

TASN
Profit & Loss Budget Performance
May 2016

Ordinary Income/Expense	<u>May 16</u>	<u>Budget</u>	<u>Sep '15 - May 16</u>
Income			
4000 · Scholarship / Education	0.00	1,218.75	12,200.00
4100 · Conference			
4101 · Exhibits	32,850.00	33,645.83	360,720.00
4101A · Kitchen Space Rental	-300.00		2,400.00
4102 · \$225 Ind. Event	0.00	5,531.25	54,900.00
4103 · Registration			
A. · Early Bird	32,030.00	22,666.67	193,620.00
B. · Regular	12,210.00	2,587.50	12,260.00
Total 4103 · Registration	<u>44,240.00</u>	<u>25,254.17</u>	<u>205,880.00</u>
4105 · Non-Member Packet	4,590.00	750.00	8,190.00
4107 · One Day Reg.	875.00	510.42	1,225.00
4108 · Retired Registration	0.00	41.67	350.00
4110 · Onsite	0.00	1,100.00	60.00
4115 · Meals / Evening Event	-200.00	0.00	300.00
4125 · Seminars / Misc.	0.00	708.33	0.00
4126 · Seminars			
4126 N · Train the Trainer (I,II,III)	300.00	0.00	1,100.00
4126 O · Sanitation	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00
4126 T · Paid Session - Aric Bostick	-1,680.00		0.00
4126 · Seminars - Other	0.00		0.00
Total 4126 · Seminars	<u>-1,380.00</u>	<u>0.00</u>	<u>1,100.00</u>
4132 · Chapter Tables	200.00	41.67	350.00
4134 · Annual Conference Sponsors	12,500.00	2,916.67	50,500.00
Total 4100 · Conference	<u>93,375.00</u>	<u>70,500.01</u>	<u>685,975.00</u>
4200 · Industry Seminar			
4201 · TASN Industry Seminar Sponsor	0.00	2,416.67	36,750.00
4202 · TASN Industry Seminar Reg.	0.00	9,095.83	89,655.00
Total 4200 · Industry Seminar	<u>0.00</u>	<u>11,512.50</u>	<u>126,405.00</u>
4300 · Training			
4302 · TASN Certification	4,840.00	2,832.50	27,655.00
4307 · Cont. Education Workshops-Other			
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00
Total 4307 · Cont. Education Workshops-Other	<u>0.00</u>	<u>41.67</u>	<u>0.00</u>
4309 · Directors Academy	0.00	1,145.83	9,900.00
4310 · Managers Academy	0.00	1,975.00	0.00
Total 4300 · Training	<u>4,840.00</u>	<u>5,995.00</u>	<u>37,555.00</u>
4400 · Pass Through			

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	<u>May 16</u>	<u>Budget</u>	<u>Sep '15 - May 16</u>
4403 · TASN Pac	0.00		0.00
4407 · Sales Tax	0.00	16.67	0.00
Total 4400 · Pass Through	0.00	16.67	0.00
4450 · TASNews Publication	2,100.00	6,666.67	38,864.00
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	15,055.50	10,166.67	144,138.50
4502 · Industry Dues (Membership Dues)	3,180.00	2,458.33	39,974.58
Total 4500 · Membership Dues	18,235.50	12,625.00	184,113.08
4600 · Board of Directors			
4607 · MAT Review	0.00		49,000.00
4612 · Board Meetings	0.00	0.00	0.00
4618 · TASN LAD	0.00		0.00
4619 · TASN Leadership Camp	0.00	1,000.00	7,830.00
Total 4600 · Board of Directors	0.00	1,000.00	56,830.00
4700 · Headquarters			
4704 · Misc. Income	111.90	0.00	1,464.90
4708 · Invest. Interest and Dividends	4,851.63	3,058.27	43,650.94
4709 · Merchant Interest	0.00		0.00
4717 · Emporium	0.00	0.00	0.00
4721 · SNA LAC Sponsors	100.00	416.67	6,350.00
4723 · Labels (Directory Mailing)	50.00		150.00
Total 4700 · Headquarters	5,113.53	3,474.94	51,615.84
Total Income	123,664.03	113,009.54	1,193,557.92
Gross Profit	123,664.03	113,009.54	1,193,557.92
Expense			
66900 · Reconciliation Discrepancies	0.00	0.00	0.00
7100 · Conference.			
7101 · Exhibits	0.00	3,833.33	0.00
7102 · Registration	1,982.51	1,833.33	4,410.51
7111 · Facilities	0.00	2,666.67	57,486.75
7112 · Awards / Trophies/ Ribbons	4,184.09	333.33	4,346.84
7113 · Awards Ceremony	0.00	333.33	0.00
7115 · Banquet	58,034.77	7,500.00	58,034.77
7116 · Industry Event	0.00	5,437.50	4,808.40
7120 · Special Meals / Events	0.00	250.00	396.60
7121 · Conference Planning	0.00	83.33	0.00
7122 · Tours / Entertainment	0.00		0.00
7123 · Staff Travel / Photographer	0.00	250.00	500.00
7124 · General Sessions	24,661.38	3,333.33	28,661.38
7125 · Learning Sessions	0.00	1,750.00	0.00

