

TASN
Profit & Loss Budget Performance
October 2017

	Oct 17	Budget	Sep - Oct 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,229.17	0.00	2,458.34	14,750.00
4100 · Conference					
4101 · Exhibits	15,650.00	30,208.33	184,550.00	60,416.66	362,500.00
4101A · Kitchen Space Rental	0.00		0.00		0.00
4102 · \$275 Ind. Event	0.00	6,645.83	0.00	13,291.66	79,750.00
4103 · Registration					
A · Early Bird	0.00	23,958.33	0.00	47,916.66	287,500.00
B · Regular	0.00	2,416.67	0.00	4,833.34	29,000.00
Total 4103 · Registration	0.00	26,375.00	0.00	52,750.00	316,500.00
4105 · Non-Member Packet	0.00	560.42	0.00	1,120.84	6,725.00
4107 · One Day Reg.	0.00	500.00	0.00	1,000.00	6,000.00
4108 · Retired Registration	0.00	62.50	0.00	125.00	750.00
4110 · Onsite	0.00	729.17	0.00	1,458.34	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	1,666.66	10,000.00
Total 4126 · Seminars	0.00	833.33	0.00	1,666.66	10,000.00
4132 · Chapter Tables	0.00	41.67	0.00	83.34	500.00
4134 · Annual Sponsors	0.00	4,166.67	0.00	8,333.34	50,000.00
4135 · Sale Items	0.00		0.00		0.00
Total 4100 · Conference	15,650.00	70,122.92	184,550.00	140,245.84	841,475.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	1,250.00	3,083.33	22,650.00	6,166.66	37,000.00
4202 · TASN Industry Seminar Reg.	13,925.00	10,000.00	84,675.00	20,000.00	120,000.00
Total 4200 · Industry Seminar	15,175.00	13,083.33	107,325.00	26,166.66	157,000.00
4300 · Training					
4302 · TASN Certification	1,280.00	3,261.67	2,040.00	6,523.34	39,140.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesss...	0.00	0.00	0.00	0.00	0.00
Total 4307 · Cont. Education Workshops-...	0.00	0.00	0.00	0.00	0.00
4309 · Directors Academy	2,200.00	1,145.83	4,950.00	2,291.66	13,750.00
4310 · Managers Academy	0.00	1,975.00	0.00	3,950.00	23,700.00
Total 4300 · Training	3,480.00	6,382.50	6,990.00	12,765.00	76,590.00

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4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	33.34	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	33.34	200.00
4450 · TASNews /Advertising	1,800.00	8,333.33	9,195.00	16,666.66	100,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	13,490.00	10,785.83	41,379.95	21,571.66	129,430.00
4502 · Industry Dues (Membership Dues)	3,775.00	2,608.08	17,570.65	5,216.16	31,297.00
Total 4500 · Membership Dues	17,265.00	13,393.91	58,950.60	26,787.82	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	40.00	0.00	0.00
4708 · Invest. Interest and Dividends	1,135.01	4,166.67	5,785.14	8,333.34	50,000.00
4717 · Emporium	72.75	1,750.00	72.75	3,500.00	21,000.00
4721 · SNA LAC Sponsors	0.00	458.33	0.00	916.66	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	1,247.76	6,375.00	5,897.89	12,750.00	76,500.00
Total Income	54,617.76	118,936.83	372,908.49	237,873.66	1,427,242.00
Gross Profit	54,617.76	118,936.83	372,908.49	237,873.66	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	10,000.00	60,000.00
7102 · Registration	0.00	2,083.33	0.00	4,166.66	25,000.00
7111 · Facilities	0.00	3,333.33	19,929.00	6,666.66	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	666.66	4,000.00
7113 · Awards Ceremony	0.00	500.00	0.00	1,000.00	6,000.00
7115 · Banquet	0.00	7,916.67	0.00	15,833.34	95,000.00
7116 · Industry Event	0.00	6,645.83	0.00	13,291.66	79,750.00
7120 · Special Meals / Events	0.00	166.67	0.00	333.34	2,000.00
7121 · Conference Planning	0.00	333.33	132.74	666.66	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	0.00	833.34	5,000.00
7124 · General Sessions	0.00	4,166.67	0.00	8,333.34	50,000.00
7125 · Learning Sessions	0.00	1,916.67	0.00	3,833.34	23,000.00
7130 · Annual Meeting	0.00	333.33	0.00	666.66	4,000.00
7131 · Misc. Conference	0.00	500.00	0.00	1,000.00	6,000.00

