

Skal International USA
Profit & Loss Budget vs. Actual
 January through December 2016

	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	755.00			
4601.02 · Retired Member Pin	38.00			
4601.03 · Young Skal Member Pin	260.00			
4601.04 · Club President Pin	180.50			
4601.05 · Club Vice President Pin	152.00			
4601.06 · Club Secretary Pin	85.50			
4601.07 · Club Treasurer Pin	133.00			
4601.08 · Club SIUSA Representative Pin	142.50			
4601.09 · Club EST Pin	47.50			
4601.10 · Past-President Pin	332.50			
4601.11 · 15 Years Membership Pin	120.00			
4601.12 · 25 Years Membership Pin	50.00			
4601.13 · 35 Years Membership Pin	20.00			
4601.14 · 50 Years Membership Pin	40.00			
4601.15 · SIUSA Decorative Pin	15.00			
Total 4601 · Pins	2,371.50			
4602 · Plaque				
4602.1 · Past President Plaque	199.65			
Total 4602 · Plaque	199.65			
4603 · Chain				
4603.1 · Past Club President Medallion	900.00			
4603.2 · Jewelry Quality Chain	0.00			
Total 4603 · Chain	900.00			
4604 · Misc Merchandise	20.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	179.80	300.00	-120.20	59.9%
Total 46400 · Other Types of Income	179.80	300.00	-120.20	59.9%
46000 · Sales of Merchandise - Other	0.00	6,000.00	-6,000.00	0.0%
Total 46000 · Sales of Merchandise	3,670.95	6,300.00	-2,629.05	58.3%
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	138,218.00	148,750.00	-10,532.00	92.9%
47232 · SIUSA Development Fund	6,273.00	6,810.00	-537.00	92.1%
Total 47230 · SIUSA Membership Dues	144,491.00	155,560.00	-11,069.00	92.9%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	6,031.00			
47235 · Skal International Dues - Other	120,576.00	129,660.00	-9,084.00	93.0%
Total 47235 · Skal International Dues	126,607.00	129,660.00	-3,053.00	97.6%
5 · Interest Revenue				
5310 · Interest on savings	9.22	25.00	-15.78	36.9%
5315 · Interest on CD	1,052.98			
Total 5 · Interest Revenue	1,062.20	25.00	1,037.20	4,248.8%
Total Income	275,831.15	291,545.00	-15,713.85	94.6%
Cost of Goods Sold				
5445 · Cost of Inventory Sold	2,439.34	2,000.00	439.34	122.0%
5446 · 10% Profit Donation FVF	492.59			
Total COGS	2,931.93	2,000.00	931.93	146.6%

