

## TASN Profit & Loss Budget Performance March 2018

	Mar 18	Budget	Sep '17 - Mar 18	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Scholarship / Education	2,300.00	1,229.17	11,775.00	8,604.19	14,750.00
4100 · Conference					
4101 · Exhibits	1,150.00	30,208.33	377,680.00	211,458.31	362,500.00
4101A · Kitchen Space Rental	3,000.00	0.00	3,000.00	0.00	0.00
4102 · \$275 Ind. Event	25,300.00	6,645.83	80,300.00	46,520.81	79,750.00
4103 · Registration					
A · Early Bird	43,100.00	23,958.33	77,100.00	167,708.31	287,500.00
B · Regular	0.00	2,416.67	0.00	16,916.69	29,000.00
<b>Total 4103 · Registration</b>	<b>43,100.00</b>	<b>26,375.00</b>	<b>77,100.00</b>	<b>184,625.00</b>	<b>316,500.00</b>
4105 · Non-Member Packet	435.00	560.42	435.00	3,922.94	6,725.00
4107 · One Day Reg.	0.00	500.00	0.00	3,500.00	6,000.00
4108 · Retired Registration	75.00	62.50	375.00	437.50	750.00
4110 · Onsite	0.00	729.17	0.00	5,104.19	8,750.00
4115 · Meals / Evening Event	-100.00	0.00	0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,...	100.00	0.00	300.00	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	75.00		300.00		
4126 W · Grant Writing	0.00		75.00		
4126 · Seminars - Other	0.00	833.33	0.00	5,833.31	10,000.00
<b>Total 4126 · Seminars</b>	<b>175.00</b>	<b>833.33</b>	<b>675.00</b>	<b>5,833.31</b>	<b>10,000.00</b>
4132 · Chapter Tables	0.00	41.67	0.00	291.69	500.00
4134 · Annual Sponsors	5,950.00	4,166.67	24,800.00	29,166.69	50,000.00
4135 · Sale Items	0.00	0.00	0.00	0.00	0.00
<b>Total 4100 · Conference</b>	<b>79,085.00</b>	<b>70,122.92</b>	<b>564,365.00</b>	<b>490,860.44</b>	<b>841,475.00</b>
4200 · Industry Seminar					
4201 · TASN Industry Seminar S...	0.00	3,083.33	22,650.00	21,583.31	37,000.00
4202 · TASN Industry Seminar R...	0.00	10,000.00	81,050.00	70,000.00	120,000.00
<b>Total 4200 · Industry Seminar</b>	<b>0.00</b>	<b>13,083.33</b>	<b>103,700.00</b>	<b>91,583.31</b>	<b>157,000.00</b>
4300 · Training					
4302 · TASN Certification	2,400.00	3,261.67	10,400.00	22,831.69	39,140.00
4307 · Cont. Education Worksh...					
4307B · Board Meeting Educa...	0.00		0.00	0.00	0.00
<b>Total 4307 · Cont. Education Wo...</b>	<b>0.00</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
4309 · Directors Academy	0.00	1,145.83	4,950.00	8,020.81	13,750.00
4310 · Managers Academy	1,580.00	1,975.00	1,580.00	13,825.00	23,700.00

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<b>Total 4300 · Training</b>	3,980.00	6,382.50	16,930.00	44,677.50	76,590.00
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	3,240.00	8,333.33	16,125.00	58,333.31	100,000.00
4500 · Membership Dues					
4501 · State Dues ( Membership...	13,315.00	10,785.83	114,941.95	75,500.81	129,430.00
4502 · Industry Dues (Members...	2,750.00	2,608.08	35,745.65	18,256.56	31,297.00
<b>Total 4500 · Membership Dues</b>	16,065.00	13,393.91	150,687.60	93,757.37	160,727.00
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>	0.00	0.00	0.00	0.00	0.00
4700 · Headquarters					
4704 · Misc. Income	59.90	0.00	139.90	0.00	0.00
4708 · Invest. Interest and Divid...	-2,712.48	4,166.67	31,167.87	29,166.69	50,000.00
4717 · Emporium	0.00	1,750.00	72.75	12,250.00	21,000.00
4721 · SNA LAC Sponsors	0.00	458.33	300.00	3,208.31	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	-2,652.58	6,375.00	31,680.52	44,625.00	76,500.00
<b>Total Income</b>	102,017.42	118,936.83	895,263.12	832,557.81	1,427,242.00
<b>Gross Profit</b>	102,017.42	118,936.83	895,263.12	832,557.81	1,427,242.00
<b>Expense</b>					
66900 · Reconciliation Discrepanci...	0.00		0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	818.46	35,000.00	60,000.00
7102 · Registration	0.00	2,083.33	2,000.00	14,583.31	25,000.00
7111 · Facillities	0.00	3,333.33	24,911.25	23,333.31	40,000.00
7112 · Awards / Trophies/ Ribbo...	51.98	333.33	51.98	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	7,916.67	0.00	55,416.69	95,000.00
7116 · Industry Event	3,625.00	6,645.83	3,625.00	46,520.81	79,750.00
7120 · Special Meals / Events	0.00	166.67	0.00	1,166.69	2,000.00
7121 · Conference Planning	0.00	333.33	396.28	2,333.31	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	837.50	2,916.69	5,000.00
7124 · General Sesssions	17,902.46	4,166.67	21,652.46	29,166.69	50,000.00
7125 · Learning Sessions	8,951.23	1,916.67	8,951.23	13,416.69	23,000.00

