

**TASN**  
**Profit & Loss Budget Performance**  
**October 2018**

	Oct 18	Budget	Sep - Oct 18
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4000 · Scholarship / Education	5,650.00	979.17	5,650.00
4100 · Conference			
4101 · Exhibits	-59,300.00	30,208.33	154,004.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00
4102 · \$275 Ind. Event	62,150.00	6,645.83	62,150.00
4103 · Registration			
A · Early Bird	0.00	25,875.00	0.00
B · Regular	0.00	2,583.33	0.00
<b>Total 4103 · Registration</b>	0.00	28,458.33	0.00
4105 · Non-Member Packet	0.00	579.17	0.00
4107 · One Day Reg.	0.00	187.50	0.00
4108 · Retired Registration	0.00	25.00	0.00
4110 · Onsite	0.00	891.67	0.00
4115 · Meals / Evening Event	0.00	0.00	0.00
4126 · Seminars			
4126 N · Train the Trainer (I,II,III)	0.00	0.00	0.00
4126 U · Financial Management	0.00		0.00
4126 W · Grant Writing	0.00		0.00
4126 · Seminars - Other	0.00	416.67	0.00
<b>Total 4126 · Seminars</b>	0.00	416.67	0.00
4131 · Misc. Conference	0.00		0.00
4132 · Chapter Tables	0.00	41.67	0.00
4134 · Annual Sponsors	0.00	4,166.67	0.00
4135 · Sale Items	0.00	0.00	0.00
<b>Total 4100 · Conference</b>	2,850.00	71,620.84	216,154.00
4200 · Industry Seminar			
4201 · TASN Industry Seminar Spo...	0.00	2,916.67	32,500.00
4202 · TASN Industry Seminar Reg.	25,290.00	6,333.33	82,145.00
<b>Total 4200 · Industry Seminar</b>	25,290.00	9,250.00	114,645.00
4300 · Training			
4302 · TASN Certification	1,685.00	3,359.50	3,125.00
4309 · Directors Academy	0.00	687.50	0.00
4310 · Managers Academy	0.00	1,481.25	0.00
<b>Total 4300 · Training</b>	1,685.00	5,528.25	3,125.00
4400 · Pass Through			
4407 · Sales Tax	0.00	16.67	0.00
<b>Total 4400 · Pass Through</b>	0.00	16.67	0.00
4450 · TASNews /Advertising	0.00	7,916.67	4,490.00
4500 · Membership Dues			
4501 · State Dues ( Membership Du...	10,680.00	11,109.42	72,976.73
4502 · Industry Dues (Membership ...	3,110.00	2,686.33	25,151.23
<b>Total 4500 · Membership Dues</b>	13,790.00	13,795.75	98,127.96
4600 · Board of Directors			
4607 · MAT Review	0.00	0.00	0.00
<b>Total 4600 · Board of Directors</b>	0.00	0.00	0.00
4700 · Headquarters			
4704 · Misc. Income	0.00	416.67	0.00
4708 · Invest. Interest and Dividends	0.00	5,000.00	-2,674.17
4717 · Emporium	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	458.33	0.00

