

TASN
Profit & Loss Budget Performance
October 2019

	Oct 19	Budget	Sep - Oct 19	YTD Budget
Ordinary Income/Expense				
Income				
4000 · Scholarship / Education	0.00	1,031.25	0.00	2,062.50
4100 · Conference				
4101 · Exhibits	7,150.00	32,062.50	208,750.00	64,125.00
4101A · Kitchen Space Rental / ICE	0.00	0.00	0.00	0.00
4102 · \$275 Ind. Event	0.00	7,125.00	0.00	14,250.00
4103 · Registration				
A · Early Bird	0.00	24,750.00	0.00	49,500.00
B · Regular	0.00	2,583.33	0.00	5,166.66
Total 4103 · Registration	0.00	27,333.33	0.00	54,666.66
4105 · Non-Member Packet	0.00	391.67	0.00	783.34
4107 · One Day Reg.	0.00	166.67	0.00	333.34
4108 · Retired Registration	0.00	25.00	0.00	50.00
4110 · Onsite	0.00	333.33	0.00	666.66
4115 · Meals / Evening Event	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
4126 U · Financial Management	0.00	0.00	0.00	0.00
4126 W · Grant Writing	0.00	0.00	0.00	0.00
4126 · Seminars - Other	0.00	416.67	0.00	833.34
Total 4126 · Seminars	0.00	416.67	0.00	833.34
4131 · Misc. Conference	0.00	0.00	0.00	0.00
4132 · Chapter Tables	0.00	41.67	0.00	83.34
4134 · Annual Sponsors	0.00	4,166.67	0.00	8,333.34
Total 4100 · Conference	7,150.00	72,062.51	208,750.00	144,125.02
4200 · Industry Seminar				
4201 · TASN Industry Seminar Spo...	550.00	2,916.67	22,000.00	5,833.34
4202 · TASN Industry Seminar Reg.	31,875.00	7,312.50	89,700.00	14,625.00
Total 4200 · Industry Seminar	32,425.00	10,229.17	111,700.00	20,458.34
4300 · Training				
4302 · TASN Certification	635.00	4,418.67	1,675.00	8,837.34
4309 · Administrative Academy	2,750.00	916.67	6,600.00	1,833.34
4310 · Managers Academy	0.00	1,316.67	0.00	2,633.34
Total 4300 · Training	3,385.00	6,652.01	8,275.00	13,304.02
4400 · Pass Through				
4407 · Sales Tax	0.00	16.67	0.00	33.34
Total 4400 · Pass Through	0.00	16.67	0.00	33.34

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4450 · TASNews /Advertising	0.00	7,916.67	0.00	15,833.34
4500 · Membership Dues				
4501 · State Dues (Membership D...	8,040.00	12,823.42	71,956.33	25,646.84
4502 · Industry Dues (Membership...	5,460.00	2,766.92	27,933.75	5,533.84
Total 4500 · Membership Dues	13,500.00	15,590.34	99,890.08	31,180.68
4700 · Headquarters				
4704 · Misc. Income	0.00	250.00	0.00	500.00
4708 · Invest. Interest and Dividends	11,353.26	5,416.67	16,859.32	10,833.34
4717 · Emporium	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	833.33	0.00	1,666.66
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	11,353.26	6,500.00	16,859.32	13,000.00
Total Income	67,813.26	119,998.62	445,474.40	239,997.24
Gross Profit	67,813.26	119,998.62	445,474.40	239,997.24
Expense				
7100 · Conference.				
7101 · Exhibits	402.75	5,000.00	402.75	10,000.00
7102 · Registration	0.00	2,500.00	0.00	5,000.00
7111 · Facilities	0.00	3,083.33	40,151.00	6,166.66
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	666.66
7113 · Awards Ceremony	0.00	416.67	0.00	833.34
7115 · Banquet	0.00	8,333.33	0.00	16,666.66
7116 · Industry Event	0.00	6,916.67	0.00	13,833.34
7120 · Special Meals / Events	0.00	333.33	0.00	666.66
7121 · Conference Planning	0.00	125.00	0.00	250.00
7123 · Staff Travel / Photographer	0.00	291.67	0.00	583.34
7124 · General Sesssions	398.37	4,416.67	2,898.37	8,833.34
7125 · Learning Sessions	26.00	2,000.00	26.00	4,000.00
7130 · Annual Meeting	0.00	458.33	0.00	916.66
7131 · Misc. Conference	39.45	541.67	78.90	1,083.34
7132 · Conf. Temps	0.00	416.67	0.00	833.34
7136 · T-Shirt Cost	0.00	625.00	0.00	1,250.00
7137 · Emporium Items	0.00	0.00	0.00	0.00
7138 · Chapter Tables	0.00	41.67	0.00	83.34
Total 7100 · Conference.	866.57	35,833.34	43,557.02	71,666.68
7200 · Industry Seminar.				
7201 · TASN Ind. Seminar	10,129.08	7,083.33	12,579.08	14,166.66
Total 7200 · Industry Seminar.	10,129.08	7,083.33	12,579.08	14,166.66

