

TASN
Profit & Loss Budget Performance
November 2017

	Nov 17	Budget	Sep - Nov 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	9,475.00	1,229.17	9,475.00	3,687.51	14,750.00
4100 · Conference					
4101 · Exhibits	-34,150.00	30,208.33	150,400.00	90,624.99	362,500.00
4101A · Kitchen Space Rental	0.00		0.00		0.00
4102 · \$275 Ind. Event	55,000.00	6,645.83	55,000.00	19,937.49	79,750.00
4103 · Registration					
A · Early Bird	0.00	23,958.33	0.00	71,874.99	287,500.00
B · Regular	0.00	2,416.67	0.00	7,250.01	29,000.00
Total 4103 · Registration	0.00	26,375.00	0.00	79,125.00	316,500.00
4105 · Non-Member Packet	0.00	560.42	0.00	1,681.26	6,725.00
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	729.17	0.00	2,187.51	8,750.00
4115 · Meals / Evening Event	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	0.00	833.33	0.00	2,499.99	10,000.00
Total 4126 · Seminars	0.00	833.33	0.00	2,499.99	10,000.00
4132 · Chapter Tables	0.00	41.67	0.00	125.01	500.00
4134 · Annual Sponsors	0.00	4,166.67	0.00	12,500.01	50,000.00
4135 · Sale Items	0.00		0.00		0.00
Total 4100 · Conference	20,850.00	70,122.92	205,400.00	210,368.76	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	3,083.33	22,650.00	9,249.99	37,000.00
4202 · TASN Industry Seminar Reg.	-4,050.00	10,000.00	80,625.00	30,000.00	120,000.00
Total 4200 · Industry Seminar	-4,050.00	13,083.33	103,275.00	39,249.99	157,000.00
4300 · Training					
4302 · TASN Certification	1,420.00	3,261.67	3,460.00	9,785.01	39,140.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesssio	0.00	0.00	0.00	0.00	0.00
Total 4307 · Cont. Education Workshops-Other	0.00	0.00	0.00	0.00	0.00
4309 · Directors Academy	0.00	1,145.83	4,950.00	3,437.49	13,750.00
4310 · Managers Academy	0.00	1,975.00	0.00	5,925.00	23,700.00
Total 4300 · Training	1,420.00	6,382.50	8,410.00	19,147.50	76,590.00

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4400 · Pass Through					
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	0.00	8,333.33	9,195.00	24,999.99	100,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	12,120.00	10,785.83	53,499.95	32,357.49	129,430.00
4502 · Industry Dues (Membership Dues)	2,625.00	2,608.08	20,195.65	7,824.24	31,297.00
Total 4500 · Membership Dues	14,745.00	13,393.91	73,695.60	40,181.73	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	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	-40.00	0.00	0.00	0.00	0.00
4708 · Invest. Interest and Dividends	1,579.85	4,166.67	7,364.99	12,500.01	50,000.00
4717 · Emporium					
4717 · Emporium - Other	0.00	1,750.00	72.75	5,250.00	21,000.00
Total 4717 · Emporium	0.00	1,750.00	72.75	5,250.00	21,000.00
4721 · SNA LAC Sponsors	0.00	458.33	0.00	1,374.99	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	1,539.85	6,375.00	7,437.74	19,125.00	76,500.00
Total Income	43,979.85	118,936.83	416,888.34	356,810.49	1,427,242.00
Gross Profit	43,979.85	118,936.83	416,888.34	356,810.49	1,427,242.00
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	0.00	15,000.00	60,000.00
7102 · Registration	0.00	2,083.33	0.00	6,249.99	25,000.00
7111 · Facilities	0.00	3,333.33	19,929.00	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	7,916.67	0.00	23,750.01	95,000.00
7116 · Industry Event	0.00	6,645.83	0.00	19,937.49	79,750.00
7120 · Special Meals / Events	0.00	166.67	0.00	500.01	2,000.00
7121 · Conference Planning	0.00	333.33	132.74	999.99	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	0.00	1,250.01	5,000.00
7124 · General Sessions	0.00	4,166.67	0.00	12,500.01	50,000.00

