

TASN Profit & Loss Budget Performance November 2019

	Nov 19	Budget	Sep - Nov 19	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,031.25	0.00	3,093.75	12,375.00
4100 · Conference					
4101 · Exhibits	39,500.00	32,062.50	248,250.00	96,187.50	384,750.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	7,125.00	0.00	21,375.00	85,500.00
4103 · Registration					
A · Early Bird	0.00	24,750.00	0.00	74,250.00	297,000.00
B · Regular	0.00	2,583.33	0.00	7,749.99	31,000.00
Total 4103 · Registration	0.00	27,333.33	0.00	81,999.99	328,000.00
4105 · Non-Member Packet	0.00	391.67	0.00	1,175.01	4,700.00
4107 · One Day Reg.	0.00	166.67	0.00	500.01	2,000.00
4108 · Retired Registration	0.00	25.00	0.00	75.00	300.00
4110 · Onsite	0.00	333.33	0.00	999.99	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	1,250.01	5,000.00
Total 4126 · Seminars	0.00	416.67	0.00	1,250.01	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	125.01	500.00
4134 · Annual Sponsors	0.00	4,166.67	0.00	12,500.01	50,000.00
Total 4100 · Conference	39,500.00	72,062.51	248,250.00	216,187.53	864,750.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	0.00	2,916.67	22,000.00	8,750.01	35,000.00
4202 · TASN Industry Seminar Reg.	1,275.00	7,312.50	90,975.00	21,937.50	87,750.00
Total 4200 · Industry Seminar	1,275.00	10,229.17	112,975.00	30,687.51	122,750.00
4300 · Training					
4302 · TASN Certification	1,824.00	4,418.67	3,499.00	13,256.01	53,024.00
4309 · Administrative Academy	0.00	916.67	6,600.00	2,750.01	11,000.00
4310 · Managers Academy	0.00	1,316.67	0.00	3,950.01	15,800.00
Total 4300 · Training	1,824.00	6,652.01	10,099.00	19,956.03	79,824.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	50.01	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	50.01	200.00

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4450 · TASNews /Advertising	0.00	7,916.67	0.00	23,750.01	95,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	10,380.00	12,823.42	82,336.33	38,470.26	153,881.00
4502 · Industry Dues (Membership Dues)	875.00	2,766.92	28,808.75	8,300.76	33,203.00
Total 4500 · Membership Dues	11,255.00	15,590.34	111,145.08	46,771.02	187,084.00
4700 · Headquarters					
4704 · Misc. Income	-375.00	250.00	-375.00	750.00	3,000.00
4708 · Invest. Interest and Dividends	17,206.31	5,416.67	34,065.63	16,250.01	65,000.00
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/ Guests	0.00	833.33	0.00	2,499.99	5,000.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	16,831.31	6,500.00	33,690.63	19,500.00	73,000.00
Total Income	70,685.31	119,998.62	516,159.71	359,995.86	1,434,983.00
Gross Profit	70,685.31	119,998.62	516,159.71	359,995.86	1,434,983.00
Expense					
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	402.75	15,000.00	60,000.00
7102 · Registration	0.00	2,500.00	0.00	7,500.00	30,000.00
7111 · Facilities	0.00	3,083.33	40,151.00	9,249.99	37,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	999.99	4,000.00
7113 · Awards Ceremony	0.00	416.67	0.00	1,250.01	5,000.00
7115 · Banquet	0.00	8,333.33	0.00	24,999.99	100,000.00
7116 · Industry Event	0.00	6,916.67	0.00	20,750.01	83,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	999.99	4,000.00
7121 · Conference Planning	202.97	125.00	202.97	375.00	1,500.00
7123 · Staff Travel / Photographer	0.00	291.67	0.00	875.01	3,500.00
7124 · General Sessions	0.00	4,416.67	2,898.37	13,250.01	53,000.00
7125 · Learning Sessions	120.00	2,000.00	146.00	6,000.00	24,000.00
7130 · Annual Meeting	0.00	458.33	0.00	1,374.99	5,500.00
7131 · Misc. Conference	0.00	541.67	78.90	1,625.01	6,500.00
7132 · Conf. Temps	0.00	416.67	0.00	1,250.01	5,000.00
7136 · T-Shirt Cost	0.00	625.00	0.00	1,875.00	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	125.01	500.00
Total 7100 · Conference.	322.97	35,833.34	43,879.99	107,500.02	430,000.00

