

TASN
Profit & Loss Budget Performance
 July 2019

	<u>Jul 19</u>	<u>Budget</u>	<u>Sep '18 - Jul 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	50.00	979.17	12,475.00	10,770.87	11,750.00
4100 · Conference					
4101 · Exhibits	175,300.00	30,208.33	567,034.00	332,291.63	362,500.00
4101A · Kitchen Space Rental / ICE	264.00	0.00	4,818.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	6,645.83	83,600.00	73,104.13	79,750.00
4103 · Registration					
A. · Early Bird	-675.00	25,875.00	321,050.00	284,625.00	310,500.00
B. · Regular	0.00	2,583.33	18,600.00	28,416.63	31,000.00
Total 4103 · Registration	-675.00	28,458.33	339,650.00	313,041.63	341,500.00
4105 · Non-Member Packet	0.00	579.17	7,940.00	6,370.87	6,950.00
4107 · One Day Reg.	-400.00	187.50	2,600.00	2,062.50	2,250.00
4108 · Retired Registration	0.00	25.00	600.00	275.00	300.00
4110 · Onsite	7,490.00	891.67	9,630.00	9,808.37	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	416.67	0.00	4,583.37	5,000.00
Total 4126 · Seminars	0.00	416.67	0.00	4,583.37	5,000.00
4131 · Misc. Conference	-1,500.00	0.00	-1,500.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	100.00	458.37	500.00
4134 · Annual Sponsors	0.00	4,166.67	46,375.00	45,833.37	50,000.00
4135 · Sale Items	0.00		0.00	0.00	0.00
Total 4100 · Conference	180,479.00	71,620.84	1,062,647.00	787,829.24	859,450.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	32,500.00	32,083.37	35,000.00
4202 · TASN Industry Seminar Reg.	4,275.00	6,333.33	81,595.00	69,666.63	76,000.00
Total 4200 · Industry Seminar	4,275.00	9,250.00	114,095.00	101,750.00	111,000.00

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4300 · Training					
4302 · TASN Certification	1,192.00	3,359.50	21,572.00	36,954.50	40,314.00
4309 · Administrative Academy	0.00	687.50	0.00	7,562.50	8,250.00
4310 · Managers Academy	1,580.00	1,481.25	13,025.00	16,293.75	17,775.00
Total 4300 · Training	<u>2,772.00</u>	<u>5,528.25</u>	<u>34,597.00</u>	<u>60,810.75</u>	<u>66,339.00</u>
4400 · Pass Through					
4407 · Sales Tax	10.31	16.67	10.31	183.37	200.00
Total 4400 · Pass Through	<u>10.31</u>	<u>16.67</u>	<u>10.31</u>	<u>183.37</u>	<u>200.00</u>
4450 · TASNews /Advertising	5,970.00	7,916.67	25,030.00	87,083.37	95,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	2,665.00	11,109.42	200,348.73	122,203.62	133,313.00
4502 · Industry Dues (Membership Dues)	8,825.00	2,686.33	54,556.23	29,549.63	32,236.00
Total 4500 · Membership Dues	<u>11,490.00</u>	<u>13,795.75</u>	<u>254,904.96</u>	<u>151,753.25</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	50.00	416.67	6,870.88	4,583.37	5,000.00
4708 · Invest. Interest and Dividends	-1,279.92	5,000.00	88,691.15	55,000.00	60,000.00
4717 · Emporium	0.00	0.00	460.39	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	458.33	3,950.00	5,041.63	5,500.00
4723 · Labels (Directory Mailing)	114.69	0.00	114.69	0.00	0.00
Total 4700 · Headquarters	<u>-1,115.23</u>	<u>5,875.00</u>	<u>100,087.11</u>	<u>64,625.00</u>	<u>70,500.00</u>
Total Income	<u>203,931.08</u>	<u>114,982.35</u>	<u>1,603,846.38</u>	<u>1,264,805.85</u>	<u>1,379,788.00</u>
Gross Profit	203,931.08	114,982.35	1,603,846.38	1,264,805.85	1,379,788.00
Expense					
7100 · Conference.					
7101 · Exhibits	55,888.64	5,416.67	57,863.02	59,583.37	65,000.00
7102 · Registration	10,079.05	2,500.00	28,076.75	27,500.00	30,000.00
7111 · Facilities	-34,151.00	2,500.00	0.00	27,500.00	30,000.00
7112 · Awards / Trophies/ Ribbons	52.39	333.33	2,610.38	3,666.63	4,000.00
7113 · Awards Ceremony	2,453.01	1,000.00	2,453.01	11,000.00	12,000.00
7115 · Banquet	20,000.00	8,750.00	130,000.00	96,250.00	105,000.00

