

TASN Profit & Loss Budget Performance September 2016

	Sep 16	Budget	Sep 16	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,166.67	0.00	1,166.67	14,000.00
4100 · Conference					
4101 · Exhibits	194,900.00	30,875.00	194,900.00	30,875.00	370,500.00
4102 · \$225 Ind. Event	0.00	5,937.50	0.00	5,937.50	71,250.00
4103 · Registration					
A · Early Bird	0.00	19,791.67	0.00	19,791.67	237,500.00
B · Regular	0.00	2,416.67	0.00	2,416.67	29,000.00
Total 4103 · Registration	0.00	22,208.34	0.00	22,208.34	266,500.00
4105 · Non-Member Packet	0.00	633.33	0.00	633.33	7,600.00
4107 · One Day Reg.	0.00	500.00	0.00	500.00	6,000.00
4108 · Retired Registration	0.00	62.50	0.00	62.50	750.00
4110 · Onsite	330.00	1,166.67	330.00	1,166.67	14,000.00
4115 · Meals / Evening Event	0.00	0.00	0.00	0.00	0.00
4125 · Seminars / Misc.					
4125 · Seminars / Misc. - Other	0.00	0.00	0.00	0.00	0.00
Total 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	1,250.00	15,000.00
Total 4126 · Seminars	0.00	1,250.00	0.00	1,250.00	15,000.00
4132 · Chapter Tables	0.00	41.67	0.00	41.67	500.00
4134 · Annual Sponsors	7,500.00	11,666.67	7,500.00	11,666.67	140,000.00
Total 4100 · Conference	202,730.00	74,341.68	202,730.00	74,341.68	892,100.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	14,500.00	0.00	14,500.00	0.00	0.00
4202 · TASN Industry Seminar Reg.	38,585.00	11,250.00	38,585.00	11,250.00	135,000.00
Total 4200 · Industry Seminar	53,085.00	11,250.00	53,085.00	11,250.00	135,000.00
4300 · Training					
4302 · TASN Certification	1,260.00	3,166.67	1,260.00	3,166.67	38,000.00
4307 · Cont. Education Workshops-Other					
4307B · Board Meeting Education Sesssio	0.00	41.67	0.00	41.67	500.00
Total 4307 · Cont. Education Workshops-Other	0.00	41.67	0.00	41.67	500.00
4309 · Directors Academy	0.00	1,145.83	0.00	1,145.83	13,750.00
4310 · Managers Academy	0.00	822.92	0.00	822.92	9,875.00
Total 4300 · Training	1,260.00	5,177.09	1,260.00	5,177.09	62,125.00
4400 · Pass Through					

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4407 · Sales Tax	0.00	16.67	0.00	16.67	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	16.67	200.00
4450 · TASNews Publication	7,475.00	7,583.34	7,475.00	7,583.34	91,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	51,371.13	10,471.67	51,371.13	10,471.67	125,660.00
4502 · Industry Dues (Membership Dues)	17,581.67	2,532.08	17,581.67	2,532.08	30,385.00
Total 4500 · Membership Dues	68,952.80	13,003.75	68,952.80	13,003.75	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	0.00	0.00	0.00	0.00	0.00
4708 · Invest. Interest and Dividends	0.00	2,916.67	0.00	2,916.67	35,000.00
4717 · Emporium					
4717 · Emporium - Other	0.00	0.00	0.00	0.00	0.00
Total 4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors	0.00	416.67	0.00	416.67	5,000.00
Total 4700 · Headquarters	0.00	3,333.34	0.00	3,333.34	40,000.00
Total Income	333,502.80	115,872.54	333,502.80	115,872.54	1,390,470.00
Gross Profit	333,502.80	115,872.54	333,502.80	115,872.54	1,390,470.00
Expense					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00
7100 · Conference.					
7101 · Exhibits	3,452.45	5,000.00	3,452.45	5,000.00	60,000.00
7102 · Registration	9,022.37	2,083.33	9,022.37	2,083.33	25,000.00
7111 · Facillities	18,246.75	3,333.33	18,246.75	3,333.33	40,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	333.33	4,000.00
7113 · Awards Ceremony	0.00	500.00	0.00	500.00	6,000.00
7115 · Banquet	0.00	7,500.00	0.00	7,500.00	90,000.00
7116 · Industry Event	0.00	5,916.67	0.00	5,916.67	71,000.00
7120 · Special Meals / Events	0.00	166.67	0.00	166.67	2,000.00
7121 · Conference Planning	0.00	333.33	0.00	333.33	4,000.00
7123 · Staff Travel / Photographer	0.00	416.67	0.00	416.67	5,000.00
7124 · General Sesssions	0.00	4,166.67	0.00	4,166.67	50,000.00
7125 · Learning Sessions	0.00	2,083.33	0.00	2,083.33	25,000.00
7130 · Annual Meeting	0.00	333.33	0.00	333.33	4,000.00
7131 · Misc. Conference	0.00	500.00	0.00	500.00	6,000.00
7132 · Conf. Temps	0.00	416.67	0.00	416.67	5,000.00
7136 · T-Shirt Cost	0.00	750.00	0.00	750.00	9,000.00

