

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

|  | Mar 17    | Budget    | Sep '16 - Mar 17 | YTD Budget | Annual Budget |
|--|-----------|-----------|------------------|------------|---------------|
| <b>Ordinary Income/Expense</b>                   |           |           |                  |            |               |
| <b>Income</b>                                    |           |           |                  |            |               |
| 4000 · Scholarship / Education                   | 4,375.00  | 1,166.67  | 11,000.00        | 8,166.69   | 14,000.00     |
| 4100 · Conference                                |           |           |                  |            |               |
| 4101 · Exhibits                                  | 34,950.00 | 30,875.00 | 374,650.00       | 216,125.00 | 370,500.00    |
| 4102 · \$225 Ind. Event                          | 1,800.00  | 5,937.50  | 63,225.00        | 41,562.50  | 71,250.00     |
| 4103 · Registration                              |           |           |                  |            |               |
| A · Early Bird                                   | 48,290.00 | 19,791.67 | 75,540.00        | 138,541.69 | 237,500.00    |
| B · Regular                                      | 0.00      | 2,416.67  | 0.00             | 16,916.69  | 29,000.00     |
| <b>Total 4103 · Registration</b>                 | 48,290.00 | 22,208.34 | 75,540.00        | 155,458.38 | 266,500.00    |
| 4105 · Non-Member Packet                         | 870.00    | 633.33    | 1,305.00         | 4,433.31   | 7,600.00      |
| 4107 · One Day Reg.                              | 200.00    | 500.00    | 200.00           | 3,500.00   | 6,000.00      |
| 4108 · Retired Registration                      | 0.00      | 62.50     | 75.00            | 437.50     | 750.00        |
| 4110 · Onsite                                    | -330.00   | 1,166.67  | 0.00             | 8,166.69   | 14,000.00     |
| 4115 · Meals / Evening Event                     | 200.00    | 0.00      | 300.00           | 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)            | 100.00    | 0.00      | 300.00           | 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                    | 375.00    |           | 525.00           |            |               |
| 4126 V · Serv Safe                               | 0.00      |           | 200.00           |            |               |
| 4126 W · Grant Writing                           | 150.00    |           | 150.00           |            |               |
| 4126 · Seminars - Other                          | -80.00    | 1,250.00  | 0.00             | 8,750.00   | 15,000.00     |
| <b>Total 4126 · Seminars</b>                     | 545.00    | 1,250.00  | 1,175.00         | 8,750.00   | 15,000.00     |
| 4132 · Chapter Tables                            | 0.00      | 41.67     | 0.00             | 291.69     | 500.00        |
| 4134 · Annual Sponsors                           | 12,400.00 | 11,666.67 | 40,275.00        | 81,666.69  | 140,000.00    |
| <b>Total 4100 · Conference</b>                   | 98,925.00 | 74,341.68 | 556,745.00       | 520,391.76 | 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.                | -4,175.00 | 11,250.00 | 77,850.00        | 78,750.00  | 135,000.00    |
| <b>Total 4200 · Industry Seminar</b>             | -4,175.00 | 11,250.00 | 96,605.00        | 78,750.00  | 135,000.00    |
| 4300 · Training                                  |           |           |                  |            |               |
| 4302 · TASN Certification                        | 2,980.00  | 3,166.67  | 12,000.00        | 22,166.69  | 38,000.00     |
| 4307 · Cont. Education Workshops-Other           |           |           |                  |            |               |
| 4307B · Board Meeting Education Ses...           | 0.00      | 41.67     | 0.00             | 291.69     | 500.00        |
| <b>Total 4307 · Cont. Education Workshops...</b> | 0.00      | 41.67     | 0.00             | 291.69     | 500.00        |
