

TASN
Profit & Loss Budget Performance
October 2016

	Oct 16	Budget	Sep - Oct 16	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,166.67	0.00	2,333.34	14,000.00
4100 · Conference					
4101 · Exhibits	12,600.00	30,875.00	212,100.00	61,750.00	370,500.00
4102 · \$225 Ind. Event	0.00	5,937.50	0.00	11,875.00	71,250.00
4103 · Registration					
A · Early Bird	0.00	19,791.67	0.00	39,583.34	237,500.00
B · Regular	0.00	2,416.67	0.00	4,833.34	29,000.00
Total 4103 · Registration	0.00	22,208.34	0.00	44,416.68	266,500.00
4105 · Non-Member Packet	0.00	633.33	0.00	1,266.66	7,600.00
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	1,166.67	330.00	2,333.34	14,000.00
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00	0.00
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	0.00	1,250.00	0.00	2,500.00	15,000.00
Total 4126 · Seminars	0.00	1,250.00	0.00	2,500.00	15,000.00
4132 · Chapter Tables	0.00	41.67	0.00	83.34	500.00
4134 · Annual Sponsors	0.00	11,666.67	0.00	23,333.34	140,000.00
Total 4100 · Conference	12,600.00	74,341.68	212,430.00	148,683.36	892,100.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	4,609.11	0.00	18,609.11	0.00	0.00
4202 · TASN Industry Seminar Reg.	24,850.00	11,250.00	72,285.00	22,500.00	135,000.00
Total 4200 · Industry Seminar	29,459.11	11,250.00	90,894.11	22,500.00	135,000.00
4300 · Training					
4302 · TASN Certification	1,820.00	3,166.67	3,180.00	6,333.34	38,000.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00	83.34	500.00
Total 4307 · Cont. Education Workshops-Other	0.00	41.67	0.00	83.34	500.00
4309 · Directors Academy	0.00	1,145.83	0.00	2,291.66	13,750.00
4310 · Managers Academy	0.00	822.92	0.00	1,645.84	9,875.00
Total 4300 · Training	1,820.00	5,177.09	3,180.00	10,354.18	62,125.00
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

10:56 AM

11/11/16

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4450 · TASNews Publication	1,925.00	7,583.34	9,400.00	15,166.68	91,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	6,480.00	10,471.67	58,766.13	20,943.34	125,660.00
4502 · Industry Dues (Membership Dues)	3,075.00	2,532.08	20,656.67	5,064.16	30,385.00
Total 4500 · Membership Dues	9,555.00	13,003.75	79,422.80	26,007.50	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	-166.32	0.00	-166.32	0.00	0.00
4708 · Invest. Interest and Dividends	1,056.42	2,916.67	5,764.10	5,833.34	35,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	416.67	0.00	833.34	5,000.00
Total 4700 · Headquarters	890.10	3,333.34	5,597.78	6,666.68	40,000.00
Total Income	56,249.21	115,872.54	400,924.69	231,745.08	1,390,470.00
Gross Profit	56,249.21	115,872.54	400,924.69	231,745.08	1,390,470.00
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	3,452.45	10,000.00	60,000.00
7102 · Registration	0.00	2,083.33	9,022.37	4,166.66	25,000.00
7111 · Facilities	0.00	3,333.33	18,246.75	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	7,500.00	0.00	15,000.00	90,000.00
7116 · Industry Event	0.00	5,916.67	0.00	11,833.34	71,000.00
7120 · Special Meals / Events	0.00	166.67	0.00	333.34	2,000.00
7121 · Conference Planning	0.00	333.33	0.00	666.66	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	0.00	833.34	5,000.00
7124 · General Sesssions	0.00	4,166.67	0.00	8,333.34	50,000.00
7125 · Learning Sessions	0.00	2,083.33	0.00	4,166.66	25,000.00
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
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
7138 · Chapter Tables	0.00	41.67	0.00	83.34	500.00
Total 7100 · Conference.	0.00	33,875.00	30,721.57	67,750.00	406,500.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	8,768.41	6,666.67	8,768.41	13,333.34	80,000.00

