

TASN
Profit & Loss Budget Performance
July 2018

	Jul 18	Budget	Sep '17 - Jul 18	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,229.17	12,375.00	13,520.87	14,750.00
4100 · Conference					
4101 · Exhibits	159,135.00	30,208.33	565,505.00	332,291.63	362,500.00
4101A · Kitchen Space Rental / ICE	546.00	0.00	4,146.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	86,900.00	73,104.13	79,750.00
4103 · Registration					
A · Early Bird	-500.00	23,958.33	272,950.00	263,541.63	287,500.00
B · Regular	0.00	2,416.67	18,560.00	26,583.37	29,000.00
Total 4103 · Registration	-500.00	26,375.00	291,510.00	290,125.00	316,500.00
4105 · Non-Member Packet	0.00	560.42	3,085.00	6,164.62	6,725.00
4107 · One Day Reg.	-200.00	500.00	500.00	5,500.00	6,000.00
4108 · Retired Registration	0.00	62.50	750.00	687.50	750.00
4110 · Onsite	1,160.00	729.17	13,500.00	8,020.87	8,750.00
4115 · Meals / Evening Event	0.00	0.00	1,200.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	-100.00	0.00	1,400.00	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	0.00		1,200.00		
4126 W · Grant Writing	0.00		0.00		
4126 · Seminars - Other	0.00	833.33	0.00	9,166.63	10,000.00
Total 4126 · Seminars	-100.00	833.33	2,600.00	9,166.63	10,000.00
4131 · Misc. Conference	0.00		25.00		
4132 · Chapter Tables	0.00	41.67	150.00	458.37	500.00
4134 · Annual Sponsors	0.00	4,166.67	33,150.00	45,833.37	50,000.00
4135 · Sale Items	0.00	0.00	0.00	0.00	0.00
Total 4100 · Conference	160,041.00	70,122.92	1,003,021.00	771,352.12	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Spon...	1,500.00	3,083.33	24,150.00	33,916.63	37,000.00
4202 · TASN Industry Seminar Reg.	8,660.00	10,000.00	89,710.00	110,000.00	120,000.00
Total 4200 · Industry Seminar	10,160.00	13,083.33	113,860.00	143,916.63	157,000.00
4300 · Training					
4302 · TASN Certification	900.00	3,261.67	19,000.00	35,878.37	39,140.00
4307 · Cont. Education Workshops-...					
4307B · Board Meeting Education...	0.00		0.00	0.00	0.00
Total 4307 · Cont. Education Works...	0.00		0.00	0.00	0.00
4309 · Directors Academy	0.00	1,145.83	4,950.00	12,604.13	13,750.00

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4310 · Managers Academy	2,765.00	1,975.00	17,380.00	21,725.00	23,700.00
Total 4300 · Training	3,665.00	6,382.50	41,330.00	70,207.50	76,590.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.56	183.37	200.00
Total 4400 · Pass Through	0.00	16.67	0.56	183.37	200.00
4450 · TASNews /Advertising	0.00	8,333.33	18,665.00	91,666.63	100,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Due...	2,625.00	10,785.83	162,016.95	118,644.13	129,430.00
4502 · Industry Dues (Membership D...	4,550.00	2,608.08	50,350.65	28,688.88	31,297.00
Total 4500 · Membership Dues	7,175.00	13,393.91	212,367.60	147,333.01	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	50.50	0.00	220.94	0.00	0.00
4708 · Invest. Interest and Dividends	19,022.16	4,166.67	47,570.41	45,833.37	50,000.00
4717 · Emporium	0.00	1,750.00	1,369.05	19,250.00	21,000.00
4721 · SNA LAC Sponsors	0.00	458.33	300.00	5,041.63	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	19,072.66	6,375.00	49,460.40	70,125.00	76,500.00
Total Income	200,113.66	118,936.83	1,451,079.56	1,308,305.13	1,427,242.00
Gross Profit	200,113.66	118,936.83	1,451,079.56	1,308,305.13	1,427,242.00
Expense					
66900 · Reconciliation Discrepancies	0.00		0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	41,997.07	5,000.00	48,273.04	55,000.00	60,000.00
7102 · Registration	2,242.24	2,083.33	17,135.18	22,916.63	25,000.00
7111 · Facilities	0.00	3,333.33	24,911.25	36,666.63	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	1,154.78	3,666.63	4,000.00
7113 · Awards Ceremony	3,952.48	500.00	5,574.28	5,500.00	6,000.00
7115 · Banquet	0.00	7,916.67	79,750.29	87,083.37	95,000.00
7116 · Industry Event	-184.28	6,645.83	73,141.53	73,104.13	79,750.00
7120 · Special Meals / Events	0.00	166.67	2,089.32	1,833.37	2,000.00
7121 · Conference Planning	0.00	333.33	682.76	3,666.63	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	3,350.00	4,583.37	5,000.00

