

**TASN**  
**Profit & Loss Budget Performance**  
**June 2017**

	Jun 17	Budget	Sep '16 - Jun 17	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	0.00	1,166.67	11,575.00	11,666.70	14,000.00
4100 · Conference					
4101 · Exhibits	18,500.00	30,875.00	420,400.00	308,750.00	370,500.00
4101A · Kitchen Space Rental	0.00		3,000.00		
4102 · \$225 Ind. Event	0.00	5,937.50	68,850.00	59,375.00	71,250.00
4103 · Registration					
A · Early Bird	-800.00	19,791.67	241,800.00	197,916.70	237,500.00
B · Regular	6,620.00	2,416.67	27,260.00	24,166.70	29,000.00
<b>Total 4103 · Registration</b>	5,820.00	22,208.34	269,060.00	222,083.40	266,500.00
4105 · Non-Member Packet	1,010.00	633.33	10,425.00	6,333.30	7,600.00
4107 · One Day Reg.	200.00	500.00	2,200.00	5,000.00	6,000.00
4108 · Retired Registration	0.00	62.50	450.00	625.00	750.00
4110 · Onsite	4,490.00	1,166.67	4,490.00	11,666.70	14,000.00
4115 · Meals / Evening Event	300.00	0.00	1,700.00	0.00	0.00
4125 · Seminars / Misc.	0.00		0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00	0.00	0.00
4126 O · Sanitation	0.00	0.00	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00	0.00	0.00
4126 U · Financial Management	0.00		1,950.00		
4126 V · Serv Safe	0.00		0.00		
4126 W · Grant Writing	225.00		1,050.00		
4126 · Seminars - Other	0.00	1,250.00	0.00	12,500.00	15,000.00
<b>Total 4126 · Seminars</b>	225.00	1,250.00	3,000.00	12,500.00	15,000.00
4131 · Misc. Conference	650.00		650.00		
4132 · Chapter Tables	50.00	41.67	200.00	416.70	500.00
4134 · Annual Sponsors	0.00	11,666.67	44,275.00	116,666.70	140,000.00
<b>Total 4100 · Conference</b>	31,245.00	74,341.68	828,700.00	743,416.80	892,100.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	0.00	18,755.00	0.00	0.00
4202 · TASN Industry Seminar Reg.	0.00	11,250.00	77,850.00	112,500.00	135,000.00
<b>Total 4200 · Industry Seminar</b>	0.00	11,250.00	96,605.00	112,500.00	135,000.00
4300 · Training					
4302 · TASN Certification	1,520.00	3,166.67	18,780.00	31,666.70	38,000.00
4307 · Cont. Education Workshops-Ot...					
4307B · Board Meeting Education S...	0.00	41.67	0.00	416.70	500.00
<b>Total 4307 · Cont. Education Worksho...</b>	0.00	41.67	0.00	416.70	500.00

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4309 · Directors Academy	0.00	1,145.83	8,025.00	11,458.30	13,750.00
4310 · Managers Academy	1,975.00	822.92	3,555.00	8,229.20	9,875.00
<b>Total 4300 · Training</b>	<b>3,495.00</b>	<b>5,177.09</b>	<b>30,360.00</b>	<b>51,770.90</b>	<b>62,125.00</b>
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	166.70	200.00
<b>Total 4400 · Pass Through</b>	<b>0.00</b>	<b>16.67</b>	<b>0.00</b>	<b>166.70</b>	<b>200.00</b>
4450 · TASNews /Advertising	1,630.00	7,583.34	62,560.00	75,833.40	91,000.00
4500 · Membership Dues					
4501 · State Dues ( Membership Dues)	5,895.00	10,471.67	173,375.63	104,716.70	125,660.00
4502 · Industry Dues (Membership Du...	3,415.00	2,532.08	50,856.67	25,320.80	30,385.00
<b>Total 4500 · Membership Dues</b>	<b>9,310.00</b>	<b>13,003.75</b>	<b>224,232.30</b>	<b>130,037.50</b>	<b>156,045.00</b>
4600 · Board of Directors					
4612 · Board Meetings	0.00	0.00	0.00	0.00	0.00
4619 · TASN Leadership Camp	0.00	0.00	0.00	0.00	0.00
<b>Total 4600 · Board of Directors</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
4700 · Headquarters					
4704 · Misc. Income	68.00	0.00	5,594.00	0.00	0.00
4708 · Invest. Interest and Dividends	0.00	2,916.67	50,243.84	29,166.70	35,000.00
4717 · Emporium	618.00	0.00	618.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	416.67	5,100.00	4,166.70	5,000.00
4723 · Labels (Directory Mailing)	0.00		50.00		
<b>Total 4700 · Headquarters</b>	<b>686.00</b>	<b>3,333.34</b>	<b>61,605.84</b>	<b>33,333.40</b>	<b>40,000.00</b>
<b>Total Income</b>	<b>46,366.00</b>	<b>115,872.54</b>	<b>1,315,638.14</b>	<b>1,158,725.40</b>	<b>1,390,470.00</b>
<b>Gross Profit</b>	<b>46,366.00</b>	<b>115,872.54</b>	<b>1,315,638.14</b>	<b>1,158,725.40</b>	<b>1,390,470.00</b>
<b>Expense</b>					
6690 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	3,544.94	5,000.00	36,467.67	50,000.00	60,000.00
7102 · Registration	4,453.89	2,083.33	11,363.66	20,833.30	25,000.00
7111 · Facilities	0.00	3,333.33	22,000.00	33,333.30	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	3,986.37	3,333.30	4,000.00
7113 · Awards Ceremony	224.99	500.00	583.92	5,000.00	6,000.00
7115 · Banquet	0.00	7,500.00	0.00	75,000.00	90,000.00
7116 · Industry Event	38,357.37	5,916.67	90,780.67	59,166.70	71,000.00
7120 · Special Meals / Events	1,516.78	166.67	1,816.78	1,666.70	2,000.00
7121 · Conference Planning	240.00	333.33	486.04	3,333.30	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	500.00	4,166.70	5,000.00

