

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	565.00			
4601.02 · Retired Member Pin	9.50			
4601.03 · Young Skal Member Pin	150.00			
4601.04 · Club President Pin	133.00			
4601.05 · Club Vice President Pin	85.50			
4601.06 · Club Secretary Pin	66.50			
4601.07 · Club Treasurer Pin	85.50			
4601.08 · Club SIUSA Representative Pin	76.00			
4601.09 · Club EST Pin	38.00			
4601.10 · Past-President Pin	256.50			
4601.11 · 15 Years Membership Pin	90.00			
4601.12 · 25 Years Membership Pin	30.00			
4601.13 · 35 Years Membership Pin	20.00			
4601.14 · 50 Years Membership Pin	10.00			
4601.15 · SIUSA Decorative Pin	5.00			
Total 4601 · Pins	1,620.50			
4602 · Plaque				
4602.1 · Past President Plaque	199.65			
Total 4602 · Plaque	199.65			
4603 · Chain				
4603.1 · Past Club President Medallion	540.00			
4603.2 · Jewelry Quality Chain	-40.00			
Total 4603 · Chain	500.00			
4604 · Misc Merchandise	20.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	116.00	300.00	-184.00	38.7%
Total 46400 · Other Types of Income	116.00	300.00	-184.00	38.7%
46000 · Sales of Merchandise - Other	0.00	6,000.00	-6,000.00	0.0%
Total 46000 · Sales of Merchandise	2,456.15	6,300.00	-3,843.85	39.0%
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	136,928.00	148,750.00	-11,822.00	92.1%
47232 · SIUSA Development Fund	6,219.00	6,810.00	-591.00	91.3%
Total 47230 · SIUSA Membership Dues	143,147.00	155,560.00	-12,413.00	92.0%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	4,590.00			
47235 · Skal International Dues - Other	119,430.00	129,660.00	-10,230.00	92.1%
Total 47235 · Skal International Dues	124,020.00	129,660.00	-5,640.00	95.7%
5 · Interest Revenue				
5310 · Interest on savings	4.48	25.00	-20.52	17.9%
5315 · Interest on CD	1,052.98			
Total 5 · Interest Revenue	1,057.46	25.00	1,032.46	4,229.8%
Total Income	270,680.61	291,545.00	-20,864.39	92.8%
Cost of Goods Sold				
5445 · Cost of Inventory Sold	0.00	2,000.00	-2,000.00	0.0%
5446 · 10% Profit Donation FVF	387.41			
Total COGS	387.41	2,000.00	-1,612.59	19.4%
Gross Profit	270,293.20	289,545.00	-19,251.80	93.4%
Expense				
65000 · Operations				
65020 · Postage, Mailing Service	0.00	700.00	-700.00	0.0%
65021 · Postage - Store Shipping	0.00	500.00	-500.00	0.0%
65030 · Printing and Copying	832.43	250.00	582.43	333.0%
65040 · Supplies	41.08	750.00	-708.92	5.5%
65050 · Telephone, Telecommunications	0.00	0.00	0.00	0.0%
65060 · Website	309.00	2,900.00	-2,591.00	10.7%
65070 · Name Badges	341.10	200.00	141.10	170.6%
65080 · SIUSA President Favors	1,806.47	2,000.00	-193.53	90.3%
65090 · Other Outside Services	1,173.00	300.00	873.00	391.0%
Total 65000 · Operations	4,503.08	7,600.00	-3,096.92	59.3%
65100 · Other Types of Expenses				
65120 · Multi-Trip Travel Protection				
65121 · D&O Liability	0.00	10,500.00	-10,500.00	0.0%
65123 · Crime	123.00	3,500.00	-3,377.00	3.5%
65124 · Business Package	0.00	1,700.00	-1,700.00	0.0%
65129 · Reimbursement by Clubs	0.00	-15,700.00	15,700.00	0.0%
65120 · Multi-Trip Travel Protection - Other	0.00	1,500.00	-1,500.00	0.0%
Total 65120 · Multi-Trip Travel Protection	123.00	1,500.00	-1,377.00	8.2%
Total 65100 · Other Types of Expenses	123.00	1,500.00	-1,377.00	8.2%
7500 · Contract Services				
7501 · Outside Contract Services	20,533.38	32,000.00	-11,466.62	64.2%
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	23,113.38	36,000.00	-12,886.62	64.2%
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			

