

TASN
Profit & Loss Budget Performance
 August 2019

	<u>Aug 19</u>	<u>Budget</u>	<u>Sep '18 - Aug 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	979.13	12,475.00	11,750.00	11,750.00
4100 · Conference					
4101 · Exhibits	-181,700.00	30,208.37	385,334.00	362,500.00	362,500.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	4,818.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.87	83,600.00	79,750.00	79,750.00
4103 · Registration					
A. · Early Bird	-135.00	25,875.00	320,915.00	310,500.00	310,500.00
B. · Regular	0.00	2,583.37	18,600.00	31,000.00	31,000.00
Total 4103 · Registration	-135.00	28,458.37	339,515.00	341,500.00	341,500.00
4105 · Non-Member Packet	0.00	579.13	7,940.00	6,950.00	6,950.00
4107 · One Day Reg.	0.00	187.50	2,600.00	2,250.00	2,250.00
4108 · Retired Registration	0.00	25.00	600.00	300.00	300.00
4110 · Onsite	0.00	891.63	9,630.00	10,700.00	10,700.00
4115 · Meals / Evening Event	0.00	0.00	1,800.00	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		
4126 P · Safety	0.00		0.00		
4126 U · Financial Management	0.00	0.00	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.63	0.00	5,000.00	5,000.00
Total 4126 · Seminars	0.00	416.63	0.00	5,000.00	5,000.00
4131 · Misc. Conference	0.00	0.00	-1,500.00	0.00	0.00
4132 · Chapter Tables	0.00	41.63	100.00	500.00	500.00
4134 · Annual Sponsors	0.00	4,166.63	46,375.00	50,000.00	50,000.00
4135 · Sale Items	0.00		0.00	0.00	0.00
Total 4100 · Conference	-181,835.00	71,620.76	880,812.00	859,450.00	859,450.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.63	32,500.00	35,000.00	35,000.00
4202 · TASN Industry Seminar Reg.	-3,975.00	6,333.37	77,620.00	76,000.00	76,000.00
Total 4200 · Industry Seminar	-3,975.00	9,250.00	110,120.00	111,000.00	111,000.00

TASN
Profit & Loss Budget Performance
 August 2019

	<u>Aug 19</u>	<u>Budget</u>	<u>Sep '18 - Aug 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
4300 · Training					
4302 · TASN Certification	1,292.00	3,359.50	22,864.00	40,314.00	40,314.00
4309 · Administrative Academy	0.00	687.50	0.00	8,250.00	8,250.00
4310 · Managers Academy	0.00	1,481.25	13,025.00	17,775.00	17,775.00
Total 4300 · Training	<u>1,292.00</u>	<u>5,528.25</u>	<u>35,889.00</u>	<u>66,339.00</u>	<u>66,339.00</u>
4400 · Pass Through					
4407 · Sales Tax	0.00	16.63	10.31	200.00	200.00
Total 4400 · Pass Through	<u>0.00</u>	<u>16.63</u>	<u>10.31</u>	<u>200.00</u>	<u>200.00</u>
4450 · TASNews /Advertising	0.00	7,916.63	25,030.00	95,000.00	95,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	-56,636.33	11,109.38	143,712.40	133,313.00	133,313.00
4502 · Industry Dues (Membership Dues)	-16,633.78	2,686.37	37,922.45	32,236.00	32,236.00
Total 4500 · Membership Dues	<u>-73,270.11</u>	<u>13,795.75</u>	<u>181,634.85</u>	<u>165,549.00</u>	<u>165,549.00</u>
4600 · Board of Directors					
4607 · MAT Review	0.00		0.00	0.00	0.00
Total 4600 · Board of Directors	<u>0.00</u>		<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
4700 · Headquarters					
4704 · Misc. Income	-40.00	416.63	6,830.88	5,000.00	5,000.00
4708 · Invest. Interest and Dividends	0.00	5,000.00	88,691.15	60,000.00	60,000.00
4717 · Emporium	0.00	0.00	460.39	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	458.37	3,950.00	5,500.00	5,500.00
4723 · Labels (Directory Mailing)	0.00	0.00	114.69	0.00	0.00
Total 4700 · Headquarters	<u>-40.00</u>	<u>5,875.00</u>	<u>100,047.11</u>	<u>70,500.00</u>	<u>70,500.00</u>
Total Income	<u>-257,828.11</u>	<u>114,982.15</u>	<u>1,346,018.27</u>	<u>1,379,788.00</u>	<u>1,379,788.00</u>
Gross Profit	-257,828.11	114,982.15	1,346,018.27	1,379,788.00	1,379,788.00
Expense					
66900 · Reconciliation Discrepancies	-10.00		-10.00		
7100 · Conference.					
7101 · Exhibits	58.77	5,416.63	57,921.79	65,000.00	65,000.00
7102 · Registration	1,639.79	2,500.00	29,716.54	30,000.00	30,000.00
7111 · Facilities	0.00	2,500.00	0.00	30,000.00	30,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.37	2,610.38	4,000.00	4,000.00
7113 · Awards Ceremony	0.00	1,000.00	2,453.01	12,000.00	12,000.00