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Gross Profit	272,899.22	289,545.00	-16,645.78	94.3%
Expense				
62800 · Facilities and Equipment				
62810 · Depr and Amort - Allowable	1,984.64			
Total 62800 · Facilities and Equipment	1,984.64			
65000 · Operations				
65020 · Postage, Mailing Service	813.14	700.00	113.14	116.2%
65021 · Postage - Store Shipping	247.29	500.00	-252.71	49.5%
65030 · Printing and Copying	1,061.94	250.00	811.94	424.8%
65040 · Supplies	41.08	750.00	-708.92	5.5%
65050 · Telephone, Telecommunications	0.00	0.00	0.00	0.0%
65060 · Website	2,992.28	2,900.00	92.28	103.2%
65070 · Name Badges	614.94	200.00	414.94	307.5%
65080 · SIUSA President Favors	2,225.63	2,000.00	225.63	111.3%
65090 · Other Outside Services	1,221.00	300.00	921.00	407.0%
Total 65000 · Operations	9,217.30	7,600.00	1,617.30	121.3%
65100 · Other Types of Expenses				
65120 · Multi-Trip Travel Protection				
65121 · D&O Liability	9,565.00	10,500.00	-935.00	91.1%
65123 · Crime	3,247.00	3,500.00	-253.00	92.8%
65124 · Business Package	3,562.00	1,700.00	1,862.00	209.5%
65129 · Reimbursement by Clubs	-15,675.91	-15,700.00	24.09	99.8%
65120 · Multi-Trip Travel Protection - Other	1,045.00	1,500.00	-455.00	69.7%
Total 65120 · Multi-Trip Travel Protection	1,743.09	1,500.00	243.09	116.2%
Total 65100 · Other Types of Expenses	1,743.09	1,500.00	243.09	116.2%
7500 · Contract Services				
7501 · Outside Contract Services	35,200.08	32,000.00	3,200.08	110.0%
7520 · Accounting Fees	2,500.00	2,500.00	0.00	100.0%
7530 · Legal Fees	0.00	1,000.00	-1,000.00	0.0%
7540 · Professional fees	80.00	500.00	-420.00	16.0%
Total 7500 · Contract Services	37,780.08	36,000.00	1,780.08	104.9%
8100 · Nonpersonnel expenses				
8110 · Supplies	84.99			
Total 8100 · Nonpersonnel expenses	84.99			
8300 · Travel & meetings expenses				
8310 · Board Member Travel				
8311 · VP Region 1				
8311.2 · Lodging	4.00			
8311.3 · Meals	27.09			
8311.5 · Meetings Transportation	985.40	1,500.00	-514.60	65.7%
8311 · VP Region 1 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8311 · VP Region 1	1,016.49	4,500.00	-3,483.51	22.6%
8312 · VP Region 2				
8312.4 · Misc	125.00			
8312.5 · Meetings Transportation	0.00	1,500.00	-1,500.00	0.0%
8312 · VP Region 2 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8312 · VP Region 2	125.00	4,500.00	-4,375.00	2.8%
8313 · VP Region 3				
8313.1 · Transportation	658.30			
8313.2 · Lodging	196.15			
8313.3 · Meals	637.71			
8313.5 · Meetings Transportation	1,577.06	1,500.00	77.06	105.1%

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8313 · VP Region 3 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8313 · VP Region 3	3,069.22	4,500.00	-1,430.78	68.2%
8314 · VP Region 4				
8314.1 · Transportation	1,349.16			
8314.2 · Lodging	271.06			
8314.3 · Meals	22.60			
8314.4 · Misc	129.51			
8314.5 · Meetings Transportation	2,306.76	1,500.00	806.76	153.8%
8314 · VP Region 4 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8314 · VP Region 4	4,079.09	4,500.00	-420.91	90.6%
8315 · VP Region 5				
8315.1 · Transportation	526.68			
8315.3 · Meals	110.03			
8315.5 · Meetings Transportation	1,152.93	1,500.00	-347.07	76.9%
8315 · VP Region 5 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8315 · VP Region 5	1,789.64	4,500.00	-2,710.36	39.8%
8317 · VP Finance				
8317.1 · Transportation	2,095.96			
8317.2 · Lodging	509.27			
8317.3 · Meals	132.36			
8317 · VP Finance - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8317 · VP Finance	2,737.59	2,500.00	237.59	109.5%
8318 · VP Administration				
8318.1 · Transportation	2,380.29			
8318.2 · Lodging	176.70			
8318.3 · Meals	279.34			
8318.4 · Misc	20.00			
8318 · VP Administration - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8318 · VP Administration	2,856.33	2,500.00	356.33	114.3%
8319 · President				
8319.1 · Transportation	2,882.12			
8319.2 · Lodging	1,348.76			
8319.3 · Meals	356.11			
8319 · President - Other	0.00	6,000.00	-6,000.00	0.0%
Total 8319 · President	4,586.99	6,000.00	-1,413.01	76.4%
8320 · ISC Councilor				
8320.1 · Transportation	4,320.22			
8320.3 · Meals	62.75			
8320 · ISC Councilor - Other	0.00	4,000.00	-4,000.00	0.0%
Total 8320 · ISC Councilor	4,382.97	4,000.00	382.97	109.6%
8321 · Auditor				
8321.1 · Transportation	1,358.17			
8321.2 · Lodging	689.61			
8321.3 · Meals	89.64			
8321 · Auditor - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8321 · Auditor	2,137.42	2,500.00	-362.58	85.5%
8322 · SIUSA ADMIN	0.00	1,000.00	-1,000.00	0.0%
8323 · Past President				
8323.1 · Transportation	687.20			
8323.3 · Meals	60.89			
8323 · Past President - Other	0.00	1,000.00	-1,000.00	0.0%