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Total 7200 · Industry Seminar.	8,768.41	6,666.67	8,768.41	13,333.34	80,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	0.00	1,666.66	10,000.00
7310 · Managers Academy	0.00	666.67	0.00	1,333.34	8,000.00
Total 7300 · Training.	0.00	1,500.00	0.00	3,000.00	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.	1,750.00	333.33	1,750.00	666.66	4,000.00
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.	1,750.00	350.00	1,750.00	700.00	4,200.00
7500 · Publications					
7501 · TASNews	8,783.94	4,000.00	8,783.94	8,000.00	48,000.00
7502 · Graphic Designer	3,600.00		7,455.00		
7500 · Publications - Other	0.00	4,000.00	0.00	8,000.00	48,000.00
Total 7500 · Publications	12,383.94	8,000.00	16,238.94	16,000.00	96,000.00
7600 · Board of Directors.					
7601 · Executive Committee	608.58	3,750.00	1,806.54	7,500.00	45,000.00
7602 · Public Policy & Legislative	372.90	500.00	372.90	1,000.00	6,000.00
7603 · Membership	230.89	250.00	230.89	500.00	3,000.00
7604 · Organizational Affairs	173.88	125.00	173.88	250.00	1,500.00
7605 · Education	0.00	250.00	0.00	500.00	3,000.00
7606 · Area Representatives	1,480.05	2,500.00	1,788.60	5,000.00	30,000.00
7607 · BOC - Past President's Advisory	0.00	41.67	0.00	83.34	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	200.00	1,200.00
7610 · Industry Committee	0.00	125.00	0.00	250.00	1,500.00
7612 · Board of Dir. Meeting	0.00	333.33	0.00	666.66	4,000.00
7613 · Parliamentarian	124.47	250.00	124.47	500.00	3,000.00
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
Total 7600 · Board of Directors.	2,990.77	8,558.33	4,497.28	17,116.66	102,700.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,166.67	18,000.00	12,333.34	74,000.00
7702 · Staff Travel & Meetings	304.13	1,250.00	321.79	2,500.00	15,000.00
7702A · Staff Training	0.00	500.00	0.00	1,000.00	6,000.00
7703 · Office Supplies	244.62	666.67	432.23	1,333.34	8,000.00
7704 · Misc. Expense	93.66	333.33	122.68	666.66	4,000.00
7705 · Printing	2,065.41	1,000.00	2,065.41	2,000.00	12,000.00
7706 · Telephone	227.32	416.67	813.81	833.34	5,000.00
7707 · Postage	0.00	1,583.33	1,257.12	3,166.66	19,000.00
7708 · Banking Fees	0.00	16.67	0.00	33.34	200.00

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7709 · S/C Merchant Account	0.00	1,666.67	1,354.90	3,333.34	20,000.00
7710 · PC & Server Maintenance	1,371.07	833.33	1,970.78	1,666.66	10,000.00
7711 · Professional - Dues	559.00	166.67	914.00	333.34	2,000.00
7712 · Capital Outlay	0.00	583.33	0.00	1,166.66	7,000.00
7713 · Copier Maintenance Agreement	1,162.38	1,250.00	2,409.71	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	0.00	868.88	1,586.81	1,737.76	10,426.50
7720 · Ballot Systems	0.00	583.33	0.00	1,166.66	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	0.00	0.00	0.00
Total 7700 · Headquarters.	12,027.59	18,468.88	31,249.24	36,937.76	221,626.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	2,740.00	0.00	5,926.08	0.00	0.00
7801 · Gross Wages - Other	22,689.29	27,750.00	46,874.68	55,500.00	333,000.00
Total 7801 · Gross Wages	25,429.29	27,750.00	52,800.76	55,500.00	333,000.00
7802 · Company Medicare	322.48	402.38	666.65	804.76	4,828.50
7803 · Company FICA	1,378.83	1,720.50	2,850.44	3,441.00	20,646.00
7804 · FUTA (Federal Unemployment)	1.92	28.00	21.23	56.00	336.00
7805 · SUI (State Unemployment Tax)	9.97	47.25	24.92	94.50	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	2,268.93	2,775.00	4,687.51	5,550.00	33,300.00
7808 · Employee Medical Insurance	2,519.71	3,250.00	8,068.00	6,500.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	31,931.13	35,973.13	69,119.51	71,946.26	431,677.50
7900 · Outside Services.					
7902 · Website Design & Hosting	0.00	1,188.83	0.00	2,377.66	14,266.00
7903 · Accounting	0.00	1,166.67	0.00	2,333.34	14,000.00
7904 · Legal Fees	1,000.00	125.00	1,000.00	250.00	1,500.00
Total 7900 · Outside Services.	1,000.00	2,480.50	1,000.00	4,961.00	29,766.00
Total Expense	70,851.84	115,872.51	163,344.95	231,745.02	1,390,470.00
Net Ordinary Income	-14,602.63	0.03	237,579.74	0.06	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)	-12,947.90	0.00	-13,173.78	0.00	0.00
Total Other Income	-12,947.90	0.00	-13,173.78	0.00	0.00

10:56 AM

11/11/16

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Net Other Income	-12,947.90	0.00	-13,173.78	0.00	0.00
Net Income	<u>-27,550.53</u>	<u>0.03</u>	<u>224,405.96</u>	<u>0.06</u>	<u>0.00</u>