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	Oct 18	Budget	Sep - Oct 18
4723 · Labels (Directory Mailing)	0.00	0.00	0.00
<b>Total 4700 · Headquarters</b>	<b>0.00</b>	<b>5,875.00</b>	<b>-2,674.17</b>
<b>Total Income</b>	<b>49,265.00</b>	<b>114,982.35</b>	<b>439,517.79</b>
<b>Gross Profit</b>	<b>49,265.00</b>	<b>114,982.35</b>	<b>439,517.79</b>
<b>Expense</b>			
<b>7100 · Conference.</b>			
7101 · Exhibits	0.00	5,416.67	0.00
7102 · Registration	0.00	2,500.00	0.00
7111 · Facilities	0.00	2,500.00	8,671.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00
7113 · Awards Ceremony	0.00	1,000.00	0.00
7115 · Banquet	0.00	8,750.00	0.00
7116 · Industry Event	0.00	6,645.83	0.00
7120 · Special Meals / Events	0.00	304.17	0.00
7121 · Conference Planning	5.40	166.67	264.60
7123 · Staff Travel / Photographer	595.00	500.00	595.00
7124 · General Sessions	0.00	4,166.67	1,875.00
7125 · Learning Sessions	0.00	2,333.33	0.00
7130 · Annual Meeting	0.00	583.33	0.00
7131 · Misc. Conference	0.00	500.00	0.00
7132 · Conf. Temps	0.00	416.67	0.00
7136 · T-Shirt Cost	0.00	750.00	0.00
7137 · Emporium Items	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00
<b>Total 7100 · Conference.</b>	<b>600.40</b>	<b>36,908.34</b>	<b>11,405.60</b>
<b>7200 · Industry Seminar.</b>			
7201 · TASN Ind. Seminar	16,112.24	7,083.33	50,297.15
<b>Total 7200 · Industry Seminar.</b>	<b>16,112.24</b>	<b>7,083.33</b>	<b>50,297.15</b>
<b>7300 · Training.</b>			
7309 · Directors Academy	0.00	333.33	0.00
7310 · Managers Academy	0.00	1,125.00	0.00
<b>Total 7300 · Training.</b>	<b>0.00</b>	<b>1,458.33</b>	<b>0.00</b>
<b>7400 · Pass Through.</b>			
7405 · SNA- TX Delegation Dinner/...	0.00	416.67	0.00
7407 · Sales Tax	0.00	16.67	0.00
<b>Total 7400 · Pass Through.</b>	<b>0.00</b>	<b>433.34</b>	<b>0.00</b>
<b>7500 · Publications</b>			
7501 · TASNews	0.00	4,000.00	0.00
7502 · Graphic Designer	3,600.00	3,600.00	7,200.00
<b>Total 7500 · Publications</b>	<b>3,600.00</b>	<b>7,600.00</b>	<b>7,200.00</b>
<b>7600 · Board of Directors.</b>			
7601 · Executive Committee	10,295.84	3,666.67	10,295.84
7602 · Public Policy & Legislative	334.63	500.00	334.63
7603 · Membership	0.00	166.66	0.00
7604 · Organizational Affairs	217.69	83.33	217.69
7605 · Education	207.10	166.67	207.10
7606 · Area Representatives	1,973.58	1,500.00	2,083.67
7607 · BOC - Past President's Advi...	0.00	125.00	0.00
7609 · Nominating Committee	433.60	83.33	433.60
7610 · Industry Committee	0.00	141.67	0.00
7612 · Board of Dir. Meeting	40.51	833.33	40.51
7613 · Parliamentarian	0.00	208.33	0.00
7614 · Other Authorized meetings	0.00	500.00	0.00
7620 · MAT Review	0.00	0.00	0.00