| 4309 · Directors Academy                         | -3,068.64 | 1,145.83  | 4,956.36         | 8,020.81   | 13,750.00     |

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| 4310 · Managers Academy                | 0.00       | 822.92     | 0.00             | 5,760.44   | 9,875.00      |
| <b>Total 4300 · Training</b>           | -88.64     | 5,177.09   | 16,956.36        | 36,239.63  | 62,125.00     |
| 4400 · Pass Through                    |            |            |                  |            |               |
| 4407 · Sales Tax                       | 0.00       | 16.67      | 0.00             | 116.69     | 200.00        |
| <b>Total 4400 · Pass Through</b>       | 0.00       | 16.67      | 0.00             | 116.69     | 200.00        |
| 4450 · TASNews /Advertising            | 8,910.00   | 7,583.34   | 48,940.00        | 53,083.38  | 91,000.00     |
| 4500 · Membership Dues                 |            |            |                  |            |               |
| 4501 · State Dues ( Membership Dues)   | 12,100.00  | 10,471.67  | 135,588.13       | 73,301.69  | 125,660.00    |
| 4502 · Industry Dues (Membership Dues) | 4,900.00   | 2,532.08   | 40,531.67        | 17,724.56  | 30,385.00     |
| <b>Total 4500 · Membership Dues</b>    | 17,000.00  | 13,003.75  | 176,119.80       | 91,026.25  | 156,045.00    |
| 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> | 0.00       | 0.00       | 0.00             | 0.00       | 0.00          |
| 4700 · Headquarters                    |            |            |                  |            |               |
| 4704 · Misc. Income                    | -12.00     | 0.00       | 5,274.00         | 0.00       | 0.00          |
| 4708 · Invest. Interest and Dividends  | 3,074.23   | 2,916.67   | 39,664.55        | 20,416.69  | 35,000.00     |
| 4717 · Emporium                        | 0.00       | 0.00       | 0.00             | 0.00       | 0.00          |
| 4721 · SNA LAC Sponsors                | 800.00     | 416.67     | 5,100.00         | 2,916.69   | 5,000.00      |
| 4723 · Labels (Directory Mailing)      | 0.00       |            | 50.00            |            |               |
| <b>Total 4700 · Headquarters</b>       | 3,862.23   | 3,333.34   | 50,088.55        | 23,333.38  | 40,000.00     |
| <b>Total Income</b>                    | 128,808.59 | 115,872.54 | 956,454.71       | 811,107.78 | 1,390,470.00  |
| <b>Gross Profit</b>                    | 128,808.59 | 115,872.54 | 956,454.71       | 811,107.78 | 1,390,470.00  |
| <b>Expense</b>                         |            |            |                  |            |               |
| 66900 · Reconciliation Discrepancies   | 0.00       | 0.00       | 0.00             | 0.00       | 0.00          |
| 7100 · Conference.                     |            |            |                  |            |               |
| 7101 · Exhibits                        | -3,571.68  | 5,000.00   | 0.00             | 35,000.00  | 60,000.00     |
| 7102 · Registration                    | -9,022.37  | 2,083.33   | 2,428.00         | 14,583.31  | 25,000.00     |
| 7111 · Facilities                      | -1,229.00  | 3,333.33   | 22,000.00        | 23,333.31  | 40,000.00     |
| 7112 · Awards / Trophies/ Ribbons      | 0.00       | 333.33     | 0.00             | 2,333.31   | 4,000.00      |
| 7113 · Awards Ceremony                 | 0.00       | 500.00     | 0.00             | 3,500.00   | 6,000.00      |
| 7115 · Banquet                         | 0.00       | 7,500.00   | 0.00             | 52,500.00  | 90,000.00     |
| 7116 · Industry Event                  | 30,000.00  | 5,916.67   | 30,000.00        | 41,416.69  | 71,000.00     |
| 7120 · Special Meals / Events          | 0.00       | 166.67     | 0.00             | 1,166.69   | 2,000.00      |
| 7121 · Conference Planning             | 0.00       | 333.33     | 246.04           | 2,333.31   | 4,000.00      |
| 7123 · Staff Travel / Photographer     | 500.00     | 416.67     | 500.00           | 2,916.69   | 5,000.00      |
| 7124 · General Sesssions               | 0.00       | 4,166.67   | 7,000.00         | 29,166.69  | 50,000.00     |