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7130 · Annual Meeting	0.00	333.33	0.00	2,333.31	4,000.00
7131 · Misc. Conference	4,130.43	500.00	4,390.43	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
7137 · Emporium Items	0.00	1,000.00	0.00	7,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	291.69	500.00
<b>Total 7100 · Conference.</b>	<b>34,661.10</b>	<b>35,854.17</b>	<b>67,634.59</b>	<b>250,979.19</b>	<b>430,250.00</b>
<b>7200 · Industry Seminar.</b>					
7201 · TASN Ind. Seminar	830.82	7,083.33	74,947.34	49,583.31	85,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>830.82</b>	<b>7,083.33</b>	<b>74,947.34</b>	<b>49,583.31</b>	<b>85,000.00</b>
<b>7300 · Training.</b>					
7309 · Directors Academy	2,824.31	833.33	4,457.29	5,833.31	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	8,750.00	15,000.00
<b>Total 7300 · Training.</b>	<b>2,824.31</b>	<b>2,083.33</b>	<b>4,457.29</b>	<b>14,583.31</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 Dinn...	2,552.77	416.67	4,506.04	2,916.69	5,000.00
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
<b>Total 7400 · Pass Through.</b>	<b>2,552.77</b>	<b>433.34</b>	<b>4,506.04</b>	<b>3,033.38</b>	<b>5,200.00</b>
<b>7500 · Publications</b>					
7501 · TASNews	0.00	4,000.00	21,871.99	28,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	25,200.00	25,200.00	43,200.00
7500 · Publications - Other	0.00		0.00	0.00	0.00
<b>Total 7500 · Publications</b>	<b>3,600.00</b>	<b>7,600.00</b>	<b>47,071.99</b>	<b>53,200.00</b>	<b>91,200.00</b>
<b>7600 · Board of Directors.</b>					
7601 · Executive Committee	10,291.27	3,916.67	25,012.41	27,416.69	47,000.00
7602 · Public Policy & Legislative	2,141.38	500.00	3,788.41	3,500.00	6,000.00
7603 · Membership	356.03	250.00	871.18	1,750.00	3,000.00
7604 · Organizational Affairs	331.74	125.00	872.00	875.00	1,500.00
7605 · Education	0.00	250.00	829.37	1,750.00	3,000.00
7606 · Area Representatives	1,337.57	2,333.33	4,279.68	16,333.31	28,000.00
7607 · BOC - Past President's A...	0.00	62.50	0.00	437.50	750.00
7609 · Nominating Committee	0.00	116.67	1,248.91	816.69	1,400.00
7610 · Industry Committee	442.92	141.67	1,449.00	991.69	1,700.00
7612 · Board of Dir. Meeting	5,265.85	416.67	11,246.38	2,916.69	5,000.00
7613 · Parliamentarian	0.00	166.67	300.00	1,166.69	2,000.00
7614 · Other Authorized meetings	0.00	333.33	1,325.86	2,333.31	4,000.00
7619 · Leadership Camp	0.00		0.00	0.00	0.00

