

## TASN Profit & Loss Budget Performance May 2019

	May 19	Budget	Sep '18 - May 19	YTD Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4000 · Scholarship / Education	475.00	979.17	12,275.00	8,812.53
4100 · Conference				
4101 · Exhibits	18,860.00	30,208.33	391,489.00	271,874.97
4101A · Kitchen Space Rental / ICE	0.00	0.00	4,500.00	0.00
4102 · \$275 Ind. Event	5,225.00	6,645.83	81,950.00	59,812.47
4103 · Registration				
A. · Early Bird	22,820.00	25,875.00	319,550.00	232,875.00
B. · Regular	19,280.00	2,583.33	19,280.00	23,249.97
<b>Total 4103 · Registration</b>	<b>42,100.00</b>	<b>28,458.33</b>	<b>338,830.00</b>	<b>256,124.97</b>
4105 · Non-Member Packet	3,790.00	579.17	6,130.00	5,212.53
4107 · One Day Reg.	400.00	187.50	400.00	1,687.50
4108 · Retired Registration	75.00	25.00	450.00	225.00
4110 · Onsite	0.00	891.67	0.00	8,025.03
4115 · Meals / Evening Event	200.00	0.00	300.00	0.00
4126 · Seminars				
4126 N · Train the Trainer (I,II,III)	-800.00	-300.00	100.00	0.00
4126 O · Sanitation	0.00		0.00	
4126 P · Safety	-30.00		0.00	
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	3,750.03
<b>Total 4126 · Seminars</b>	<b>-830.00</b>	<b>116.67</b>	<b>100.00</b>	<b>3,750.03</b>
4131 · Misc. Conference	-726.38	0.00	-726.38	0.00
4132 · Chapter Tables	50.00	41.67	100.00	375.03
4134 · Annual Sponsors	4,500.00	4,166.67	46,375.00	37,500.03
4135 · Sale Items	0.00		0.00	0.00
<b>Total 4100 · Conference</b>	<b>73,643.62</b>	<b>71,320.84</b>	<b>869,897.62</b>	<b>644,587.56</b>
4200 · Industry Seminar				
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	32,500.00	26,250.03
4202 · TASN Industry Seminar Reg.	0.00	6,333.33	77,320.00	56,999.97
<b>Total 4200 · Industry Seminar</b>	<b>0.00</b>	<b>9,250.00</b>	<b>109,820.00</b>	<b>83,250.00</b>
4300 · Training				
4302 · TASN Certification	2,540.00	3,359.50	19,160.00	30,235.50
4309 · Directors Academy	0.00	687.50	0.00	6,187.50
4310 · Managers Academy	7,505.00	1,481.25	11,455.00	13,331.25
<b>Total 4300 · Training</b>	<b>10,045.00</b>	<b>5,528.25</b>	<b>30,615.00</b>	<b>49,754.25</b>
4400 · Pass Through				