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7116 · Industry Event	73,486.25	6,645.83	85,449.72	73,104.13	79,750.00
7120 · Special Meals / Events	0.00	304.17	1,517.18	3,345.87	3,650.00
7121 · Conference Planning	0.00	166.67	1,909.57	1,833.37	2,000.00
7123 · Staff Travel / Photographer	0.00	500.00	3,565.00	5,500.00	6,000.00
7124 · General Sesssions	2,040.92	4,166.67	39,906.87	45,833.37	50,000.00
7125 · Learning Sessions	16,341.28	2,333.33	22,375.03	25,666.63	28,000.00
7130 · Annual Meeting	0.00	583.33	2,453.01	6,416.63	7,000.00
7131 · Misc. Conference	1,221.13	500.00	2,282.43	5,500.00	6,000.00
7132 · Conf. Temps	2,786.58	416.67	4,555.08	4,583.37	5,000.00
7136 · T-Shirt Cost	6,475.93	750.00	6,475.93	8,250.00	9,000.00
7137 · Emporium Items	0.00	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	458.37	500.00
Total 7100 · Conference.	156,674.18	36,908.34	391,492.98	405,991.74	442,900.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	0.00	7,083.33	91,192.24	77,916.63	85,000.00
Total 7200 · Industry Seminar.	0.00	7,083.33	91,192.24	77,916.63	85,000.00
7300 · Training.					
7309 · Directors Academy	0.00	333.33	0.00	3,666.63	4,000.00
7310 · Managers Academy	5,394.72	1,125.00	5,394.72	12,375.00	13,500.00
Total 7300 · Training.	5,394.72	1,458.33	5,394.72	16,041.63	17,500.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	416.67	4,653.05	4,583.37	5,000.00
7407 · Sales Tax	38.11	16.67	354.64	183.37	200.00
Total 7400 · Pass Through.	38.11	433.34	5,007.69	4,766.74	5,200.00
7500 · Publications					
7501 · TASNews	0.00	4,000.00	34,179.08	44,000.00	48,000.00
7502 · Graphic Designer	0.00	3,600.00	36,000.00	39,600.00	43,200.00
Total 7500 · Publications	0.00	7,600.00	70,179.08	83,600.00	91,200.00
7600 · Board of Directors.					
7601 · Executive Committee	9,340.46	3,666.67	47,904.66	40,333.37	44,000.00
7602 · Public Policy & Legislative	41.37	500.00	6,075.26	5,500.00	6,000.00
7603 · Membership	452.99	166.66	1,219.49	1,833.26	2,000.00
7604 · Organizational Affairs	0.00	83.33	838.07	916.63	1,000.00

