

1:09 PM

12/05/16

Accrual Basis

TASN Profit & Loss Budget Performance November 2016

	Nov 16	Budget	Sep - Nov 16	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,166.67	0.00	3,500.01	14,000.00
4100 · Conference					
4101 · Exhibits	16,725.00	30,875.00	228,825.00	92,625.00	370,500.00
4102 · \$225 Ind. Event	0.00	5,937.50	0.00	17,812.50	71,250.00
4103 · Registration					
A · Early Bird	0.00	19,791.67	0.00	59,375.01	237,500.00
B · Regular	0.00	2,416.67	0.00	7,250.01	29,000.00
Total 4103 · Registration	0.00	22,208.34	0.00	66,625.02	266,500.00
4105 · Non-Member Packet	0.00	633.33	0.00	1,899.99	7,600.00
4107 · One Day Reg.	0.00	500.00	0.00	1,500.00	6,000.00
4108 · Retired Registration	0.00	62.50	0.00	187.50	750.00
4110 · Onsite	0.00	1,166.67	330.00	3,500.01	14,000.00
4115 · Meals / Evening Event	100.00	0.00	100.00	0.00	0.00
4125 · Seminars / Misc.					
4125 · Seminars / Misc. - Other	0.00	0.00	0.00	0.00	0.00
Total 4125 · Seminars / Misc.	0.00	0.00	0.00	0.00	0.00
4126 · Seminars					
4126 N · Train the Trainer (I,II,III)	0.00	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 · Seminars - Other	80.00	1,250.00	80.00	3,750.00	15,000.00
Total 4126 · Seminars	80.00	1,250.00	80.00	3,750.00	15,000.00
4132 · Chapter Tables	0.00	41.67	0.00	125.01	500.00
4134 · Annual Sponsors	0.00	11,666.67	0.00	35,000.01	140,000.00
Total 4100 · Conference	16,905.00	74,341.68	229,335.00	223,025.04	892,100.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	55.00	0.00	18,755.00	0.00	0.00
4202 · TASN Industry Seminar Reg.	9,640.00	11,250.00	81,925.00	33,750.00	135,000.00
Total 4200 · Industry Seminar	9,695.00	11,250.00	100,680.00	33,750.00	135,000.00
4300 · Training					
4302 · TASN Certification	1,240.00	3,166.67	4,420.00	9,500.01	38,000.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00	125.01	500.00
Total 4307 · Cont. Education Workshops-Other	0.00	41.67	0.00	125.01	500.00
4309 · Directors Academy	0.00	1,145.83	0.00	3,437.49	13,750.00
4310 · Managers Academy	0.00	822.92	0.00	2,468.76	9,875.00
Total 4300 · Training	1,240.00	5,177.09	4,420.00	15,531.27	62,125.00
4400 · Pass Through					