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Total 8323 · Past President	748.09	1,000.00	-251.91	74.8%
8324 · SI Executive Committee	0.00	2,000.00	-2,000.00	0.0%
Total 8310 · Board Member Travel	27,528.83	44,000.00	-16,471.17	62.6%
8330 · Conferences, meetings				
8331 · NAASC Congress				
8331.1 · Registration	10,890.00	15,300.00	-4,410.00	71.2%
8331.2 · Lodging - Additional nights	1,210.23			
8331.4 · Food and Beverage	1,028.30	2,190.00	-1,161.70	47.0%
8331.5 · AV	0.00	1,000.00	-1,000.00	0.0%
8331.6 · Printing	0.00			
Total 8331 · NAASC Congress	13,128.53	18,490.00	-5,361.47	71.0%
8341 · Winter Board Meeting				
8341.2 · Lodging	4,394.02	4,200.00	194.02	104.6%
8341.4 · Food and Beverage	995.00	1,500.00	-505.00	66.3%
8341.5 · AV	0.00	900.00	-900.00	0.0%
8341.9 · Reimbursement of Meal	-342.00			
Total 8341 · Winter Board Meeting	5,047.02	6,600.00	-1,552.98	76.5%
8351 · Summer Board Meeting				
8351.1 · Registration	1,560.00			
8351.2 · Lodging	1,556.32	4,500.00	-2,943.68	34.6%
8351.3 · Meeting Room	50.00			
8351.4 · Food and Beverage	644.74	1,500.00	-855.26	43.0%
8351.5 · AV	421.61	900.00	-478.39	46.8%
Total 8351 · Summer Board Meeting	4,232.67	6,900.00	-2,667.33	61.3%
8361 · SI Congress				
8361.1 · Registration	4,481.18	4,622.00	-140.82	97.0%
8361.2 · Lodging	223.35			
8361.3 · Food and Beverage	259.15			
8361.5 · Air Transportation	0.00	3,000.00	-3,000.00	0.0%
Total 8361 · SI Congress	4,963.68	7,622.00	-2,658.32	65.1%
8371 · ISC Meeting	1,233.11	1,500.00	-266.89	82.2%
Total 8330 · Conferences, meetings	28,605.01	41,112.00	-12,506.99	69.6%
Total 8300 · Travel & meetings expenses	56,133.84	85,112.00	-28,978.16	66.0%
8373 · SIUSA Special Event				
8373.1 · Trade Shows	0.00	5,000.00	-5,000.00	0.0%
8373.2 · Sponsorships	0.00	3,000.00	-3,000.00	0.0%
Total 8373 · SIUSA Special Event	0.00	8,000.00	-8,000.00	0.0%
8400 · SI Membership dues	123,472.55	129,660.00	-6,187.45	95.2%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	1,371.06	4,222.00	-2,850.94	32.5%
8542 · National Development	2,364.72	2,588.00	-223.28	91.4%
8555 · SIUSA Club of the Year	0.00	1,400.00	-1,400.00	0.0%
8556 · Young Skal of the Year	0.00	700.00	-700.00	0.0%
Total 8540 · Membership Development	3,735.78	8,910.00	-5,174.22	41.9%
8560 · Outside computer services	0.00			
8590 · Miscellaneous Expenses	850.20			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	689.63	300.00	389.63	229.9%
8591 · Bank charges & credit card disc - Other	45.00			

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Total 8591 · Bank charges & credit card disc	734.63	300.00	434.63	244.9%
Total 8500 · Other expenses	5,320.61	9,210.00	-3,889.39	57.8%
8600 · Business Expenses				
60920 · Business Registration Fees	119.00			
8610 · Bad debt expense	130.00	500.00	-370.00	26.0%
Total 8600 · Business Expenses	249.00	500.00	-251.00	49.8%
Total Expense	235,986.10	277,582.00	-41,595.90	85.0%
Net Ordinary Income	36,913.12	11,963.00	24,950.12	308.6%
Net Income	36,913.12	11,963.00	24,950.12	308.6%