

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

	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
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			
<b>Total 4601 · Pins</b>	<b>1,620.50</b>			
4602 · Plaque				
4602.1 · Past President Plaque	199.65			
<b>Total 4602 · Plaque</b>	<b>199.65</b>			
4603 · Chain				
4603.1 · Past Club President Medallion	540.00			
4603.2 · Jewelry Quality Chain	-40.00			
<b>Total 4603 · Chain</b>	<b>500.00</b>			
4604 · Misc Merchandise	20.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	116.00	300.00	-184.00	38.7%
<b>Total 46400 · Other Types of Income</b>	<b>116.00</b>	<b>300.00</b>	<b>-184.00</b>	<b>38.7%</b>
46000 · Sales of Merchandise - Other	0.00	6,000.00	-6,000.00	0.0%
<b>Total 46000 · Sales of Merchandise</b>	<b>2,456.15</b>	<b>6,300.00</b>	<b>-3,843.85</b>	<b>39.0%</b>
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	137,673.00	148,750.00	-11,077.00	92.6%
47232 · SIUSA Development Fund	6,252.00	6,810.00	-558.00	91.8%
<b>Total 47230 · SIUSA Membership Dues</b>	<b>143,925.00</b>	<b>155,560.00</b>	<b>-11,635.00</b>	<b>92.5%</b>
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	4,934.00			
47235 · Skal International Dues - Other	120,087.00	129,660.00	-9,573.00	92.6%
<b>Total 47235 · Skal International Dues</b>	<b>125,021.00</b>	<b>129,660.00</b>	<b>-4,639.00</b>	<b>96.4%</b>
5 · Interest Revenue				
5310 · Interest on savings	4.48	25.00	-20.52	17.9%
5315 · Interest on CD	1,052.98			
<b>Total 5 · Interest Revenue</b>	<b>1,057.46</b>	<b>25.00</b>	<b>1,032.46</b>	<b>4,229.8%</b>
<b>Total Income</b>	<b>272,459.61</b>	<b>291,545.00</b>	<b>-19,085.39</b>	<b>93.5%</b>
<b>Cost of Goods Sold</b>				
5445 · Cost of Inventory Sold	0.00	2,000.00	-2,000.00	0.0%
5446 · 10% Profit Donation FVF	387.41			
<b>Total COGS</b>	<b>387.41</b>	<b>2,000.00</b>	<b>-1,612.59</b>	<b>19.4%</b>

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<b>Gross Profit</b>	272,072.20	289,545.00	-17,472.80	94.0%
<b>Expense</b>				
<b>65000 · Operations</b>				
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	1,177.40	2,000.00	-822.60	58.9%
65090 · Other Outside Services	1,173.00	300.00	873.00	391.0%
<b>Total 65000 · Operations</b>	3,874.01	7,600.00	-3,725.99	51.0%
<b>65100 · Other Types of Expenses</b>				
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%
<b>Total 65120 · Multi-Trip Travel Protection</b>	123.00	1,500.00	-1,377.00	8.2%
<b>Total 65100 · Other Types of Expenses</b>	123.00	1,500.00	-1,377.00	8.2%
<b>7500 · Contract Services</b>				
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%
<b>Total 7500 · Contract Services</b>	23,113.38	36,000.00	-12,886.62	64.2%
<b>8100 · Nonpersonnel expenses</b>				
8110 · Supplies	84.99			
<b>Total 8100 · Nonpersonnel expenses</b>	84.99			
<b>8300 · Travel &amp; meetings expenses</b>				
8310 · Board Member Travel				
8311 · VP Region 1				
8311.2 · Lodging	4.00			
8311.3 · Meals	27.09			
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%
<b>Total 8311 · VP Region 1</b>	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%
<b>Total 8312 · VP Region 2</b>	0.00	4,500.00	-4,500.00	0.0%
8313 · VP Region 3				
8313.2 · Lodging	196.15			
8313.3 · Meals	163.80			
8313.5 · Meetings Transportation	1,577.06	1,500.00	77.06	105.1%
8313 · VP Region 3 - Other	0.00	3,000.00	-3,000.00	0.0%
<b>Total 8313 · VP Region 3</b>	1,937.01	4,500.00	-2,562.99	43.0%
8314 · VP Region 4				
8314.1 · Transportation	314.66			
8314.5 · Meetings Transportation	2,306.76	1,500.00	806.76	153.8%