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7605 · Education	403.11	166.67	1,292.07	1,833.37	2,000.00
7606 · Area Representatives	2,621.11	1,500.00	13,462.92	16,500.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	1,375.00	1,500.00
7609 · Nominating Committee	0.00	83.33	932.93	916.63	1,000.00
7610 · Industry Committee	0.00	141.67	224.25	1,558.37	1,700.00
7612 · Board of Dir. Meeting	0.00	833.33	9,969.02	9,166.63	10,000.00
7613 · Parlimentarian	560.40	208.33	560.40	2,291.63	2,500.00
7614 · Other Authorized meetings	0.00	500.00	6,977.44	5,500.00	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.	13,419.44	7,974.99	89,512.82	87,724.89	95,700.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,000.00	72,000.00	66,000.00	72,000.00
7702 · Staff Travel & Meetings	1,778.34	1,500.00	13,482.08	16,500.00	18,000.00
7702A · Staff Training	1,213.31	500.00	5,098.44	5,500.00	6,000.00
7703 · Office Supplies	399.17	500.00	3,756.93	5,500.00	6,000.00
7704 · Misc. Expense	80.58	333.33	3,747.46	3,666.63	4,000.00
7705 · Printing	807.55	833.33	6,400.84	9,166.63	10,000.00
7706 · Telephone	277.32	308.33	3,222.79	3,391.63	3,700.00
7707 · Postage	5,312.19	1,666.67	18,572.89	18,333.37	20,000.00
7708 · Banking Fees	0.00	16.67	80.00	183.37	200.00
7709 · S/C Merchant Account	413.69	1,748.96	21,638.87	19,238.56	20,987.50
7710 · PC & Server Maintenance	599.71	666.67	7,157.48	7,333.37	8,000.00
7711 · Professional - Dues	132.00	250.00	2,303.00	2,750.00	3,000.00
7712 · Capital Outlay	0.00	83.33	3,197.60	916.63	1,000.00
7713 · Copier Maintenance Agreement	1,059.99	1,166.67	11,163.75	12,833.37	14,000.00
7715 · Property Tax	0.00	41.67	227.39	458.37	500.00
7716 · Insurance (G/L,Event,W/C)	0.00	516.67	4,687.00	5,683.37	6,200.00
7718 · Marketing	133.25	416.67	1,480.50	4,583.37	5,000.00
7719 · Classified Ads	0.00	0.00	228.92	0.00	0.00
7720 · Ballot Systems	0.00	583.33	7,389.17	6,416.63	7,000.00
7723 · Database Maintenance	2,280.83	0.00	2,280.83	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00	0.00

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7727 · Previous Years Transactions	0.00	0.00	256.15	0.00	0.00
7730 · Membership	0.00		161.32		
Total 7700 · Headquarters.	20,487.93	17,132.30	188,533.41	188,455.30	205,587.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	22.38	0.00	10,287.20	0.00	0.00
7801 · Gross Wages - Other	29,564.70	26,250.00	271,106.54	288,750.00	315,000.00
Total 7801 · Gross Wages	29,587.08	26,250.00	281,393.74	288,750.00	315,000.00
7802 · Company Medicare	415.99	380.63	3,825.89	4,186.93	4,567.50
7803 · Company FICA	1,778.72	1,627.50	16,358.94	17,902.50	19,530.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	395.77	308.00	336.00
7805 · SUI (State Unemployment Tax)	2.23	47.25	320.26	519.75	567.00
7807 · Retirement Benefits	2,959.46	2,333.33	27,233.30	25,666.63	28,000.00
7808 · Employee Medical Insurance	3,774.96	2,666.67	32,742.67	29,333.37	32,000.00
Total 7800 · Staff	38,518.44	33,333.38	362,270.57	366,667.18	400,000.50
7900 · Outside Services.					
7902 · Website Design & Hosting	0.00	1,000.00	1,499.46	11,000.00	12,000.00
7903 · Accounting	0.00	1,166.67	11,500.00	12,833.37	14,000.00
7904 · Legal Fees	0.00	100.00	1,354.00	1,100.00	1,200.00
Total 7900 · Outside Services.	0.00	2,266.67	14,353.46	24,933.37	27,200.00
8000 · Scholarships / Education	0.00	791.67	3,850.00	8,708.37	9,500.00
Total Expense	234,532.82	114,982.35	1,221,786.97	1,264,805.85	1,379,788.00
Net Ordinary Income	-30,601.74	0.00	382,059.41	0.00	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	15,758.10	0.00	-51,357.54	0.00	0.00
Total Other Income	15,758.10	0.00	-51,357.54	0.00	0.00
Net Other Income	15,758.10	0.00	-51,357.54	0.00	0.00
Net Income	-14,843.64	0.00	330,701.87	0.00	0.00