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7132 · Conf. Temps	0.00	416.67	0.00	833.34	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	1,500.00	9,000.00
7137 · Emporium Items	0.00	1,000.00	0.00	2,000.00	12,000.00
7138 · Chapter Tables	0.00	41.67	0.00	83.34	500.00
Total 7100 · Conference.	0.00	35,854.17	20,061.74	71,708.34	430,250.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	5,937.59	7,083.33	8,716.46	14,166.66	85,000.00
Total 7200 · Industry Seminar.	5,937.59	7,083.33	8,716.46	14,166.66	85,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	0.00	1,666.66	10,000.00
7310 · Managers Academy	0.00	1,250.00	0.00	2,500.00	15,000.00
Total 7300 · Training.	0.00	2,083.33	0.00	4,166.66	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	833.34	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	33.34	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	866.68	5,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	0.00	8,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	7,200.00	7,200.00	43,200.00
7500 · Publications - Other	0.00	0.00	0.00	0.00	0.00
Total 7500 · Publications	3,600.00	7,600.00	7,200.00	15,200.00	91,200.00
7600 · Board of Directors.					
7601 · Executive Committee	1,712.94	3,916.67	1,686.44	7,833.34	47,000.00
7602 · Public Policy & Legislative	172.27	500.00	172.27	1,000.00	6,000.00
7603 · Membership	174.41	250.00	174.41	500.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	0.00	250.00	1,500.00
7605 · Education	241.00	250.00	241.00	500.00	3,000.00
7606 · Area Representatives	889.71	2,333.33	927.91	4,666.66	28,000.00
7607 · BOC - Past President's Advisory	0.00	62.50	0.00	125.00	750.00
7609 · Nominating Committee	319.44	116.67	319.44	233.34	1,400.00
7610 · Industry Committee	0.00	141.67	0.00	283.34	1,700.00
7612 · Board of Dir. Meeting	0.00	416.67	0.00	833.34	5,000.00
7613 · Parliamentarian	0.00	166.67	0.00	333.34	2,000.00
7614 · Other Authorized meetings	0.00	333.33	0.00	666.66	4,000.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
7620 · MAT Review	0.00	0.00	0.00	0.00	0.00

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Total 7600 · Board of Directors.	3,509.77	8,612.51	3,521.47	17,225.02	103,350.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,166.67	18,000.00	12,333.34	74,000.00
7702 · Staff Travel & Meetings	907.24	1,333.33	866.47	2,666.66	16,000.00
7702A · Staff Training	-199.00	666.67	1,110.00	1,333.34	8,000.00
7703 · Office Supplies	194.96	583.33	266.39	1,166.66	7,000.00
7704 · Misc. Expense	763.67	333.33	851.08	666.66	4,000.00
7705 · Printing	147.22	916.67	147.22	1,833.34	11,000.00
7706 · Telephone	327.32	250.00	654.64	500.00	3,000.00
7707 · Postage	2,312.19	1,500.00	2,312.19	3,000.00	18,000.00
7708 · Banking Fees	2.50	16.67	2.50	33.34	200.00
7709 · S/C Merchant Account	1,654.97	1,666.67	3,970.47	3,333.34	20,000.00
7710 · PC & Server Maintenance	1,512.26	625.00	3,024.52	1,250.00	7,500.00
7711 · Professional - Dues	0.00	208.33	359.00	416.66	2,500.00
7712 · Capital Outlay	431.92	583.33	431.92	1,166.66	7,000.00
7713 · Copier Maintenance Agreement	0.00	1,250.00	0.00	2,500.00	15,000.00
7715 · Property Tax	0.00	83.33	0.00	166.66	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	0.00	1,000.00	6,000.00
7718 · Marketing	101.27	750.00	202.54	1,500.00	9,000.00
7719 · Classified Ads	199.00		199.00		
7720 · Ballot Systems	0.00	583.33	0.00	1,166.66	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.	14,355.52	18,016.66	33,071.76	36,033.32	216,200.00
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	14.92	0.00	29.84	0.00	0.00
7801 · Gross Wages - Other	22,081.41	28,958.33	43,349.45	57,916.66	347,500.00
Total 7801 · Gross Wages	22,096.33	28,958.33	43,379.29	57,916.66	347,500.00
7802 · Company Medicare	315.05	419.90	618.32	839.80	5,038.75
7803 · Company FICA	1,347.15	1,795.42	2,643.87	3,590.84	21,545.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	0.00	56.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	0.00	94.50	567.00
7807 · Retirement Benefits	2,208.71	2,516.33	4,335.49	5,032.66	30,196.00
7808 · Employee Medical Insurance	2,567.80	3,250.00	6,835.88	6,500.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	28,535.04	37,015.23	57,812.85	74,030.46	444,182.75
7900 · Outside Services.					
7902 · Website Design & Hosting	79.20	946.60	1,579.20	1,893.20	11,359.25
7903 · Accounting	0.00	1,166.67	0.00	2,333.34	14,000.00

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Accrual Basis

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7904 · Legal Fees	0.00	125.00	-619.50	250.00	1,500.00
Total 7900 · Outside Services.	79.20	2,238.27	959.70	4,476.54	26,859.25
8000 · Scholarships / Education	0.00		0.00		0.00
Total Expense	56,017.12	118,936.84	131,343.98	237,873.68	1,427,242.00
Net Ordinary Income	-1,399.36	-0.01	241,564.51	-0.02	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)	8,755.65	0.00	28,151.84	0.00	0.00
Total Other Income	8,755.65	0.00	28,151.84	0.00	0.00
Net Other Income	8,755.65	0.00	28,151.84	0.00	0.00
Net Income	<u>7,356.29</u>	<u>-0.01</u>	<u>269,716.35</u>	<u>-0.02</u>	<u>0.00</u>