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Accrual Basis

TASN Profit & Loss Budget Performance June 2016

	Jun 16	Budget	Sep '15 - Jun 16	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	325.00	1,218.75	12,525.00	12,187.50
4100 · Conference				
4101 · Exhibits	10,180.00	33,645.83	369,300.00	336,458.34
4101A · Kitchen Space Rental	900.00		3,300.00	
4102 · \$225 Ind. Event	2,925.00	5,531.25	57,825.00	55,312.50
4103 · Registration				
A · Early Bird	0.00	22,666.67	193,620.00	226,666.66
B · Regular	4,630.00	2,587.50	16,890.00	25,875.00
Total 4103 · Registration	4,630.00	25,254.17	210,510.00	252,541.66
4105 · Non-Member Packet	4,450.00	750.00	12,640.00	7,500.00
4107 · One Day Reg.	1,050.00	510.42	2,275.00	5,104.16
4108 · Retired Registration	50.00	41.67	400.00	416.66
4110 · Onsite	12,510.00	1,100.00	12,570.00	11,000.00
4115 · Meals / Evening Event	500.00	0.00	800.00	0.00
4125 · Seminars / Misc.	0.00	708.33	0.00	7,083.34
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	200.00	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	200.00	0.00	1,300.00	0.00
4132 · Chapter Tables	-100.00	41.67	250.00	416.66
4134 · Annual Conference Sponsors	0.00	2,916.67	50,500.00	29,166.66
4135 · Sale Items	80.00		80.00	
Total 4100 · Conference	37,375.00	70,500.01	721,750.00	704,999.98
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	0.00	2,416.67	36,750.00	24,166.66
4202 · TASN Industry Seminar Reg.	0.00	9,095.83	89,655.00	90,958.34
Total 4200 · Industry Seminar	0.00	11,512.50	126,405.00	115,125.00
4300 · Training				
4302 · TASN Certification	1,620.00	2,832.50	29,275.00	28,325.00
4307 · Cont. Education Workshops-Other				
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00	416.66
Total 4307 · Cont. Education Workshops-Other	0.00	41.67	0.00	416.66
4309 · Directors Academy	0.00	1,145.83	9,900.00	11,458.34
4310 · Managers Academy	1,975.00	1,975.00	1,975.00	19,750.00
Total 4300 · Training	3,595.00	5,995.00	41,150.00	59,950.00
4400 · Pass Through				

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	Jun 16	Budget	Sep '15 - Jun 16	YTD Budget
4403 · TASN Pac	0.00		0.00	0.00
4407 · Sales Tax	0.00	16.67	0.00	166.66
Total 4400 · Pass Through	0.00	16.67	0.00	166.66
4450 · TASNews Publication	0.00	6,666.67	38,864.00	66,666.66
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	5,897.50	10,166.67	149,981.00	101,666.66
4502 · Industry Dues (Membership Dues)	1,950.00	2,458.33	41,924.58	24,583.34
Total 4500 · Membership Dues	7,847.50	12,625.00	191,905.58	126,250.00
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	10,000.00
Total 4600 · Board of Directors	0.00	1,000.00	56,830.00	10,000.00
4700 · Headquarters				
4704 · Misc. Income	161.32	0.00	1,626.22	0.00
4708 · Invest. Interest and Dividends	0.00	3,058.27	43,650.94	30,582.71
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	4,166.66
4723 · Labels (Directory Mailing)	0.00		146.20	
Total 4700 · Headquarters	161.32	3,474.94	51,773.36	34,749.37
Total Income	49,303.82	113,009.54	1,241,202.94	1,130,095.17
Gross Profit	49,303.82	113,009.54	1,241,202.94	1,130,095.17
Expense				
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00
7100 · Conference.				
7101 · Exhibits	4,710.52	3,833.33	4,710.52	38,333.34
7102 · Registration	13,066.63	1,833.33	17,477.14	18,333.34
7111 · Facilities	-18,246.75	2,666.67	39,240.00	26,666.66
7112 · Awards / Trophies/ Ribbons	0.00	333.33	4,319.24	3,333.34
7113 · Awards Ceremony	0.00	333.33	0.00	3,333.34
7115 · Banquet	19,138.01	7,500.00	19,138.01	75,000.00
7116 · Industry Event	13,225.34	5,437.50	80,537.57	54,375.00
7120 · Special Meals / Events	4,084.77	250.00	4,481.37	2,500.00
7121 · Conference Planning	0.00	83.33	0.00	833.34
7122 · Tours / Entertainment	0.00		0.00	0.00
7123 · Staff Travel / Photographer	0.00	250.00	500.00	2,500.00
7124 · General Sessions	4,350.00	3,333.33	28,542.32	33,333.34
7125 · Learning Sessions	3,498.94	1,750.00	3,498.94	17,500.00
7130 · Annual Meeting	150.00	166.67	266.91	1,666.66

