

TASN
Profit & Loss Budget Performance
March 2019

	Mar 19	Budget	Sep '18 - Mar 19	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	1,325.00	979.17	11,800.00	6,854.19
4100 · Conference				
4101 · Exhibits	16,850.00	30,208.33	359,654.00	211,458.31
4101A · Kitchen Space Rental / ICE	4,500.00	0.00	4,500.00	0.00
4102 · \$275 Ind. Event	14,575.00	6,645.83	76,725.00	46,520.81
4103 · Registration				
A · Early Bird	47,170.00	25,875.00	72,060.00	181,125.00
B · Regular	0.00	2,583.33	0.00	18,083.31
Total 4103 · Registration	47,170.00	28,458.33	72,060.00	199,208.31
4105 · Non-Member Packet	0.00	579.17	0.00	4,054.19
4107 · One Day Reg.	0.00	187.50	0.00	1,312.50
4108 · Retired Registration	0.00	25.00	75.00	175.00
4110 · Onsite	0.00	891.67	0.00	6,241.69
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	-100.00	0.00	-100.00	200.00
4126 O · Sanitation	0.00		0.00	
4126 P · Safety	0.00		30.00	
4126 U · Financial Management	0.00	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	2,916.69
Total 4126 · Seminars	-100.00	416.67	-70.00	3,116.69
4131 · Misc. Conference	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	0.00	291.69
4134 · Annual Sponsors	4,400.00	4,166.67	34,275.00	29,166.69
4135 · Sale Items	0.00		0.00	0.00
Total 4100 · Conference	87,395.00	71,620.84	547,219.00	501,545.88
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	32,500.00	20,416.69
4202 · TASN Industry Seminar Reg.	0.00	6,333.33	77,320.00	44,333.31
Total 4200 · Industry Seminar	0.00	9,250.00	109,820.00	64,750.00
4300 · Training				
4302 · TASN Certification	2,500.00	3,359.50	12,660.00	23,516.50
4309 · Directors Academy	0.00	687.50	0.00	4,812.50
4310 · Managers Academy	395.00	1,481.25	395.00	10,368.75
Total 4300 · Training	2,895.00	5,528.25	13,055.00	38,697.75
4400 · Pass Through				
4407 · Sales Tax	0.00	16.67	0.00	116.69
Total 4400 · Pass Through	0.00	16.67	0.00	116.69
4450 · TASNews /Advertising	2,670.00	7,916.67	10,660.00	55,416.69
4500 · Membership Dues				
4501 · State Dues (Membership Dues)	18,305.00	11,109.42	160,283.73	77,765.94
4502 · Industry Dues (Membership Dues)	3,435.00	2,686.33	39,116.23	18,804.31
Total 4500 · Membership Dues	21,740.00	13,795.75	199,399.96	96,570.25
4600 · Board of Directors				
4607 · MAT Review	0.00		0.00	0.00
Total 4600 · Board of Directors	0.00		0.00	0.00
4700 · Headquarters				
4704 · Misc. Income	115.01	416.67	5,411.88	2,916.69
4708 · Invest. Interest and Dividends	39,619.68	5,000.00	70,433.61	35,000.00
4717 · Emporium	0.00	0.00	0.00	0.00

