

TASN
Profit & Loss Budget vs. Actual
September 2017

	Sep 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Scholarship / Education	11,675.00	1,229.17	10,445.83
4100 · Conference			
4101 · Exhibits	168,900.00	30,208.33	138,691.67
4102 · \$275 Ind. Event	0.00	6,645.83	-6,645.83
4103 · Registration			
A · Early Bird	0.00	23,958.33	-23,958.33
B · Regular	0.00	2,416.67	-2,416.67
Total 4103 · Registration	0.00	26,375.00	-26,375.00
4105 · Non-Member Packet	0.00	560.42	-560.42
4107 · One Day Reg.	0.00	500.00	-500.00
4108 · Retired Registration	0.00	62.50	-62.50
4110 · Onsite	0.00	729.17	-729.17
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 O · Sanitation	0.00	0.00	0.00
4126 P · Safety	0.00	0.00	0.00
4126 · Seminars - Other	0.00	833.33	-833.33
Total 4126 · Seminars	0.00	833.33	-833.33
4132 · Chapter Tables	0.00	41.67	-41.67
4134 · Annual Sponsors	0.00	4,166.67	-4,166.67
Total 4100 · Conference	168,900.00	70,122.92	98,777.08
4200 · Industry Seminar			
4201 · TASN Industry Seminar Sponsor	21,400.00	3,083.33	18,316.67
4202 · TASN Industry Seminar Reg.	70,750.00	10,000.00	60,750.00
Total 4200 · Industry Seminar	92,150.00	13,083.33	79,066.67
4300 · Training			
4302 · TASN Certification	760.00	3,261.67	-2,501.67
4307 · Cont. Education Workshops-Other			
4307B · Board Meeting Education Sesssio	0.00	0.00	0.00
Total 4307 · Cont. Education Workshops-Other	0.00	0.00	0.00
4309 · Directors Academy	2,750.00	1,145.83	1,604.17
4310 · Managers Academy	0.00	1,975.00	-1,975.00
Total 4300 · Training	3,510.00	6,382.50	-2,872.50
4400 · Pass Through			
4407 · Sales Tax	0.00	16.67	-16.67
Total 4400 · Pass Through	0.00	16.67	-16.67
4450 · TASNews /Advertising	7,395.00	8,333.33	-938.33
4500 · Membership Dues			
4501 · State Dues (Membership Dues)	27,889.95	10,785.83	17,104.12
4502 · Industry Dues (Membership Dues)	13,795.65	2,608.08	11,187.57
Total 4500 · Membership Dues	41,685.60	13,393.91	28,291.69
4600 · Board of Directors			
4607 · MAT Review	0.00	0.00	0.00
4612 · Board Meetings	0.00	0.00	0.00
4619 · TASN Leadership Camp	0.00	0.00	0.00
Total 4600 · Board of Directors	0.00	0.00	0.00
4700 · Headquarters			
4704 · Misc. Income	0.00	0.00	0.00
4708 · Invest. Interest and Dividends	4,650.13	4,166.67	483.46