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	<u>May 16</u>	<u>Budget</u>	<u>Sep '15 - May 16</u>
7130 · Annual Meeting	0.00	166.67	116.91
7131 · Misc. Conference	0.00	666.67	0.00
7132 · Conf. Temps	0.00	416.67	0.00
7135 · Sales Items	0.00		0.00
7136 · T-Shirt Cost	0.00	625.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00
Total 7100 · Conference.	88,862.75	29,520.83	158,762.16
7200 · Industry Seminar.			
7201 · TASN Ind. Seminar	0.00	7,500.00	76,660.62
Total 7200 · Industry Seminar.	0.00	7,500.00	76,660.62
7300 · Training.			
7309 · Directors Academy	368.05	833.33	7,715.47
7310 · Managers Academy	844.35	1,250.00	844.35
Total 7300 · Training.	1,212.40	2,083.33	8,559.82
7400 · Pass Through.			
7403 · TASN PAC Expense	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner	0.00	333.33	6,083.28
7407 · Sales Tax	0.00	16.67	206.29
7408 · Taxable Resale Expense	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	6,289.57
7500 · Publications			
7501 · TASNews	12,198.77	0.00	32,277.13
7502 · Graphic Designer	3,600.00		32,400.00
7500 · Publications - Other	0.00	7,416.67	0.00
Total 7500 · Publications	15,798.77	7,416.67	64,677.13
7600 · Board of Directors.			
7601 · Executive Committee	-1,114.00	4,500.00	30,657.46
7602 · Public Policy & Legislative	0.00	500.00	3,967.80
7603 · Membership	0.00	208.33	349.91
7604 · Organizational Affairs	0.00	125.00	0.00
7605 · Education	0.00	250.00	1,044.00
7606 · Area Representatives	2,230.88	2,166.67	11,608.75
7607 · BOC - Past President's Advisory	0.00	25.00	0.00
7608 · Standards of Excellence	0.00	0.00	0.00
7609 · Nominating Committee	0.00	100.00	809.10
7610 · Industry Committee	0.00	104.17	0.00
7612 · Board of Dir. Meeting	0.00	333.33	3,352.99
7613 · Parliamentarian	0.00	208.33	0.00
7614 · Other Authorized meetings	0.00	1,333.33	4,937.00
7619 · Leadership Camp	0.00	916.67	9,616.58
7620 · MAT Review	0.00		35,166.24

