

TASN
Profit & Loss Budget Performance
May 2017

	May 17	Budget	Sep '16 - May 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	425.00	1,166.67	11,575.00	10,500.03	14,000.00
4100 · Conference					
4101 · Exhibits	26,425.00	30,875.00	402,575.00	277,875.00	370,500.00
4101A · Kitchen Space Rental	3,000.00		3,000.00		
4102 · \$225 Ind. Event	3,150.00	5,937.50	68,175.00	53,437.50	71,250.00
4103 · Registration					
A · Early Bird	58,900.00	19,791.67	242,350.00	178,125.03	237,500.00
B · Regular	20,815.00	2,416.67	20,890.00	21,750.03	29,000.00
Total 4103 · Registration	79,715.00	22,208.34	263,240.00	199,875.06	266,500.00
4105 · Non-Member Packet	3,390.00	633.33	9,415.00	5,699.97	7,600.00
4107 · One Day Reg.	1,400.00	500.00	2,000.00	4,500.00	6,000.00
4108 · Retired Registration	375.00	62.50	450.00	562.50	750.00
4110 · Onsite	0.00	1,166.67	0.00	10,500.03	14,000.00
4115 · Meals / Evening Event	300.00	0.00	1,400.00	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)	-300.00	0.00	0.00	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	1,050.00		1,950.00		
4126 V · Serv Safe	-200.00		0.00		
4126 W · Grant Writing	150.00		825.00		
4126 · Seminars - Other	0.00	1,250.00	0.00	11,250.00	15,000.00
Total 4126 · Seminars	700.00	1,250.00	2,775.00	11,250.00	15,000.00
4132 · Chapter Tables	100.00	41.67	150.00	375.03	500.00
4134 · Annual Sponsors	0.00	11,666.67	44,275.00	105,000.03	140,000.00
Total 4100 · Conference	118,555.00	74,341.68	797,455.00	669,075.12	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.	0.00	11,250.00	77,850.00	101,250.00	135,000.00
Total 4200 · Industry Seminar	0.00	11,250.00	96,605.00	101,250.00	135,000.00
4300 · Training					
4302 · TASN Certification	3,200.00	3,166.67	17,240.00	28,500.03	38,000.00
4307 · Cont. Education Workshops-Ot...					
4307B · Board Meeting Education S...	0.00	41.67	0.00	375.03	500.00
Total 4307 · Cont. Education Worksho...	0.00	41.67	0.00	375.03	500.00
4309 · Directors Academy	0.00	1,145.83	8,025.00	10,312.47	13,750.00

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4310 · Managers Academy	1,580.00	822.92	1,580.00	7,406.28	9,875.00
Total 4300 · Training	4,780.00	5,177.09	26,845.00	46,593.81	62,125.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	150.03	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	150.03	200.00
4450 · TASNews /Advertising	4,080.00	7,583.34	60,930.00	68,250.06	91,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	11,807.50	10,471.67	167,360.63	94,245.03	125,660.00
4502 · Industry Dues (Membership Dues)	4,860.00	2,532.08	47,441.67	22,788.72	30,385.00
Total 4500 · Membership Dues	16,667.50	13,003.75	214,802.30	117,033.75	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
Total 4600 · Board of Directors	0.00	0.00	0.00	0.00	0.00
4700 · Headquarters					
4704 · Misc. Income	-283.00	0.00	5,306.00	0.00	0.00
4708 · Invest. Interest and Dividends	8,795.44	2,916.67	48,459.99	26,250.03	35,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	416.67	5,100.00	3,750.03	5,000.00
4723 · Labels (Directory Mailing)	0.00		50.00		
Total 4700 · Headquarters	8,512.44	3,333.34	58,915.99	30,000.06	40,000.00
Total Income	153,019.94	115,872.54	1,267,128.29	1,042,852.86	1,390,470.00
Gross Profit	153,019.94	115,872.54	1,267,128.29	1,042,852.86	1,390,470.00
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	32,851.78	5,000.00	32,851.78	45,000.00	60,000.00
7102 · Registration	4,552.72	2,083.33	6,980.72	18,749.97	25,000.00
7111 · Facilities	0.00	3,333.33	22,000.00	29,999.97	40,000.00
7112 · Awards / Trophies/ Ribbons	3,986.37	333.33	3,986.37	2,999.97	4,000.00
7113 · Awards Ceremony	358.93	500.00	358.93	4,500.00	6,000.00
7115 · Banquet	0.00	7,500.00	0.00	67,500.00	90,000.00
7116 · Industry Event	18,823.30	5,916.67	52,423.30	53,250.03	71,000.00
7120 · Special Meals / Events	0.00	166.67	300.00	1,500.03	2,000.00
7121 · Conference Planning	0.00	333.33	246.04	2,999.97	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	500.00	3,750.03	5,000.00
7124 · General Sesssions	24,000.00	4,166.67	31,000.00	37,500.03	50,000.00