1:09 PM

12/05/16

Accrual Basis

TASN Profit & Loss Budget Performance November 2016

	Nov 16	Budget	Sep - Nov 16	YTD Budget	Annual Budget
4407 · Sales Tax	0.00	16.67	0.00	50.01	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	50.01	200.00
4450 · TASNews /Advertising	8,375.00	7,583.34	17,775.00	22,750.02	91,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	23,602.50	10,471.67	82,343.63	31,415.01	125,660.00
4502 · Industry Dues (Membership Dues)	3,525.00	2,532.08	24,181.67	7,596.24	30,385.00
Total 4500 · Membership Dues	27,127.50	13,003.75	106,525.30	39,011.25	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
Total 4600 · Board of Directors	0.00	0.00	0.00	0.00	0.00
4700 · Headquarters					
4704 · Misc. Income	20.00	0.00	45.00	0.00	0.00
4708 · Invest. Interest and Dividends	1,037.09	2,916.67	6,801.19	8,750.01	35,000.00
4717 · Emporium					
4717 · Emporium - Other	0.00	0.00	0.00	0.00	0.00
Total 4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	416.67	0.00	1,250.01	5,000.00
Total 4700 · Headquarters	1,057.09	3,333.34	6,846.19	10,000.02	40,000.00
Total Income	64,399.59	115,872.54	465,581.49	347,617.62	1,390,470.00
Gross Profit	64,399.59	115,872.54	465,581.49	347,617.62	1,390,470.00
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	119.23	5,000.00	3,571.68	15,000.00	60,000.00
7102 · Registration	0.00	2,083.33	9,022.37	6,249.99	25,000.00
7111 · Facillities	0.00	3,333.33	18,246.75	9,999.99	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	999.99	4,000.00
7113 · Awards Ceremony	0.00	500.00	0.00	1,500.00	6,000.00
7115 · Banquet	0.00	7,500.00	0.00	22,500.00	90,000.00
7116 · Industry Event	0.00	5,916.67	0.00	17,750.01	71,000.00
7120 · Special Meals / Events	0.00	166.67	0.00	500.01	2,000.00
7121 · Conference Planning	0.00	333.33	0.00	999.99	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	0.00	1,250.01	5,000.00
7124 · General Sesssions	0.00	4,166.67	0.00	12,500.01	50,000.00
7125 · Learning Sessions	0.00	2,083.33	0.00	6,249.99	25,000.00
7130 · Annual Meeting	0.00	333.33	0.00	999.99	4,000.00
7131 · Misc. Conference	0.00	500.00	0.00	1,500.00	6,000.00
7132 · Conf. Temps	0.00	416.67	0.00	1,250.01	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	2,250.00	9,000.00

1:09 PM

12/05/16

Accrual Basis

TASN Profit & Loss Budget Performance November 2016

	Nov 16	Budget	Sep - Nov 16	YTD Budget	Annual Budget
7138 · Chapter Tables	0.00	41.67	0.00	125.01	500.00
Total 7100 · Conference.	119.23	33,875.00	30,840.80	101,625.00	406,500.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	2,847.17	6,666.67	11,723.71	20,000.01	80,000.00
Total 7200 · Industry Seminar.	2,847.17	6,666.67	11,723.71	20,000.01	80,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	0.00	2,499.99	10,000.00
7310 · Managers Academy	0.00	666.67	0.00	2,000.01	8,000.00
Total 7300 · Training.	0.00	1,500.00	0.00	4,500.00	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	1,750.00	999.99	4,000.00
7407 · Sales Tax	0.00	16.67	0.00	50.01	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	1,750.00	1,050.00	4,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	8,783.94	12,000.00	48,000.00
7502 · Graphic Designer	3,600.00		11,055.00		
7500 · Publications - Other	0.00	4,000.00	0.00	12,000.00	48,000.00
Total 7500 · Publications	3,600.00	8,000.00	19,838.94	24,000.00	96,000.00
7600 · Board of Directors.					
7601 · Executive Committee	1,378.60	3,750.00	3,206.72	11,250.00	45,000.00
7602 · Public Policy & Legislative	0.00	500.00	372.90	1,500.00	6,000.00
7603 · Membership	0.00	250.00	397.21	750.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	173.88	375.00	1,500.00
7605 · Education	0.00	250.00	0.00	750.00	3,000.00
7606 · Area Representatives	402.84	2,500.00	2,191.44	7,500.00	30,000.00
7607 · BOC - Past President's Advisory	0.00	41.67	0.00	125.01	500.00
7608 · Standards of Excellence	0.00	0.00	0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	0.00	300.00	1,200.00
7610 · Industry Committee	0.00	125.00	0.00	375.00	1,500.00
7612 · Board of Dir. Meeting	0.00	333.33	0.00	999.99	4,000.00
7613 · Parliamentarian	0.00	250.00	124.47	750.00	3,000.00
7614 · Other Authorized meetings	0.00	333.33	0.00	999.99	4,000.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	1,781.44	8,558.33	6,466.62	25,674.99	102,700.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,166.67	24,000.00	18,500.01	74,000.00
7702 · Staff Travel & Meetings	325.75	1,250.00	647.54	3,750.00	15,000.00
7702A · Staff Training	0.00	500.00	0.00	1,500.00	6,000.00
7703 · Office Supplies	0.00	666.67	432.23	2,000.01	8,000.00