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7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	2,629.05	7,083.33	15,208.13	21,249.99	85,000.00
Total 7200 · Industry Seminar.	2,629.05	7,083.33	15,208.13	21,249.99	85,000.00
7300 · Training.					
7309 · Directors Academy	3,973.33	333.33	3,973.33	999.99	4,000.00
7310 · Managers Academy	0.00	833.33	0.00	2,499.99	10,000.00
Total 7300 · Training.	3,973.33	1,166.66	3,973.33	3,499.98	14,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	833.33	0.00	2,499.99	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	50.01	200.00
Total 7400 · Pass Through.	0.00	850.00	0.00	2,550.00	5,200.00
7500 · Publications					
7501 · TASNews	40.00	3,500.00	9,335.89	10,500.00	42,000.00
7502 · Graphic Designer	0.00	0.00	3,600.00	7,200.00	43,200.00
Total 7500 · Publications	40.00	3,500.00	12,935.89	17,700.00	85,200.00
7600 · Board of Directors.					
7601 · Executive Committee	4,319.96	3,833.33	5,747.60	11,499.99	46,000.00
7602 · Public Policy & Legislative	0.00	541.67	0.00	1,625.01	6,500.00
7603 · Membership	0.00	208.33	0.00	624.99	2,500.00
7604 · Organizational Affairs	224.25	125.00	224.25	375.00	1,500.00
7605 · Education	224.25	208.33	335.41	624.99	2,500.00
7606 · Area Representatives	2,741.51	1,500.00	3,963.14	4,500.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	375.00	1,500.00
7609 · Nominating Committee	0.00	125.00	0.00	375.00	1,500.00
7610 · Industry Committee	1,133.55	166.67	1,133.55	500.01	2,000.00
7612 · Board of Dir. Meeting	3,425.22	1,166.67	3,425.22	3,500.01	14,000.00
7613 · Parliamentarian	0.00	0.00	0.00	0.00	1,500.00
7614 · Other Authorized meetings	75.00	500.00	75.00	1,500.00	6,000.00
Total 7600 · Board of Directors.	12,143.74	8,500.00	14,904.17	25,500.00	103,500.00
7700 · Headquarters.					
7701 · Rent	6,000.00	6,000.00	24,000.00	18,000.00	72,000.00
7702 · Staff Travel & Meetings	3,408.76	1,250.00	4,941.24	3,750.00	15,000.00
7702A · Staff Training	495.00	666.67	1,914.00	2,000.01	8,000.00
7703 · Office Supplies	312.01	500.00	644.46	1,500.00	6,000.00
7704 · Misc. Expense	913.08	333.33	2,237.86	999.99	4,000.00
7705 · Printing	0.00	750.00	0.00	2,250.00	9,000.00
7706 · Telephone	377.32	333.33	1,131.96	999.99	4,000.00
7707 · Postage	-0.50	1,250.00	2,311.69	3,750.00	15,000.00
7708 · Banking Fees	12.00	16.67	12.00	50.01	200.00
7709 · S/C Merchant Account	1,218.12	2,410.21	4,296.83	7,230.63	28,922.50

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7710 · PC & Server Maintenance	748.55	666.67	2,453.64	2,000.01	8,000.00
7711 · Professional - Dues	0.00	183.33	1,019.25	549.99	2,200.00
7712 · Capital Outlay	0.00	416.67	0.00	1,250.01	5,000.00
7713 · Copier Maintenance Agreement	984.21	1,166.67	2,952.63	3,500.01	14,000.00
7715 · Property Tax	222.04	41.67	222.04	125.01	500.00
7716 · Insurance (G/L,Event,W/C)	0.00	533.33	0.00	1,599.99	6,400.00
7718 · Marketing	183.36	666.67	457.77	2,000.01	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	1,749.99	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.	14,873.95	17,768.55	48,595.37	53,305.65	213,222.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	22.38	0.00	67.14	0.00	0.00
7801 · Gross Wages - Other	29,237.08	29,583.33	89,200.90	88,749.99	355,000.00
Total 7801 · Gross Wages	29,259.46	29,583.33	89,268.04	88,749.99	355,000.00
7802 · Company Medicare	412.68	428.96	1,256.58	1,286.88	5,147.50
7803 · Company FICA	1,764.59	1,834.17	5,372.89	5,502.51	22,010.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	0.00	84.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	0.00	141.75	567.00
7807 · Retirement Benefits	2,923.62	2,941.67	8,919.92	8,825.01	35,300.00
7808 · Employee Medical Insurance	3,925.44	3,583.33	16,357.82	10,749.99	43,000.00
Total 7800 · Staff	38,285.79	38,446.71	121,175.25	115,340.13	461,360.50
7900 · Outside Services.					
7902 · Website Design & Hosting	3,117.02	1,000.00	7,842.02	3,000.00	12,000.00
7903 · Accounting	0.00	0.00	0.00	0.00	14,000.00
7904 · Legal Fees	252.00	125.00	1,252.00	375.00	1,500.00
Total 7900 · Outside Services.	3,369.02	1,125.00	9,094.02	3,375.00	27,500.00
8000 · Scholarships / Education	0.00	833.33	0.00	2,499.99	10,000.00
Total Expense	75,637.85	115,106.92	269,766.15	352,520.76	1,434,983.00
Net Ordinary Income	-4,952.54	4,891.70	246,393.56	7,475.10	0.00

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Accrual Basis

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Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	-1,430.59	0.00	-4,079.22	0.00	0.00
Total Other Income	-1,430.59	0.00	-4,079.22	0.00	0.00
Net Other Income	-1,430.59	0.00	-4,079.22	0.00	0.00
Net Income	<u>-6,383.13</u>	<u>4,891.70</u>	<u>242,314.34</u>	<u>7,475.10</u>	<u>0.00</u>