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7300 · Training.				
7309 · Directors Academy	0.00	333.33	0.00	666.66
7310 · Managers Academy	0.00	833.33	0.00	1,666.66
Total 7300 · Training.	0.00	1,166.66	0.00	2,333.32
7400 · Pass Through.				
7405 · SNA- TX Delegation Dinner/...	0.00	833.33	0.00	1,666.66
7407 · Sales Tax	0.00	16.67	0.00	33.34
Total 7400 · Pass Through.	0.00	850.00	0.00	1,700.00
7500 · Publications				
7501 · TASNews	0.00	3,500.00	9,295.89	7,000.00
7502 · Graphic Designer	3,600.00	3,600.00	3,600.00	7,200.00
Total 7500 · Publications	3,600.00	7,100.00	12,895.89	14,200.00
7600 · Board of Directors.				
7601 · Executive Committee	620.24	3,833.33	1,427.64	7,666.66
7602 · Public Policy & Legislative	0.00	541.67	0.00	1,083.34
7603 · Membership	0.00	208.33	0.00	416.66
7604 · Organizational Affairs	0.00	125.00	0.00	250.00
7605 · Education	111.16	208.33	111.16	416.66
7606 · Area Representatives	1,182.15	1,500.00	1,221.63	3,000.00
7607 · BOC - Past President's Advi...	0.00	125.00	0.00	250.00
7609 · Nominating Committee	0.00	125.00	0.00	250.00
7610 · Industry Committee	0.00	166.67	0.00	333.34
7612 · Board of Dir. Meeting	0.00	1,166.67	0.00	2,333.34
7613 · Parlimentarian	0.00	0.00	0.00	0.00
7614 · Other Authorized meetings	0.00	500.00	0.00	1,000.00
Total 7600 · Board of Directors.	1,913.55	8,500.00	2,760.43	17,000.00
7700 · Headquarters.				
7701 · Rent	6,000.00	6,000.00	18,000.00	12,000.00
7702 · Staff Travel & Meetings	1,075.69	1,250.00	1,532.48	2,500.00
7702A · Staff Training	0.00	666.67	1,419.00	1,333.34
7703 · Office Supplies	104.50	500.00	332.45	1,000.00
7704 · Misc. Expense	1,153.80	333.33	1,324.78	666.66
7705 · Printing	0.00	750.00	0.00	1,500.00
7706 · Telephone	377.32	333.33	754.64	666.66
7707 · Postage	2,312.19	1,250.00	2,312.19	2,500.00
7708 · Banking Fees	0.00	16.67	0.00	33.34
7709 · S/C Merchant Account	1,242.76	2,410.21	3,078.71	4,820.42
7710 · PC & Server Maintenance	1,001.48	666.67	1,705.09	1,333.34
7711 · Professional - Dues	81.25	183.33	1,019.25	366.66
7712 · Capital Outlay	0.00	416.67	0.00	833.34
7713 · Copier Maintenance Agree...	984.21	1,166.67	1,968.42	2,333.34