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4717 · Emporium	0.00	1,750.00	-1,750.00
4721 · SNA LAC Sponsors	0.00	458.33	-458.33
4723 · Labels (Directory Mailing)	0.00	0.00	0.00
Total 4700 · Headquarters	4,650.13	6,375.00	-1,724.87
Total Income	329,965.73	118,936.83	211,028.90
Gross Profit	329,965.73	118,936.83	211,028.90
Expense			
66900 · Reconciliation Discrepancies	0.00	0.00	0.00
7100 · Conference.			
7101 · Exhibits	0.00	5,000.00	-5,000.00
7102 · Registration	0.00	2,083.33	-2,083.33
7111 · Facilities	19,929.00	3,333.33	16,595.67
7112 · Awards / Trophies/ Ribbons	0.00	333.33	-333.33
7113 · Awards Ceremony	0.00	500.00	-500.00
7115 · Banquet	0.00	7,916.67	-7,916.67
7116 · Industry Event	0.00	6,645.83	-6,645.83
7120 · Special Meals / Events	0.00	166.67	-166.67
7121 · Conference Planning	132.74	333.33	-200.59
7123 · Staff Travel / Photographer	0.00	416.67	-416.67
7124 · General Sessions	0.00	4,166.67	-4,166.67
7125 · Learning Sessions	0.00	1,916.67	-1,916.67
7130 · Annual Meeting	0.00	333.33	-333.33
7131 · Misc. Conference	0.00	500.00	-500.00
7132 · Conf. Temps	0.00	416.67	-416.67
7136 · T-Shirt Cost	0.00	750.00	-750.00
7137 · Emporium Items	0.00	1,000.00	-1,000.00
7138 · Chapter Tables	0.00	41.67	-41.67
Total 7100 · Conference.	20,061.74	35,854.17	-15,792.43
7200 · Industry Seminar.			
7201 · TASN Ind. Seminar	2,778.87	7,083.33	-4,304.46
Total 7200 · Industry Seminar.	2,778.87	7,083.33	-4,304.46
7300 · Training.			
7309 · Directors Academy	0.00	833.33	-833.33
7310 · Managers Academy	0.00	1,250.00	-1,250.00
Total 7300 · Training.	0.00	2,083.33	-2,083.33
7400 · Pass Through.			
7403 · TASN PAC Expense	0.00	0.00	0.00
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.67	-416.67
7407 · Sales Tax	0.00	16.67	-16.67
7408 · Taxable Resale Expense	0.00	0.00	0.00
Total 7400 · Pass Through.	0.00	433.34	-433.34
7500 · Publications			
7501 · TASNews	0.00	4,000.00	-4,000.00
7502 · Graphic Designer	3,600.00	3,600.00	0.00
7500 · Publications - Other	0.00	0.00	0.00
Total 7500 · Publications	3,600.00	7,600.00	-4,000.00
7600 · Board of Directors.			
7601 · Executive Committee	-26.50	3,916.67	-3,943.17
7602 · Public Policy & Legislative	0.00	500.00	-500.00
7603 · Membership	0.00	250.00	-250.00
7604 · Organizational Affairs	0.00	125.00	-125.00
7605 · Education	0.00	250.00	-250.00
7606 · Area Representatives	38.20	2,333.33	-2,295.13
7607 · BOC - Past President's Advisory	0.00	62.50	-62.50
7609 · Nominating Committee	0.00	116.67	-116.67

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7610 · Industry Committee	0.00	141.67	-141.67
7612 · Board of Dir. Meeting	0.00	416.67	-416.67
7613 · Parliamentarian	0.00	166.67	-166.67
7614 · Other Authorized meetings	0.00	333.33	-333.33
7619 · Leadership Camp	0.00	0.00	0.00
7620 · MAT Review	0.00	0.00	0.00
Total 7600 · Board of Directors.	11.70	8,612.51	-8,600.81
7700 · Headquarters.			
7701 · Rent	12,000.00	6,166.67	5,833.33
7702 · Staff Travel & Meetings	-75.85	1,333.33	-1,409.18
7702A · Staff Training	1,309.00	666.67	642.33
7703 · Office Supplies	71.43	583.33	-511.90
7704 · Misc. Expense	27.87	333.33	-305.46
7705 · Printing	0.00	916.67	-916.67
7706 · Telephone	327.32	250.00	77.32
7707 · Postage	0.00	1,500.00	-1,500.00
7708 · Banking Fees	0.00	16.67	-16.67
7709 · S/C Merchant Account	0.00	1,666.67	-1,666.67
7710 · PC & Server Maintenance	1,512.26	625.00	887.26
7711 · Professional - Dues	359.00	208.33	150.67
7712 · Capital Outlay	0.00	583.33	-583.33
7713 · Copier Maintenance Agreement	0.00	1,250.00	-1,250.00
7715 · Property Tax	0.00	83.33	-83.33
7716 · Insurance (G/L,Event,W/C)	0.00	500.00	-500.00
7718 · Marketing	101.27	750.00	-648.73
7720 · Ballot Systems	0.00	583.33	-583.33
7723 · Database Maintenance	54.32	0.00	54.32
7725 · Depreciation Expense	0.00	0.00	0.00
7727 · Previous Years Transactions	619.50	0.00	619.50
Total 7700 · Headquarters.	16,306.12	18,016.66	-1,710.54
7800 · Staff			
7801 · Gross Wages			
7809 · Contract / WC Chargeback	14.92	0.00	14.92
7801 · Gross Wages - Other	21,268.04	28,958.33	-7,690.29
Total 7801 · Gross Wages	21,282.96	28,958.33	-7,675.37
7802 · Company Medicare	303.27	419.90	-116.63
7803 · Company FICA	1,296.72	1,795.42	-498.70
7804 · FUTA (Federal Unemployment)	0.00	28.00	-28.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	-47.25
7807 · Retirement Benefits	2,126.78	2,516.33	-389.55
7808 · Employee Medical Insurance	4,268.08	3,250.00	1,018.08
7800 · Staff - Other	0.00	0.00	0.00
Total 7800 · Staff	29,277.81	37,015.23	-7,737.42
7900 · Outside Services.			
7902 · Website Design & Hosting	1,500.00	946.60	553.40
7903 · Accounting	0.00	1,166.67	-1,166.67
7904 · Legal Fees	-619.50	125.00	-744.50
Total 7900 · Outside Services.	880.50	2,238.27	-1,357.77
Total Expense	72,916.74	118,936.84	-46,020.10
Net Ordinary Income	257,048.99	-0.01	257,049.00
Other Income/Expense			
Other Income			
1910 · Realized Gain (Loss) on Dispos	0.00	0.00	0.00
1915 · Unrealized/Realized Gain (Loss)	19,396.19	0.00	19,396.19
Total Other Income	19,396.19	0.00	19,396.19

