5,333.33	71,913.23	58,666.67
7702 · Staff Travel & Meetings	4,896.30	1,519.13	15,136.34	16,710.37
7702A · Staff Training	391.00	625.00	4,632.43	6,875.00
7703 · Office Supplies	419.07	666.67	4,444.53	7,333.33
7704 · Misc. Expense	4,052.66	333.33	7,018.16	3,666.67
7705 · Printing	0.00	833.33	7,748.85	9,166.67
7706 · Telephone	572.10	666.67	5,950.83	7,333.33
7707 · Postage	-7.05	1,666.67	17,225.19	18,333.33
7708 · Banking Fees	0.00	16.67	31.50	183.33
7709 · S/C Merchant Account	0.00	1,349.40	17,824.59	14,843.35
7710 · PC & Server Maintenance	735.02	1,083.33	11,682.28	11,916.67
7711 · Professional - Dues	325.00	166.67	1,953.00	1,833.33
7712 · Capital Outlay	0.00	916.66	9,811.96	10,083.26
7713 · Copier Maintenance Agreement	1,105.02	1,250.00	12,155.22	13,750.00
7715 · Property Tax	0.00	83.33	840.72	916.67
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	4,146.00	5,500.00
7718 · Marketing	207.87	500.00	4,226.28	5,500.00
7720 · Ballot Systems	0.00	500.00	7,411.94	5,500.00
7721 · TASN LAC	0.00		0.00	0.00
7723 · Database Maintenance	0.00	0.00	1,559.18	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00	0.00
Total 7700 · Headquarters.	18,696.99	18,010.19	205,712.23	198,111.98
7800 · Staff				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	5,933.67	0.00	25,989.10	0.00
7801 · Gross Wages - Other	21,302.11	27,166.67	248,188.80	298,833.33
Total 7801 · Gross Wages	27,235.78	27,166.67	274,177.90	298,833.33
7802 · Company Medicare	303.93	393.92	3,539.31	4,333.08
7803 · Company FICA	1,299.55	1,684.33	15,133.67	18,527.67
7804 · FUTA (Federal Unemployment)	8.31	28.00	218.31	308.00
7805 · SUI (State Unemployment Tax)	6.23	47.25	203.32	519.75
7806 · Staff Benefits	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	1,493.82	2,037.50	18,510.27	22,412.50
7808 · Employee Medical Insurance	1,853.92	3,583.33	28,587.15	39,416.67
7800 · Staff - Other	0.00	0.00	0.00	0.00
Total 7800 · Staff	32,201.54	34,941.00	340,369.93	384,351.00
7900 · Outside Services.				
7902 · Website Design & Hosting	0.00	1,250.00	7,765.73	13,750.00
7903 · Accounting	8,325.00	1,083.33	14,355.00	11,916.67
7904 · Legal Fees	155.00	83.33	503.75	916.67
Total 7900 · Outside Services.	8,480.00	2,416.66	22,624.48	26,583.34

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	Jul 16	Budget	Sep '15 - Jul 16	YTD Budget
8000 · Scholarships / Education	0.00		11,250.00	
Total Expense	150,911.74	113,009.51	1,147,244.04	1,243,104.66
Net Ordinary Income	25,335.48	0.03	270,206.12	0.05
Other Income/Expense				
Other Income				
1910 · Realized Gain (Loss) on Disposa	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	-15,857.81	0.00	-6,672.45	0.00
Total Other Income	-15,857.81	0.00	-6,672.45	0.00
Net Other Income	-15,857.81	0.00	-6,672.45	0.00
Net Income	9,477.67	0.03	263,533.67	0.05

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	Annual Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	14,625.00
4100 · Conference	
4101 · Exhibits	403,750.00
4101A · Kitchen Space Rental	
4102 · \$225 Ind. Event	66,375.00
4103 · Registration	
A · Early Bird	272,000.00
B · Regular	31,050.00
	303,050.00
Total 4103 · Registration	303,050.00
4105 · Non-Member Packet	9,000.00
4107 · One Day Reg.	6,125.00
4108 · Retired Registration	500.00
4110 · Onsite	13,200.00
4115 · Meals / Evening Event	0.00
4125 · Seminars / Misc.	8,500.00
4126 · Seminars	
4126 N · Train the Trainer (I,II,III)	0.00
4126 O · Sanitation	0.00
4126 P · Safety	0.00
4126 T · Paid Session - Aric Bostick	
4126 · Seminars - Other	0.00
	0.00
Total 4126 · Seminars	0.00
4132 · Chapter Tables	500.00
4134 · Annual Conference Sponsors	35,000.00
4135 · Sale Items	
	846,000.00
Total 4100 · Conference	846,000.00
4200 · Industry Seminar	
4201 · TASN Industry Seminar Sponsor	29,000.00
4202 · TASN Industry Seminar Reg.	109,150.00
	138,150.00
Total 4200 · Industry Seminar	138,150.00
4300 · Training	
4302 · TASN Certification	33,990.00
4307 · Cont. Education Workshops-Other	
4307B · Board Meeting Education Sesssio	500.00
	500.00
Total 4307 · Cont. Education Workshops-Other	500.00
4309 · Directors Academy	13,750.00
4310 · Managers Academy	23,700.00
	71,940.00
Total 4300 · Training	71,940.00
4400 · Pass Through	