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| 7125 · Learning Sessions               | 0.00             | 2,083.33         | 0.00             | 14,583.31         | 25,000.00         |
| 7130 · Annual Meeting                  | 0.00             | 333.33           | 0.00             | 2,333.31          | 4,000.00          |
| 7131 · Misc. Conference                | 0.00             | 500.00           | 3,942.45         | 3,500.00          | 6,000.00          |
| 7132 · Conf. Temps                     | 0.00             | 416.67           | 0.00             | 2,916.69          | 5,000.00          |
| 7136 · T-Shirt Cost                    | 0.00             | 750.00           | 0.00             | 5,250.00          | 9,000.00          |
| 7138 · Chapter Tables                  | 0.00             | 41.67            | 0.00             | 291.69            | 500.00            |
| <b>Total 7100 · Conference.</b>        | <b>16,676.95</b> | <b>33,875.00</b> | <b>66,116.49</b> | <b>237,125.00</b> | <b>406,500.00</b> |
| <b>7200 · Industry Seminar.</b>        |                  |                  |                  |                   |                   |
| 7201 · TASN Ind. Seminar               | 0.00             | 6,666.67         | 67,870.78        | 46,666.69         | 80,000.00         |
| <b>Total 7200 · Industry Seminar.</b>  | <b>0.00</b>      | <b>6,666.67</b>  | <b>67,870.78</b> | <b>46,666.69</b>  | <b>80,000.00</b>  |
| <b>7300 · Training.</b>                |                  |                  |                  |                   |                   |
| 7302 · Certification Courses           | 0.00             |                  | 475.00           |                   |                   |
| 7309 · Directors Academy               | 204.59           | 833.33           | 204.59           | 5,833.31          | 10,000.00         |
| 7310 · Managers Academy                | 0.00             | 666.67           | 0.00             | 4,666.69          | 8,000.00          |
| <b>Total 7300 · Training.</b>          | <b>204.59</b>    | <b>1,500.00</b>  | <b>679.59</b>    | <b>10,500.00</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. | 169.91           | 333.33           | 1,919.91         | 2,333.31          | 4,000.00          |
| 7407 · Sales Tax                       | 0.00             | 16.67            | 0.00             | 116.69            | 200.00            |
| 7408 · Taxable Resale Expense          | 0.00             | 0.00             | 0.00             | 0.00              | 0.00              |
| <b>Total 7400 · Pass Through.</b>      | <b>169.91</b>    | <b>350.00</b>    | <b>1,919.91</b>  | <b>2,450.00</b>   | <b>4,200.00</b>   |
| <b>7500 · Publications</b>             |                  |                  |                  |                   |                   |
| 7501 · TASNews                         | 0.00             | 4,000.00         | 12,932.26        | 28,000.00         | 48,000.00         |
| 7502 · Graphic Designer                | 3,600.00         | 4,000.00         | 25,200.00        | 28,000.00         | 48,000.00         |
| 7500 · Publications - Other            | 0.00             | 0.00             | 0.00             | 0.00              | 0.00              |
| <b>Total 7500 · Publications</b>       | <b>3,600.00</b>  | <b>8,000.00</b>  | <b>38,132.26</b> | <b>56,000.00</b>  | <b>96,000.00</b>  |
| <b>7600 · Board of Directors.</b>      |                  |                  |                  |                   |                   |
| 7601 · Executive Committee             | 6,291.60         | 3,750.00         | 19,957.87        | 26,250.00         | 45,000.00         |
| 7602 · Public Policy & Legislative     | 502.77           | 500.00           | 1,616.37         | 3,500.00          | 6,000.00          |
| 7603 · Membership                      | 320.85           | 250.00           | 929.08           | 1,750.00          | 3,000.00          |
| 7604 · Organizational Affairs          | 156.07           | 125.00           | 502.22           | 875.00            | 1,500.00          |