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	May 19	Budget	Sep '18 - May 19	YTD Budget
4407 · Sales Tax	0.00	16.67	0.00	150.03
<b>Total 4400 · Pass Through</b>	<b>0.00</b>	<b>16.67</b>	<b>0.00</b>	<b>150.03</b>
4450 · TASNews /Advertising	2,540.00	7,916.67	13,200.00	71,250.03
4500 · Membership Dues				
4501 · State Dues ( Membership Dues)	8,175.00	11,109.42	189,073.73	99,984.78
4502 · Industry Dues (Membership Dues)	2,700.00	2,686.33	44,856.23	24,176.97
<b>Total 4500 · Membership Dues</b>	<b>10,875.00</b>	<b>13,795.75</b>	<b>233,929.96</b>	<b>124,161.75</b>
4600 · Board of Directors				
4607 · MAT Review	0.00		0.00	0.00
<b>Total 4600 · Board of Directors</b>	<b>0.00</b>		<b>0.00</b>	<b>0.00</b>
4700 · Headquarters				
4704 · Misc. Income	0.00	416.67	4,918.04	3,750.03
4708 · Invest. Interest and Dividends	0.00	5,000.00	92,805.74	45,000.00
4717 · Emporium	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	458.33	3,950.00	4,124.97
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	<b>0.00</b>	<b>5,875.00</b>	<b>101,673.78</b>	<b>52,875.00</b>
<b>Total Income</b>	<b>97,578.62</b>	<b>114,682.35</b>	<b>1,371,411.36</b>	<b>1,034,841.15</b>
<b>Gross Profit</b>	<b>97,578.62</b>	<b>114,682.35</b>	<b>1,371,411.36</b>	<b>1,034,841.15</b>
<b>Expense</b>				
7100 · Conference.				
7101 · Exhibits	50.00	5,416.67	50.00	48,750.03
7102 · Registration	12,583.25	2,500.00	14,813.20	22,500.00
7111 · Facillities	0.00	2,500.00	12,969.00	22,500.00
7112 · Awards / Trophies/ Ribbons	147.96	333.33	147.96	2,999.97
7113 · Awards Ceremony	0.00	1,000.00	0.00	9,000.00
7115 · Banquet	0.00	8,750.00	75,000.00	78,750.00
7116 · Industry Event	4,344.04	6,645.83	17,769.04	59,812.47
7120 · Special Meals / Events	750.00	304.17	750.00	2,737.53
7121 · Conference Planning	0.00	166.67	1,478.84	1,500.03
7123 · Staff Travel / Photographer	0.00	500.00	891.00	4,500.00
7124 · General Sesssions	13,475.00	4,166.67	39,031.42	37,500.03
7125 · Learning Sessions	79.09	2,333.33	26,633.70	20,999.97
7130 · Annual Meeting	0.00	583.33	0.00	5,249.97
7131 · Misc. Conference	406.78	500.00	-87.04	4,500.00
7132 · Conf. Temps	0.00	416.67	0.00	3,750.03
7136 · T-Shirt Cost	0.00	750.00	0.00	6,750.00
7137 · Emporium Items	0.00	0.00	0.00	0.00

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7138 · Chapter Tables	0.00	41.67	0.00	375.03
<b>Total 7100 · Conference.</b>	<b>31,836.12</b>	<b>36,908.34</b>	<b>189,447.12</b>	<b>332,175.06</b>
<b>7200 · Industry Seminar.</b>				
7201 · TASN Ind. Seminar	131.00	7,083.33	93,692.24	63,749.97
<b>Total 7200 · Industry Seminar.</b>	<b>131.00</b>	<b>7,083.33</b>	<b>93,692.24</b>	<b>63,749.97</b>
<b>7300 · Training.</b>				
7309 · Directors Academy	0.00	333.33	0.00	2,999.97
7310 · Managers Academy	0.00	1,125.00	0.00	10,125.00
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>1,458.33</b>	<b>0.00</b>	<b>13,124.97</b>
<b>7400 · Pass Through.</b>				
7405 · SNA- TX Delegation Dinner/Misc.	100.00	416.67	4,653.05	3,750.03
7407 · Sales Tax	0.00	16.67	316.53	150.03
<b>Total 7400 · Pass Through.</b>	<b>100.00</b>	<b>433.34</b>	<b>4,969.58</b>	<b>3,900.06</b>
<b>7500 · Publications</b>				
7501 · TASNews	12,084.09	4,000.00	34,179.08	36,000.00
7502 · Graphic Designer	3,600.00	0.00	32,400.00	28,800.00
<b>Total 7500 · Publications</b>	<b>15,684.09</b>	<b>4,000.00</b>	<b>66,579.08</b>	<b>64,800.00</b>
<b>7600 · Board of Directors.</b>				
7601 · Executive Committee	6,741.19	3,666.67	39,734.20	33,000.03
7602 · Public Policy & Legislative	0.00	500.00	6,368.52	4,500.00
7603 · Membership	224.25	166.66	766.50	1,499.94
7604 · Organizational Affairs	224.25	83.33	1,094.22	749.97
7605 · Education	1,562.58	166.67	2,162.33	1,500.03
7606 · Area Representatives	1,896.17	1,500.00	10,652.17	13,500.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,125.00
7609 · Nominating Committee	0.00	83.33	932.93	749.97
7610 · Industry Committee	224.25	141.67	224.25	1,275.03
7612 · Board of Dir. Meeting	4,735.10	833.33	9,969.02	7,499.97
7613 · Parliamentarian	0.00	208.33	0.00	1,874.97
7614 · Other Authorized meetings	44.48	500.00	5,962.76	4,500.00
7619 · Leadership Camp	0.00		56.31	
7620 · MAT Review	0.00		0.00	0.00
<b>Total 7600 · Board of Directors.</b>	<b>15,652.27</b>	<b>7,974.99</b>	<b>77,923.21</b>	<b>71,774.91</b>
<b>7700 · Headquarters.</b>				
7701 · Rent	6,000.00	6,000.00	60,000.00	54,000.00
7702 · Staff Travel & Meetings	1,437.16	1,500.00	11,367.13	13,500.00
7702A · Staff Training	0.00	500.00	0.00	4,500.00
7703 · Office Supplies	694.95	500.00	2,930.27	4,500.00