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	<u>May 16</u>	<u>Budget</u>	<u>Sep '15 - May 16</u>
Total 7600 · Board of Directors.	1,116.88	10,770.83	101,509.83
7700 · Headquarters.			
7701 · Rent	2,980.63	5,333.33	54,527.60
7702 · Staff Travel & Meetings	0.00	1,519.13	10,243.25
7702A · Staff Training	0.00	625.00	4,241.43
7703 · Office Supplies	280.94	666.67	3,651.36
7704 · Misc. Expense	442.42	333.33	2,706.57
7705 · Printing	103.92	833.33	7,644.93
7706 · Telephone	570.49	666.67	4,799.23
7707 · Postage	2,410.70	1,666.67	16,237.26
7708 · Banking Fees	0.00	16.67	31.50
7709 · S/C Merchant Account	1,956.06	1,349.40	15,999.30
7710 · PC & Server Maintenance	735.02	1,083.33	10,071.61
7711 · Professional - Dues	0.00	166.67	1,628.00
7712 · Capital Outlay	0.00	916.66	4,094.72
7713 · Copier Maintenance Agreement	1,105.02	1,250.00	9,945.18
7715 · Property Tax	0.00	83.33	840.72
7716 · Insurance (G/L,Event,W/C)	-178.00	500.00	4,146.00
7718 · Marketing	106.60	500.00	3,911.81
7720 · Ballot Systems	2,967.78	500.00	7,411.94
7721 · TASN LAC	0.00		0.00
7723 · Database Maintenance	1,038.55	0.00	2,597.73
7725 · Depreciation Expense	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00
Total 7700 · Headquarters.	<u>14,520.13</u>	<u>18,010.19</u>	<u>164,730.14</u>
7800 · Staff			
7801 · Gross Wages			
7809 · Contract / WC Chargeback	5,145.97	0.00	13,278.88
7801 · Gross Wages - Other	19,851.19	27,166.67	206,953.54
Total 7801 · Gross Wages	<u>24,997.16</u>	<u>27,166.67</u>	<u>220,232.42</u>
7802 · Company Medicare	282.89	393.92	2,951.30
7803 · Company FICA	1,209.60	1,684.33	12,619.43
7804 · FUTA (Federal Unemployment)	0.00	28.00	210.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	197.09
7806 · Staff Benefits	0.00	0.00	0.00
7807 · Retirement Benefits	1,488.84	2,037.50	15,521.46
7808 · Employee Medical Insurance	1,873.92	3,583.33	24,773.21
7800 · Staff - Other	0.00	0.00	0.00
Total 7800 · Staff	<u>29,852.41</u>	<u>34,941.00</u>	<u>276,504.91</u>
7900 · Outside Services.			
7902 · Website Design & Hosting	0.00	1,250.00	6,966.23
7903 · Accounting	0.00	1,083.33	6,030.00

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7904 · Legal Fees	0.00	83.33	348.75
Total 7900 · Outside Services.	<u>0.00</u>	<u>2,416.66</u>	<u>13,344.98</u>
Total Expense	<u>151,363.34</u>	<u>113,009.51</u>	<u>871,039.16</u>
Net Ordinary Income	-27,699.31	0.03	322,518.76
Other Income/Expense			
Other Income			
1910 · Realized Gain (Loss) on Disposa	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	<u>1,015.85</u>	<u>0.00</u>	<u>4,011.74</u>
Total Other Income	<u>1,015.85</u>	<u>0.00</u>	<u>4,011.74</u>
Net Other Income	<u>1,015.85</u>	<u>0.00</u>	<u>4,011.74</u>
Net Income	<u><u>-26,683.46</u></u>	<u><u>0.03</u></u>	<u><u>326,530.50</u></u>

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Ordinary Income/Expense	<u>YTD Budget</u>	<u>Annual Budget</u>
Income		
4000 · Scholarship / Education	10,968.75	14,625.00
4100 · Conference		
4101 · Exhibits	302,812.51	403,750.00
4101A · Kitchen Space Rental		
4102 · \$225 Ind. Event	49,781.25	66,375.00
4103 · Registration		
A. · Early Bird	203,999.99	272,000.00
B. · Regular	23,287.50	31,050.00
Total 4103 · Registration	<u>227,287.49</u>	<u>303,050.00</u>
4105 · Non-Member Packet	6,750.00	9,000.00
4107 · One Day Reg.	4,593.74	6,125.00
4108 · Retired Registration	374.99	500.00
4110 · Onsite	9,900.00	13,200.00
4115 · Meals / Evening Event	0.00	0.00
4125 · Seminars / Misc.	6,375.01	8,500.00
4126 · Seminars		
4126 N · Train the Trainer (I,II,III)	0.00	0.00
4126 O · Sanitation	0.00	0.00
4126 P · Safety	0.00	0.00
4126 T · Paid Session - Aric Bostick		
4126 · Seminars - Other	0.00	0.00
Total 4126 · Seminars	<u>0.00</u>	<u>0.00</u>
4132 · Chapter Tables	374.99	500.00
4134 · Annual Conference Sponsors	26,249.99	35,000.00
Total 4100 · Conference	<u>634,499.97</u>	<u>846,000.00</u>
4200 · Industry Seminar		
4201 · TASN Industry Seminar Sponsor	21,749.99	29,000.00
4202 · TASN Industry Seminar Reg.	81,862.51	109,150.00
Total 4200 · Industry Seminar	<u>103,612.50</u>	<u>138,150.00</u>
4300 · Training		
4302 · TASN Certification	25,492.50	33,990.00
4307 · Cont. Education Workshops-Other		
4307B · Board Meeting Education Sesssio	374.99	500.00
Total 4307 · Cont. Education Workshops-Other	<u>374.99</u>	<u>500.00</u>
4309 · Directors Academy	10,312.51	13,750.00
4310 · Managers Academy	17,775.00	23,700.00
Total 4300 · Training	<u>53,955.00</u>	<u>71,940.00</u>
4400 · Pass Through		

