

**TASN**  
**Profit & Loss Budget Performance**  
**December 2019**

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 01/10/20  
 Accrual Basis

	Dec 19	Budget	Sep - Dec 19	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,031.25	0.00	4,125.00	12,375.00
4100 · Conference	43,300.00	32,062.50	291,550.00	128,250.00	384,750.00
4101 · Exhibits	0.00	0.00	0.00	0.00	0.00
4101A · Kitchen Space Rental / ICE	0.00	7,125.00	0.00	28,500.00	85,500.00
4102 · \$275 Ind. Event					
4103 · Registration	0.00	24,750.00	0.00	99,000.00	297,000.00
A · Early Bird	0.00	2,583.33	0.00	10,333.32	31,000.00
B · Regular					
Total 4103 · Registration	0.00	27,333.33	0.00	109,333.32	328,000.00
4105 · Non-Member Packet	0.00	391.67	0.00	1,566.68	4,700.00
4107 · One Day Reg.	0.00	166.67	0.00	666.68	2,000.00
4108 · Retired Registration	0.00	25.00	0.00	100.00	300.00
4110 · Onsite	0.00	333.33	0.00	1,333.32	4,000.00
4115 · Meals / Evening Event	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 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	416.67	0.00	1,666.68	5,000.00
Total 4126 · Seminars	0.00	416.67	0.00	1,666.68	5,000.00
4131 · Misc. Conference	0.00	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	0.00	166.68	500.00
4134 · Annual Sponsors	2,699.00	4,166.67	2,699.00	16,666.68	50,000.00
Total 4100 · Conference	45,999.00	72,062.51	294,249.00	288,250.04	864,750.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Spon...	-225.00	2,916.67	21,775.00	11,666.68	35,000.00
4202 · TASN Industry Seminar Reg.	0.00	7,312.50	90,975.00	29,250.00	87,750.00
Total 4200 · Industry Seminar	-225.00	10,229.17	112,750.00	40,916.68	122,750.00
4300 · Training					
4302 · TASN Certification	780.00	4,418.67	4,279.00	17,674.68	53,024.00
4309 · Administrative Academy	0.00	916.67	6,600.00	3,666.68	11,000.00
4310 · Managers Academy	0.00	1,316.67	0.00	5,266.68	15,800.00
Total 4300 · Training	780.00	6,652.01	10,879.00	26,608.04	79,824.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	66.68	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	66.68	200.00

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4450 · TASNews /Advertising	4,470.00	7,916.67	4,470.00	31,666.68	95,000.00
4500 · Membership Dues					
4501 · State Dues ( Membership Dues)	30,152.00	12,823.42	112,483.33	51,293.68	153,881.00
4502 · Industry Dues (Membership D...	2,250.00	2,766.92	31,058.75	11,067.68	33,203.00
Total 4500 · Membership Dues	32,402.00	15,590.34	143,542.08	62,361.36	187,084.00
4700 · Headquarters					
4704 · Misc. Income	-20.00	250.00	-390.00	1,000.00	3,000.00
4708 · Invest. Interest and Dividends	0.00	5,416.67	34,065.63	21,666.68	65,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	2,250.00	833.33	2,250.00	3,333.32	5,000.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	2,230.00	6,500.00	35,925.63	26,000.00	73,000.00
Total Income	85,656.00	119,998.62	601,815.71	479,994.48	1,434,983.00
Gross Profit	85,656.00	119,998.62	601,815.71	479,994.48	1,434,983.00
Expense					
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	402.75	20,000.00	60,000.00
7102 · Registration	0.00	2,500.00	0.00	10,000.00	30,000.00
7111 · Facilities	13,500.00	3,083.33	53,651.00	12,333.32	37,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	1,333.32	4,000.00
7113 · Awards Ceremony	0.00	416.67	0.00	1,666.68	5,000.00
7115 · Banquet	0.00	8,333.33	0.00	33,333.32	100,000.00
7116 · Industry Event	0.00	6,916.67	0.00	27,666.68	83,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	1,333.32	4,000.00
7121 · Conference Planning	0.00	125.00	202.97	500.00	1,500.00
7123 · Staff Travel / Photographer	0.00	291.67	0.00	1,166.68	3,500.00
7124 · General Sessions	0.00	4,416.67	2,898.37	17,666.68	53,000.00
7125 · Learning Sessions	0.00	2,000.00	146.00	8,000.00	24,000.00
7130 · Annual Meeting	0.00	458.33	0.00	1,833.32	5,500.00
7131 · Misc. Conference	0.00	541.67	78.90	2,166.68	6,500.00
7132 · Conf. Temps	0.00	416.67	0.00	1,666.68	5,000.00
7136 · T-Shirt Cost	0.00	625.00	0.00	2,500.00	7,500.00
7137 · Emporium Items	0.00	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	166.68	500.00
Total 7100 · Conference.	13,500.00	35,833.34	57,379.99	143,333.36	430,000.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	15,208.13	28,333.32	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	15,208.13	28,333.32	85,000.00