TASN
Profit & Loss Budget Performance
September 2016

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7138 · Chapter Tables	0.00	41.67	0.00	41.67	500.00
Total 7100 · Conference.	30,721.57	33,875.00	30,721.57	33,875.00	406,500.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	6,666.67	0.00	6,666.67	80,000.00
Total 7200 · Industry Seminar.	0.00	6,666.67	0.00	6,666.67	80,000.00
7300 · Training.					
7309 · Directors Academy	0.00	833.33	0.00	833.33	10,000.00
7310 · Managers Academy	0.00	666.67	0.00	666.67	8,000.00
Total 7300 · Training.	0.00	1,500.00	0.00	1,500.00	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.	0.00	333.33	0.00	333.33	4,000.00
7407 · Sales Tax	0.00	16.67	0.00	16.67	200.00
7408 · Taxable Resale Expense	0.00	0.00	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	350.00	0.00	350.00	4,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	0.00	4,000.00	48,000.00
7502 · Graphic Designer	3,855.00		3,855.00		
7500 · Publications - Other	0.00	4,000.00	0.00	4,000.00	48,000.00
Total 7500 · Publications	3,855.00	8,000.00	3,855.00	8,000.00	96,000.00
7600 · Board of Directors.					
7601 · Executive Committee	1,308.33	3,750.00	1,308.33	3,750.00	45,000.00
7602 · Public Policy & Legislative	0.00	500.00	0.00	500.00	6,000.00
7603 · Membership	0.00	250.00	0.00	250.00	3,000.00
7604 · Organizational Affairs	0.00	125.00	0.00	125.00	1,500.00
7605 · Education	0.00	250.00	0.00	250.00	3,000.00
7606 · Area Representatives	308.55	2,500.00	308.55	2,500.00	30,000.00
7607 · BOC - Past President's Advisory	0.00	41.67	0.00	41.67	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	100.00	1,200.00
7610 · Industry Committee	0.00	125.00	0.00	125.00	1,500.00
7612 · Board of Dir. Meeting	0.00	333.33	0.00	333.33	4,000.00
7613 · Parliamentarian	0.00	250.00	0.00	250.00	3,000.00
7614 · Other Authorized meetings	0.00	333.33	0.00	333.33	4,000.00
7619 · Leadership Camp	0.00	0.00	0.00	0.00	0.00
Total 7600 · Board of Directors.	1,616.88	8,558.33	1,616.88	8,558.33	102,700.00
7700 · Headquarters.					
7701 · Rent	12,000.00	6,166.67	12,000.00	6,166.67	74,000.00
7702 · Staff Travel & Meetings	0.00	1,250.00	0.00	1,250.00	15,000.00
7702A · Staff Training	0.00	500.00	0.00	500.00	6,000.00
7703 · Office Supplies	187.61	666.67	187.61	666.67	8,000.00

9:27 AM

10/03/16

Accrual Basis

TASN Profit & Loss Budget Performance September 2016

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7704 · Misc. Expense	0.00	333.33	0.00	333.33	4,000.00
7705 · Printing	0.00	1,000.00	0.00	1,000.00	12,000.00
7706 · Telephone	248.80	416.67	248.80	416.67	5,000.00
7707 · Postage	1,257.12	1,583.33	1,257.12	1,583.33	19,000.00
7708 · Banking Fees	0.00	16.67	0.00	16.67	200.00
7709 · S/C Merchant Account	0.00	1,666.67	0.00	1,666.67	20,000.00
7710 · PC & Server Maintenance	827.03	833.33	827.03	833.33	10,000.00
7711 · Professional - Dues	355.00	166.67	355.00	166.67	2,000.00
7712 · Capital Outlay	0.00	583.33	0.00	583.33	7,000.00
7713 · Copier Maintenance Agreement	1,247.33	1,250.00	1,247.33	1,250.00	15,000.00
7715 · Property Tax	0.00	83.33	0.00	83.33	1,000.00
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	0.00	500.00	6,000.00
7718 · Marketing	1,549.50	868.88	1,549.50	868.88	10,426.50
7720 · Ballot Systems	0.00	583.33	0.00	583.33	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.	17,672.39	18,468.88	17,672.39	18,468.88	221,626.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	3,486.08	0.00	3,486.08	0.00	0.00
7801 · Gross Wages - Other	23,885.39	27,750.00	23,885.39	27,750.00	333,000.00
Total 7801 · Gross Wages	27,371.47	27,750.00	27,371.47	27,750.00	333,000.00
7802 · Company Medicare	344.17	402.38	344.17	402.38	4,828.50
7803 · Company FICA	1,471.61	1,720.50	1,471.61	1,720.50	20,646.00
7804 · FUTA (Federal Unemployment)	19.31	28.00	19.31	28.00	336.00
7805 · SUI (State Unemployment Tax)	14.95	47.25	14.95	47.25	567.00
7806 · Staff Benefits	0.00	0.00	0.00	0.00	0.00
7807 · Retirement Benefits	2,418.58	2,775.00	2,418.58	2,775.00	33,300.00
7808 · Employee Medical Insurance	5,548.29	3,250.00	5,548.29	3,250.00	39,000.00
7800 · Staff - Other	0.00	0.00	0.00	0.00	0.00
Total 7800 · Staff	37,188.38	35,973.13	37,188.38	35,973.13	431,677.50
7900 · Outside Services.					
7902 · Website Design & Hosting	0.00	1,188.83	0.00	1,188.83	14,266.00
7903 · Accounting	0.00	1,166.67	0.00	1,166.67	14,000.00
7904 · Legal Fees	0.00	125.00	0.00	125.00	1,500.00
Total 7900 · Outside Services.	0.00	2,480.50	0.00	2,480.50	29,766.00
Total Expense	91,054.22	115,872.51	91,054.22	115,872.51	1,390,470.00
Net Ordinary Income	242,448.58	0.03	242,448.58	0.03	0.00
Other Income/Expense					
Other Income					

9:27 AM

10/03/16

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TASN
Profit & Loss Budget Performance
September 2016

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1910 · Realized Gain (Loss) on Dispos	0.00	0.00	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	0.00	0.00	0.00
Total Other Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>242,448.58</u></u>	<u><u>0.03</u></u>	<u><u>242,448.58</u></u>	<u><u>0.03</u></u>	<u><u>0.00</u></u>