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7125 · Learning Sessions	0.00	1,916.67	0.00	5,750.01	23,000.00
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
7137 · Emporium Items	0.00	1,000.00	0.00	3,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	125.01	500.00
Total 7100 · Conference.	0.00	35,854.17	20,061.74	107,562.51	430,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	3,000.72	7,083.33	11,717.18	21,249.99	85,000.00
Total 7200 · Industry Seminar.	3,000.72	7,083.33	11,717.18	21,249.99	85,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	0.00	2,499.99	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	3,750.00	15,000.00
Total 7300 · Training.	0.00	2,083.33	0.00	6,249.99	25,000.00
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	416.67	0.00	1,250.01	5,000.00
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	433.34	0.00	1,300.02	5,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	0.00	12,000.00	48,000.00
7502 · Graphic Designer	0.00	3,600.00	7,200.00	10,800.00	43,200.00
7500 · Publications - Other	0.00	0.00	0.00	0.00	0.00
Total 7500 · Publications	0.00	7,600.00	7,200.00	22,800.00	91,200.00
7600 · Board of Directors.					
7601 · Executive Committee	388.41	3,916.67	2,074.85	11,750.01	47,000.00
7602 · Public Policy & Legislative	0.00	500.00	172.27	1,500.00	6,000.00
7603 · Membership	125.00	250.00	299.41	750.00	3,000.00
7604 · Organizational Affairs	360.59	125.00	360.59	375.00	1,500.00
7605 · Education	0.00	250.00	241.00	750.00	3,000.00
7606 · Area Representatives	99.93	2,333.33	1,027.84	6,999.99	28,000.00
7607 · BOC - Past President's Advisory	0.00	62.50	0.00	187.50	750.00
7609 · Nominating Committee	358.58	116.67	678.02	350.01	1,400.00
7610 · Industry Committee	0.00	141.67	0.00	425.01	1,700.00
7612 · Board of Dir. Meeting	0.00	416.67	0.00	1,250.01	5,000.00
7613 · Parliamentarian	0.00	166.67	0.00	500.01	2,000.00
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

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7620 · MAT Review	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	1,332.51	8,612.51	4,853.98	25,837.53	103,350.00
7700 · Headquarters.					
7701 · Rent	0.00	6,166.67	18,000.00	18,500.01	74,000.00
7702 · Staff Travel & Meetings	152.08	1,333.33	1,018.55	3,999.99	16,000.00
7702A · Staff Training	0.00	666.67	1,110.00	2,000.01	8,000.00
7703 · Office Supplies	224.39	583.33	490.78	1,749.99	7,000.00
7704 · Misc. Expense	27,775.04	333.33	28,626.12	999.99	4,000.00
7705 · Printing	720.95	916.67	868.17	2,750.01	11,000.00
7706 · Telephone	227.32	250.00	881.96	750.00	3,000.00
7707 · Postage	0.00	1,500.00	2,312.19	4,500.00	18,000.00
7708 · Banking Fees	35.00	16.67	37.50	50.01	200.00
7709 · S/C Merchant Account	1,033.52	1,666.67	5,003.99	5,000.01	20,000.00
7710 · PC & Server Maintenance	599.71	625.00	3,624.23	1,875.00	7,500.00
7711 · Professional - Dues	0.00	208.33	359.00	624.99	2,500.00
7712 · Capital Outlay	0.00	583.33	431.92	1,749.99	7,000.00
7713 · Copier Maintenance Agreement	0.00	1,250.00	0.00	3,750.00	15,000.00
7715 · Property Tax	172.62	83.33	172.62	249.99	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	0.00	1,500.00	6,000.00
7718 · Marketing	101.27	750.00	303.81	2,250.00	9,000.00
7719 · Classified Ads	0.00		199.00		
7720 · Ballot Systems	0.00	583.33	0.00	1,749.99	7,000.00
7723 · Database Maintenance	0.00	0.00	54.32	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	619.50	0.00	0.00
Total 7700 · Headquarters.	31,041.90	18,016.66	64,113.66	54,049.98	216,200.00
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	14.92	0.00	44.76	0.00	0.00
7801 · Gross Wages - Other	21,571.64	28,958.33	64,921.09	86,874.99	347,500.00
Total 7801 · Gross Wages	21,586.56	28,958.33	64,965.85	86,874.99	347,500.00
7802 · Company Medicare	305.08	419.90	923.40	1,259.70	5,038.75
7803 · Company FICA	1,304.49	1,795.42	3,948.36	5,386.26	21,545.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	0.00	84.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	0.00	141.75	567.00
7807 · Retirement Benefits	2,157.19	2,516.33	6,492.68	7,548.99	30,196.00
7808 · Employee Medical Insurance	-408.70	3,250.00	6,427.18	9,750.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	24,944.62	37,015.23	82,757.47	111,045.69	444,182.75
7900 · Outside Services.					
7902 · Website Design & Hosting	0.00	946.60	1,579.20	2,839.80	11,359.25

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Accrual Basis

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7903 · Accounting	0.00	1,166.67	0.00	3,500.01	14,000.00
7904 · Legal Fees	1,000.00	125.00	380.50	375.00	1,500.00
Total 7900 · Outside Services.	1,000.00	2,238.27	1,959.70	6,714.81	26,859.25
8000 · Scholarships / Education	0.00		0.00		0.00
Total Expense	61,319.75	118,936.84	192,663.73	356,810.52	1,427,242.00
Net Ordinary Income	-17,339.90	-0.01	224,224.61	-0.03	0.00
Other Income/Expense					
Other Income					
1910 · Realized Gain (Loss) on Dispos	0.00	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	6,446.10	0.00	34,597.94	0.00	0.00
Total Other Income	6,446.10	0.00	34,597.94	0.00	0.00
Net Other Income	6,446.10	0.00	34,597.94	0.00	0.00
Net Income	-10,893.80	-0.01	258,822.55	-0.03	0.00