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7300 - Training.					
7309 - Directors Academy	0.00	333.33	3,973.33	1,333.32	4,000.00
7310 - Managers Academy	0.00	833.33	0.00	3,333.32	10,000.00
<b>Total 7300 - Training.</b>	<b>0.00</b>	<b>1,166.66</b>	<b>3,973.33</b>	<b>4,666.64</b>	<b>14,000.00</b>
7400 - Pass Through.					
7405 - SNA- TX Delegation Dinner/Mi...	0.00	833.33	0.00	3,333.32	5,000.00
7407 - Sales Tax	0.00	16.67	0.00	66.68	200.00
<b>Total 7400 - Pass Through.</b>	<b>0.00</b>	<b>850.00</b>	<b>0.00</b>	<b>3,400.00</b>	<b>5,200.00</b>
7500 - Publications					
7501 - TASNews	9,455.60	3,500.00	18,791.49	14,000.00	42,000.00
7502 - Graphic Designer	0.00	7,200.00	3,600.00	14,400.00	43,200.00
<b>Total 7500 - Publications</b>	<b>9,455.60</b>	<b>10,700.00</b>	<b>22,391.49</b>	<b>28,400.00</b>	<b>85,200.00</b>
7600 - Board of Directors.					
7601 - Executive Committee	365.48	3,833.33	6,113.08	15,333.32	46,000.00
7602 - Public Policy & Legislative	0.00	541.67	0.00	2,166.68	6,500.00
7603 - Membership	0.00	208.33	0.00	833.32	2,500.00
7604 - Organizational Affairs	0.00	125.00	224.25	500.00	1,500.00
7605 - Education	0.00	208.33	335.41	833.32	2,500.00
7606 - Area Representatives	405.93	1,500.00	4,369.07	6,000.00	18,000.00
7607 - BOC - Past President's Advis...	0.00	125.00	0.00	500.00	1,500.00
7609 - Nominating Committee	0.00	125.00	0.00	500.00	1,500.00
7610 - Industry Committee	0.00	166.67	1,133.55	666.68	2,000.00
7612 - Board of Dir. Meeting	0.00	1,166.67	3,425.22	4,666.68	14,000.00
7613 - Parliamentarian	0.00	0.00	0.00	0.00	1,500.00
7614 - Other Authorized meetings	0.00	500.00	75.00	2,000.00	6,000.00
<b>Total 7600 - Board of Directors.</b>	<b>771.41</b>	<b>8,500.00</b>	<b>15,675.58</b>	<b>34,000.00</b>	<b>103,500.00</b>
7700 - Headquarters.					
7701 - Rent	6,000.00	6,000.00	30,000.00	24,000.00	72,000.00
7702 - Staff Travel & Meetings	754.98	1,250.00	5,696.22	5,000.00	15,000.00
7702A - Staff Training	117.16	666.67	2,031.16	2,666.68	8,000.00
7703 - Office Supplies	109.29	500.00	753.75	2,000.00	6,000.00
7704 - Misc. Expense	205.83	333.33	2,443.69	1,333.32	4,000.00
7705 - Printing	867.09	750.00	867.09	3,000.00	9,000.00
7706 - Telephone	377.32	333.33	1,509.28	1,333.32	4,000.00
7707 - Postage	0.00	1,250.00	2,311.69	5,000.00	15,000.00
7708 - Banking Fees	43.50	16.67	55.50	66.68	200.00
7709 - S/C Merchant Account	1,096.04	2,410.21	5,392.87	9,640.84	28,922.50
7710 - PC & Server Maintenance	599.71	666.67	3,053.35	2,666.68	8,000.00
7711 - Professional - Dues	265.00	183.33	1,284.25	733.32	2,200.00
7712 - Capital Outlay	0.00	416.67	0.00	1,666.68	5,000.00
7713 - Copier Maintenance Agreement	0.00	1,166.67	2,952.63	4,666.68	14,000.00