**TASN**  
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**October 2018**

	Oct 18	Budget	Sep - Oct 18
<b>Total 7600 · Board of Directors.</b>	13,502.95	7,974.99	13,613.04
<b>7700 · Headquarters.</b>			
7701 · Rent	6,000.00	6,000.00	18,000.00
7702 · Staff Travel & Meetings	299.79	1,500.00	807.07
7702A · Staff Training	0.00	500.00	0.00
7703 · Office Supplies	220.77	500.00	371.77
7704 · Misc. Expense	153.99	333.33	588.43
7705 · Printing	162.38	833.33	738.27
7706 · Telephone	277.32	308.33	554.64
7707 · Postage	5,312.19	1,666.67	5,297.19
7708 · Banking Fees	0.00	16.67	0.00
7709 · S/C Merchant Account	2,062.80	1,748.96	4,482.29
7710 · PC & Server Maintenance	599.71	666.67	1,502.48
7711 · Professional - Dues	331.00	250.00	1,138.00
7712 · Capital Outlay	3,197.60	83.33	3,197.60
7713 · Copier Maintenance Agreem...	946.32	1,166.67	1,892.64
7715 · Property Tax	0.00	41.67	0.00
7716 · Insurance (G/L,Event,W/C)	0.00	516.67	0.00
7718 · Marketing	133.25	416.67	266.50
7719 · Classified Ads	0.00		158.92
7720 · Ballot Systems	0.00	583.33	0.00
7723 · Database Maintenance	0.00	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00		0.00
<b>Total 7700 · Headquarters.</b>	19,697.12	17,132.30	38,995.80
<b>7800 · Staff</b>			
7801 · Gross Wages			
7809 · Contract / WC Chargeback	18.66	0.00	1,443.95
7801 · Gross Wages - Other	24,391.68	26,250.00	46,080.81
<b>Total 7801 · Gross Wages</b>	24,410.34	26,250.00	47,524.76
7802 · Company Medicare	345.43	380.63	655.17
7803 · Company FICA	1,477.04	1,627.50	2,801.41
7804 · FUTA ( Federal Unemployme...	39.22	28.00	74.52
7805 · SUI ( State Unemployment T...	31.15	47.25	58.21
7807 · Retirement Benefits	2,096.72	2,333.33	4,012.30
7808 · Employee Medical Insurance	1,723.66	2,666.67	5,710.46
<b>Total 7800 · Staff</b>	30,123.56	33,333.38	60,836.83
<b>7900 · Outside Services.</b>			
7902 · Website Design & Hosting	0.00	1,000.00	3,819.38
7903 · Accounting	0.00	1,166.67	0.00
7904 · Legal Fees	0.00	100.00	0.00
<b>Total 7900 · Outside Services.</b>	0.00	2,266.67	3,819.38
<b>8000 · Scholarships / Education</b>	0.00	791.67	0.00
<b>Total Expense</b>	83,636.27	114,982.35	186,167.80
<b>Net Ordinary Income</b>	-34,371.27	0.00	253,349.99
<b>Other Income/Expense</b>			
Other Income			
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-1,543.63
<b>Total Other Income</b>	0.00	0.00	-1,543.63
<b>Net Other Income</b>	0.00	0.00	-1,543.63
<b>Net Income</b>	<b>-34,371.27</b>	<b>0.00</b>	<b>251,806.36</b>