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7620 · MAT Review	0.00	0.00	0.00	0.00	0.00
<b>Total 7600 · Board of Directors.</b>	<b>20,166.76</b>	<b>8,612.51</b>	<b>51,223.20</b>	<b>60,287.57</b>	<b>103,350.00</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	2,201.11	1,333.33	8,965.99	9,333.31	16,000.00
7702A · Staff Training	0.00	666.67	1,110.00	4,666.69	8,000.00
7703 · Office Supplies	228.81	583.33	1,424.37	4,083.31	7,000.00
7704 · Misc. Expense	304.72	333.33	1,979.32	2,333.31	4,000.00
7705 · Printing	1,260.70	916.67	4,461.64	6,416.69	11,000.00
7706 · Telephone	327.32	250.00	2,241.24	1,750.00	3,000.00
7707 · Postage	0.00	1,500.00	6,762.33	10,500.00	18,000.00
7708 · Banking Fees	-16.00	16.67	137.40	116.69	200.00
7709 · S/C Merchant Account	2,148.23	1,666.67	13,525.95	11,666.69	20,000.00
7710 · PC & Server Maintenance	599.71	625.00	4,252.29	4,375.00	7,500.00
7711 · Professional - Dues	876.00	208.33	1,601.00	1,458.31	2,500.00
7712 · Capital Outlay	1,543.00	583.33	2,168.69	4,083.31	7,000.00
7713 · Copier Maintenance Agre...	912.55	1,250.00	6,387.85	8,750.00	15,000.00
7715 · Property Tax	0.00	83.33	172.62	583.31	1,000.00
7716 · Insurance (G/L,Event,W/C)	686.00	500.00	4,634.00	3,500.00	6,000.00
7718 · Marketing	133.25	750.00	2,402.35	5,250.00	9,000.00
7719 · Classified Ads	0.00		199.00		
7720 · Ballot Systems	0.00	583.33	0.00	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 Transacti...	0.00		619.50	0.00	0.00
<b>Total 7700 · Headquarters.</b>	<b>17,205.40</b>	<b>18,016.66</b>	<b>111,045.54</b>	<b>126,116.62</b>	<b>216,200.00</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeb...	18.66	0.00	115.66	0.00	0.00
7801 · Gross Wages - Other	24,124.88	28,958.33	158,594.10	202,708.31	347,500.00
<b>Total 7801 · Gross Wages</b>	<b>24,143.54</b>	<b>28,958.33</b>	<b>158,709.76</b>	<b>202,708.31</b>	<b>347,500.00</b>
7802 · Company Medicare	342.10	419.90	2,250.84	2,939.30	5,038.75
7803 · Company FICA	1,462.77	1,795.42	9,624.27	12,567.94	21,545.00
7804 · FUTA ( Federal Unemploy...	13.85	28.00	210.00	196.00	336.00
7805 · SUI ( State Unemploymen...	28.53	47.25	203.43	330.75	567.00
7807 · Retirement Benefits	2,412.49	2,516.33	15,859.89	17,614.31	30,196.00
7808 · Employee Medical Insura...	2,358.70	3,250.00	19,315.58	22,750.00	39,000.00
7800 · Staff - Other	0.00		0.00	0.00	0.00
<b>Total 7800 · Staff</b>	<b>30,761.98</b>	<b>37,015.23</b>	<b>206,173.77</b>	<b>259,106.61</b>	<b>444,182.75</b>
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	0.00	946.60	3,428.99	6,626.20	11,359.25

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7903 · Accounting	0.00	1,166.67	11,500.00	8,166.69	14,000.00
7904 · Legal Fees	0.00	125.00	2,504.50	875.00	1,500.00
<b>Total 7900 · Outside Services.</b>	<b>0.00</b>	<b>2,238.27</b>	<b>17,433.49</b>	<b>15,667.89</b>	<b>26,859.25</b>
8000 · Scholarships / Education	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	<b>112,603.14</b>	<b>118,936.84</b>	<b>584,493.25</b>	<b>832,557.88</b>	<b>1,427,242.00</b>
<b>Net Ordinary Income</b>	<b>-10,585.72</b>	<b>-0.01</b>	<b>310,769.87</b>	<b>-0.07</b>	<b>0.00</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
1910 · Realized Gain (Loss) on Dispo...	0.00		0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	-13,933.32	0.00	21,242.00	0.00	0.00
<b>Total Other Income</b>	<b>-13,933.32</b>	<b>0.00</b>	<b>21,242.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>-13,933.32</b>	<b>0.00</b>	<b>21,242.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>-24,519.04</b>	<b>-0.01</b>	<b>332,011.87</b>	<b>-0.07</b>	<b>0.00</b>