| 7605 · Education                       | 312.14           | 250.00           | 691.81           | 1,750.00          | 3,000.00          |
| 7606 · Area Representatives            | 3,135.82         | 2,500.00         | 7,789.29         | 17,500.00         | 30,000.00         |
| 7607 · BOC - Past President's Advisory | 0.00             | 41.67            | 156.07           | 291.69            | 500.00            |
| 7608 · Standards of Excellence         | 0.00             |                  | 0.00             | 0.00              | 0.00              |
| 7609 · Nominating Committee            | 0.00             | 100.00           | 404.40           | 700.00            | 1,200.00          |
| 7610 · Industry Committee              | 905.07           | 125.00           | 1,749.30         | 875.00            | 1,500.00          |
| 7612 · Board of Dir. Meeting           | 3,573.07         | 333.33           | 7,997.31         | 2,333.31          | 4,000.00          |
| 7613 · Parliamentarian                 | 0.00             | 250.00           | 124.47           | 1,750.00          | 3,000.00          |

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| 7614 · Other Authorized meetings        | 0.00             | 333.33           | 0.00              | 2,333.31          | 4,000.00          |
| 7619 · Leadership Camp                  | 0.00             | 0.00             | 0.00              | 0.00              | 0.00              |
| <b>Total 7600 · Board of Directors.</b> | <b>15,197.39</b> | <b>8,558.33</b>  | <b>41,918.19</b>  | <b>59,908.31</b>  | <b>102,700.00</b> |
| <b>7700 · Headquarters.</b>             |                  |                  |                   |                   |                   |
| 7701 · Rent                             | 6,000.00         | 6,166.67         | 48,000.00         | 43,166.69         | 74,000.00         |
| 7702 · Staff Travel & Meetings          | 702.79           | 1,250.00         | 5,340.09          | 8,750.00          | 15,000.00         |
| 7702A · Staff Training                  | 553.00           | 500.00           | 1,557.84          | 3,500.00          | 6,000.00          |
| 7703 · Office Supplies                  | 693.26           | 666.67           | 2,430.65          | 4,666.69          | 8,000.00          |
| 7704 · Misc. Expense                    | 393.51           | 333.33           | 2,704.63          | 2,333.31          | 4,000.00          |
| 7705 · Printing                         | 147.22           | 1,000.00         | 3,963.04          | 7,000.00          | 12,000.00         |
| 7706 · Telephone                        | 227.32           | 416.67           | 1,950.41          | 2,916.69          | 5,000.00          |
| 7707 · Postage                          | 0.00             | 1,583.33         | 13,443.10         | 11,083.31         | 19,000.00         |
| 7708 · Banking Fees                     | 0.00             | 16.67            | 29.95             | 116.69            | 200.00            |
| 7709 · S/C Merchant Account             | 1,603.08         | 1,666.67         | 12,365.93         | 11,666.69         | 20,000.00         |
| 7710 · PC & Server Maintenance          | 599.71           | 833.33           | 4,969.33          | 5,833.31          | 10,000.00         |
| 7711 · Professional - Dues              | 750.00           | 166.67           | 2,629.64          | 1,166.69          | 2,000.00          |
| 7712 · Capital Outlay                   | 974.31           | 583.33           | 974.31            | 4,083.31          | 7,000.00          |
| 7713 · Copier Maintenance Agreement     | 1,162.38         | 1,250.00         | 8,688.16          | 8,750.00          | 15,000.00         |
| 7715 · Property Tax                     | 0.00             | 83.33            | 255.17            | 583.31            | 1,000.00          |
| 7716 · Insurance (G/L,Event,W/C)        | 0.00             | 500.00           | 5,271.75          | 3,500.00          | 6,000.00          |
| 7718 · Marketing                        | 717.52           | 868.88           | 3,262.75          | 6,082.16          | 10,426.50         |