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8311.5 · Meetings Transportation	765.32	1,500.00	-734.68	51.0%
8311 · VP Region 1 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8311 · VP Region 1	796.41	4,500.00	-3,703.59	17.7%
8312 · VP Region 2				
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	0.00	4,500.00	-4,500.00	0.0%
8313 · VP Region 3				
8313.3 · Meals	72.97			
8313.5 · Meetings Transportation	642.08	1,500.00	-857.92	42.8%
8313 · VP Region 3 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8313 · VP Region 3	715.05	4,500.00	-3,784.95	15.9%
8314 · VP Region 4				
8314.1 · Transportation	314.66			
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	2,621.42	4,500.00	-1,878.58	58.3%
8315 · VP Region 5				
8315.3 · Meals	16.30			
8315.5 · Meetings Transportation	672.21	1,500.00	-827.79	44.8%
8315 · VP Region 5 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8315 · VP Region 5	688.51	4,500.00	-3,811.49	15.3%
8317 · VP Finance				
8317.1 · Transportation	567.10			
8317.2 · Lodging	279.40			
8317.3 · Meals	46.95			
8317 · VP Finance - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8317 · VP Finance	893.45	2,500.00	-1,606.55	35.7%
8318 · VP Administration				
8318.1 · Transportation	2,286.53			
8318.2 · Lodging	176.70			
8318.3 · Meals	269.64			
8318.4 · Misc	20.00			
8318 · VP Administration - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8318 · VP Administration	2,752.87	2,500.00	252.87	110.1%
8319 · President				
8319.1 · Transportation	1,186.50			
8319.2 · Lodging	936.04			
8319.3 · Meals	393.38			
8319 · President - Other	0.00	6,000.00	-6,000.00	0.0%
Total 8319 · President	2,515.92	6,000.00	-3,484.08	41.9%
8320 · ISC Councillor				
8320.1 · Transportation	2,758.76			
8320 · ISC Councillor - Other	0.00	4,000.00	-4,000.00	0.0%
Total 8320 · ISC Councillor	2,758.76	4,000.00	-1,241.24	69.0%
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%
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	16,627.90	44,000.00	-27,372.10	37.8%
8330 · Conferences, meetings				
8331 · NAASC Congress				
8331.1 · Registration	10,890.00	15,300.00	-4,410.00	71.2%
8331.4 · Food and Beverage	244.76	2,190.00	-1,945.24	11.2%
8331.5 · AV	0.00	1,000.00	-1,000.00	0.0%
8331.6 · Printing	65.86			
Total 8331 · NAASC Congress	11,200.62	18,490.00	-7,289.38	60.6%
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				
8351.2 · Lodging	0.00	4,500.00	-4,500.00	0.0%
8351.4 · Food and Beverage	0.00	1,500.00	-1,500.00	0.0%
8351.5 · AV	0.00	900.00	-900.00	0.0%
Total 8351 · Summer Board Meeting	0.00	6,900.00	-6,900.00	0.0%
8361 · SI Congress				
8361.1 · Registration	0.00	4,622.00	-4,622.00	0.0%
8361.5 · Air Transportation	0.00	3,000.00	-3,000.00	0.0%
Total 8361 · SI Congress	0.00	7,622.00	-7,622.00	0.0%
8371 · ISC Meeting	3,643.11	1,500.00	2,143.11	242.9%

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Total 8330 · Conferences, meetings	19,890.75	41,112.00	-21,221.25	48.4%
Total 8300 · Travel & meetings expenses	36,518.65	85,112.00	-48,593.35	42.9%
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	113,199.77	129,660.00	-16,460.23	87.3%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	1,033.63	4,222.00	-3,188.37	24.5%
8542 · National Development	1,714.72	2,588.00	-873.28	66.3%
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	2,748.35	8,910.00	-6,161.65	30.8%
8560 · Outside computer services	0.00			
8590 · Miscellaneous Expenses	1,350.20			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	464.70	300.00	164.70	154.9%
Total 8591 · Bank charges & credit card disc	464.70	300.00	164.70	154.9%
Total 8500 · Other expenses	4,563.25	9,210.00	-4,646.75	49.5%
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	182,355.12	277,582.00	-95,226.88	65.7%
Net Ordinary Income	87,938.08	11,963.00	75,975.08	735.1%
Net Income	87,938.08	11,963.00	75,975.08	735.1%