**TASN**  
**Profit & Loss Budget Performance**  
**October 2018**

	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
4000 · Scholarship / Education	1,958.34	11,750.00
4100 · Conference		
4101 · Exhibits	60,416.66	362,500.00
4101A · Kitchen Space Rental / ICE	0.00	0.00
4102 · \$275 Ind. Event	13,291.66	79,750.00
4103 · Registration		
A · Early Bird	51,750.00	310,500.00
B · Regular	5,166.66	31,000.00
<b>Total 4103 · Registration</b>	<b>56,916.66</b>	<b>341,500.00</b>
4105 · Non-Member Packet	1,158.34	6,950.00
4107 · One Day Reg.	375.00	2,250.00
4108 · Retired Registration	50.00	300.00
4110 · Onsite	1,783.34	10,700.00
4115 · Meals / Evening Event	0.00	0.00
4126 · Seminars		
4126 N · Train the Trainer (I,II,III)	0.00	0.00
4126 U · Financial Management		0.00
4126 W · Grant Writing		0.00
4126 · Seminars - Other	833.34	5,000.00
<b>Total 4126 · Seminars</b>	<b>833.34</b>	<b>5,000.00</b>
4131 · Misc. Conference		0.00
4132 · Chapter Tables	83.34	500.00
4134 · Annual Sponsors	8,333.34	50,000.00
4135 · Sale Items	0.00	0.00
<b>Total 4100 · Conference</b>	<b>143,241.68</b>	<b>859,450.00</b>
4200 · Industry Seminar		
4201 · TASN Industry Seminar Spo...	5,833.34	35,000.00
4202 · TASN Industry Seminar Reg.	12,666.66	76,000.00
<b>Total 4200 · Industry Seminar</b>	<b>18,500.00</b>	<b>111,000.00</b>
4300 · Training		
4302 · TASN Certification	6,719.00	40,314.00
4309 · Directors Academy	1,375.00	8,250.00
4310 · Managers Academy	2,962.50	17,775.00
<b>Total 4300 · Training</b>	<b>11,056.50</b>	<b>66,339.00</b>
4400 · Pass Through		
4407 · Sales Tax	33.34	200.00
<b>Total 4400 · Pass Through</b>	<b>33.34</b>	<b>200.00</b>
4450 · TASNews /Advertising	15,833.34	95,000.00
4500 · Membership Dues		
4501 · State Dues ( Membership Du...	22,218.84	133,313.00
4502 · Industry Dues (Membership ...	5,372.66	32,236.00
<b>Total 4500 · Membership Dues</b>	<b>27,591.50</b>	<b>165,549.00</b>
4600 · Board of Directors		
4607 · MAT Review	0.00	0.00
<b>Total 4600 · Board of Directors</b>	<b>0.00</b>	<b>0.00</b>
4700 · Headquarters		
4704 · Misc. Income	833.34	5,000.00
4708 · Invest. Interest and Dividends	10,000.00	60,000.00
4717 · Emporium	0.00	0.00
4721 · SNA LAC Sponsors	916.66	5,500.00

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**Profit & Loss Budget Performance**  
**October 2018**

	YTD Budget	Annual Budget
4723 · Labels (Directory Mailing)	0.00	0.00
<b>Total 4700 · Headquarters</b>	<b>11,750.00</b>	<b>70,500.00</b>
<b>Total Income</b>	<b>229,964.70</b>	<b>1,379,788.00</b>
<b>Gross Profit</b>	<b>229,964.70</b>	<b>1,379,788.00</b>
<b>Expense</b>		
<b>7100 · Conference.</b>		
7101 · Exhibits	10,833.34	65,000.00
7102 · Registration	5,000.00	30,000.00
7111 · Facilities	5,000.00	30,000.00
7112 · Awards / Trophies/ Ribbons	666.66	4,000.00
7113 · Awards Ceremony	2,000.00	12,000.00
7115 · Banquet	17,500.00	105,000.00
7116 · Industry Event	13,291.66	79,750.00
7120 · Special Meals / Events	608.34	3,650.00
7121 · Conference Planning	333.34	2,000.00
7123 · Staff Travel / Photographer	1,000.00	6,000.00
7124 · General Sessions	8,333.34	50,000.00
7125 · Learning Sessions	4,666.66	28,000.00
7130 · Annual Meeting	1,166.66	7,000.00
7131 · Misc. Conference	1,000.00	6,000.00
7132 · Conf. Temps	833.34	5,000.00
7136 · T-Shirt Cost	1,500.00	9,000.00
7137 · Emporium Items	0.00	0.00
7138 · Chapter Tables	83.34	500.00
<b>Total 7100 · Conference.</b>	<b>73,816.68</b>	<b>442,900.00</b>
<b>7200 · Industry Seminar.</b>		
7201 · TASN Ind. Seminar	14,166.66	85,000.00
<b>Total 7200 · Industry Seminar.</b>	<b>14,166.66</b>	<b>85,000.00</b>
<b>7300 · Training.</b>		
7309 · Directors Academy	666.66	4,000.00
7310 · Managers Academy	2,250.00	13,500.00
<b>Total 7300 · Training.</b>	<b>2,916.66</b>	<b>17,500.00</b>
<b>7400 · Pass Through.</b>		
7405 · SNA- TX Delegation Dinner/...	833.34	5,000.00
7407 · Sales Tax	33.34	200.00
<b>Total 7400 · Pass Through.</b>	<b>866.68</b>	<b>5,200.00</b>
<b>7500 · Publications</b>		
7501 · TASNews	8,000.00	48,000.00
7502 · Graphic Designer	7,200.00	43,200.00
<b>Total 7500 · Publications</b>	<b>15,200.00</b>	<b>91,200.00</b>
<b>7600 · Board of Directors.</b>		
7601 · Executive Committee	7,333.34	44,000.00
7602 · Public Policy & Legislative	1,000.00	6,000.00
7603 · Membership	333.32	2,000.00
7604 · Organizational Affairs	166.66	1,000.00
7605 · Education	333.34	2,000.00
7606 · Area Representatives	3,000.00	18,000.00
7607 · BOC - Past President's Advi...	250.00	1,500.00
7609 · Nominating Committee	166.66	1,000.00
7610 · Industry Committee	283.34	1,700.00
7612 · Board of Dir. Meeting	1,666.66	10,000.00
7613 · Parliamentarian	416.66	2,500.00
7614 · Other Authorized meetings	1,000.00	6,000.00
7620 · MAT Review	0.00	0.00