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7125 · Learning Sessions	10,449.16	2,083.33	10,449.16	18,749.97	25,000.00
7130 · Annual Meeting	3,000.00	333.33	3,116.91	2,999.97	4,000.00
7131 · Misc. Conference	502.23	500.00	4,649.43	4,500.00	6,000.00
7132 · Conf. Temps	3,339.37	416.67	3,339.37	3,750.03	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	6,750.00	9,000.00
7138 · Chapter Tables	0.00	41.67	0.00	375.03	500.00
Total 7100 · Conference.	101,863.86	33,875.00	172,202.01	304,875.00	406,500.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	6,666.67	67,870.78	60,000.03	80,000.00
Total 7200 · Industry Seminar.	0.00	6,666.67	67,870.78	60,000.03	80,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	3,273.23	7,499.97	10,000.00
7310 · Managers Academy	0.00	666.67	0.00	6,000.03	8,000.00
Total 7300 · Training.	0.00	1,500.00	3,273.23	13,500.00	18,000.00
7400 · Pass Through.					
7403 · TASN PAC Expense	0.00	0.00	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	0.00	333.33	3,850.71	2,999.97	4,000.00
7407 · Sales Tax	0.00	16.67	0.00	150.03	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	3,850.71	3,150.00	4,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	23,794.43	36,000.00	48,000.00
7502 · Graphic Designer	0.00	4,000.00	28,800.00	36,000.00	48,000.00
7500 · Publications - Other	0.00	0.00	0.00	0.00	0.00
Total 7500 · Publications	0.00	8,000.00	52,594.43	72,000.00	96,000.00
7600 · Board of Directors.					
7601 · Executive Committee	4,252.05	3,750.00	31,365.69	33,750.00	45,000.00
7602 · Public Policy & Legislative	0.00	500.00	1,666.37	4,500.00	6,000.00
7603 · Membership	0.00	250.00	929.08	2,250.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	502.22	1,125.00	1,500.00
7605 · Education	0.00	250.00	691.81	2,250.00	3,000.00
7606 · Area Representatives	-320.28	2,500.00	7,469.01	22,500.00	30,000.00
7607 · BOC - Past President's Advisory	0.00	41.67	156.07	375.03	500.00
7608 · Standards of Excellence	0.00		0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	404.40	900.00	1,200.00
7610 · Industry Committee	0.00	125.00	1,749.30	1,125.00	1,500.00
7612 · Board of Dir. Meeting	231.84	333.33	8,243.15	2,999.97	4,000.00
7613 · Parliamentarian	0.00	250.00	124.47	2,250.00	3,000.00
7614 · Other Authorized meetings	0.00	333.33	0.00	2,999.97	4,000.00

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7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	4,163.61	8,558.33	53,301.57	77,024.97	102,700.00
7700 · Headquarters.					
7701 · Rent	0.00	6,166.67	54,000.00	55,500.03	74,000.00
7702 · Staff Travel & Meetings	3,419.48	1,250.00	9,526.79	11,250.00	15,000.00
7702A · Staff Training	0.00	500.00	1,706.84	4,500.00	6,000.00
7703 · Office Supplies	1,055.84	666.67	4,730.38	6,000.03	8,000.00
7704 · Misc. Expense	163.23	333.33	2,603.48	2,999.97	4,000.00
7705 · Printing	1,249.21	1,000.00	6,070.67	9,000.00	12,000.00
7706 · Telephone	227.32	416.67	2,405.05	3,750.03	5,000.00
7707 · Postage	0.00	1,583.33	15,755.29	14,249.97	19,000.00
7708 · Banking Fees	33.50	16.67	123.35	150.03	200.00
7709 · S/C Merchant Account	0.00	1,666.67	14,530.09	15,000.03	20,000.00
7710 · PC & Server Maintenance	599.71	833.33	6,168.75	7,499.97	10,000.00
7711 · Professional - Dues	0.00	166.67	2,629.64	1,500.03	2,000.00
7712 · Capital Outlay	405.94	583.33	1,837.52	5,249.97	7,000.00
7713 · Copier Maintenance Agreement	912.55	1,250.00	9,600.71	11,250.00	15,000.00
7715 · Property Tax	0.00	83.33	255.17	749.97	1,000.00
7716 · Insurance (G/L,Event,W/C)	-58.00	500.00	5,927.75	4,500.00	6,000.00
7718 · Marketing	122.59	868.88	3,525.31	7,819.92	10,426.50
7720 · Ballot Systems	0.00	583.33	6,944.63	5,249.97	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	0.00	0.00	25,434.05	0.00	0.00
Total 7700 · Headquarters.	8,131.37	18,468.88	173,775.47	166,219.92	221,626.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	4,564.41	0.00	27,589.39	0.00	0.00
7801 · Gross Wages - Other	23,089.57	27,750.00	204,832.61	249,750.00	333,000.00
Total 7801 · Gross Wages	27,653.98	27,750.00	232,422.00	249,750.00	333,000.00
7802 · Company Medicare	328.85	402.38	2,917.46	3,621.42	4,828.50
7803 · Company FICA	1,406.09	1,720.50	12,474.55	15,484.50	20,646.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	231.23	252.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	290.42	425.25	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	2,308.92	2,775.00	20,487.92	24,975.00	33,300.00
7808 · Employee Medical Insurance	2,089.30	3,250.00	24,815.00	29,250.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	33,787.14	35,973.13	293,638.58	323,758.17	431,677.50
7900 · Outside Services.					
7902 · Website Design & Hosting	484.33	1,188.83	3,291.72	10,699.47	14,266.00

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7903 - Accounting	0.00	1,166.67	0.00	10,500.03	14,000.00
7904 - Legal Fees	0.00	125.00	1,000.00	1,125.00	1,500.00
Total 7900 - Outside Services.	484.33	2,480.50	4,291.72	22,324.50	29,766.00
Total Expense	148,430.31	115,872.51	824,798.50	1,042,852.59	1,390,470.00
Net Ordinary Income	4,589.63	0.03	442,329.79	0.27	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)	1,394.82	0.00	35,423.95	0.00	0.00
Total Other Income	1,394.82	0.00	35,423.95	0.00	0.00
Net Other Income	1,394.82	0.00	35,423.95	0.00	0.00
Net Income	5,984.45	0.03	477,753.74	0.27	0.00