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4721 · SNA LAC Sponsors/ Guests	0.00	458.33	3,950.00	3,208.31
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	39,734.69	5,875.00	79,795.49	41,125.00
Total Income	155,759.69	114,982.35	971,749.45	805,076.45
Gross Profit	155,759.69	114,982.35	971,749.45	805,076.45
Expense				
7100 · Conference.				
7101 · Exhibits	0.00	5,416.67	0.00	37,916.69
7102 · Registration	0.00	2,500.00	0.00	17,500.00
7111 · Facilities	0.00	2,500.00	12,969.00	17,500.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	2,333.31
7113 · Awards Ceremony	0.00	1,000.00	0.00	7,000.00
7115 · Banquet	0.00	8,750.00	0.00	61,250.00
7116 · Industry Event	0.00	6,645.83	3,425.00	46,520.81
7120 · Special Meals / Events	0.00	304.17	0.00	2,129.19
7121 · Conference Planning	368.00	166.67	1,478.84	1,166.69
7123 · Staff Travel / Photographer	0.00	500.00	1,486.00	3,500.00
7124 · General Sesssions	0.00	4,166.67	556.42	29,166.69
7125 · Learning Sessions	0.00	2,333.33	0.00	16,333.31
7130 · Annual Meeting	0.00	583.33	0.00	4,083.31
7131 · Misc. Conference	0.00	500.00	-1,765.26	3,500.00
7132 · Conf. Temps	0.00	416.67	0.00	2,916.69
7136 · T-Shirt Cost	0.00	750.00	0.00	5,250.00
7137 · Emporium Items	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	291.69
Total 7100 · Conference.	368.00	36,908.34	18,150.00	258,358.38
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	0.00	7,083.33	93,561.24	49,583.31
Total 7200 · Industry Seminar.	0.00	7,083.33	93,561.24	49,583.31
7300 · Training.				
7309 · Directors Academy	0.00	333.33	0.00	2,333.31
7310 · Managers Academy	0.00	1,125.00	0.00	7,875.00
Total 7300 · Training.	0.00	1,458.33	0.00	10,208.31
7400 · Pass Through.				
7405 · SNA- TX Delegation Dinner/Misc.	39.02	416.67	4,553.05	2,916.69
7407 · Sales Tax	256.53	16.67	316.53	116.69
Total 7400 · Pass Through.	295.55	433.34	4,869.58	3,033.38
7500 · Publications				
7501 · TASNews	0.00	4,000.00	9,275.88	28,000.00
7502 · Graphic Designer	3,600.00	3,600.00	25,200.00	25,200.00
Total 7500 · Publications	3,600.00	7,600.00	34,475.88	53,200.00
7600 · Board of Directors.				
7601 · Executive Committee	10,846.71	3,666.67	32,635.87	25,666.69
7602 · Public Policy & Legislative	4,218.78	500.00	4,876.80	3,500.00
7603 · Membership	172.25	166.66	542.25	1,166.62
7604 · Organizational Affairs	172.25	83.33	869.97	583.31
7605 · Education	172.25	166.67	599.75	1,166.69
7606 · Area Representatives	3,908.93	1,500.00	8,541.27	10,500.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	875.00
7609 · Nominating Committee	172.25	83.33	932.93	583.31
7610 · Industry Committee	0.00	141.67	0.00	991.69
7612 · Board of Dir. Meeting	3,852.41	833.33	4,465.74	5,833.31
7613 · Parlimentarian	0.00	208.33	0.00	1,458.31
7614 · Other Authorized meetings	1,657.87	500.00	7,788.02	3,500.00
7619 · Leadership Camp	0.00		56.31	

