

**TASN**  
**Profit & Loss Budget Performance**  
**June 2018**

	Jun 18	Budget	Sep '17 - Jun 18	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	150.00	1,229.17	12,375.00	12,291.70	14,750.00
4100 · Conference					
4101 · Exhibits	3,740.00	30,208.33	407,270.00	302,083.30	362,500.00
4101A · Kitchen Space Rental	0.00	0.00	3,600.00	0.00	0.00
4102 · \$275 Ind. Event	1,650.00	6,645.83	86,900.00	66,458.30	79,750.00
4103 · Registration					
A · Early Bird	-200.00	23,958.33	273,450.00	239,583.30	287,500.00
B · Regular	3,190.00	2,416.67	18,560.00	24,166.70	29,000.00
<b>Total 4103 · Registration</b>	2,990.00	26,375.00	292,010.00	263,750.00	316,500.00
4105 · Non-Member Packet	0.00	560.42	3,085.00	5,604.20	6,725.00
4107 · One Day Reg.	700.00	500.00	700.00	5,000.00	6,000.00
4108 · Retired Registration	0.00	62.50	750.00	625.00	750.00
4110 · Onsite	12,340.00	729.17	12,340.00	7,291.70	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)	0.00	0.00	1,500.00	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	150.00		1,200.00		
4126 W · Grant Writing	-75.00		0.00		
4126 · Seminars - Other	0.00	833.33	0.00	8,333.30	10,000.00
<b>Total 4126 · Seminars</b>	75.00	833.33	2,700.00	8,333.30	10,000.00
4131 · Misc. Conference	25.00		25.00		
4132 · Chapter Tables	0.00	41.67	150.00	416.70	500.00
4134 · Annual Sponsors	0.00	4,166.67	33,150.00	41,666.70	50,000.00
4135 · Sale Items	0.00	0.00	0.00	0.00	0.00
<b>Total 4100 · Conference</b>	21,520.00	70,122.92	843,880.00	701,229.20	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Spon...	0.00	3,083.33	22,650.00	30,833.30	37,000.00
4202 · TASN Industry Seminar Reg.	0.00	10,000.00	81,050.00	100,000.00	120,000.00
<b>Total 4200 · Industry Seminar</b>	0.00	13,083.33	103,700.00	130,833.30	157,000.00
4300 · Training					
4302 · TASN Certification	1,820.00	3,261.67	18,100.00	32,616.70	39,140.00
4307 · Cont. Education Workshops-...					
4307B · Board Meeting Education...	0.00		0.00	0.00	0.00
<b>Total 4307 · Cont. Education Works...</b>	0.00		0.00	0.00	0.00
4309 · Directors Academy	0.00	1,145.83	4,950.00	11,458.30	13,750.00

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4310 · Managers Academy	4,345.00	1,975.00	14,615.00	19,750.00	23,700.00
<b>Total 4300 · Training</b>	<b>6,165.00</b>	<b>6,382.50</b>	<b>37,665.00</b>	<b>63,825.00</b>	<b>76,590.00</b>
4400 · Pass Through					
4407 · Sales Tax	0.56	16.67	0.56	166.70	200.00
<b>Total 4400 · Pass Through</b>	<b>0.56</b>	<b>16.67</b>	<b>0.56</b>	<b>166.70</b>	<b>200.00</b>
4450 · TASNews /Advertising	0.00	8,333.33	18,665.00	83,333.30	100,000.00
4500 · Membership Dues					
4501 · State Dues ( Membership Du...	8,430.00	10,785.83	159,391.95	107,858.30	129,430.00
4502 · Industry Dues (Membership ...	2,940.00	2,608.08	45,800.65	26,080.80	31,297.00
<b>Total 4500 · Membership Dues</b>	<b>11,370.00</b>	<b>13,393.91</b>	<b>205,192.60</b>	<b>133,939.10</b>	<b>160,727.00</b>
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
<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	3.54	0.00	170.44	0.00	0.00
4708 · Invest. Interest and Dividends	0.00	4,166.67	28,900.76	41,666.70	50,000.00
4717 · Emporium	1,296.30	1,750.00	1,369.05	17,500.00	21,000.00
4721 · SNA LAC Sponsors	0.00	458.33	300.00	4,583.30	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	<b>1,299.84</b>	<b>6,375.00</b>	<b>30,740.25</b>	<b>63,750.00</b>	<b>76,500.00</b>
<b>Total Income</b>	<b>40,505.40</b>	<b>118,936.83</b>	<b>1,252,218.41</b>	<b>1,189,368.30</b>	<b>1,427,242.00</b>
<b>Gross Profit</b>	<b>40,505.40</b>	<b>118,936.83</b>	<b>1,252,218.41</b>	<b>1,189,368.30</b>	<b>1,427,242.00</b>
<b>Expense</b>					
66900 · Reconciliation Discrepancies	0.00		0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	3,074.56	5,000.00	6,275.97	50,000.00	60,000.00
7102 · Registration	12,232.31	2,083.33	14,892.94	20,833.30	25,000.00
7111 · Facillities	0.00	3,333.33	24,911.25	33,333.30	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	1,154.78	3,333.30	4,000.00
7113 · Awards Ceremony	0.00	500.00	1,621.80	5,000.00	6,000.00
7115 · Banquet	8,455.20	7,916.67	79,750.29	79,166.70	95,000.00
7116 · Industry Event	50,967.10	6,645.83	73,325.81	66,458.30	79,750.00
7120 · Special Meals / Events	2,089.32	166.67	2,089.32	1,666.70	2,000.00
7121 · Conference Planning	0.00	333.33	682.76	3,333.30	4,000.00
7123 · Staff Travel / Photographer	2,512.50	416.67	3,350.00	4,166.70	5,000.00