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Accrual Basis

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	May 19	Budget	Sep '18 - May 19	YTD Budget
7704 · Misc. Expense	0.00	333.33	3,389.61	2,999.97
7705 · Printing	1,155.83	833.33	4,782.27	7,499.97
7706 · Telephone	277.32	308.33	2,668.15	2,774.97
7707 · Postage	412.40	1,666.67	13,260.70	15,000.03
7708 · Banking Fees	0.00	16.67	68.00	150.03
7709 · S/C Merchant Account	4,001.80	1,748.96	19,213.48	15,740.64
7710 · PC & Server Maintenance	599.71	666.67	5,958.06	6,000.03
7711 · Professional - Dues	0.00	250.00	2,171.00	2,250.00
7712 · Capital Outlay	0.00	83.33	3,197.60	749.97
7713 · Copier Maintenance Agreement	0.00	1,166.67	10,002.23	10,500.03
7715 · Property Tax	0.00	41.67	227.39	375.03
7716 · Insurance (G/L,Event,W/C)	-109.00	516.67	4,687.00	4,650.03
7718 · Marketing	133.25	416.67	1,214.00	3,750.03
7719 · Classified Ads	0.00		228.92	
7720 · Ballot Systems	7,389.17	583.33	7,389.17	5,249.97
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	
<b>Total 7700 · Headquarters.</b>	<b>21,992.59</b>	<b>17,132.30</b>	<b>152,916.30</b>	<b>154,190.70</b>
<b>7800 · Staff</b>				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	1,397.38	0.00	10,242.44	0.00
7801 · Gross Wages - Other	30,016.68	26,250.00	214,221.66	236,250.00
<b>Total 7801 · Gross Wages</b>	<b>31,414.06</b>	<b>26,250.00</b>	<b>224,464.10</b>	<b>236,250.00</b>
7802 · Company Medicare	422.55	380.63	3,006.48	3,425.67
7803 · Company FICA	1,806.76	1,627.50	12,855.27	14,647.50
7804 · FUTA ( Federal Unemployment)	68.84	28.00	370.40	252.00
7805 · SUI ( State Unemployment Tax)	41.29	47.25	283.43	425.25
7807 · Retirement Benefits	3,001.59	2,333.33	21,404.14	20,999.97
7808 · Employee Medical Insurance	7,009.39	2,666.67	27,767.68	24,000.03
<b>Total 7800 · Staff</b>	<b>43,764.48</b>	<b>33,333.38</b>	<b>290,151.50</b>	<b>300,000.42</b>
<b>7900 · Outside Services.</b>				
7902 · Website Design & Hosting	0.00	1,000.00	1,499.46	9,000.00
7903 · Accounting	0.00	1,166.67	11,500.00	10,500.03
7904 · Legal Fees	324.50	100.00	1,354.00	900.00
<b>Total 7900 · Outside Services.</b>	<b>324.50</b>	<b>2,266.67</b>	<b>14,353.46</b>	<b>20,400.03</b>
<b>8000 · Scholarships / Education</b>	<b>4,050.00</b>	<b>791.67</b>	<b>4,050.00</b>	<b>7,125.03</b>
<b>Total Expense</b>	<b>133,535.05</b>	<b>111,382.35</b>	<b>894,082.49</b>	<b>1,031,241.15</b>

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	May 19	Budget	Sep '18 - May 19	YTD Budget
<b>Net Ordinary Income</b>	-35,956.43	3,300.00	477,328.87	3,600.00
<b>Other Income/Expense</b>				
<b>Other Income</b>				
1915 - Unrealized/Realized Gain (Loss)	0.00	0.00	-80,751.86	0.00
<b>Total Other Income</b>	0.00	0.00	-80,751.86	0.00
<b>Net Other Income</b>	0.00	0.00	-80,751.86	0.00
<b>Net Income</b>	<u>-35,956.43</u>	<u>3,300.00</u>	<u>396,577.01</u>	<u>3,600.00</u>

