

TASN
Profit & Loss Budget Performance
 September 2019

	<u>Sep 19</u>	<u>Budget</u>	<u>Sep 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000 · Scholarship / Education	0.00	1,031.25	0.00	1,031.25	12,375.00
4100 · Conference					
4101 · Exhibits	201,600.00	32,062.50	201,600.00	32,062.50	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	7,125.00	85,500.00
4103 · Registration					
A. · Early Bird	0.00	24,750.00	0.00	24,750.00	297,000.00
B. · Regular	0.00	2,583.33	0.00	2,583.33	31,000.00
Total 4103 · Registration	0.00	27,333.33	0.00	27,333.33	328,000.00
4105 · Non-Member Packet	0.00	391.67	0.00	391.67	4,700.00
4107 · One Day Reg.	0.00	166.67	0.00	166.67	2,000.00
4108 · Retired Registration	0.00	25.00	0.00	25.00	300.00
4110 · Onsite	0.00	333.33	0.00	333.33	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	416.67	5,000.00
Total 4126 · Seminars	0.00	416.67	0.00	416.67	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	41.67	500.00
4134 · Annual Sponsors	0.00	4,166.67	0.00	4,166.67	50,000.00
Total 4100 · Conference	201,600.00	72,062.51	201,600.00	72,062.51	864,750.00
4200 · Industry Seminar					
4201 · TASN Industry Seminar Sponsor	21,000.00	2,916.67	21,000.00	2,916.67	35,000.00
4202 · TASN Industry Seminar Reg.	58,275.00	7,312.50	58,275.00	7,312.50	87,750.00
Total 4200 · Industry Seminar	79,275.00	10,229.17	79,275.00	10,229.17	122,750.00
4300 · Training					
4302 · TASN Certification	1,040.00	4,418.67	1,040.00	4,418.67	53,024.00
4309 · Administrative Academy	3,850.00	916.67	3,850.00	916.67	11,000.00

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4310 · Managers Academy	0.00	1,316.67	0.00	1,316.67	15,800.00
Total 4300 · Training	4,890.00	6,652.01	4,890.00	6,652.01	79,824.00
4400 · Pass Through					
4407 · Sales Tax	0.00	16.67	0.00	16.67	200.00
Total 4400 · Pass Through	0.00	16.67	0.00	16.67	200.00
4450 · TASNews /Advertising	0.00	7,916.67	0.00	7,916.67	95,000.00
4500 · Membership Dues					
4501 · State Dues (Membership Dues)	63,956.33	12,823.42	63,956.33	12,823.42	153,881.00
4502 · Industry Dues (Membership Dues)	22,433.75	2,766.92	22,433.75	2,766.92	33,203.00
Total 4500 · Membership Dues	86,390.08	15,590.34	86,390.08	15,590.34	187,084.00
4700 · Headquarters					
4704 · Misc. Income	0.00	250.00	0.00	250.00	3,000.00
4708 · Invest. Interest and Dividends	5,506.06	5,416.67	5,506.06	5,416.67	65,000.00
4717 · Emporium	0.00	0.00	0.00	0.00	0.00
4721 · SNA LAC Sponsors/ Guests	0.00	833.33	0.00	833.33	5,000.00
4723 · Labels (Directory Mailing)	0.00	0.00	0.00	0.00	0.00
Total 4700 · Headquarters	5,506.06	6,500.00	5,506.06	6,500.00	73,000.00
Total Income	377,661.14	119,998.62	377,661.14	119,998.62	1,434,983.00
Gross Profit	377,661.14	119,998.62	377,661.14	119,998.62	1,434,983.00
Expense					
7100 · Conference.					
7101 · Exhibits	0.00	5,000.00	0.00	5,000.00	60,000.00
7102 · Registration	0.00	2,500.00	0.00	2,500.00	30,000.00
7111 · Facilities	40,151.00	3,083.33	40,151.00	3,083.33	37,000.00
7112 · Awards / Trophies/ Ribbons	0.00	333.33	0.00	333.33	4,000.00
7113 · Awards Ceremony	0.00	416.67	0.00	416.67	5,000.00
7115 · Banquet	0.00	8,333.33	0.00	8,333.33	100,000.00
7116 · Industry Event	0.00	6,916.67	0.00	6,916.67	83,000.00
7120 · Special Meals / Events	0.00	333.33	0.00	333.33	4,000.00
7121 · Conference Planning	0.00	125.00	0.00	125.00	1,500.00
7123 · Staff Travel / Photographer	0.00	291.67	0.00	291.67	3,500.00
7124 · General Sesssions	2,500.00	4,416.67	2,500.00	4,416.67	53,000.00
7125 · Learning Sessions	0.00	2,000.00	0.00	2,000.00	24,000.00