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7620 · MAT Review	0.00		0.00	0.00
Total 7600 · Board of Directors.	25,173.70	7,974.99	61,308.91	55,824.93
7700 · Headquarters.				
7701 · Rent	6,000.00	6,000.00	48,000.00	42,000.00
7702 · Staff Travel & Meetings	1,329.36	1,500.00	9,611.31	10,500.00
7702A · Staff Training	0.00	500.00	0.00	3,500.00
7703 · Office Supplies	246.34	500.00	1,246.42	3,500.00
7704 · Misc. Expense	271.72	333.33	2,256.65	2,333.31
7705 · Printing	702.54	833.33	3,626.44	5,833.31
7706 · Telephone	399.59	308.33	2,113.51	2,158.31
7707 · Postage	34.01	1,666.67	10,536.11	11,666.69
7708 · Banking Fees	24.00	16.67	68.00	116.69
7709 · S/C Merchant Account	2,098.41	1,748.96	12,767.06	12,242.72
7710 · PC & Server Maintenance	599.71	666.67	4,758.64	4,666.69
7711 · Professional - Dues	400.00	250.00	1,802.00	1,750.00
7712 · Capital Outlay	0.00	83.33	3,197.60	583.31
7713 · Copier Maintenance Agreement	2,838.96	1,166.67	8,109.59	8,166.69
7715 · Property Tax	0.00	41.67	227.39	291.69
7716 · Insurance (G/L,Event,W/C)	634.00	516.67	4,796.00	3,616.69
7718 · Marketing	170.25	416.67	947.50	2,916.69
7719 · Classified Ads	0.00		228.92	
7720 · Ballot Systems	0.00	583.33	0.00	4,083.31
7723 · Database Maintenance	0.00		0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00	0.00
7730 · Membership	0.00		161.32	
Total 7700 · Headquarters.	15,748.89	17,132.30	114,454.46	119,926.10
7800 · Staff				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	5,469.67	0.00	6,984.52	0.00
7801 · Gross Wages - Other	20,886.65	26,250.00	159,541.49	183,750.00
Total 7801 · Gross Wages	26,356.32	26,250.00	166,526.01	183,750.00
7802 · Company Medicare	293.57	380.63	2,256.76	2,664.41
7803 · Company FICA	1,255.31	1,627.50	9,649.57	11,392.50
7804 · FUTA (Federal Unemployment)	4.45	28.00	269.77	196.00
7805 · SUI (State Unemployment Tax)	17.08	47.25	223.06	330.75
7807 · Retirement Benefits	2,985.62	2,333.33	16,011.46	16,333.31
7808 · Employee Medical Insurance	3,947.46	2,666.67	16,554.78	18,666.69
Total 7800 · Staff	34,859.81	33,333.38	211,491.41	233,333.66
7900 · Outside Services.				
7902 · Website Design & Hosting	0.00	1,000.00	436.12	7,000.00
7903 · Accounting	0.00	1,166.67	11,500.00	8,166.69
7904 · Legal Fees	0.00	100.00	1,000.00	700.00
Total 7900 · Outside Services.	0.00	2,266.67	12,936.12	15,866.69
8000 · Scholarships / Education	0.00	791.67	0.00	5,541.69
Total Expense	80,045.95	114,982.35	551,247.60	804,876.45
Net Ordinary Income	75,713.74	0.00	420,501.85	200.00
Other Income/Expense				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	-2,417.45	0.00	-79,523.66	0.00
Total Other Income	-2,417.45	0.00	-79,523.66	0.00
Net Other Income	-2,417.45	0.00	-79,523.66	0.00
Net Income	73,296.29	0.00	340,978.19	200.00

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	Annual Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	11,750.00
4100 · Conference	
4101 · Exhibits	362,500.00
4101A · Kitchen Space Rental / ICE	0.00
4102 · \$275 Ind. Event	79,750.00
4103 · Registration	
A · Early Bird	310,500.00
B · Regular	31,000.00
Total 4103 · Registration	341,500.00
4105 · Non-Member Packet	6,950.00
4107 · One Day Reg.	2,250.00
4108 · Retired Registration	300.00
4110 · Onsite	10,700.00
4115 · Meals / Evening Event	0.00
4126 · Seminars	
4126 N · Train the Trainer (I,II,III)	0.00
4126 O · Sanitation	
4126 P · Safety	
4126 U · Financial Management	0.00
4126 W · Grant Writing	0.00
4126 · Seminars - Other	5,000.00
Total 4126 · Seminars	5,000.00
4131 · Misc. Conference	0.00
4132 · Chapter Tables	500.00
4134 · Annual Sponsors	50,000.00
4135 · Sale Items	0.00
Total 4100 · Conference	859,450.00
4200 · Industry Seminar	
4201 · TASN Industry Seminar Sponsor	35,000.00
4202 · TASN Industry Seminar Reg.	76,000.00
Total 4200 · Industry Seminar	111,000.00
4300 · Training	
4302 · TASN Certification	40,314.00
4309 · Directors Academy	8,250.00
4310 · Managers Academy	17,775.00
Total 4300 · Training	66,339.00
4400 · Pass Through	
4407 · Sales Tax	200.00
Total 4400 · Pass Through	200.00
4450 · TASNews /Advertising	95,000.00
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	133,313.00
4502 · Industry Dues (Membership Dues)	32,236.00
Total 4500 · Membership Dues	165,549.00
4600 · Board of Directors	
4607 · MAT Review	0.00
Total 4600 · Board of Directors	0.00
4700 · Headquarters	
4704 · Misc. Income	5,000.00
4708 · Invest. Interest and Dividends	60,000.00
4717 · Emporium	0.00