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7124 · General Sessions	11,897.90	4,166.67	33,550.36	41,666.70	50,000.00
7125 · Learning Sessions	8,544.34	1,916.67	18,042.27	19,166.70	23,000.00
7130 · Annual Meeting	453.34	333.33	570.25	3,333.30	4,000.00
7131 · Misc. Conference	1,123.70	500.00	6,402.79	5,000.00	6,000.00
7132 · Conf. Temps	0.00	416.67	0.00	4,166.70	5,000.00
7136 · T-Shirt Cost	5,731.12	750.00	5,731.12	7,500.00	9,000.00
7137 · Emporium Items	72.66	1,000.00	72.66	10,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	416.70	500.00
<b>Total 7100 · Conference.</b>	<b>107,154.05</b>	<b>35,854.17</b>	<b>272,424.37</b>	<b>358,541.70</b>	<b>430,250.00</b>
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	0.00	7,083.33	75,075.34	70,833.30	85,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>0.00</b>	<b>7,083.33</b>	<b>75,075.34</b>	<b>70,833.30</b>	<b>85,000.00</b>
<b>7300 · Training.</b>					
7309 · Directors Academy	0.00	833.33	4,457.29	8,333.30	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	12,500.00	15,000.00
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>2,083.33</b>	<b>4,457.29</b>	<b>20,833.30</b>	<b>25,000.00</b>
<b>7400 · Pass Through.</b>					
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	4,166.70	5,000.00
7407 · Sales Tax	0.00	16.67	5.53	166.70	200.00
7408 · Taxable Resale Expense	0.00		0.00	0.00	0.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>433.34</b>	<b>4,511.57</b>	<b>4,333.40</b>	<b>5,200.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	0.00	4,000.00	31,772.51	40,000.00	48,000.00
7502 · Graphic Designer	0.00	3,600.00	32,400.00	36,000.00	43,200.00
7500 · Publications - Other	0.00		0.00	0.00	0.00
<b>Total 7500 · Publications</b>	<b>0.00</b>	<b>7,600.00</b>	<b>64,172.51</b>	<b>76,000.00</b>	<b>91,200.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	915.47	3,916.67	32,018.54	39,166.70	47,000.00
7602 · Public Policy & Legislative	0.00	500.00	5,765.85	5,000.00	6,000.00
7603 · Membership	227.81	250.00	1,098.99	2,500.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	872.00	1,250.00	1,500.00
7605 · Education	281.80	250.00	1,111.17	2,500.00	3,000.00
7606 · Area Representatives	1,317.81	2,333.33	6,299.74	23,333.30	28,000.00
7607 · BOC - Past President's Advis...	0.00	62.50	0.00	625.00	750.00
7609 · Nominating Committee	0.00	116.67	1,248.91	1,166.70	1,400.00
7610 · Industry Committee	0.00	141.67	1,449.00	1,416.70	1,700.00
7612 · Board of Dir. Meeting	350.50	416.67	12,098.97	4,166.70	5,000.00
7613 · Parliamentarian	0.00	166.67	300.00	1,666.70	2,000.00
7614 · Other Authorized meetings	0.00	333.33	2,061.61	3,333.30	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
<b>Total 7600 · Board of Directors.</b>	<b>3,093.39</b>	<b>8,612.51</b>	<b>64,324.78</b>	<b>86,125.10</b>	<b>103,350.00</b>
<b>7700 · Headquarters.</b>					
7701 · Rent	0.00	6,166.67	60,000.00	61,666.70	74,000.00
7702 · Staff Travel & Meetings	524.08	1,333.33	7,327.06	13,333.30	16,000.00
7702A · Staff Training	199.00	666.67	2,554.00	6,666.70	8,000.00
7703 · Office Supplies	0.00	583.33	1,790.10	5,833.30	7,000.00