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7124 · General Sessions	889.44	4,166.67	31,889.44	41,666.70	50,000.00
7125 · Learning Sessions	3,360.50	2,083.33	13,809.66	20,833.30	25,000.00
7130 · Annual Meeting	117.07	333.33	3,233.98	3,333.30	4,000.00
7131 · Misc. Conference	1,041.48	500.00	5,690.91	5,000.00	6,000.00
7132 · Conf. Temps	0.00	416.67	3,339.37	4,166.70	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	7,500.00	9,000.00
7138 · Chapter Tables	0.00	41.67	0.00	416.70	500.00
<b>Total 7100 · Conference.</b>	<b>53,746.46</b>	<b>33,875.00</b>	<b>225,948.47</b>	<b>338,750.00</b>	<b>406,500.00</b>
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	0.00	6,666.67	67,870.78	66,666.70	80,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>0.00</b>	<b>6,666.67</b>	<b>67,870.78</b>	<b>66,666.70</b>	<b>80,000.00</b>
<b>7300 · Training.</b>					
7309 · Directors Academy	0.00	833.33	3,273.23	8,333.30	10,000.00
7310 · Managers Academy	0.00	666.67	0.00	6,666.70	8,000.00
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>1,500.00</b>	<b>3,273.23</b>	<b>15,000.00</b>	<b>18,000.00</b>
<b>7400 · Pass Through.</b>					
7403 · TASN PAC Expense	0.00	0.00	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	0.00	333.33	3,850.71	3,333.30	4,000.00
7407 · Sales Tax	0.00	16.67	0.00	166.70	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>350.00</b>	<b>3,850.71</b>	<b>3,500.00</b>	<b>4,200.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	0.00	4,000.00	23,794.43	40,000.00	48,000.00
7502 · Graphic Designer	7,200.00	4,000.00	36,000.00	40,000.00	48,000.00
7500 · Publications - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7500 · Publications</b>	<b>7,200.00</b>	<b>8,000.00</b>	<b>59,794.43</b>	<b>80,000.00</b>	<b>96,000.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	213.62	3,750.00	30,912.95	37,500.00	45,000.00
7602 · Public Policy & Legislative	659.89	500.00	2,326.26	5,000.00	6,000.00
7603 · Membership	0.00	250.00	929.08	2,500.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	502.22	1,250.00	1,500.00
7605 · Education	62.89	250.00	754.70	2,500.00	3,000.00
7606 · Area Representatives	716.71	2,500.00	8,185.72	25,000.00	30,000.00
7607 · BOC - Past President's Advisory	0.00	41.67	156.07	416.70	500.00
7608 · Standards of Excellence	0.00	0.00	0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	404.40	1,000.00	1,200.00
7610 · Industry Committee	0.00	125.00	1,749.30	1,250.00	1,500.00
7612 · Board of Dir. Meeting	0.00	333.33	8,243.15	3,333.30	4,000.00
7613 · Parliamentarian	0.00	250.00	124.47	2,500.00	3,000.00
7614 · Other Authorized meetings	0.00	333.33	0.00	3,333.30	4,000.00

