

**TASN**  
**Profit & Loss Budget Performance**  
**June 2019**

	Jun 19	Budget	Sep '18 - Jun 19	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	125.00	979.17	12,400.00	9,791.70	11,750.00
4100 · Conference					
4101 · Exhibits	924.00	30,208.33	392,413.00	302,083.30	362,500.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	4,500.00	0.00	0.00
4102 · \$275 Ind. Event	1,375.00	6,645.83	83,325.00	66,458.30	79,750.00
4103 · Registration					
A · Early Bird	5,265.00	25,875.00	321,725.00	258,750.00	310,500.00
B · Regular	-310.00	2,583.33	18,600.00	25,833.30	31,000.00
<b>Total 4103 · Registration</b>	4,955.00	28,458.33	340,325.00	284,583.30	341,500.00
4105 · Non-Member Packet	-465.00	579.17	8,005.00	5,791.70	6,950.00
4107 · One Day Reg.	1,600.00	187.50	3,000.00	1,875.00	2,250.00
4108 · Retired Registration	150.00	25.00	600.00	250.00	300.00
4110 · Onsite	2,140.00	891.67	2,140.00	8,916.70	10,700.00
4115 · Meals / Evening Event	1,500.00	0.00	1,800.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	-200.00	0.00	0.00	0.00	0.00
4126 O · Sanitation	0.00		0.00		
4126 P · Safety	0.00		0.00		
4126 U · Financial Management	0.00	0.00	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	4,166.70	5,000.00
<b>Total 4126 · Seminars</b>	-200.00	416.67	0.00	4,166.70	5,000.00
4131 · Misc. Conference	0.00	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	100.00	416.70	500.00
4134 · Annual Sponsors	0.00	4,166.67	46,375.00	41,666.70	50,000.00
4135 · Sale Items	0.00		0.00	0.00	0.00
<b>Total 4100 · Conference</b>	11,979.00	71,620.84	882,583.00	716,208.40	859,450.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	32,500.00	29,166.70	35,000.00
4202 · TASN Industry Seminar Reg.	0.00	6,333.33	77,320.00	63,333.30	76,000.00
<b>Total 4200 · Industry Seminar</b>	0.00	9,250.00	109,820.00	92,500.00	111,000.00
4300 · Training					
4302 · TASN Certification	1,280.00	3,359.50	20,380.00	33,595.00	40,314.00
4309 · Directors Academy	0.00	687.50	0.00	6,875.00	8,250.00
4310 · Managers Academy	-1,580.00	1,481.25	9,875.00	14,812.50	17,775.00
<b>Total 4300 · Training</b>	-300.00	5,528.25	30,255.00	55,282.50	66,339.00
4400 · Pass Through					

**TASN**  
**Profit & Loss Budget Performance**  
**June 2019**

	Jun 19	Budget	Sep '18 - Jun 19	YTD Budget	Annual Budget
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	5,860.00	7,916.67	19,060.00	79,166.70	95,000.00
4500 · Membership Dues					
4501 · State Dues ( Membership Dues)	8,400.00	11,109.42	197,528.73	111,094.20	133,313.00
4502 · Industry Dues (Membership Dues)	550.00	2,686.33	45,406.23	26,863.30	32,236.00
<b>Total 4500 · Membership Dues</b>	<b>8,950.00</b>	<b>13,795.75</b>	<b>242,934.96</b>	<b>137,957.50</b>	<b>165,549.00</b>
4600 · Board of Directors					
4607 · MAT Review	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>
4700 · Headquarters					
4704 · Misc. Income	512.00	416.67	5,455.04	4,166.70	5,000.00
4708 · Invest. Interest and Dividends	-1,407.42	5,000.00	89,971.07	50,000.00	60,000.00
4717 · Emporium	498.50	0.00	498.50	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	458.33	3,950.00	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>-396.92</b>	<b>5,875.00</b>	<b>99,874.61</b>	<b>58,750.00</b>	<b>70,500.00</b>
<b>Total Income</b>	<b>26,217.08</b>	<b>114,982.35</b>	<b>1,396,927.57</b>	<b>1,149,823.50</b>	<b>1,379,788.00</b>
<b>Gross Profit</b>	<b>26,217.08</b>	<b>114,982.35</b>	<b>1,396,927.57</b>	<b>1,149,823.50</b>	<b>1,379,788.00</b>
<b>Expense</b>					
7100 · Conference.					
7101 · Exhibits	1,974.38	5,416.67	2,024.38	54,166.70	65,000.00
7102 · Registration	5,103.00	2,500.00	19,916.20	25,000.00	30,000.00
7111 · Facilities	21,182.00	2,500.00	34,151.00	25,000.00	30,000.00
7112 · Awards / Trophies/ Ribbons	2,410.03	333.33	2,557.99	3,333.30	4,000.00
7113 · Awards Ceremony	0.00	1,000.00	0.00	10,000.00	12,000.00
7115 · Banquet	0.00	8,750.00	75,000.00	87,500.00	105,000.00
7116 · Industry Event	4,194.43	6,645.83	21,963.47	66,458.30	79,750.00
7120 · Special Meals / Events	767.18	304.17	1,517.18	3,041.70	3,650.00
7121 · Conference Planning	-1.75	166.67	1,477.09	1,666.70	2,000.00
7123 · Staff Travel / Photographer	2,674.00	500.00	3,565.00	5,000.00	6,000.00
7124 · General Sesssions	151.55	4,166.67	39,182.97	41,666.70	50,000.00
7125 · Learning Sessions	4,317.01	2,333.33	30,950.71	23,333.30	28,000.00
7130 · Annual Meeting	0.00	583.33	0.00	5,833.30	7,000.00
7131 · Misc. Conference	673.72	500.00	1,313.06	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	0.00	750.00	0.00	7,500.00	9,000.00
7137 · Emporium Items	0.00	0.00	0.00	0.00	0.00