| 7720 · Ballot Systems                   | 6,944.63         | 583.33           | 6,944.63          | 4,083.31          | 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      | 25,434.05        | 0.00             | 25,434.05         | 0.00              | 0.00              |
| <b>Total 7700 · Headquarters.</b>       | <b>46,902.78</b> | <b>18,468.88</b> | <b>150,215.43</b> | <b>129,282.16</b> | <b>221,626.50</b> |
| <b>7800 · Staff</b>                     |                  |                  |                   |                   |                   |
| 7801 · Gross Wages                      |                  |                  |                   |                   |                   |
| 7809 · Contract / WC Chargeback         | 5,826.66         | 0.00             | 19,566.07         | 0.00              | 0.00              |
| 7801 · Gross Wages - Other              | 24,774.01        | 27,750.00        | 158,959.64        | 194,250.00        | 333,000.00        |
| <b>Total 7801 · Gross Wages</b>         | <b>30,600.67</b> | <b>27,750.00</b> | <b>178,525.71</b> | <b>194,250.00</b> | <b>333,000.00</b> |
| 7802 · Company Medicare                 | 353.68           | 402.38           | 2,264.62          | 2,816.66          | 4,828.50          |
| 7803 · Company FICA                     | 1,512.32         | 1,720.50         | 9,683.12          | 12,043.50         | 20,646.00         |
| 7804 · FUTA ( Federal Unemployment)     | 33.46            | 28.00            | 231.23            | 196.00            | 336.00            |
| 7805 · SUI ( State Unemployment Tax)    | 56.53            | 47.25            | 281.05            | 330.75            | 567.00            |
| 7806 · Staff Benefits                   | 0.00             | 0.00             | 0.00              | 0.00              | 0.00              |
| 7807 · Retirement Benefits              | 2,477.40         | 2,775.00         | 15,900.65         | 19,425.00         | 33,300.00         |
| 7808 · Employee Medical Insurance       | 2,799.74         | 3,250.00         | 20,230.56         | 22,750.00         | 39,000.00         |
| 7800 · Staff - Other                    | 0.00             | 0.00             | 0.00              | 0.00              | 0.00              |
| <b>Total 7800 · Staff</b>               | <b>37,833.80</b> | <b>35,973.13</b> | <b>227,116.94</b> | <b>251,811.91</b> | <b>431,677.50</b> |
| <b>7900 · Outside Services.</b>         |                  |                  |                   |                   |                   |

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Accrual Basis

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| 7902 · Website Design & Hosting        | 262.50            | 1,188.83          | 2,807.39          | 8,321.81          | 14,266.00           |
| 7903 · Accounting                      | -13,250.00        | 1,166.67          | 0.00              | 8,166.69          | 14,000.00           |
| 7904 · Legal Fees                      | 0.00              | 125.00            | 1,000.00          | 875.00            | 1,500.00            |
| <b>Total 7900 · Outside Services.</b>  | <b>-12,987.50</b> | <b>2,480.50</b>   | <b>3,807.39</b>   | <b>17,363.50</b>  | <b>29,766.00</b>    |
| <b>Total Expense</b>                   | <b>107,597.92</b> | <b>115,872.51</b> | <b>597,776.98</b> | <b>811,107.57</b> | <b>1,390,470.00</b> |
| <b>Net Ordinary Income</b>             | <b>21,210.67</b>  | <b>0.03</b>       | <b>358,677.73</b> | <b>0.21</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) | -1,917.78         | 0.00              | 34,029.13         | 0.00              | 0.00                |
| <b>Total Other Income</b>              | <b>-1,917.78</b>  | <b>0.00</b>       | <b>34,029.13</b>  | <b>0.00</b>       | <b>0.00</b>         |
| <b>Net Other Income</b>                | <b>-1,917.78</b>  | <b>0.00</b>       | <b>34,029.13</b>  | <b>0.00</b>       | <b>0.00</b>         |
| <b>Net Income</b>                      | <b>19,292.89</b>  | <b>0.03</b>       | <b>392,706.86</b> | <b>0.21</b>       | <b>0.00</b>         |