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	<u>YTD Budget</u>	<u>Annual Budget</u>
4403 · TASN Pac	0.00	0.00
4407 · Sales Tax	149.99	200.00
Total 4400 · Pass Through	<u>149.99</u>	<u>200.00</u>
4450 · TASNews Publication	59,999.99	80,000.00
4500 · Membership Dues		
4501 · State Dues (Membership Dues)	91,499.99	122,000.00
4502 · Industry Dues (Membership Dues)	22,125.01	29,500.00
Total 4500 · Membership Dues	<u>113,625.00</u>	<u>151,500.00</u>
4600 · Board of Directors		
4607 · MAT Review		
4612 · Board Meetings	0.00	0.00
4618 · TASN LAD	0.00	0.00
4619 · TASN Leadership Camp	9,000.00	12,000.00
Total 4600 · Board of Directors	<u>9,000.00</u>	<u>12,000.00</u>
4700 · Headquarters		
4704 · Misc. Income	0.00	0.00
4708 · Invest. Interest and Dividends	27,524.44	36,699.25
4709 · Merchant Interest	0.00	0.00
4717 · Emporium	0.00	0.00
4721 · SNA LAC Sponsors	3,749.99	5,000.00
4723 · Labels (Directory Mailing)		
Total 4700 · Headquarters	<u>31,274.43</u>	<u>41,699.25</u>
Total Income	<u>1,017,085.63</u>	<u>1,356,114.25</u>
Gross Profit	1,017,085.63	1,356,114.25
Expense		
66900 · Reconciliation Discrepancies	0.00	0.00
7100 · Conference.		
7101 · Exhibits	34,500.01	46,000.00
7102 · Registration	16,500.01	22,000.00
7111 · Facilities	23,999.99	32,000.00
7112 · Awards / Trophies/ Ribbons	3,000.01	4,000.00
7113 · Awards Ceremony	3,000.01	4,000.00
7115 · Banquet	67,500.00	90,000.00
7116 · Industry Event	48,937.50	65,250.00
7120 · Special Meals / Events	2,250.00	3,000.00
7121 · Conference Planning	750.01	1,000.00
7122 · Tours / Entertainment	0.00	0.00
7123 · Staff Travel / Photographer	2,250.00	3,000.00
7124 · General Sessions	30,000.01	40,000.00
7125 · Learning Sessions	15,750.00	21,000.00