**TASN**  
**Profit & Loss Budget Performance**  
**June 2019**

	Jun 19	Budget	Sep '18 - Jun 19	YTD Budget	Annual Budget
7138 · Chapter Tables	0.00	41.67	0.00	416.70	500.00
<b>Total 7100 · Conference.</b>	43,445.55	36,908.34	233,619.05	369,083.40	442,900.00
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	0.00	7,083.33	93,692.24	70,833.30	85,000.00
<b>Total 7200 · Industry Seminar.</b>	0.00	7,083.33	93,692.24	70,833.30	85,000.00
<b>7300 · Training.</b>					
7309 · Directors Academy	0.00	333.33	0.00	3,333.30	4,000.00
7310 · Managers Academy	-1,570.00	1,125.00	-1,570.00	11,250.00	13,500.00
<b>Total 7300 · Training.</b>	-1,570.00	1,458.33	-1,570.00	14,583.30	17,500.00
<b>7400 · Pass Through.</b>					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.67	4,653.05	4,166.70	5,000.00
7407 · Sales Tax	60.00	16.67	316.53	166.70	200.00
<b>Total 7400 · Pass Through.</b>	60.00	433.34	4,969.58	4,333.40	5,200.00
<b>7500 · Publications</b>					
7501 · TASNews	0.00	4,000.00	34,179.08	40,000.00	48,000.00
7502 · Graphic Designer	3,600.00	7,200.00	36,000.00	36,000.00	43,200.00
<b>Total 7500 · Publications</b>	3,600.00	11,200.00	70,179.08	76,000.00	91,200.00
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	567.50	3,666.67	40,301.70	36,666.70	44,000.00
7602 · Public Policy & Legislative	-334.63	500.00	6,033.89	5,000.00	6,000.00
7603 · Membership	0.00	166.66	766.50	1,666.60	2,000.00
7604 · Organizational Affairs	0.00	83.33	1,094.22	833.30	1,000.00
7605 · Education	0.00	166.67	2,162.33	1,666.70	2,000.00
7606 · Area Representatives	189.64	1,500.00	10,841.81	15,000.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,250.00	1,500.00
7609 · Nominating Committee	0.00	83.33	932.93	833.30	1,000.00
7610 · Industry Committee	0.00	141.67	224.25	1,416.70	1,700.00
7612 · Board of Dir. Meeting	0.00	833.33	9,969.02	8,333.30	10,000.00
7613 · Parliamentarian	0.00	208.33	0.00	2,083.30	2,500.00
7614 · Other Authorized meetings	0.00	500.00	5,962.76	5,000.00	6,000.00
7619 · Leadership Camp	0.00		56.31		
7620 · MAT Review	0.00		0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	422.51	7,974.99	78,345.72	79,749.90	95,700.00
<b>7700 · Headquarters.</b>					
7701 · Rent	6,000.00	6,000.00	66,000.00	60,000.00	72,000.00
7702 · Staff Travel & Meetings	1,011.37	1,500.00	12,378.50	15,000.00	18,000.00
7702A · Staff Training	0.00	500.00	0.00	5,000.00	6,000.00
7703 · Office Supplies	401.01	500.00	3,331.28	5,000.00	6,000.00