1:09 PM

12/05/16

Accrual Basis

TASN Profit & Loss Budget Performance November 2016

	Nov 16	Budget	Sep - Nov 16	YTD Budget	Annual Budget
7704 · Misc. Expense	786.79	333.33	988.88	999.99	4,000.00
7705 · Printing	1,210.24	1,000.00	3,275.65	3,000.00	12,000.00
7706 · Telephone	227.32	416.67	1,041.13	1,250.01	5,000.00
7707 · Postage	4,543.25	1,583.33	5,800.37	4,749.99	19,000.00
7708 · Banking Fees	0.00	16.67	0.00	50.01	200.00
7709 · S/C Merchant Account	0.00	1,666.67	2,921.65	5,000.01	20,000.00
7710 · PC & Server Maintenance	599.71	833.33	2,570.49	2,499.99	10,000.00
7711 · Professional - Dues	112.00	166.67	1,026.00	500.01	2,000.00
7712 · Capital Outlay	0.00	583.33	0.00	1,749.99	7,000.00
7713 · Copier Maintenance Agreement	0.00	1,250.00	2,409.71	3,750.00	15,000.00
7715 · Property Tax	255.17	83.33	255.17	249.99	1,000.00
7716 · Insurance (G/L,Event,W/C)	4,099.20	500.00	4,099.20	1,500.00	6,000.00
7718 · Marketing	0.00	868.88	1,709.40	2,606.64	10,426.50
7720 · Ballot Systems	0.00	583.33	0.00	1,749.99	7,000.00
7723 · Database Maintenance	79.95	0.00	79.95	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	0.00	0.00	0.00
Total 7700 · Headquarters.	18,239.38	18,468.88	51,257.37	55,406.64	221,626.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	2,484.83	0.00	8,410.91	0.00	0.00
7801 · Gross Wages - Other	23,578.93	27,750.00	70,453.61	83,250.00	333,000.00
Total 7801 · Gross Wages	26,063.76	27,750.00	78,864.52	83,250.00	333,000.00
7802 · Company Medicare	336.77	402.38	1,003.01	1,207.14	4,828.50
7803 · Company FICA	1,439.97	1,720.50	4,288.67	5,161.50	20,646.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	21.23	84.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	24.92	141.75	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	2,357.94	2,775.00	7,045.45	8,325.00	33,300.00
7808 · Employee Medical Insurance	105.00	3,250.00	8,172.71	9,750.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	30,303.44	35,973.13	99,420.51	107,919.39	431,677.50
7900 · Outside Services.					
7902 · Website Design & Hosting	703.56	1,188.83	703.56	3,566.49	14,266.00
7903 · Accounting	0.00	1,166.67	0.00	3,500.01	14,000.00
7904 · Legal Fees	0.00	125.00	1,000.00	375.00	1,500.00
Total 7900 · Outside Services.	703.56	2,480.50	1,703.56	7,441.50	29,766.00
Total Expense	57,594.22	115,872.51	223,001.51	347,617.53	1,390,470.00
Net Ordinary Income	6,805.37	0.03	242,579.98	0.09	0.00
Other Income/Expense					
Other Income					

1:09 PM

12/05/16

Accrual Basis

TASN
Profit & Loss Budget Performance
November 2016

	<u>Nov 16</u>	<u>Budget</u>	<u>Sep - Nov 16</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
1910 · Realized Gain (Loss) on Disposa	0.00	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	15,169.67	0.00	1,995.89	0.00	0.00
Total Other Income	<u>15,169.67</u>	<u>0.00</u>	<u>1,995.89</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>15,169.67</u>	<u>0.00</u>	<u>1,995.89</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>21,975.04</u></u>	<u><u>0.03</u></u>	<u><u>244,575.87</u></u>	<u><u>0.09</u></u>	<u><u>0.00</u></u>