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	<u>YTD Budget</u>	<u>Annual Budget</u>
7130 · Annual Meeting	1,499.99	2,000.00
7131 · Misc. Conference	5,999.99	8,000.00
7132 · Conf. Temps	3,749.99	5,000.00
7135 · Sales Items	0.00	0.00
7136 · T-Shirt Cost	5,625.00	7,500.00
7138 · Chapter Tables	374.99	500.00
Total 7100 · Conference.	<u>265,687.51</u>	<u>354,250.00</u>
7200 · Industry Seminar.		
7201 · TASN Ind. Seminar	67,500.00	90,000.00
Total 7200 · Industry Seminar.	<u>67,500.00</u>	<u>90,000.00</u>
7300 · Training.		
7309 · Directors Academy	7,500.01	10,000.00
7310 · Managers Academy	11,250.00	15,000.00
Total 7300 · Training.	<u>18,750.01</u>	<u>25,000.00</u>
7400 · Pass Through.		
7403 · TASN PAC Expense	0.00	0.00
7405 · SNA- TX Delegation Dinner	3,000.01	4,000.00
7407 · Sales Tax	149.99	200.00
7408 · Taxable Resale Expense	0.00	0.00
Total 7400 · Pass Through.	<u>3,150.00</u>	<u>4,200.00</u>
7500 · Publications		
7501 · TASNews	0.00	0.00
7502 · Graphic Designer		
7500 · Publications - Other	66,749.99	89,000.00
Total 7500 · Publications	<u>66,749.99</u>	<u>89,000.00</u>
7600 · Board of Directors.		
7601 · Executive Committee	40,500.00	54,000.00
7602 · Public Policy & Legislative	4,500.00	6,000.00
7603 · Membership	1,875.01	2,500.00
7604 · Organizational Affairs	1,125.00	1,500.00
7605 · Education	2,250.00	3,000.00
7606 · Area Representatives	19,499.99	26,000.00
7607 · BOC - Past President's Advisory	225.00	300.00
7608 · Standards of Excellence	0.00	0.00
7609 · Nominating Committee	900.00	1,200.00
7610 · Industry Committee	937.49	1,250.00
7612 · Board of Dir. Meeting	3,000.01	4,000.00
7613 · Parliamentarian	1,875.01	2,500.00
7614 · Other Authorized meetings	12,000.01	16,000.00
7619 · Leadership Camp	8,249.99	11,000.00
7620 · MAT Review		

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	<u>YTD Budget</u>	<u>Annual Budget</u>
Total 7600 · Board of Directors.	96,937.51	129,250.00
7700 · Headquarters.		
7701 · Rent	48,000.01	64,000.00
7702 · Staff Travel & Meetings	13,672.11	18,229.50
7702A · Staff Training	5,625.00	7,500.00
7703 · Office Supplies	5,999.99	8,000.00
7704 · Misc. Expense	3,000.01	4,000.00
7705 · Printing	7,500.01	10,000.00
7706 · Telephone	5,999.99	8,000.00
7707 · Postage	14,999.99	20,000.00
7708 · Banking Fees	149.99	200.00
7709 · S/C Merchant Account	12,144.55	16,192.75
7710 · PC & Server Maintenance	9,750.01	13,000.00
7711 · Professional - Dues	1,499.99	2,000.00
7712 · Capital Outlay	8,249.94	11,000.00
7713 · Copier Maintenance Agreement	11,250.00	15,000.00
7715 · Property Tax	750.01	1,000.00
7716 · Insurance (G/L,Event,W/C)	4,500.00	6,000.00
7718 · Marketing	4,500.00	6,000.00
7720 · Ballot Systems	4,500.00	6,000.00
7721 · TASN LAC	0.00	0.00
7723 · Database Maintenance	0.00	0.00
7725 · Depreciation Expense	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00
Total 7700 · Headquarters.	<u>162,091.60</u>	<u>216,122.25</u>
7800 · Staff		
7801 · Gross Wages		
7809 · Contract / WC Chargeback	0.00	0.00
7801 · Gross Wages - Other	244,499.99	326,000.00
Total 7801 · Gross Wages	<u>244,499.99</u>	<u>326,000.00</u>
7802 · Company Medicare	3,545.24	4,727.00
7803 · Company FICA	15,159.01	20,212.00
7804 · FUTA (Federal Unemployment)	252.00	336.00
7805 · SUI (State Unemployment Tax)	425.25	567.00
7806 · Staff Benefits	0.00	0.00
7807 · Retirement Benefits	18,337.50	24,450.00
7808 · Employee Medical Insurance	32,250.01	43,000.00
7800 · Staff - Other	0.00	0.00
Total 7800 · Staff	<u>314,469.00</u>	<u>419,292.00</u>
7900 · Outside Services.		
7902 · Website Design & Hosting	11,250.00	15,000.00
7903 · Accounting	9,750.01	13,000.00

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	<u>YTD Budget</u>	<u>Annual Budget</u>
7904 · Legal Fees	750.01	1,000.00
Total 7900 · Outside Services.	<u>21,750.02</u>	<u>29,000.00</u>
Total Expense	<u>1,017,085.64</u>	<u>1,356,114.25</u>
Net Ordinary Income	-0.01	0.00
Other Income/Expense		
Other Income		
1910 · Realized Gain (Loss) on Dispos	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00
Total Other Income	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>-0.01</u></u>	<u><u>0.00</u></u>