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7124 · General Sessions	18,843.41	4,166.67	52,393.77	45,833.37	50,000.00
7125 · Learning Sessions	4,406.01	1,916.67	22,448.28	21,083.37	23,000.00
7130 · Annual Meeting	4,006.60	333.33	4,576.85	3,666.63	4,000.00
7131 · Misc. Conference	-47.58	500.00	6,355.21	5,500.00	6,000.00
7132 · Conf. Temps	1,314.75	416.67	1,314.75	4,583.37	5,000.00
7136 · T-Shirt Cost	0.00	750.00	5,731.12	8,250.00	9,000.00
7137 · Emporium Items	0.00	1,000.00	72.66	11,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	458.37	500.00
Total 7100 · Conference.	76,530.70	35,854.17	348,955.07	394,395.87	430,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	75,075.34	77,916.63	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	75,075.34	77,916.63	85,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	4,457.29	9,166.63	10,000.00
7310 · Managers Academy	3,400.00	1,250.00	3,400.00	13,750.00	15,000.00
Total 7300 · Training.	3,400.00	2,083.33	7,857.29	22,916.63	25,000.00
7400 · Pass Through.					
7403 · TASN PAC Expense	0.00		0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/M...	0.00	416.67	4,506.04	4,583.37	5,000.00
7407 · Sales Tax	0.00	16.67	5.53	183.37	200.00
7408 · Taxable Resale Expense	0.00		0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	433.34	4,511.57	4,766.74	5,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	31,772.51	44,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	36,000.00	39,600.00	43,200.00
7500 · Publications - Other	0.00		0.00	0.00	0.00
Total 7500 · Publications	3,600.00	7,600.00	67,772.51	83,600.00	91,200.00
7600 · Board of Directors.					
7601 · Executive Committee	9,034.07	3,916.67	40,849.47	43,083.37	47,000.00
7602 · Public Policy & Legislative	313.50	500.00	6,079.35	5,500.00	6,000.00
7603 · Membership	313.50	250.00	1,412.49	2,750.00	3,000.00
7604 · Organizational Affairs	569.65	125.00	1,441.65	1,375.00	1,500.00
7605 · Education	796.24	250.00	1,907.41	2,750.00	3,000.00
7606 · Area Representatives	5,391.84	2,333.33	11,691.58	25,666.63	28,000.00
7607 · BOC - Past President's Advis...	0.00	62.50	0.00	687.50	750.00
7609 · Nominating Committee	10.00	116.67	1,258.91	1,283.37	1,400.00
7610 · Industry Committee	313.50	141.67	1,762.50	1,558.37	1,700.00
7612 · Board of Dir. Meeting	976.63	416.67	13,075.60	4,583.37	5,000.00
7613 · Parliamentarian	0.00	166.67	300.00	1,833.37	2,000.00
7614 · Other Authorized meetings	0.00	333.33	2,061.61	3,666.63	4,000.00