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Profit & Loss Budget Performance
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	<u>Annual Budget</u>
4403 · TASN Pac	0.00
4407 · Sales Tax	200.00
Total 4400 · Pass Through	200.00
4450 · TASNews Publication	80,000.00
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	122,000.00
4502 · Industry Dues (Membership Dues)	29,500.00
Total 4500 · Membership Dues	151,500.00
4600 · Board of Directors	
4607 · MAT Review	
4612 · Board Meetings	0.00
4618 · TASN LAD	0.00
4619 · TASN Leadership Camp	12,000.00
Total 4600 · Board of Directors	12,000.00
4700 · Headquarters	
4704 · Misc. Income	0.00
4708 · Invest. Interest and Dividends	36,699.25
4709 · Merchant Interest	0.00
4717 · Emporium	0.00
4721 · SNA LAC Sponsors	5,000.00
4723 · Labels (Directory Mailing)	
Total 4700 · Headquarters	41,699.25
Total Income	1,356,114.25
Gross Profit	1,356,114.25
Expense	
66900 · Reconciliation Discrepancies	0.00
7100 · Conference.	
7101 · Exhibits	46,000.00
7102 · Registration	22,000.00
7111 · Facilities	32,000.00
7112 · Awards / Trophies/ Ribbons	4,000.00
7113 · Awards Ceremony	4,000.00
7115 · Banquet	90,000.00
7116 · Industry Event	65,250.00
7120 · Special Meals / Events	3,000.00
7121 · Conference Planning	1,000.00
7122 · Tours / Entertainment	0.00
7123 · Staff Travel / Photographer	3,000.00
7124 · General Sesssions	40,000.00
7125 · Learning Sessions	21,000.00
7130 · Annual Meeting	2,000.00

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TASN
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July 2016

	<u>Annual Budget</u>
7131 · Misc. Conference	8,000.00
7132 · Conf. Temps	5,000.00
7135 · Sales Items	0.00
7136 · T-Shirt Cost	7,500.00
7138 · Chapter Tables	500.00
Total 7100 · Conference.	354,250.00
7200 · Industry Seminar.	
7201 · TASN Ind. Seminar	90,000.00
Total 7200 · Industry Seminar.	90,000.00
7300 · Training.	
7309 · Directors Academy	10,000.00
7310 · Managers Academy	15,000.00
Total 7300 · Training.	25,000.00
7400 · Pass Through.	
7403 · TASN PAC Expense	0.00
7405 · SNA- TX Delegation Dinner/Misc.	4,000.00
7407 · Sales Tax	200.00
7408 · Taxable Resale Expense	0.00
Total 7400 · Pass Through.	4,200.00
7500 · Publications	
7501 · TASNews	0.00
7502 · Graphic Designer	
7500 · Publications - Other	89,000.00
Total 7500 · Publications	89,000.00
7600 · Board of Directors.	
7601 · Executive Committee	54,000.00
7602 · Public Policy & Legislative	6,000.00
7603 · Membership	2,500.00
7604 · Organizational Affairs	1,500.00
7605 · Education	3,000.00
7606 · Area Representatives	26,000.00
7607 · BOC - Past President's Advisory	300.00
7608 · Standards of Excellence	0.00
7609 · Nominating Committee	1,200.00
7610 · Industry Committee	1,250.00
7612 · Board of Dir. Meeting	4,000.00
7613 · Parliamentarian	2,500.00
7614 · Other Authorized meetings	16,000.00
7619 · Leadership Camp	11,000.00
7620 · MAT Review	
Total 7600 · Board of Directors.	129,250.00

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TASN Profit & Loss Budget Performance July 2016

	Annual Budget
7700 · Headquarters.	
7701 · Rent	64,000.00
7702 · Staff Travel & Meetings	18,229.50
7702A · Staff Training	7,500.00
7703 · Office Supplies	8,000.00
7704 · Misc. Expense	4,000.00
7705 · Printing	10,000.00
7706 · Telephone	8,000.00
7707 · Postage	20,000.00
7708 · Banking Fees	200.00
7709 · S/C Merchant Account	16,192.75
7710 · PC & Server Maintenance	13,000.00
7711 · Professional - Dues	2,000.00
7712 · Capital Outlay	11,000.00
7713 · Copier Maintenance Agreement	15,000.00
7715 · Property Tax	1,000.00
7716 · Insurance (G/L,Event,W/C)	6,000.00
7718 · Marketing	6,000.00
7720 · Ballot Systems	6,000.00
7721 · TASN LAC	0.00
7723 · Database Maintenance	0.00
7725 · Depreciation Expense	0.00
7727 · Previous Years Transactions	0.00
Total 7700 · Headquarters.	216,122.25
7800 · Staff	
7801 · Gross Wages	
7809 · Contract / WC Chargeback	0.00
7801 · Gross Wages - Other	326,000.00
Total 7801 · Gross Wages	326,000.00
7802 · Company Medicare	4,727.00
7803 · Company FICA	20,212.00
7804 · FUTA (Federal Unemployment)	336.00
7805 · SUI (State Unemployment Tax)	567.00
7806 · Staff Benefits	0.00
7807 · Retirement Benefits	24,450.00
7808 · Employee Medical Insurance	43,000.00
7800 · Staff - Other	0.00
Total 7800 · Staff	419,292.00
7900 · Outside Services.	
7902 · Website Design & Hosting	15,000.00
7903 · Accounting	13,000.00
7904 · Legal Fees	1,000.00
Total 7900 · Outside Services.	29,000.00

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TASN
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July 2016

	<u>Annual Budget</u>
8000 · Scholarships / Education	
Total Expense	<u>1,356,114.25</u>
Net Ordinary Income	0.00
Other Income/Expense	
Other Income	
1910 · Realized Gain (Loss) on Disposa	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00
Total Other Income	<u>0.00</u>
Net Other Income	<u>0.00</u>
Net Income	<u><u>0.00</u></u>