

**TASN**  
**Profit & Loss Budget vs. Actual**  
**July 2017**

	Jul 17	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4000 · Scholarship / Education	0.00	1,166.67	-1,166.67	0.0%
4100 · Conference				
4101 · Exhibits	86,500.00	30,875.00	55,625.00	280.2%
4102 · \$275 Ind. Event	0.00	5,937.50	-5,937.50	0.0%
4103 · Registration				
A · Early Bird	-200.00	19,791.67	-19,991.67	-1.0%
B · Regular	0.00	2,416.67	-2,416.67	0.0%
<b>Total 4103 · Registration</b>	<b>-200.00</b>	<b>22,208.34</b>	<b>-22,408.34</b>	<b>-0.9%</b>
4105 · Non-Member Packet	1,490.00	633.33	856.67	235.3%
4107 · One Day Reg.	200.00	500.00	-300.00	40.0%
4108 · Retired Registration	75.00	62.50	12.50	120.0%
4110 · Onsite	2,160.00	1,166.67	993.33	185.1%
4115 · Meals / Evening Event	100.00	0.00	100.00	100.0%
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	0.0%
4126 O · Sanitation	0.00	0.00	0.00	0.0%
4126 P · Safety	0.00	0.00	0.00	0.0%
4126 U · Financial Management	-75.00			
4126 W · Grant Writing	75.00			
4126 · Seminars - Other	0.00	1,250.00	-1,250.00	0.0%
<b>Total 4126 · Seminars</b>	<b>0.00</b>	<b>1,250.00</b>	<b>-1,250.00</b>	<b>0.0%</b>
4131 · Misc. Conference	35.00			
4132 · Chapter Tables	0.00	41.67	-41.67	0.0%
4134 · Annual Sponsors	0.00	11,666.67	-11,666.67	0.0%
<b>Total 4100 · Conference</b>	<b>90,360.00</b>	<b>74,341.68</b>	<b>16,018.32</b>	<b>121.5%</b>
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	1,400.00	0.00	1,400.00	100.0%
4202 · TASN Industry Seminar Reg.	10,795.00	11,250.00	-455.00	96.0%
<b>Total 4200 · Industry Seminar</b>	<b>12,195.00</b>	<b>11,250.00</b>	<b>945.00</b>	<b>108.4%</b>
4300 · Training				
4302 · TASN Certification	980.00	3,166.67	-2,186.67	30.9%
4307 · Cont. Education Workshops-Other				
4307B · Board Meeting Education Sesssio	0.00	41.67	-41.67	0.0%
<b>Total 4307 · Cont. Education Workshops-Other</b>	<b>0.00</b>	<b>41.67</b>	<b>-41.67</b>	<b>0.0%</b>
4309 · Directors Academy	0.00	1,145.83	-1,145.83	0.0%
4310 · Managers Academy	-3,555.00	822.92	-4,377.92	-432.0%