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	Jun 16	Budget	Sep '15 - Jun 16	YTD Budget
7131 · Misc. Conference	931.67	666.67	931.67	6,666.66
7132 · Conf. Temps	2,517.75	416.67	2,517.75	4,166.66
7135 · Sales Items	0.00		0.00	0.00
7136 · T-Shirt Cost	0.00	625.00	0.00	6,250.00
7138 · Chapter Tables	0.00	41.67	0.00	416.66
Total 7100 · Conference.	47,426.88	29,520.83	206,161.44	295,208.34
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	0.00	7,500.00	76,660.62	75,000.00
Total 7200 · Industry Seminar.	0.00	7,500.00	76,660.62	75,000.00
7300 · Training.				
7309 · Directors Academy	0.00	833.33	7,715.47	8,333.34
7310 · Managers Academy	0.00	1,250.00	844.35	12,500.00
Total 7300 · Training.	0.00	2,083.33	8,559.82	20,833.34
7400 · Pass Through.				
7403 · TASN PAC Expense	0.00	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	0.00	333.33	6,083.28	3,333.34
7407 · Sales Tax	0.00	16.67	206.29	166.66
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	6,289.57	3,500.00
7500 · Publications				
7501 · TASNews	0.00	0.00	32,277.13	0.00
7502 · Graphic Designer	3,600.00		36,000.00	
7500 · Publications - Other	0.00	7,416.67	0.00	74,166.66
Total 7500 · Publications	3,600.00	7,416.67	68,277.13	74,166.66
7600 · Board of Directors.				
7601 · Executive Committee	3,911.05	4,500.00	33,700.51	45,000.00
7602 · Public Policy & Legislative	1,183.79	500.00	5,151.59	5,000.00
7603 · Membership	351.20	208.33	701.11	2,083.34
7604 · Organizational Affairs	1,120.24	125.00	1,120.24	1,250.00
7605 · Education	0.00	250.00	1,044.00	2,500.00
7606 · Area Representatives	2,220.01	2,166.67	13,828.76	21,666.66
7607 · BOC - Past President's Advisory	0.00	25.00	0.00	250.00
7608 · Standards of Excellence	0.00	0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	809.10	1,000.00
7610 · Industry Committee	0.00	104.17	0.00	1,041.66
7612 · Board of Dir. Meeting	377.49	333.33	3,730.48	3,333.34
7613 · Parliamentarian	0.00	208.33	0.00	2,083.34
7614 · Other Authorized meetings	0.00	1,333.33	4,937.00	13,333.34
7619 · Leadership Camp	0.00	916.67	9,616.58	9,166.66
7620 · MAT Review	0.00		35,166.24	
Total 7600 · Board of Directors.	9,163.78	10,770.83	109,805.61	107,708.34