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Accrual Basis

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	Oct 19	Budget	Sep - Oct 19	YTD Budget
7715 · Property Tax	0.00	41.67	0.00	83.34
7716 · Insurance (G/L,Event,W/C)	0.00	533.33	0.00	1,066.66
7718 · Marketing	141.16	666.67	274.41	1,333.34
7719 · Classified Ads	0.00	0.00	0.00	0.00
7720 · Ballot Systems	0.00	583.33	0.00	1,166.66
7723 · Database Maintenance	0.00	0.00	0.00	0.00
7725 · Depreciation Expense	0.00	0.00	0.00	0.00
7727 · Previous Years Transactions	0.00	0.00	0.00	0.00
Total 7700 · Headquarters.	14,474.36	17,768.55	33,721.42	35,537.10
7800 · Staff				
7801 · Gross Wages				
7809 · Contract / WC Chargeback	22.38	0.00	44.76	0.00
7801 · Gross Wages - Other	31,028.90	29,583.33	59,963.82	59,166.66
Total 7801 · Gross Wages	31,051.28	29,583.33	60,008.58	59,166.66
7802 · Company Medicare	437.23	428.96	843.90	857.92
7803 · Company FICA	1,869.52	1,834.17	3,608.30	3,668.34
7804 · FUTA (Federal Unemploym...	0.00	28.00	0.00	56.00
7805 · SUI (State Unemployment ...	0.00	47.25	0.00	94.50
7807 · Retirement Benefits	3,102.84	2,941.67	5,996.30	5,883.34
7808 · Employee Medical Insurance	3,957.66	3,583.33	12,432.38	7,166.66
Total 7800 · Staff	40,418.53	38,446.71	82,889.46	76,893.42
7900 · Outside Services.				
7902 · Website Design & Hosting	1,400.00	1,000.00	4,725.00	2,000.00
7903 · Accounting	0.00	0.00	0.00	0.00
7904 · Legal Fees	1,000.00	125.00	1,000.00	250.00
Total 7900 · Outside Services.	2,400.00	1,125.00	5,725.00	2,250.00
8000 · Scholarships / Education	0.00	833.33	0.00	1,666.66
Total Expense	73,802.09	118,706.92	194,128.30	237,413.84
Net Ordinary Income	-5,988.83	1,291.70	251,346.10	2,583.40
Other Income/Expense				
Other Income				
1915 · Unrealized/Realized Gain (Loss)	-1,330.76	0.00	-2,648.63	0.00
Total Other Income	-1,330.76	0.00	-2,648.63	0.00
Net Other Income	-1,330.76	0.00	-2,648.63	0.00
Net Income	-7,319.59	1,291.70	248,697.47	2,583.40

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	Annual Budget
Ordinary Income/Expense	
Income	
4000 · Scholarship / Education	12,375.00
4100 · Conference	
4101 · Exhibits	384,750.00
4101A · Kitchen Space Rental / ICE	0.00
4102 · \$275 Ind. Event	85,500.00
4103 · Registration	
A · Early Bird	297,000.00
B · Regular	31,000.00
	328,000.00
Total 4103 · Registration	328,000.00
4105 · Non-Member Packet	4,700.00
4107 · One Day Reg.	2,000.00
4108 · Retired Registration	300.00
4110 · Onsite	4,000.00
4115 · Meals / Evening Event	0.00
4126 · Seminars	
4126 N · Train the Trainer (I,II,III)	0.00
4126 U · Financial Management	0.00
4126 W · Grant Writing	0.00
4126 · Seminars - Other	5,000.00
	5,000.00
Total 4126 · Seminars	5,000.00
4131 · Misc. Conference	0.00
4132 · Chapter Tables	500.00
4134 · Annual Sponsors	50,000.00
	864,750.00
Total 4100 · Conference	864,750.00
4200 · Industry Seminar	
4201 · TASN Industry Seminar Spo...	35,000.00
4202 · TASN Industry Seminar Reg.	87,750.00
	122,750.00
Total 4200 · Industry Seminar	122,750.00
4300 · Training	
4302 · TASN Certification	53,024.00
4309 · Administrative Academy	11,000.00
4310 · Managers Academy	15,800.00
	79,824.00
Total 4300 · Training	79,824.00
4400 · Pass Through	
4407 · Sales Tax	200.00
	200.00
Total 4400 · Pass Through	200.00