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7715 · Property Tax	0.00	41.67	222.04	166.68	500.00
7716 · Insurance (G/L,Event,W/C)	5,629.00	533.33	5,629.00	2,133.32	6,400.00
7718 · Marketing	183.36	666.67	641.13	2,666.68	8,000.00
7719 · Classified Ads	0.00	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	0.00	2,333.32	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
<b>Total 7700 · Headquarters.</b>	<b>16,248.28</b>	<b>17,768.55</b>	<b>64,843.65</b>	<b>71,074.20</b>	<b>213,222.50</b>
<b>7800 · Staff</b>					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	22.38	0.00	89.52	0.00	0.00
7801 · Gross Wages - Other	29,532.82	29,583.33	118,733.72	118,333.32	355,000.00
<b>Total 7801 · Gross Wages</b>	<b>29,555.20</b>	<b>29,583.33</b>	<b>118,823.24</b>	<b>118,333.32</b>	<b>355,000.00</b>
7802 · Company Medicare	416.97	428.96	1,673.55	1,715.84	5,147.50
7803 · Company FICA	1,782.90	1,834.17	7,155.79	7,336.68	22,010.00
7804 · FUTA ( Federal Unemployment)	0.00	28.00	0.00	112.00	336.00
7805 · SUI ( State Unemployment Tax)	0.00	47.25	0.00	189.00	567.00
7807 · Retirement Benefits	2,953.23	2,941.67	11,873.15	11,766.68	35,300.00
7808 · Employee Medical Insurance	-362.16	3,583.33	15,995.66	14,333.32	43,000.00
<b>Total 7800 · Staff</b>	<b>34,346.14</b>	<b>38,446.71</b>	<b>155,521.39</b>	<b>153,786.84</b>	<b>461,360.50</b>
<b>7900 · Outside Services.</b>					
7902 · Website Design & Hosting	1,259.60	1,000.00	9,101.62	4,000.00	12,000.00
7903 · Accounting	0.00	3,500.00	0.00	3,500.00	14,000.00
7904 · Legal Fees	665.32	125.00	1,917.32	500.00	1,500.00
<b>Total 7900 · Outside Services.</b>	<b>1,924.92</b>	<b>4,625.00</b>	<b>11,018.94</b>	<b>8,000.00</b>	<b>27,500.00</b>
<b>8000 · Scholarships / Education</b>					
<b>Total Expense</b>	<b>76,246.35</b>	<b>125,806.92</b>	<b>346,012.50</b>	<b>478,327.68</b>	<b>1,434,983.00</b>
<b>Net Ordinary Income</b>	<b>9,409.65</b>	<b>-5,808.30</b>	<b>255,803.21</b>	<b>1,666.80</b>	<b>0.00</b>
<b>Other Income/Expense</b>					
<b>Other Income</b>					
1915 · Unrealized/Realized Gain (Loss)	0.00	0.00	-4,079.22	0.00	0.00
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>-4,079.22</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>-4,079.22</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>9,409.65</b>	<b>-5,808.30</b>	<b>251,723.99</b>	<b>1,666.80</b>	<b>0.00</b>