

TASN
Profit & Loss Budget Performance
March 2016

	Mar 16	Budget	Sep '15 - Mar 16	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,218.75	0.00	8,531.25	14,625.00
4100 · Conference					
4101 · Exhibits	19,380.00	33,645.83	371,720.00	235,520.85	403,750.00
4101A · Kitchen Space Rental	2,700.00		2,700.00		
4102 · \$225 Ind. Event	0.00	5,531.25	0.00	38,718.75	66,375.00
4103 · Registration					
A · Early Bird	73,600.00	22,666.67	86,710.00	158,666.65	272,000.00
B · Regular	0.00	2,587.50	0.00	18,112.50	31,050.00
Total 4103 · Registration	73,600.00	25,254.17	86,710.00	176,779.15	303,050.00
4105 · Non-Member Packet	3,410.00	750.00	3,410.00	5,250.00	9,000.00
4107 · One Day Reg.	0.00	510.42	0.00	3,572.90	6,125.00
4108 · Retired Registration	50.00	41.67	200.00	291.65	500.00
4110 · Onsite	0.00	1,100.00	60.00	7,700.00	13,200.00
4115 · Meals / Evening Event	-300.00	0.00	0.00	0.00	0.00
4125 · Seminars / Misc.	0.00	708.33	0.00	4,958.35	8,500.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	600.00	0.00	600.00	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 T · Paid Session - Aric Bostick	600.00		880.00		
4126 · Seminars - Other	0.00		0.00	0.00	0.00
Total 4126 · Seminars	1,200.00	0.00	1,480.00	0.00	0.00
4132 · Chapter Tables	50.00	41.67	50.00	291.65	500.00
4134 · Annual Conference Sponsors	13,000.00	2,916.67	34,000.00	20,416.65	35,000.00
Total 4100 · Conference	113,090.00	70,500.01	500,330.00	493,499.95	846,000.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,416.67	36,750.00	16,916.65	29,000.00
4202 · TASN Industry Seminar Reg.	-110.00	9,095.83	95,755.00	63,670.85	109,150.00
Total 4200 · Industry Seminar	-110.00	11,512.50	132,505.00	80,587.50	138,150.00
4300 · Training					
4302 · TASN Certification	4,220.00	2,832.50	19,075.00	19,827.50	33,990.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00	291.65	500.00
Total 4307 · Cont. Education Workshops-Other	0.00	41.67	0.00	291.65	500.00
4309 · Directors Academy	0.00	1,145.83	9,900.00	8,020.85	13,750.00
4310 · Managers Academy	0.00	1,975.00	0.00	13,825.00	23,700.00
Total 4300 · Training	4,220.00	5,995.00	28,975.00	41,965.00	71,940.00
4400 · Pass Through					
4403 · TASN Pac	0.00		0.00	0.00	0.00