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	<u>Annual Budget</u>
4450 · TASNews /Advertising	95,000.00
4500 · Membership Dues	
4501 · State Dues (Membership D...	153,881.00
4502 · Industry Dues (Membership...	33,203.00
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Total 4500 · Membership Dues	187,084.00
4700 · Headquarters	
4704 · Misc. Income	3,000.00
4708 · Invest. Interest and Dividends	65,000.00
4717 · Emporium	0.00
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4721 · SNA LAC Sponsors/ Guests	5,000.00
4723 · Labels (Directory Mailing)	0.00
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Total 4700 · Headquarters	73,000.00
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Total Income	1,434,983.00
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Gross Profit	1,434,983.00
Expense	
7100 · Conference.	
7101 · Exhibits	60,000.00
7102 · Registration	30,000.00
7111 · Facilities	37,000.00
7112 · Awards / Trophies/ Ribbons	4,000.00
7113 · Awards Ceremony	5,000.00
7115 · Banquet	100,000.00
7116 · Industry Event	83,000.00
7120 · Special Meals / Events	4,000.00
7121 · Conference Planning	1,500.00
7123 · Staff Travel / Photographer	3,500.00
7124 · General Sesssions	53,000.00
7125 · Learning Sessions	24,000.00
7130 · Annual Meeting	5,500.00
7131 · Misc. Conference	6,500.00
7132 · Conf. Temps	5,000.00
7136 · T-Shirt Cost	7,500.00
7137 · Emporium Items	0.00
7138 · Chapter Tables	500.00
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Total 7100 · Conference.	430,000.00
7200 · Industry Seminar.	
7201 · TASN Ind. Seminar	85,000.00
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Total 7200 · Industry Seminar.	85,000.00

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	<u>Annual Budget</u>
7300 · Training.	
7309 · Directors Academy	4,000.00
7310 · Managers Academy	10,000.00
Total 7300 · Training.	14,000.00
7400 · Pass Through.	
7405 · SNA- TX Delegation Dinner/...	5,000.00
7407 · Sales Tax	200.00
Total 7400 · Pass Through.	5,200.00
7500 · Publications	
7501 · TASNews	42,000.00
7502 · Graphic Designer	43,200.00
Total 7500 · Publications	85,200.00
7600 · Board of Directors.	
7601 · Executive Committee	46,000.00
7602 · Public Policy & Legislative	6,500.00
7603 · Membership	2,500.00
7604 · Organizational Affairs	1,500.00
7605 · Education	2,500.00
7606 · Area Representatives	18,000.00
7607 · BOC - Past President's Advi...	1,500.00
7609 · Nominating Committee	1,500.00
7610 · Industry Committee	2,000.00
7612 · Board of Dir. Meeting	14,000.00
7613 · Parlimentarian	1,500.00
7614 · Other Authorized meetings	6,000.00
Total 7600 · Board of Directors.	103,500.00
7700 · Headquarters.	
7701 · Rent	72,000.00
7702 · Staff Travel & Meetings	15,000.00
7702A · Staff Training	8,000.00
7703 · Office Supplies	6,000.00
7704 · Misc. Expense	4,000.00
7705 · Printing	9,000.00
7706 · Telephone	4,000.00
7707 · Postage	15,000.00
7708 · Banking Fees	200.00
7709 · S/C Merchant Account	28,922.50
7710 · PC & Server Maintenance	8,000.00
7711 · Professional - Dues	2,200.00
7712 · Capital Outlay	5,000.00
7713 · Copier Maintenance Agree...	14,000.00

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Accrual Basis

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	<u>Annual Budget</u>
7715 · Property Tax	500.00
7716 · Insurance (G/L,Event,W/C)	6,400.00
7718 · Marketing	8,000.00
7719 · Classified Ads	0.00
7720 · Ballot Systems	7,000.00
7723 · Database Maintenance	0.00
7725 · Depreciation Expense	0.00
7727 · Previous Years Transactions	0.00
Total 7700 · Headquarters.	213,222.50
7800 · Staff	
7801 · Gross Wages	
7809 · Contract / WC Chargeback	0.00
7801 · Gross Wages - Other	355,000.00
Total 7801 · Gross Wages	355,000.00
7802 · Company Medicare	5,147.50
7803 · Company FICA	22,010.00
7804 · FUTA (Federal Unemploy...	336.00
7805 · SUI (State Unemployment ...	567.00
7807 · Retirement Benefits	35,300.00
7808 · Employee Medical Insurance	43,000.00
Total 7800 · Staff	461,360.50
7900 · Outside Services.	
7902 · Website Design & Hosting	12,000.00
7903 · Accounting	14,000.00
7904 · Legal Fees	1,500.00
Total 7900 · Outside Services.	27,500.00
8000 · Scholarships / Education	10,000.00
Total Expense	1,434,983.00
Net Ordinary Income	0.00
Other Income/Expense	
Other Income	
1915 · Unrealized/Realized Gain (Loss)	0.00
Total Other Income	0.00
Net Other Income	0.00
Net Income	0.00