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	Annual Budget
4721 · SNA LAC Sponsors/ Guests	5,500.00
4723 · Labels (Directory Mailing)	0.00
Total 4700 · Headquarters	70,500.00
Total Income	1,379,788.00
Gross Profit	1,379,788.00
Expense	
7100 · Conference.	
7101 · Exhibits	65,000.00
7102 · Registration	30,000.00
7111 · Facilities	30,000.00
7112 · Awards / Trophies/ Ribbons	4,000.00
7113 · Awards Ceremony	12,000.00
7115 · Banquet	105,000.00
7116 · Industry Event	79,750.00
7120 · Special Meals / Events	3,650.00
7121 · Conference Planning	2,000.00
7123 · Staff Travel / Photographer	6,000.00
7124 · General Sesssions	50,000.00
7125 · Learning Sessions	28,000.00
7130 · Annual Meeting	7,000.00
7131 · Misc. Conference	6,000.00
7132 · Conf. Temps	5,000.00
7136 · T-Shirt Cost	9,000.00
7137 · Emporium Items	0.00
7138 · Chapter Tables	500.00
Total 7100 · Conference.	442,900.00
7200 · Industry Seminar.	
7201 · TASN Ind. Seminar	85,000.00
Total 7200 · Industry Seminar.	85,000.00
7300 · Training.	
7309 · Directors Academy	4,000.00
7310 · Managers Academy	13,500.00
Total 7300 · Training.	17,500.00
7400 · Pass Through.	
7405 · SNA- TX Delegation Dinner/Misc.	5,000.00
7407 · Sales Tax	200.00
Total 7400 · Pass Through.	5,200.00
7500 · Publications	
7501 · TASNews	48,000.00
7502 · Graphic Designer	43,200.00
Total 7500 · Publications	91,200.00
7600 · Board of Directors.	
7601 · Executive Committee	44,000.00
7602 · Public Policy & Legislative	6,000.00
7603 · Membership	2,000.00
7604 · Organizational Affairs	1,000.00
7605 · Education	2,000.00
7606 · Area Representatives	18,000.00
7607 · BOC - Past President's Advisory	1,500.00
7609 · Nominating Committee	1,000.00
7610 · Industry Committee	1,700.00
7612 · Board of Dir. Meeting	10,000.00
7613 · Parlimentarian	2,500.00
7614 · Other Authorized meetings	6,000.00
7619 · Leadership Camp	

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	Annual Budget
7620 · MAT Review	0.00
Total 7600 · Board of Directors.	95,700.00
7700 · Headquarters.	
7701 · Rent	72,000.00
7702 · Staff Travel & Meetings	18,000.00
7702A · Staff Training	6,000.00
7703 · Office Supplies	6,000.00
7704 · Misc. Expense	4,000.00
7705 · Printing	10,000.00
7706 · Telephone	3,700.00
7707 · Postage	20,000.00
7708 · Banking Fees	200.00
7709 · S/C Merchant Account	20,987.50
7710 · PC & Server Maintenance	8,000.00
7711 · Professional - Dues	3,000.00
7712 · Capital Outlay	1,000.00
7713 · Copier Maintenance Agreement	14,000.00
7715 · Property Tax	500.00
7716 · Insurance (G/L,Event,W/C)	6,200.00
7718 · Marketing	5,000.00
7719 · Classified Ads	
7720 · Ballot Systems	7,000.00
7723 · Database Maintenance	0.00
7725 · Depreciation Expense	0.00
7727 · Previous Years Transactions	0.00
7730 · Membership	
Total 7700 · Headquarters.	205,587.50
7800 · Staff	
7801 · Gross Wages	
7809 · Contract / WC Chargeback	0.00
7801 · Gross Wages - Other	315,000.00
Total 7801 · Gross Wages	315,000.00
7802 · Company Medicare	4,567.50
7803 · Company FICA	19,530.00
7804 · FUTA (Federal Unemployment)	336.00
7805 · SUI (State Unemployment Tax)	567.00
7807 · Retirement Benefits	28,000.00
7808 · Employee Medical Insurance	32,000.00
Total 7800 · Staff	400,000.50
7900 · Outside Services.	
7902 · Website Design & Hosting	12,000.00
7903 · Accounting	14,000.00
7904 · Legal Fees	1,200.00
Total 7900 · Outside Services.	27,200.00
8000 · Scholarships / Education	9,500.00
Total Expense	1,379,788.00
Net Ordinary Income	0.00
Other Income/Expense	
Other Income	
1915 · Unrealized/Realized Gain (Loss)	0.00
Total Other Income	0.00
Net Other Income	0.00
Net Income	0.00