TASN Profit & Loss Budget Performance August 2019

	Aug 19	Budget	Sep '18 - Aug 19	YTD Budget	Annual Budget
7115 · Banquet	4,463.28	8,750.00	134,463.28	105,000.00	105,000.00
7116 · Industry Event	22,450.92	6,645.87	107,900.64	79,750.00	79,750.00
7120 · Special Meals / Events	394.11	304.13	1,911.29	3,650.00	3,650.00
7121 · Conference Planning	0.00	166.63	1,909.57	2,000.00	2,000.00
7123 · Staff Travel / Photographer	703.56	500.00	4,268.56	6,000.00	6,000.00
7124 · General Sessions	1,866.93	4,166.63	41,773.80	50,000.00	50,000.00
7125 · Learning Sessions	626.51	2,333.37	23,001.54	28,000.00	28,000.00
7130 · Annual Meeting	0.00	583.37	2,453.01	7,000.00	7,000.00
7131 · Misc. Conference	1,983.58	500.00	4,266.01	6,000.00	6,000.00
7132 · Conf. Temps	0.00	416.63	4,555.08	5,000.00	5,000.00
7136 · T-Shirt Cost	0.00	750.00	6,475.93	9,000.00	9,000.00
7137 · Emporium Items	0.00	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.63	0.00	500.00	500.00
Total 7100 · Conference.	34,187.45	36,908.26	425,680.43	442,900.00	442,900.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.37	91,192.24	85,000.00	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.37	91,192.24	85,000.00	85,000.00
7300 · Training.					
7309 · Directors Academy	0.00	333.37	0.00	4,000.00	4,000.00
7310 · Managers Academy	0.00	1,125.00	5,394.72	13,500.00	13,500.00
Total 7300 · Training.	0.00	1,458.37	5,394.72	17,500.00	17,500.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.63	4,653.05	5,000.00	5,000.00
7407 · Sales Tax	0.00	16.63	354.64	200.00	200.00
Total 7400 · Pass Through.	0.00	433.26	5,007.69	5,200.00	5,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	34,179.08	48,000.00	48,000.00
7502 · Graphic Designer	3,600.00	3,600.00	39,600.00	43,200.00	43,200.00
Total 7500 · Publications	3,600.00	7,600.00	73,779.08	91,200.00	91,200.00
7600 · Board of Directors.					
7601 · Executive Committee	0.00	3,666.63	47,904.66	44,000.00	44,000.00
7602 · Public Policy & Legislative	266.80	500.00	6,342.06	6,000.00	6,000.00
7603 · Membership	352.23	166.74	1,571.72	2,000.00	2,000.00