**TASN**  
**Profit & Loss Budget Performance**  
**June 2019**

	Jun 19	Budget	Sep '18 - Jun 19	YTD Budget	Annual Budget
7704 · Misc. Expense	303.75	333.33	3,693.36	3,333.30	4,000.00
7705 · Printing	912.55	833.33	5,593.29	8,333.30	10,000.00
7706 · Telephone	277.32	308.33	2,945.47	3,083.30	3,700.00
7707 · Postage	0.00	1,666.67	13,260.70	16,666.70	20,000.00
7708 · Banking Fees	12.00	16.67	80.00	166.70	200.00
7709 · S/C Merchant Account	2,011.70	1,748.96	21,225.18	17,489.60	20,987.50
7710 · PC & Server Maintenance	599.71	666.67	6,557.77	6,666.70	8,000.00
7711 · Professional - Dues	0.00	250.00	2,171.00	2,500.00	3,000.00
7712 · Capital Outlay	0.00	83.33	3,197.60	833.30	1,000.00
7713 · Copier Maintenance Agreement	0.00	1,166.67	10,103.76	11,666.70	14,000.00
7715 · Property Tax	0.00	41.67	227.39	416.70	500.00
7716 · Insurance (G/L,Event,W/C)	0.00	516.67	4,687.00	5,166.70	6,200.00
7718 · Marketing	133.25	416.67	1,347.25	4,166.70	5,000.00
7719 · Classified Ads	0.00		228.92		
7720 · Ballot Systems	0.00	583.33	7,389.17	5,833.30	7,000.00
7723 · Database Maintenance	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	0.00	0.00	0.00
7730 · Membership	0.00		161.32		
<b>Total 7700 · Headquarters.</b>	<b>11,662.66</b>	<b>17,132.30</b>	<b>164,578.96</b>	<b>171,323.00</b>	<b>205,587.50</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	22.38	0.00	10,264.82	0.00	0.00
7801 · Gross Wages - Other	28,697.25	26,250.00	242,918.91	262,500.00	315,000.00
<b>Total 7801 · Gross Wages</b>	<b>28,719.63</b>	<b>26,250.00</b>	<b>253,183.73</b>	<b>262,500.00</b>	<b>315,000.00</b>
7802 · Company Medicare	403.42	380.63	3,409.90	3,806.30	4,567.50
7803 · Company FICA	1,724.95	1,627.50	14,580.22	16,275.00	19,530.00
7804 · FUTA ( Federal Unemployment)	25.37	28.00	395.77	280.00	336.00
7805 · SUI ( State Unemployment Tax)	34.60	47.25	318.03	472.50	567.00
7807 · Retirement Benefits	2,869.70	2,333.33	24,273.84	23,333.30	28,000.00
7808 · Employee Medical Insurance	3,774.96	2,666.67	31,542.64	26,666.70	32,000.00
<b>Total 7800 · Staff</b>	<b>37,552.63</b>	<b>33,333.38</b>	<b>327,704.13</b>	<b>333,333.80</b>	<b>400,000.50</b>
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	0.00	1,000.00	1,499.46	10,000.00	12,000.00
7903 · Accounting	0.00	1,166.67	11,500.00	11,666.70	14,000.00
7904 · Legal Fees	0.00	100.00	1,354.00	1,000.00	1,200.00
<b>Total 7900 · Outside Services.</b>	<b>0.00</b>	<b>2,266.67</b>	<b>14,353.46</b>	<b>22,666.70</b>	<b>27,200.00</b>
<b>8000 · Scholarships / Education</b>	<b>0.00</b>	<b>791.67</b>	<b>4,050.00</b>	<b>7,916.70</b>	<b>9,500.00</b>
<b>Total Expense</b>	<b>95,173.35</b>	<b>118,582.35</b>	<b>989,922.22</b>	<b>1,149,823.50</b>	<b>1,379,788.00</b>

9:10 AM

07/09/19

Accrual Basis

**TASN**  
**Profit & Loss Budget Performance**  
**June 2019**

---

	Jun 19	Budget	Sep '18 - Jun 19	YTD Budget	Annual Budget
<b>Net Ordinary Income</b>	-68,956.27	-3,600.00	407,005.35	0.00	0.00
<b>Other Income/Expense</b>					
<b>Other Income</b>					
1915 · Unrealized/Realized Gain (Loss)	38,834.92	0.00	-67,115.64	0.00	0.00
<b>Total Other Income</b>	38,834.92	0.00	-67,115.64	0.00	0.00
<b>Net Other Income</b>	38,834.92	0.00	-67,115.64	0.00	0.00
<b>Net Income</b>	<u>-30,121.35</u>	<u>-3,600.00</u>	<u>339,889.71</u>	<u>0.00</u>	<u>0.00</u>