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Accrual Basis

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	Sep 17	Budget	\$ Over Budget
Net Other Income	19,396.19	0.00	19,396.19
Net Income	<u>276,445.18</u>	<u>-0.01</u>	<u>276,445.19</u>

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	% of Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	949.8%
4100 · Conference	
4101 · Exhibits	559.1%
4102 · \$275 Ind. Event	0.0%
4103 · Registration	
A · Early Bird	0.0%
B · Regular	0.0%
Total 4103 · Registration	0.0%
4105 · Non-Member Packet	0.0%
4107 · One Day Reg.	0.0%
4108 · Retired Registration	0.0%
4110 · Onsite	0.0%
4115 · Meals / Evening Event	0.0%
4126 · Seminars	
4126 N · Train the Trainer (I,II,III)	0.0%
4126 O · Sanitation	0.0%
4126 P · Safety	0.0%
4126 · Seminars - Other	0.0%
Total 4126 · Seminars	0.0%
4132 · Chapter Tables	0.0%
4134 · Annual Sponsors	0.0%
Total 4100 · Conference	240.9%
4200 · Industry Seminar	
4201 · TASN Industry Seminar Sponsor	694.1%
4202 · TASN Industry Seminar Reg.	707.5%
Total 4200 · Industry Seminar	704.3%
4300 · Training	
4302 · TASN Certification	23.3%
4307 · Cont. Education Workshops-Other	
4307B · Board Meeting Education Sesssio	0.0%
Total 4307 · Cont. Education Workshops-Other	0.0%
4309 · Directors Academy	240.0%
4310 · Managers Academy	0.0%
Total 4300 · Training	55.0%
4400 · Pass Through	
4407 · Sales Tax	0.0%
Total 4400 · Pass Through	0.0%
4450 · TASNews /Advertising	88.7%
4500 · Membership Dues	
4501 · State Dues (Membership Dues)	258.6%
4502 · Industry Dues (Membership Dues)	529.0%
Total 4500 · Membership Dues	311.2%
4600 · Board of Directors	
4607 · MAT Review	0.0%
4612 · Board Meetings	0.0%
4619 · TASN Leadership Camp	0.0%
Total 4600 · Board of Directors	0.0%
4700 · Headquarters	
4704 · Misc. Income	0.0%
4708 · Invest. Interest and Dividends	111.6%