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	Jun 16	Budget	Sep '15 - Jun 16	YTD Budget
7700 · Headquarters.				
7701 · Rent	11,385.63	5,333.33	65,913.23	53,333.34
7702 · Staff Travel & Meetings	526.09	1,519.13	10,240.04	15,191.24
7702A · Staff Training	0.00	625.00	4,241.43	6,250.00
7703 · Office Supplies	374.10	666.67	4,025.46	6,666.66
7704 · Misc. Expense	231.33	333.33	2,965.50	3,333.34
7705 · Printing	103.92	833.33	7,748.85	8,333.34
7706 · Telephone	579.50	666.67	5,378.73	6,666.66
7707 · Postage	994.98	1,666.67	17,232.24	16,666.66
7708 · Banking Fees	0.00	16.67	31.50	166.66
7709 · S/C Merchant Account	1,825.29	1,349.40	17,824.59	13,493.95
7710 · PC & Server Maintenance	875.65	1,083.33	10,947.26	10,833.34
7711 · Professional - Dues	0.00	166.67	1,628.00	1,666.66
7712 · Capital Outlay	5,717.24	916.66	9,811.96	9,166.60
7713 · Copier Maintenance Agreement	1,105.02	1,250.00	11,050.20	12,500.00
7715 · Property Tax	0.00	83.33	840.72	833.34
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	4,146.00	5,000.00
7718 · Marketing	106.60	500.00	4,018.41	5,000.00
7720 · Ballot Systems	0.00	500.00	7,411.94	5,000.00
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.	23,825.35	18,010.19	187,015.24	180,101.79
7800 · Staff				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	6,776.55	0.00	20,055.43	0.00
7801 · Gross Wages - Other	19,933.15	27,166.67	226,886.69	271,666.66
Total 7801 · Gross Wages	26,709.70	27,166.67	246,942.12	271,666.66
7802 · Company Medicare	284.08	393.92	3,235.38	3,939.16
7803 · Company FICA	1,214.69	1,684.33	13,834.12	16,843.34
7804 · FUTA (Federal Unemployment)	0.00	28.00	210.00	280.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	197.09	472.50
7806 · Staff Benefits	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	1,494.99	2,037.50	17,016.45	20,375.00
7808 · Employee Medical Insurance	1,960.02	3,583.33	26,733.23	35,833.34
7800 · Staff - Other	0.00	0.00	0.00	0.00
Total 7800 · Staff	31,663.48	34,941.00	308,168.39	349,410.00
7900 · Outside Services.				
7902 · Website Design & Hosting	799.50	1,250.00	7,765.73	12,500.00
7903 · Accounting	0.00	1,083.33	6,030.00	10,833.34
7904 · Legal Fees	0.00	83.33	348.75	833.34
Total 7900 · Outside Services.	799.50	2,416.66	14,144.48	24,166.68

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June 2016

	Jun 16	Budget	Sep '15 - Jun 16	YTD Budget
8000 · Scholarships / Education	11,250.00		11,250.00	
Total Expense	127,728.99	113,009.51	996,332.30	1,130,095.15
Net Ordinary Income	-78,425.17	0.03	244,870.64	0.02
Other Income/Expense				
Other Income				
1910 · Realized Gain (Loss) on Disposa	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	9,185.36	0.00
Total Other Income	0.00	0.00	9,185.36	0.00
Net Other Income	0.00	0.00	9,185.36	0.00
Net Income	-78,425.17	0.03	254,056.00	0.02

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June 2016

	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
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
Total 4126 · Seminars	0.00
4132 · Chapter Tables	500.00
4134 · Annual Conference Sponsors	35,000.00
4135 · Sale Items	
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
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
Total 4307 · Cont. Education Workshops-Other	500.00
4309 · Directors Academy	13,750.00
4310 · Managers Academy	23,700.00
Total 4300 · Training	71,940.00
4400 · Pass Through	

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	Annual Budget
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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	Annual Budget
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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June 2016

	<u>Annual Budget</u>
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.	<u>216,122.25</u>
7800 · Staff	
7801 · Gross Wages	
7809 · Contract / WC Chargeback	0.00
7801 · Gross Wages - Other	326,000.00
Total 7801 · Gross Wages	<u>326,000.00</u>
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	<u>419,292.00</u>
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.	<u>29,000.00</u>

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	<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>