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<b>Total 4300 · Training</b>	-2,575.00	5,177.09	-7,752.09	-49.7%
<b>4400 · Pass Through</b>				
<b>4407 · Sales Tax</b>	0.00	16.67	-16.67	0.0%
<b>Total 4400 · Pass Through</b>	0.00	16.67	-16.67	0.0%
<b>4450 · TASNews /Advertising</b>	5,765.00	7,583.34	-1,818.34	76.0%
<b>4500 · Membership Dues</b>				
<b>4501 · State Dues ( Membership Dues)</b>	2,235.00	10,471.67	-8,236.67	21.3%
<b>4502 · Industry Dues (Membership Dues)</b>	3,650.00	2,532.08	1,117.92	144.2%
<b>Total 4500 · Membership Dues</b>	5,885.00	13,003.75	-7,118.75	45.3%
<b>4600 · Board of Directors</b>				
<b>4607 · MAT Review</b>	0.00	0.00	0.00	0.0%
<b>4612 · Board Meetings</b>	0.00	0.00	0.00	0.0%
<b>4619 · TASN Leadership Camp</b>	0.00	0.00	0.00	0.0%
<b>Total 4600 · Board of Directors</b>	0.00	0.00	0.00	0.0%
<b>4700 · Headquarters</b>				
<b>4704 · Misc. Income</b>	45.00	0.00	45.00	100.0%
<b>4708 · Invest. Interest and Dividends</b>	1,435.62	2,916.67	-1,481.05	49.2%
<b>4717 · Emporium</b>	-47.12	0.00	-47.12	100.0%
<b>4721 · SNA LAC Sponsors</b>	0.00	416.67	-416.67	0.0%
<b>4723 · Labels (Directory Mailing)</b>	0.00	0.00	0.00	0.0%
<b>Total 4700 · Headquarters</b>	1,433.50	3,333.34	-1,899.84	43.0%
<b>Total Income</b>	113,063.50	115,872.54	-2,809.04	97.6%
<b>Gross Profit</b>	113,063.50	115,872.54	-2,809.04	97.6%
<b>Expense</b>				
<b>66900 · Reconciliation Discrepancies</b>	0.00	0.00	0.00	0.0%
<b>7100 · Conference.</b>				
<b>7101 · Exhibits</b>	18,701.10	5,000.00	13,701.10	374.0%
<b>7102 · Registration</b>	5,236.78	2,083.33	3,153.45	251.4%
<b>7111 · Facilities</b>	0.00	3,333.33	-3,333.33	0.0%
<b>7112 · Awards / Trophies/ Ribbons</b>	0.00	333.33	-333.33	0.0%
<b>7113 · Awards Ceremony</b>	0.00	500.00	-500.00	0.0%
<b>7115 · Banquet</b>	82,455.99	7,500.00	74,955.99	1,099.4%
<b>7116 · Industry Event</b>	0.00	5,916.67	-5,916.67	0.0%
<b>7120 · Special Meals / Events</b>	0.00	166.67	-166.67	0.0%
<b>7121 · Conference Planning</b>	0.00	333.33	-333.33	0.0%
<b>7123 · Staff Travel / Photographer</b>	2,300.00	416.67	1,883.33	552.0%
<b>7124 · General Sesssions</b>	1,594.89	4,166.67	-2,571.78	38.3%
<b>7125 · Learning Sessions</b>	3,155.38	2,083.33	1,072.05	151.5%

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	Jul 17	Budget	\$ Over Budget	% of Budget
7130 · Annual Meeting	0.00	333.33	-333.33	0.0%
7131 · Misc. Conference	0.00	500.00	-500.00	0.0%
7132 · Conf. Temps	686.59	416.67	269.92	164.8%
7136 · T-Shirt Cost	0.00	750.00	-750.00	0.0%
7137 · Emporium Items	17,347.06	0.00	17,347.06	100.0%
7138 · Chapter Tables	0.00	41.67	-41.67	0.0%
<b>Total 7100 · Conference.</b>	<b>131,477.79</b>	<b>33,875.00</b>	<b>97,602.79</b>	<b>388.1%</b>
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	0.00	6,666.67	-6,666.67	0.0%
<b>Total 7200 · Industry Seminar.</b>	<b>0.00</b>	<b>6,666.67</b>	<b>-6,666.67</b>	<b>0.0%</b>
7300 · Training.				
7309 · Directors Academy	0.00	833.33	-833.33	0.0%
7310 · Managers Academy	0.00	666.67	-666.67	0.0%
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>1,500.00</b>	<b>-1,500.00</b>	<b>0.0%</b>
7400 · Pass Through.				
7403 · TASN PAC Expense	0.00	0.00	0.00	0.0%
7405 · SNA- TX Delegation Dinner/Misc.	0.00	333.33	-333.33	0.0%
7407 · Sales Tax	0.00	16.67	-16.67	0.0%
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.0%
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>350.00</b>	<b>-350.00</b>	<b>0.0%</b>
7500 · Publications				
7501 · TASNews	0.00	4,000.00	-4,000.00	0.0%
7502 · Graphic Designer	3,600.00	4,000.00	-400.00	90.0%
7500 · Publications - Other	0.00	0.00	0.00	0.0%
<b>Total 7500 · Publications</b>	<b>3,600.00</b>	<b>8,000.00</b>	<b>-4,400.00</b>	<b>45.0%</b>
7600 · Board of Directors.				
7601 · Executive Committee	7,432.56	3,750.00	3,682.56	198.2%
7602 · Public Policy & Legislative	0.00	500.00	-500.00	0.0%
7603 · Membership	0.00	250.00	-250.00	0.0%
7604 · Organizational Affairs	0.00	125.00	-125.00	0.0%
7605 · Education	0.00	250.00	-250.00	0.0%
7606 · Area Representatives	435.19	2,500.00	-2,064.81	17.4%
7607 · BOC - Past President's Advisory	0.00	41.67	-41.67	0.0%
7609 · Nominating Committee	0.00	100.00	-100.00	0.0%
7610 · Industry Committee	0.00	125.00	-125.00	0.0%
7612 · Board of Dir. Meeting	0.00	333.33	-333.33	0.0%
7613 · Parliamentarian	777.00	250.00	527.00	310.8%
7614 · Other Authorized meetings	0.00	333.33	-333.33	0.0%
7619 · Leadership Camp	0.00	0.00	0.00	0.0%