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4407 · Sales Tax	0.00	16.67	0.00	116.65	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	116.65	200.00
4450 · TASNews Publication	2,765.00	6,666.67	31,109.00	46,666.65	80,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	8,370.00	10,166.67	119,407.00	71,166.65	122,000.00
4502 · Industry Dues (Membership Dues)	1,350.00	2,458.33	35,064.58	17,208.35	29,500.00
Total 4500 · Membership Dues	9,720.00	12,625.00	154,471.58	88,375.00	151,500.00
4600 · Board of Directors					
4607 · MAT Review	0.00		49,000.00		
4612 · Board Meetings	0.00	0.00	0.00	0.00	0.00
4618 · TASN LAD	0.00		0.00	0.00	0.00
4619 · TASN Leadership Camp	0.00	1,000.00	7,830.00	7,000.00	12,000.00
Total 4600 · Board of Directors	0.00	1,000.00	56,830.00	7,000.00	12,000.00
4700 · Headquarters					
4704 · Misc. Income	1,131.00	0.00	1,703.00	0.00	0.00
4708 · Invest. Interest and Dividends	0.00	3,058.27	34,324.83	21,407.90	36,699.25
4709 · Merchant Interest	0.00		0.00	0.00	0.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors	100.00	416.67	6,250.00	2,916.65	5,000.00
4723 · Labels (Directory Mailing)	0.00		100.00		
Total 4700 · Headquarters	1,231.00	3,474.94	42,377.83	24,324.55	41,699.25
Total Income	130,916.00	113,009.54	946,598.41	791,066.55	1,356,114.25
Gross Profit	130,916.00	113,009.54	946,598.41	791,066.55	1,356,114.25
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	3,833.33	0.00	26,833.35	46,000.00
7102 · Registration	2,428.00	1,833.33	2,428.00	12,833.35	22,000.00
7111 · Facilities	19,620.00	2,666.67	57,486.75	18,666.65	32,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	2,333.35	4,000.00
7113 · Awards Ceremony	0.00	333.33	0.00	2,333.35	4,000.00
7115 · Banquet	0.00	7,500.00	0.00	52,500.00	90,000.00
7116 · Industry Event	558.40	5,437.50	4,308.40	38,062.50	65,250.00
7120 · Special Meals / Events	375.00	250.00	375.00	1,750.00	3,000.00
7121 · Conference Planning	0.00	83.33	0.00	583.35	1,000.00
7122 · Tours / Entertainment	0.00		0.00	0.00	0.00
7123 · Staff Travel / Photographer	0.00	250.00	0.00	1,750.00	3,000.00
7124 · General Sesssions	0.00	3,333.33	4,000.00	23,333.35	40,000.00
7125 · Learning Sessions	0.00	1,750.00	0.00	12,250.00	21,000.00
7130 · Annual Meeting	116.91	166.67	116.91	1,166.65	2,000.00
7131 · Misc. Conference	0.00	666.67	0.00	4,666.65	8,000.00

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7132 · Conf. Temps	0.00	416.67	0.00	2,916.65	5,000.00
7135 · Sales Items	0.00		0.00	0.00	0.00
7136 · T-Shirt Cost	0.00	625.00	0.00	4,375.00	7,500.00
7138 · Chapter Tables	0.00	41.67	0.00	291.65	500.00
Total 7100 · Conference.	23,098.31	29,520.83	68,715.06	206,645.85	354,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,500.00	77,017.77	52,500.00	90,000.00
Total 7200 · Industry Seminar.	0.00	7,500.00	77,017.77	52,500.00	90,000.00
7300 · Training.					
7309 · Directors Academy	3,704.75	833.33	7,328.43	5,833.35	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	8,750.00	15,000.00
Total 7300 · Training.	3,704.75	2,083.33	7,328.43	14,583.35	25,000.00
7400 · Pass Through.					
7403 · TASN PAC Expense	0.00	0.00	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner	0.00	333.33	6,083.28	2,333.35	4,000.00
7407 · Sales Tax	206.29	16.67	206.29	116.65	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	206.29	350.00	6,289.57	2,450.00	4,200.00
7500 · Publications					
7501 · TASNews	0.00	0.00	20,078.36	0.00	0.00
7502 · Graphic Designer	3,600.00		25,200.00		
7500 · Publications - Other	0.00	7,416.67	0.00	51,916.65	89,000.00
Total 7500 · Publications	3,600.00	7,416.67	45,278.36	51,916.65	89,000.00
7600 · Board of Directors.					
7601 · Executive Committee	10,144.59	4,500.00	32,440.50	31,500.00	54,000.00
7602 · Public Policy & Legislative	1,371.90	500.00	3,967.80	3,500.00	6,000.00
7603 · Membership	93.90	208.33	349.91	1,458.35	2,500.00
7604 · Organizational Affairs	0.00	125.00	0.00	875.00	1,500.00
7605 · Education	0.00	250.00	1,044.00	1,750.00	3,000.00
7606 · Area Representatives	1,272.20	2,166.67	9,348.74	15,166.65	26,000.00
7607 · BOC - Past President's Advisory	0.00	25.00	0.00	175.00	300.00
7608 · Standards of Excellence	0.00	0.00	0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	809.10	700.00	1,200.00
7610 · Industry Committee	0.00	104.17	0.00	729.15	1,250.00
7612 · Board of Dir. Meeting	1,375.87	333.33	3,352.99	2,333.35	4,000.00
7613 · Parliamentarian	0.00	208.33	0.00	1,458.35	2,500.00
7614 · Other Authorized meetings	0.00	1,333.33	4,937.00	9,333.35	16,000.00
7619 · Leadership Camp	0.00	916.67	9,616.58	6,416.65	11,000.00
7620 · MAT Review	0.00		35,166.24		
Total 7600 · Board of Directors.	14,258.46	10,770.83	101,032.86	75,395.85	129,250.00
7700 · Headquarters.					