TASN
Profit & Loss Budget Performance
August 2019

	Aug 19	Budget	Sep '18 - Aug 19	YTD Budget	Annual Budget
7604 · Organizational Affairs	351.33	83.37	1,189.40	1,000.00	1,000.00
7605 · Education	351.33	166.63	1,643.40	2,000.00	2,000.00
7606 · Area Representatives	570.13	1,500.00	14,033.05	18,000.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,500.00	1,500.00
7609 · Nominating Committee	0.00	83.37	932.93	1,000.00	1,000.00
7610 · Industry Committee	352.23	141.63	576.48	1,700.00	1,700.00
7612 · Board of Dir. Meeting	0.00	833.37	9,969.02	10,000.00	10,000.00
7613 · Parliamentarian	0.00	208.37	560.40	2,500.00	2,500.00
7614 · Other Authorized meetings	0.00	500.00	6,977.44	6,000.00	6,000.00
7619 · Leadership Camp	0.00		56.31		
7620 · MAT Review	0.00		0.00	0.00	0.00
Total 7600 · Board of Directors.	2,244.05	7,975.11	91,756.87	95,700.00	95,700.00
7700 · Headquarters.					
7701 · Rent	0.00	6,000.00	72,000.00	72,000.00	72,000.00
7702 · Staff Travel & Meetings	4,478.11	1,500.00	17,960.19	18,000.00	18,000.00
7702A · Staff Training	1,111.91	500.00	6,210.35	6,000.00	6,000.00
7703 · Office Supplies	62.72	500.00	3,819.65	6,000.00	6,000.00
7704 · Misc. Expense	246.88	333.37	3,994.34	4,000.00	4,000.00
7705 · Printing	131.16	833.37	6,532.00	10,000.00	10,000.00
7706 · Telephone	227.32	308.37	3,450.11	3,700.00	3,700.00
7707 · Postage	-24.10	1,666.63	18,548.79	20,000.00	20,000.00
7708 · Banking Fees	0.00	16.63	80.00	200.00	200.00
7709 · S/C Merchant Account	7,331.27	1,748.94	28,970.14	20,987.50	20,987.50
7710 · PC & Server Maintenance	599.71	666.63	7,757.19	8,000.00	8,000.00
7711 · Professional - Dues	0.00	250.00	2,303.00	3,000.00	3,000.00
7712 · Capital Outlay	0.00	83.37	3,197.60	1,000.00	1,000.00
7713 · Copier Maintenance Agreement	984.21	1,166.63	12,147.96	14,000.00	14,000.00
7715 · Property Tax	0.00	41.63	227.39	500.00	500.00
7716 · Insurance (G/L,Event,W/C)	0.00	516.63	4,687.00	6,200.00	6,200.00
7718 · Marketing	133.25	416.63	1,613.75	5,000.00	5,000.00
7719 · Classified Ads	0.00	0.00	228.92	0.00	0.00
7720 · Ballot Systems	0.00	583.37	7,389.17	7,000.00	7,000.00
7723 · Database Maintenance	0.00	0.00	2,280.83	0.00	0.00

TASN
Profit & Loss Budget Performance
August 2019

	<u>Aug 19</u>	<u>Budget</u>	<u>Sep '18 - Aug 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
7725 · Depreciation Expense	0.00	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	256.15	0.00	0.00
7730 · Membership	0.00		161.32		
Total 7700 · Headquarters.	15,282.44	17,132.20	203,815.85	205,587.50	205,587.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	22.38	0.00	10,309.58	0.00	0.00
7801 · Gross Wages - Other	33,205.13	26,250.00	304,311.67	315,000.00	315,000.00
Total 7801 · Gross Wages	33,227.51	26,250.00	314,621.25	315,000.00	315,000.00
7802 · Company Medicare	401.99	380.57	4,227.88	4,567.50	4,567.50
7803 · Company FICA	1,718.95	1,627.50	18,077.89	19,530.00	19,530.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	395.77	336.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	320.26	567.00	567.00
7807 · Retirement Benefits	2,859.96	2,333.37	30,093.26	28,000.00	28,000.00
7808 · Employee Medical Insurance	-549.60	2,666.63	32,193.07	32,000.00	32,000.00
Total 7800 · Staff	37,658.81	33,333.32	399,929.38	400,000.50	400,000.50
7900 · Outside Services.					
7902 · Website Design & Hosting	8,627.47	1,000.00	10,126.93	12,000.00	12,000.00
7903 · Accounting	0.00	1,166.63	11,500.00	14,000.00	14,000.00
7904 · Legal Fees	0.00	100.00	1,354.00	1,200.00	1,200.00
Total 7900 · Outside Services.	8,627.47	2,266.63	22,980.93	27,200.00	27,200.00
8000 · Scholarships / Education	200.00	791.63	4,050.00	9,500.00	9,500.00
Total Expense	101,790.22	114,982.15	1,323,577.19	1,379,788.00	1,379,788.00
Net Ordinary Income	-359,618.33	0.00	22,441.08	0.00	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	-13,669.92	0.00	-65,027.46	0.00	0.00
Total Other Income	-13,669.92	0.00	-65,027.46	0.00	0.00
Net Other Income	-13,669.92	0.00	-65,027.46	0.00	0.00
Net Income	-373,288.25	0.00	-42,586.38	0.00	0.00