## Profit &amp; Loss Budget Performance

October 2018

	YTD Budget	Annual Budget
Total 7600 · Board of Directors.	15,949.98	95,700.00
7700 · Headquarters.		
7701 · Rent	12,000.00	72,000.00
7702 · Staff Travel & Meetings	3,000.00	18,000.00
7702A · Staff Training	1,000.00	6,000.00
7703 · Office Supplies	1,000.00	6,000.00
7704 · Misc. Expense	666.66	4,000.00
7705 · Printing	1,666.66	10,000.00
7706 · Telephone	616.66	3,700.00
7707 · Postage	3,333.34	20,000.00
7708 · Banking Fees	33.34	200.00
7709 · S/C Merchant Account	3,497.92	20,987.50
7710 · PC & Server Maintenance	1,333.34	8,000.00
7711 · Professional - Dues	500.00	3,000.00
7712 · Capital Outlay	166.66	1,000.00
7713 · Copier Maintenance Agreem...	2,333.34	14,000.00
7715 · Property Tax	83.34	500.00
7716 · Insurance (G/L,Event,W/C)	1,033.34	6,200.00
7718 · Marketing	833.34	5,000.00
7719 · Classified Ads		
7720 · Ballot Systems	1,166.66	7,000.00
7723 · Database Maintenance	0.00	0.00
7725 · Depreciation Expense	0.00	0.00
7727 · Previous Years Transactions		0.00
Total 7700 · Headquarters.	34,264.60	205,587.50
7800 · Staff		
7801 · Gross Wages		
7809 · Contract / WC Chargeback	0.00	0.00
7801 · Gross Wages - Other	52,500.00	315,000.00
Total 7801 · Gross Wages	52,500.00	315,000.00
7802 · Company Medicare	761.26	4,567.50
7803 · Company FICA	3,255.00	19,530.00
7804 · FUTA ( Federal Unemployme...	56.00	336.00
7805 · SUI ( State Unemployment T...	94.50	567.00
7807 · Retirement Benefits	4,666.66	28,000.00
7808 · Employee Medical Insurance	5,333.34	32,000.00
Total 7800 · Staff	66,666.76	400,000.50
7900 · Outside Services.		
7902 · Website Design & Hosting	2,000.00	12,000.00
7903 · Accounting	2,333.34	14,000.00
7904 · Legal Fees	200.00	1,200.00
Total 7900 · Outside Services.	4,533.34	27,200.00
8000 · Scholarships / Education	1,583.34	9,500.00
Total Expense	229,964.70	1,379,788.00
Net Ordinary Income	0.00	0.00
Other Income/Expense		
Other Income		
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00
Total Other Income	0.00	0.00
Net Other Income	0.00	0.00
Net Income	<b>0.00</b>	<b>0.00</b>