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7130 · Annual Meeting	0.00	458.33	0.00	458.33	5,500.00
7131 · Misc. Conference	39.45	541.67	39.45	541.67	6,500.00
7132 · Conf. Temps	0.00	416.67	0.00	416.67	5,000.00
7136 · T-Shirt Cost	0.00	625.00	0.00	625.00	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	41.67	500.00
Total 7100 · Conference.	42,690.45	35,833.34	42,690.45	35,833.34	430,000.00
7200 · Industry Seminar.					
7201 · TASN Ind. Seminar	2,450.00	7,083.33	2,450.00	7,083.33	85,000.00
Total 7200 · Industry Seminar.	2,450.00	7,083.33	2,450.00	7,083.33	85,000.00
7300 · Training.					
7309 · Directors Academy	0.00	333.33	0.00	333.33	4,000.00
7310 · Managers Academy	0.00	833.33	0.00	833.33	10,000.00
Total 7300 · Training.	0.00	1,166.66	0.00	1,166.66	14,000.00
7400 · Pass Through.					
7405 · SNA- TX Delegation Dinner/Misc.	0.00	833.33	0.00	833.33	5,000.00
7407 · Sales Tax	0.00	16.67	0.00	16.67	200.00
Total 7400 · Pass Through.	0.00	850.00	0.00	850.00	5,200.00
7500 · Publications					
7501 · TASNews	9,295.89	3,500.00	9,295.89	3,500.00	42,000.00
7502 · Graphic Designer	0.00	3,600.00	0.00	3,600.00	43,200.00
Total 7500 · Publications	9,295.89	7,100.00	9,295.89	7,100.00	85,200.00
7600 · Board of Directors.					
7601 · Executive Committee	807.40	3,833.33	807.40	3,833.33	46,000.00
7602 · Public Policy & Legislative	0.00	541.67	0.00	541.67	6,500.00
7603 · Membership	0.00	208.33	0.00	208.33	2,500.00
7604 · Organizational Affairs	0.00	125.00	0.00	125.00	1,500.00
7605 · Education	0.00	208.33	0.00	208.33	2,500.00
7606 · Area Representatives	39.48	1,500.00	39.48	1,500.00	18,000.00
7607 · BOC - Past President's Advisory	0.00	125.00	0.00	125.00	1,500.00
7609 · Nominating Committee	0.00	125.00	0.00	125.00	1,500.00
7610 · Industry Committee	0.00	166.67	0.00	166.67	2,000.00
7612 · Board of Dir. Meeting	0.00	1,166.67	0.00	1,166.67	14,000.00

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7613 · Parliamentarian	0.00	0.00	0.00	0.00	1,500.00
7614 · Other Authorized meetings	0.00	500.00	0.00	500.00	6,000.00
Total 7600 · Board of Directors.	846.88	8,500.00	846.88	8,500.00	103,500.00
7700 · Headquarters.					
7701 · Rent	12,000.00	6,000.00	12,000.00	6,000.00	72,000.00
7702 · Staff Travel & Meetings	456.79	1,250.00	456.79	1,250.00	15,000.00
7702A · Staff Training	1,419.00	666.67	1,419.00	666.67	8,000.00
7703 · Office Supplies	227.95	500.00	227.95	500.00	6,000.00
7704 · Misc. Expense	170.98	333.33	170.98	333.33	4,000.00
7705 · Printing	0.00	750.00	0.00	750.00	9,000.00
7706 · Telephone	377.32	333.33	377.32	333.33	4,000.00
7707 · Postage	0.00	1,250.00	0.00	1,250.00	15,000.00
7708 · Banking Fees	0.00	16.67	0.00	16.67	200.00
7709 · S/C Merchant Account	1,835.95	2,410.21	1,835.95	2,410.21	28,922.50
7710 · PC & Server Maintenance	703.61	666.67	703.61	666.67	8,000.00
7711 · Professional - Dues	938.00	183.33	938.00	183.33	2,200.00
7712 · Capital Outlay	0.00	416.67	0.00	416.67	5,000.00
7713 · Copier Maintenance Agreement	984.21	1,166.67	984.21	1,166.67	14,000.00
7715 · Property Tax	0.00	41.67	0.00	41.67	500.00
7716 · Insurance (G/L,Event,W/C)	0.00	533.33	0.00	533.33	6,400.00
7718 · Marketing	133.25	666.67	133.25	666.67	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	583.33	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.	19,247.06	17,768.55	19,247.06	17,768.55	213,222.50
7800 · Staff					
7801 · Gross Wages					
7809 · Contract / WC Chargeback	22.38	0.00	22.38	0.00	0.00
7801 · Gross Wages - Other	28,934.92	29,583.33	28,934.92	29,583.33	355,000.00
Total 7801 · Gross Wages	28,957.30	29,583.33	28,957.30	29,583.33	355,000.00
7802 · Company Medicare	406.67	428.96	406.67	428.96	5,147.50

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7803 · Company FICA	1,738.78	1,834.17	1,738.78	1,834.17	22,010.00
7804 · FUTA (Federal Unemployment)	0.00	28.00	0.00	28.00	336.00
7805 · SUI (State Unemployment Tax)	0.00	47.25	0.00	47.25	567.00
7807 · Retirement Benefits	2,893.46	2,941.67	2,893.46	2,941.67	35,300.00
7808 · Employee Medical Insurance	8,474.72	3,583.33	8,474.72	3,583.33	43,000.00
Total 7800 · Staff	42,470.93	38,446.71	42,470.93	38,446.71	461,360.50
7900 · Outside Services.					
7902 · Website Design & Hosting	3,325.00	1,000.00	3,325.00	1,000.00	12,000.00
7903 · Accounting	0.00	0.00	0.00	0.00	14,000.00
7904 · Legal Fees	0.00	125.00	0.00	125.00	1,500.00
Total 7900 · Outside Services.	3,325.00	1,125.00	3,325.00	1,125.00	27,500.00
8000 · Scholarships / Education	0.00	833.33	0.00	833.33	10,000.00
Total Expense	120,326.21	118,706.92	120,326.21	118,706.92	1,434,983.00
Net Ordinary Income	257,334.93	1,291.70	257,334.93	1,291.70	0.00
Other Income/Expense					
Other Income					
1915 · Unrealized/Realized Gain (Loss)	-1,317.87	0.00	-1,317.87	0.00	0.00
Total Other Income	-1,317.87	0.00	-1,317.87	0.00	0.00
Net Other Income	-1,317.87	0.00	-1,317.87	0.00	0.00
Net Income	256,017.06	1,291.70	256,017.06	1,291.70	0.00