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7701 · Rent	5,385.63	5,333.33	42,478.08	37,333.35	64,000.00
7702 · Staff Travel & Meetings	515.67	1,519.13	8,195.70	10,633.85	18,229.50
7702A · Staff Training	1,215.00	625.00	4,337.43	4,375.00	7,500.00
7703 · Office Supplies	507.42	666.67	2,374.08	4,666.65	8,000.00
7704 · Misc. Expense	2,558.48	333.33	4,585.91	2,333.35	4,000.00
7705 · Printing	604.04	833.33	6,934.81	5,833.35	10,000.00
7706 · Telephone	548.35	666.67	3,669.24	4,666.65	8,000.00
7707 · Postage	3,085.16	1,666.67	13,795.49	11,666.65	20,000.00
7708 · Banking Fees	0.00	16.67	19.50	116.65	200.00
7709 · S/C Merchant Account	0.00	1,349.40	10,058.28	9,445.75	16,192.75
7710 · PC & Server Maintenance	735.02	1,083.33	5,372.47	7,583.35	13,000.00
7711 · Professional - Dues	968.00	166.67	1,628.00	1,166.65	2,000.00
7712 · Capital Outlay	0.00	916.66	4,094.72	6,416.62	11,000.00
7713 · Copier Maintenance Agreement	1,105.02	1,250.00	7,735.14	8,750.00	15,000.00
7715 · Property Tax	0.00	83.33	840.72	583.35	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	3,579.00	3,500.00	6,000.00
7718 · Marketing	106.60	500.00	3,298.61	3,500.00	6,000.00
7720 · Ballot Systems	0.00	500.00	0.00	3,500.00	6,000.00
7721 · TASN LAC	0.00	0.00	0.00	0.00	0.00
7723 · Database Maintenance	1,038.55	0.00	1,116.68	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
Total 7700 · Headquarters.	18,372.94	18,010.19	124,113.86	126,071.22	216,122.25
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	1,249.04	0.00	1,442.32	0.00	0.00
7801 · Gross Wages - Other	21,103.64	27,166.67	167,531.82	190,166.65	326,000.00
Total 7801 · Gross Wages	22,352.68	27,166.67	168,974.14	190,166.65	326,000.00
7802 · Company Medicare	299.84	393.92	2,389.58	2,757.40	4,727.00
7803 · Company FICA	1,282.06	1,684.33	10,217.62	11,790.35	20,212.00
7804 · FUTA (Federal Unemployment)	12.02	28.00	210.00	196.00	336.00
7805 · SUI (State Unemployment Tax)	28.85	47.25	195.35	330.75	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	1,582.75	2,037.50	12,564.84	14,262.50	24,450.00
7808 · Employee Medical Insurance	4,641.21	3,583.33	21,016.97	25,083.35	43,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	30,199.41	34,941.00	215,568.50	244,587.00	419,292.00
7900 · Outside Services.					
7902 · Website Design & Hosting	4,208.40	1,250.00	8,616.23	8,750.00	15,000.00
7903 · Accounting	6,000.00	1,083.33	6,030.00	7,583.35	13,000.00
7904 · Legal Fees	0.00	83.33	348.75	583.35	1,000.00
Total 7900 · Outside Services.	10,208.40	2,416.66	14,994.98	16,916.70	29,000.00

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Total Expense	103,648.56	113,009.51	660,339.39	791,066.62	1,356,114.25
Net Ordinary Income	27,267.44	0.03	286,259.02	-0.07	0.00
Other Income/Expense					
Other Income					
1910 · Realized Gain (Loss) on Disposa	0.00	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-62,615.72	0.00	0.00
Total Other Income	0.00	0.00	-62,615.72	0.00	0.00
Net Other Income	0.00	0.00	-62,615.72	0.00	0.00
Net Income	<u>27,267.44</u>	<u>0.03</u>	<u>223,643.30</u>	<u>-0.07</u>	<u>0.00</u>