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7620 · MAT Review	0.00	0.00	0.00	0.0%
<b>Total 7600 · Board of Directors.</b>	<b>8,644.75</b>	<b>8,558.33</b>	<b>86.42</b>	<b>101.0%</b>
<b>7700 · Headquarters.</b>				
7701 · Rent	6,000.00	6,166.67	-166.67	97.3%
7702 · Staff Travel & Meetings	958.32	1,250.00	-291.68	76.7%
7702A · Staff Training	0.00	500.00	-500.00	0.0%
7703 · Office Supplies	311.40	666.67	-355.27	46.7%
7704 · Misc. Expense	161.92	333.33	-171.41	48.6%
7705 · Printing	221.44	1,000.00	-778.56	22.1%
7706 · Telephone	227.32	416.67	-189.35	54.6%
7707 · Postage	2,312.19	1,583.33	728.86	146.0%
7708 · Banking Fees	0.00	16.67	-16.67	0.0%
7709 · S/C Merchant Account	1,399.26	1,666.67	-267.41	84.0%
7710 · PC & Server Maintenance	599.71	833.33	-233.62	72.0%
7711 · Professional - Dues	0.00	166.67	-166.67	0.0%
7712 · Capital Outlay	0.00	583.33	-583.33	0.0%
7713 · Copier Maintenance Agreement	1,022.65	1,250.00	-227.35	81.8%
7715 · Property Tax	0.00	83.33	-83.33	0.0%
7716 · Insurance (G/L,Event,W/C)	167.00	500.00	-333.00	33.4%
7718 · Marketing	90.61	868.88	-778.27	10.4%
7720 · Ballot Systems	0.00	583.33	-583.33	0.0%
7723 · Database Maintenance	0.00	0.00	0.00	0.0%
7725 · Depreciation Expense	0.00	0.00	0.00	0.0%
7727 · Previous Years Transactions	0.00	0.00	0.00	0.0%
<b>Total 7700 · Headquarters.</b>	<b>13,471.82</b>	<b>18,468.88</b>	<b>-4,997.06</b>	<b>72.9%</b>
<b>7800 · Staff</b>				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	14.92	0.00	14.92	100.0%
7801 · Gross Wages - Other	19,979.17	27,750.00	-7,770.83	72.0%
<b>Total 7801 · Gross Wages</b>	<b>19,994.09</b>	<b>27,750.00</b>	<b>-7,755.91</b>	<b>72.1%</b>
7802 · Company Medicare	284.59	402.38	-117.79	70.7%
7803 · Company FICA	1,216.81	1,720.50	-503.69	70.7%
7804 · FUTA ( Federal Unemployment)	0.00	28.00	-28.00	0.0%
7805 · SUI ( State Unemployment Tax)	0.00	47.25	-47.25	0.0%
7807 · Retirement Benefits	1,997.93	2,775.00	-777.07	72.0%
7808 · Employee Medical Insurance	35.48	3,250.00	-3,214.52	1.1%
7800 · Staff - Other	0.00	0.00	0.00	0.0%
<b>Total 7800 · Staff</b>	<b>23,528.90</b>	<b>35,973.13</b>	<b>-12,444.23</b>	<b>65.4%</b>
<b>7900 · Outside Services.</b>				
7902 · Website Design & Hosting	0.00	1,188.83	-1,188.83	0.0%
7903 · Accounting	0.00	1,166.67	-1,166.67	0.0%

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Accrual Basis

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	Jul 17	Budget	\$ Over Budget	% of Budget
7904 · Legal Fees	0.00	125.00	-125.00	0.0%
Total 7900 · Outside Services.	0.00	2,480.50	-2,480.50	0.0%
Total Expense	180,723.26	115,872.51	64,850.75	156.0%
Net Ordinary Income	-67,659.76	0.03	-67,659.79	-225,532,533.3%
Other Income/Expense				
Other Income				
1910 · Realized Gain (Loss) on Dispos	0.00	0.00	0.00	0.0%
1915 · Unrealized/Realized Gain (Loss)	20,185.87	0.00	20,185.87	100.0%
Total Other Income	20,185.87	0.00	20,185.87	100.0%
Net Other Income	20,185.87	0.00	20,185.87	100.0%
Net Income	<u>-47,473.89</u>	<u>0.03</u>	<u>-47,473.92</u>	<u>-158,246,300.0%</u>