



5 August, 2017

T0: Skål USA President and Executive Committee Members
CC: Skål USA Website – Financial Reports
From: Alton Hagen, Skål USA VP Finance
Subject: End of July, 2017 Financial Reports

The attached end of July, 2017 Financial Reports will also be posted on Skål USA's website for review:

- Balance Sheet
- End of July, 2017 Year to Date vs. Same Time Last Year Profit & Loss (YTD vs. STLY P&L)
- End of July, 2017 YTD Income & Expenses vs. 2017 Year End Budget
- 2017 2nd Quarter P&L vs. 2017 2nd Quarter Budget
- Accounts Receivable Aging Report as of 31 July, 2017

2017 YTD vs. STLY Profit & Loss:

- Skål USA membership dues received through July is \$8,884 (6.2%) below the amount received at this time last year.
- Expenses, less Skål International dues, are a whopping \$35,411 (52.4%) above STLY.
 - As noted last May, \$10,735 of those expenses is a one-time unamortized amount "left over" from the development costs of Skål USA's previous website and is being written off as directed by the auditors.
 - Additionally, during the past month, the \$500 credit to each club for their participation in the Toronto AGM was processed for a total of \$19,000.
 - This is an expense which wasn't incurred in 2016
 - Absent the above two extraordinary charges, expenses to date are \$5,676 (8.4%) above STLY.

2017 YTD Income & Expenses vs. 2017 Year End Budget:

- As mentioned in the past, this report, comparing just the first seven months Income & Expenses to a full year's expectations is akin to comparing apples to oranges.

2nd Quarter YTD P&L vs. 2017 2nd Quarter Budget vs. 2017 Year End Budget (as first reported last month):

- Skål USA membership dues received through June is \$7,756 (5.50%) below the anticipated budget for this point in time.
- Expenses, less Skål International dues, are \$3,300 (4.45%) below the anticipated budget for this point in time.
 - As noted above, \$10,735 of total expenses is a one-time unamortized amount “left over” from the development costs of Skål USA’s previous website and is being written off as directed by the auditors.
 - Absent the above extraordinary charge, expenses through June are \$14,035 (18.94%) below anticipated budget for this point in time.
- As a reminder, the quarterly budget amounts are based on actual revenue and expense percentages incurred during fiscal years 2014 – 2016 inclusive
 - Per this report, as of the end of June:
 - Membership dues received were 5.50% below budget projections for the 2nd quarter.
 - Total Income is \$17,746 (6.65%) below budget projections for the 2nd quarter
 - Total expenses are \$5,561 (3.08%) below projections for the quarter
 - Consequently, Net Income was 6.6% below projections for the quarter

Cash on Hand:

- As noted on the Balance Sheet, we have \$404,358 in checking, savings and certificates of deposit.
- On July 6th we rolled a \$150,000 CD over for 15 months to yield a new maturity date of October 6, 2018.
 - As about 97% of Skål USA’s cash income is received during the 1st half of each calendar year, it’s preferable to have CDs mature in the latter half of the year.

Accounts Receivable Aging Summary:

- The current report reflects the \$500 per club credit to each club with a voting representative at the AGM in Toronto.
 - This \$500 credit was first applied to any prior amounts due Skål USA by each club
 - Hence the very small number of clubs with outstanding balances due Skål USA and the overall amount of credit many clubs now have on hand.

Respectfully,

Alton Hagen, CMP, DMCP

VP Finance