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7619 · Leadership Camp	0.00		0.00	0.00	0.00
7620 · MAT Review	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	17,718.93	8,612.51	81,840.57	94,737.61	103,350.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,166.67	66,000.00	67,833.37	74,000.00
7702 · Staff Travel & Meetings	1,865.37	1,333.33	9,283.07	14,666.63	16,000.00
7702A · Staff Training	-415.00	666.67	2,139.00	7,333.37	8,000.00
7703 · Office Supplies	586.18	583.33	2,376.28	6,416.63	7,000.00
7704 · Misc. Expense	36.87	333.33	3,049.79	3,666.63	4,000.00
7705 · Printing	0.00	916.67	5,091.66	10,083.37	11,000.00
7706 · Telephone	504.64	250.00	3,500.52	2,750.00	3,000.00
7707 · Postage	2,439.15	1,500.00	14,513.67	16,500.00	18,000.00
7708 · Banking Fees	0.00	16.67	137.40	183.37	200.00
7709 · S/C Merchant Account	490.85	1,666.67	21,162.28	18,333.37	20,000.00
7710 · PC & Server Maintenance	1,199.42	625.00	6,651.13	6,875.00	7,500.00
7711 · Professional - Dues	0.00	208.33	1,601.00	2,291.63	2,500.00
7712 · Capital Outlay	0.00	583.33	2,596.28	6,416.63	7,000.00
7713 · Copier Maintenance Agreement	946.32	1,250.00	10,519.51	13,750.00	15,000.00
7715 · Property Tax	0.00	83.33	172.62	916.63	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	4,521.00	5,500.00	6,000.00
7718 · Marketing	133.25	750.00	2,935.35	8,250.00	9,000.00
7719 · Classified Ads	0.00		199.00		
7720 · Ballot Systems	0.00	583.33	5,178.30	6,416.63	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.	13,787.05	18,016.66	162,247.36	198,183.26	216,200.00
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	18.66	0.00	190.30	0.00	0.00
7801 · Gross Wages - Other	26,345.67	28,958.33	260,402.79	318,541.63	347,500.00
Total 7801 · Gross Wages	26,364.33	28,958.33	260,593.09	318,541.63	347,500.00
7802 · Company Medicare	374.30	419.90	3,696.24	4,618.90	5,038.75
7803 · Company FICA	1,600.48	1,795.42	15,804.61	19,749.62	21,545.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	210.00	308.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	207.00	519.75	567.00
7807 · Retirement Benefits	2,530.15	2,516.33	25,937.27	27,679.63	30,196.00
7808 · Employee Medical Insurance	-107.20	3,250.00	26,672.98	35,750.00	39,000.00
7800 · Staff - Other	0.00		0.00	0.00	0.00
Total 7800 · Staff	30,762.06	37,015.23	333,121.19	407,167.53	444,182.75
7900 · Outside Services.					

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7902 · Website Design & Hosting	0.00	946.60	3,428.99	10,412.60	11,359.25
7903 · Accounting	0.00	1,166.67	11,500.00	12,833.37	14,000.00
7904 · Legal Fees	0.00	125.00	2,504.50	1,375.00	1,500.00
Total 7900 · Outside Services.	0.00	2,238.27	17,433.49	24,620.97	26,859.25
8000 · Scholarships / Education	0.00	0.00	2,750.00	0.00	0.00
Total Expense	145,798.74	118,936.84	1,101,564.39	1,308,305.24	1,427,242.00
Net Ordinary Income	54,314.92	-0.01	349,515.17	-0.11	0.00
Other Income/Expense					
Other Income					
1910 · Realized Gain (Loss) on Disposa	0.00		0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	219.18	0.00	28,943.47	0.00	0.00
Total Other Income	219.18	0.00	28,943.47	0.00	0.00
Net Other Income	219.18	0.00	28,943.47	0.00	0.00
Net Income	54,534.10	-0.01	378,458.64	-0.11	0.00