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4717 · Emporium	0.0%
4721 · SNA LAC Sponsors	0.0%
4723 · Labels (Directory Mailing)	0.0%
Total 4700 · Headquarters	72.9%
Total Income	277.4%
Gross Profit	277.4%
Expense	
66900 · Reconciliation Discrepancies	0.0%
7100 · Conference.	
7101 · Exhibits	0.0%
7102 · Registration	0.0%
7111 · Facilities	597.9%
7112 · Awards / Trophies/ Ribbons	0.0%
7113 · Awards Ceremony	0.0%
7115 · Banquet	0.0%
7116 · Industry Event	0.0%
7120 · Special Meals / Events	0.0%
7121 · Conference Planning	39.8%
7123 · Staff Travel / Photographer	0.0%
7124 · General Sessions	0.0%
7125 · Learning Sessions	0.0%
7130 · Annual Meeting	0.0%
7131 · Misc. Conference	0.0%
7132 · Conf. Temps	0.0%
7136 · T-Shirt Cost	0.0%
7137 · Emporium Items	0.0%
7138 · Chapter Tables	0.0%
Total 7100 · Conference.	56.0%
7200 · Industry Seminar.	
7201 · TASN Ind. Seminar	39.2%
Total 7200 · Industry Seminar.	39.2%
7300 · Training.	
7309 · Directors Academy	0.0%
7310 · Managers Academy	0.0%
Total 7300 · Training.	0.0%
7400 · Pass Through.	
7403 · TASN PAC Expense	0.0%
7405 · SNA- TX Delegation Dinner/Misc.	0.0%
7407 · Sales Tax	0.0%
7408 · Taxable Resale Expense	0.0%
Total 7400 · Pass Through.	0.0%
7500 · Publications	
7501 · TASNews	0.0%
7502 · Graphic Designer	100.0%
7500 · Publications - Other	0.0%
Total 7500 · Publications	47.4%
7600 · Board of Directors.	
7601 · Executive Committee	-0.7%
7602 · Public Policy & Legislative	0.0%
7603 · Membership	0.0%
7604 · Organizational Affairs	0.0%
7605 · Education	0.0%
7606 · Area Representatives	1.6%
7607 · BOC - Past President's Advisory	0.0%
7609 · Nominating Committee	0.0%

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7610 · Industry Committee	0.0%
7612 · Board of Dir. Meeting	0.0%
7613 · Parliamentarian	0.0%
7614 · Other Authorized meetings	0.0%
7619 · Leadership Camp	0.0%
7620 · MAT Review	0.0%
Total 7600 · Board of Directors.	0.1%
7700 · Headquarters.	
7701 · Rent	194.6%
7702 · Staff Travel & Meetings	-5.7%
7702A · Staff Training	196.3%
7703 · Office Supplies	12.2%
7704 · Misc. Expense	8.4%
7705 · Printing	0.0%
7706 · Telephone	130.9%
7707 · Postage	0.0%
7708 · Banking Fees	0.0%
7709 · S/C Merchant Account	0.0%
7710 · PC & Server Maintenance	242.0%
7711 · Professional - Dues	172.3%
7712 · Capital Outlay	0.0%
7713 · Copier Maintenance Agreement	0.0%
7715 · Property Tax	0.0%
7716 · Insurance (G/L,Event,W/C)	0.0%
7718 · Marketing	13.5%
7720 · Ballot Systems	0.0%
7723 · Database Maintenance	100.0%
7725 · Depreciation Expense	0.0%
7727 · Previous Years Transactions	100.0%
Total 7700 · Headquarters.	90.5%
7800 · Staff	
7801 · Gross Wages	
7809 · Contract / WC Chargeback	100.0%
7801 · Gross Wages - Other	73.4%
Total 7801 · Gross Wages	73.5%
7802 · Company Medicare	72.2%
7803 · Company FICA	72.2%
7804 · FUTA (Federal Unemployment)	0.0%
7805 · SUI (State Unemployment Tax)	0.0%
7807 · Retirement Benefits	84.5%
7808 · Employee Medical Insurance	131.3%
7800 · Staff - Other	0.0%
Total 7800 · Staff	79.1%
7900 · Outside Services.	
7902 · Website Design & Hosting	158.5%
7903 · Accounting	0.0%
7904 · Legal Fees	-495.6%
Total 7900 · Outside Services.	39.3%
Total Expense	61.3%
Net Ordinary Income	-2,570,489,900.0%
Other Income/Expense	
Other Income	
1910 · Realized Gain (Loss) on Disposa	0.0%
1915 · Unrealized/Realized Gain (Loss)	100.0%
Total Other Income	100.0%

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Accrual Basis

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	% of Budget
Net Other Income	100.0%
Net Income	<u>-2,764,451,800.0%</u>