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7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	<b>1,653.11</b>	<b>8,558.33</b>	<b>54,288.32</b>	<b>85,583.30</b>	<b>102,700.00</b>
<b>7700 · Headquarters.</b>					
7701 · Rent	12,000.00	6,166.67	66,000.00	61,666.70	74,000.00
7702 · Staff Travel & Meetings	704.88	1,250.00	10,335.35	12,500.00	15,000.00
7702A · Staff Training	0.00	500.00	1,706.84	5,000.00	6,000.00
7703 · Office Supplies	80.99	666.67	4,811.37	6,666.70	8,000.00
7704 · Misc. Expense	195.97	333.33	2,799.44	3,333.30	4,000.00
7705 · Printing	588.88	1,000.00	6,659.55	10,000.00	12,000.00
7706 · Telephone	227.32	416.67	2,632.37	4,166.70	5,000.00
7707 · Postage	3,000.00	1,583.33	18,755.29	15,833.30	19,000.00
7708 · Banking Fees	0.00	16.67	153.30	166.70	200.00
7709 · S/C Merchant Account	0.00	1,666.67	16,837.99	16,666.70	20,000.00
7710 · PC & Server Maintenance	599.71	833.33	6,768.46	8,333.30	10,000.00
7711 · Professional - Dues	0.00	166.67	2,629.64	1,666.70	2,000.00
7712 · Capital Outlay	0.00	583.33	1,837.52	5,833.30	7,000.00
7713 · Copier Maintenance Agreement	1,022.65	1,250.00	10,623.36	12,500.00	15,000.00
7715 · Property Tax	0.00	83.33	255.17	833.30	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	5,927.75	5,000.00	6,000.00
7718 · Marketing	122.59	868.88	3,647.90	8,688.80	10,426.50
7720 · Ballot Systems	0.00	583.33	6,944.63	5,833.30	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	0.00	25,434.05	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>18,542.99</b>	<b>18,468.88</b>	<b>194,759.98</b>	<b>184,688.80</b>	<b>221,626.50</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	4,106.92	0.00	31,696.31	0.00	0.00
7801 · Gross Wages - Other	20,819.23	27,750.00	225,651.84	277,500.00	333,000.00
<b>Total 7801 · Gross Wages</b>	<b>24,926.15</b>	<b>27,750.00</b>	<b>257,348.15</b>	<b>277,500.00</b>	<b>333,000.00</b>
7802 · Company Medicare	296.75	402.38	3,214.21	4,023.80	4,828.50
7803 · Company FICA	1,268.90	1,720.50	13,743.45	17,205.00	20,646.00
7804 · FUTA ( Federal Unemployment)	0.00	28.00	231.23	280.00	336.00
7805 · SUI ( State Unemployment Tax)	0.00	47.25	290.42	472.50	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	2,081.96	2,775.00	22,569.88	27,750.00	33,300.00
7808 · Employee Medical Insurance	1,434.60	3,250.00	26,249.60	32,500.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
<b>Total 7800 · Staff</b>	<b>30,008.36</b>	<b>35,973.13</b>	<b>323,646.94</b>	<b>359,731.30</b>	<b>431,677.50</b>
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	0.00	1,188.83	3,291.72	11,888.30	14,266.00

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7903 · Accounting	0.00	1,166.67	0.00	11,666.70	14,000.00
7904 · Legal Fees	0.00	125.00	1,000.00	1,250.00	1,500.00
<b>Total 7900 · Outside Services.</b>	<b>0.00</b>	<b>2,480.50</b>	<b>4,291.72</b>	<b>24,805.00</b>	<b>29,766.00</b>
8000 · Scholarships / Education	150.00		150.00		
<b>Total Expense</b>	<b>111,300.92</b>	<b>115,872.51</b>	<b>937,874.58</b>	<b>1,158,725.10</b>	<b>1,390,470.00</b>
<b>Net Ordinary Income</b>	<b>-64,934.92</b>	<b>0.03</b>	<b>377,763.56</b>	<b>0.30</b>	<b>0.00</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
1910 · Realized Gain (Loss) on Dispos	0.00	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	51,169.07	0.00	0.00
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>51,169.07</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>51,169.07</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>-64,934.92</b>	<b>0.03</b>	<b>428,932.63</b>	<b>0.30</b>	<b>0.00</b>