7704 · Misc. Expense	-12.00	333.33	2,961.07	3,333.30	4,000.00
7705 · Printing	0.00	916.67	5,091.66	9,166.70	11,000.00
7706 · Telephone	100.00	250.00	2,995.88	2,500.00	3,000.00
7707 · Postage	0.00	1,500.00	12,074.52	15,000.00	18,000.00
7708 · Banking Fees	0.00	16.67	137.40	166.70	200.00
7709 · S/C Merchant Account	1,321.22	1,666.67	20,671.43	16,666.70	20,000.00
7710 · PC & Server Maintenance	0.00	625.00	5,451.71	6,250.00	7,500.00
7711 · Professional - Dues	0.00	208.33	1,601.00	2,083.30	2,500.00
7712 · Capital Outlay	0.00	583.33	2,596.28	5,833.30	7,000.00
7713 · Copier Maintenance Agreeeme...	946.32	1,250.00	9,573.19	12,500.00	15,000.00
7715 · Property Tax	0.00	83.33	172.62	833.30	1,000.00
7716 · Insurance (G/L,Event,W/C)	-113.00	500.00	4,521.00	5,000.00	6,000.00
7718 · Marketing	133.25	750.00	2,802.10	7,500.00	9,000.00
7719 · Classified Ads	0.00		199.00		
7720 · Ballot Systems	0.00	583.33	5,178.30	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		619.50	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>3,098.87</b>	<b>18,016.66</b>	<b>148,317.82</b>	<b>180,166.60</b>	<b>216,200.00</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	18.66	0.00	171.64	0.00	0.00
7801 · Gross Wages - Other	25,490.27	28,958.33	234,057.12	289,583.30	347,500.00
<b>Total 7801 · Gross Wages</b>	<b>25,508.93</b>	<b>28,958.33</b>	<b>234,228.76</b>	<b>289,583.30</b>	<b>347,500.00</b>
7802 · Company Medicare	361.91	419.90	3,321.94	4,199.00	5,038.75
7803 · Company FICA	1,547.45	1,795.42	14,204.13	17,954.20	21,545.00
7804 · FUTA ( Federal Unemployment)	0.00	28.00	210.00	280.00	336.00
7805 · SUI ( State Unemployment Tax)	0.00	47.25	207.00	472.50	567.00
7807 · Retirement Benefits	2,549.03	2,516.33	23,407.12	25,163.30	30,196.00
7808 · Employee Medical Insurance	2,358.70	3,250.00	26,780.18	32,500.00	39,000.00
7800 · Staff - Other	0.00		0.00	0.00	0.00
<b>Total 7800 · Staff</b>	<b>32,326.02</b>	<b>37,015.23</b>	<b>302,359.13</b>	<b>370,152.30</b>	<b>444,182.75</b>
<b>7900 · Outside Services.</b>					

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Accrual Basis

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7902 · Website Design & Hosting	0.00	946.60	3,428.99	9,466.00	11,359.25
7903 · Accounting	0.00	1,166.67	11,500.00	11,666.70	14,000.00
7904 · Legal Fees	0.00	125.00	2,504.50	1,250.00	1,500.00
<b>Total 7900 · Outside Services.</b>	<b>0.00</b>	<b>2,238.27</b>	<b>17,433.49</b>	<b>22,382.70</b>	<b>26,859.25</b>
8000 · Scholarships / Education	0.00	0.00	2,750.00	0.00	0.00
<b>Total Expense</b>	<b>145,672.33</b>	<b>118,936.84</b>	<b>955,826.30</b>	<b>1,189,368.40</b>	<b>1,427,242.00</b>
<b>Net Ordinary Income</b>	<b>-105,166.93</b>	<b>-0.01</b>	<b>296,392.11</b>	<b>-0.10</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
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	31,410.67	0.00	0.00
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>31,410.67</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>31,410.67</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>-105,166.93</b>	<b>-0.01</b>	<b>327,802.78</b>	<b>-0.10</b>	<b>0.00</b>