**TASN**  
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	Annual Budget
<b>Ordinary Income/Expense</b>	
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
<b>Total 4103 · Registration</b>	<b>341,500.00</b>
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
<b>Total 4126 · Seminars</b>	<b>5,000.00</b>
4131 · Misc. Conference	0.00
4132 · Chapter Tables	500.00
4134 · Annual Sponsors	50,000.00
4135 · Sale Items	0.00
<b>Total 4100 · Conference</b>	<b>859,450.00</b>
4200 · Industry Seminar	
4201 · TASN Industry Seminar Sponsor	35,000.00
4202 · TASN Industry Seminar Reg.	76,000.00
<b>Total 4200 · Industry Seminar</b>	<b>111,000.00</b>
4300 · Training	
4302 · TASN Certification	40,314.00
4309 · Directors Academy	8,250.00
4310 · Managers Academy	17,775.00
<b>Total 4300 · Training</b>	<b>66,339.00</b>
4400 · Pass Through	

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	Annual Budget
4407 · Sales Tax	200.00
<b>Total 4400 · Pass Through</b>	<b>200.00</b>
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
<b>Total 4500 · Membership Dues</b>	<b>165,549.00</b>
4600 · Board of Directors	
4607 · MAT Review	0.00
<b>Total 4600 · Board of Directors</b>	<b>0.00</b>
4700 · Headquarters	
4704 · Misc. Income	5,000.00
4708 · Invest. Interest and Dividends	60,000.00
4717 · Emporium	0.00
4721 · SNA LAC Sponsors/ Guests	5,500.00
4723 · Labels (Directory Mailing)	0.00
<b>Total 4700 · Headquarters</b>	<b>70,500.00</b>
<b>Total Income</b>	<b>1,379,788.00</b>
<b>Gross Profit</b>	<b>1,379,788.00</b>
<b>Expense</b>	
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 Sessions	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

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	Annual Budget
7138 · Chapter Tables	500.00
<b>Total 7100 · Conference.</b>	<b>442,900.00</b>
<b>7200 · Industry Seminar.</b>	
7201 · TASN Ind. Seminar	85,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>85,000.00</b>
<b>7300 · Training.</b>	
7309 · Directors Academy	4,000.00
7310 · Managers Academy	13,500.00
<b>Total 7300 · Training.</b>	<b>17,500.00</b>
<b>7400 · Pass Through.</b>	
7405 · SNA- TX Delegation Dinner/Misc.	5,000.00
7407 · Sales Tax	200.00
<b>Total 7400 · Pass Through.</b>	<b>5,200.00</b>
<b>7500 · Publications</b>	
7501 · TASNews	48,000.00
7502 · Graphic Designer	43,200.00
<b>Total 7500 · Publications</b>	<b>91,200.00</b>
<b>7600 · Board of Directors.</b>	
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 · Parliamentarian	2,500.00
7614 · Other Authorized meetings	6,000.00
7619 · Leadership Camp	
7620 · MAT Review	0.00
<b>Total 7600 · Board of Directors.</b>	<b>95,700.00</b>
<b>7700 · Headquarters.</b>	
7701 · Rent	72,000.00
7702 · Staff Travel & Meetings	18,000.00
7702A · Staff Training	6,000.00
7703 · Office Supplies	6,000.00



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	Annual Budget
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	
<b>Total 7700 · Headquarters.</b>	<b>205,587.50</b>
<b>7800 · Staff</b>	
7801 · Gross Wages	
7809 · Contract / WC Chargeback	0.00
7801 · Gross Wages - Other	315,000.00
<b>Total 7801 · Gross Wages</b>	<b>315,000.00</b>
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
<b>Total 7800 · Staff</b>	<b>400,000.50</b>
<b>7900 · Outside Services.</b>	
7902 · Website Design & Hosting	12,000.00
7903 · Accounting	14,000.00
7904 · Legal Fees	1,200.00
<b>Total 7900 · Outside Services.</b>	<b>27,200.00</b>
<b>8000 · Scholarships / Education</b>	<b>9,500.00</b>
<b>Total Expense</b>	<b>1,379,788.00</b>

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	Annual Budget
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	<u>0.00</u>