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8314 · VP Region 4 - Other	0.00	3,000.00	-3,000.00	0.0%
<b>Total 8314 · VP Region 4</b>	<b>2,621.42</b>	<b>4,500.00</b>	<b>-1,878.58</b>	<b>58.3%</b>
<b>8315 · VP Region 5</b>				
8315.1 · Transportation	168.26			
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%
<b>Total 8315 · VP Region 5</b>	<b>856.77</b>	<b>4,500.00</b>	<b>-3,643.23</b>	<b>19.0%</b>
<b>8317 · VP Finance</b>				
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%
<b>Total 8317 · VP Finance</b>	<b>893.45</b>	<b>2,500.00</b>	<b>-1,606.55</b>	<b>35.7%</b>
<b>8318 · VP Administration</b>				
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%
<b>Total 8318 · VP Administration</b>	<b>2,752.87</b>	<b>2,500.00</b>	<b>252.87</b>	<b>110.1%</b>
<b>8319 · President</b>				
8319.1 · Transportation	1,210.09			
8319.2 · Lodging	781.42			
8319.3 · Meals	736.04			
8319 · President - Other	0.00	6,000.00	-6,000.00	0.0%
<b>Total 8319 · President</b>	<b>2,727.55</b>	<b>6,000.00</b>	<b>-3,272.45</b>	<b>45.5%</b>
<b>8320 · ISC Councilor</b>				
8320.1 · Transportation	2,758.76			
8320 · ISC Councilor - Other	0.00	4,000.00	-4,000.00	0.0%
<b>Total 8320 · ISC Councilor</b>	<b>2,758.76</b>	<b>4,000.00</b>	<b>-1,241.24</b>	<b>69.0%</b>
<b>8321 · Auditor</b>				
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%
<b>Total 8321 · Auditor</b>	<b>2,137.42</b>	<b>2,500.00</b>	<b>-362.58</b>	<b>85.5%</b>
<b>8322 · SIUSA ADMIN</b>	0.00	1,000.00	-1,000.00	0.0%
<b>8323 · Past President</b>				
8323.1 · Transportation	687.20			
8323.3 · Meals	60.89			
8323 · Past President - Other	0.00	1,000.00	-1,000.00	0.0%
<b>Total 8323 · Past President</b>	<b>748.09</b>	<b>1,000.00</b>	<b>-251.91</b>	<b>74.8%</b>
<b>8324 · SI Executive Committee</b>	0.00	2,000.00	-2,000.00	0.0%
<b>Total 8310 · Board Member Travel</b>	<b>18,229.75</b>	<b>44,000.00</b>	<b>-25,770.25</b>	<b>41.4%</b>
<b>8330 · Conferences, meetings</b>				
<b>8331 · NAASC Congress</b>				
8331.1 · Registration	10,890.00	15,300.00	-4,410.00	71.2%
8331.4 · Food and Beverage	648.37	2,190.00	-1,541.63	29.6%
8331.5 · AV	0.00	1,000.00	-1,000.00	0.0%

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8331.6 · Printing	0.00			
<b>Total 8331 · NAASC Congress</b>	<b>11,538.37</b>	<b>18,490.00</b>	<b>-6,951.63</b>	<b>62.4%</b>
<b>8341 · Winter Board Meeting</b>				
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			
<b>Total 8341 · Winter Board Meeting</b>	<b>5,047.02</b>	<b>6,600.00</b>	<b>-1,552.98</b>	<b>76.5%</b>
<b>8351 · Summer Board Meeting</b>				
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%
<b>Total 8351 · Summer Board Meeting</b>	<b>0.00</b>	<b>6,900.00</b>	<b>-6,900.00</b>	<b>0.0%</b>
<b>8361 · SI Congress</b>				
8361.1 · Registration	2,410.00	4,622.00	-2,212.00	52.1%
8361.5 · Air Transportation	0.00	3,000.00	-3,000.00	0.0%
<b>Total 8361 · SI Congress</b>	<b>2,410.00</b>	<b>7,622.00</b>	<b>-5,212.00</b>	<b>31.6%</b>
<b>8371 · ISC Meeting</b>	<b>1,233.11</b>	<b>1,500.00</b>	<b>-266.89</b>	<b>82.2%</b>
<b>Total 8330 · Conferences, meetings</b>	<b>20,228.50</b>	<b>41,112.00</b>	<b>-20,883.50</b>	<b>49.2%</b>
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>38,458.25</b>	<b>85,112.00</b>	<b>-46,653.75</b>	<b>45.2%</b>
<b>8373 · SIUSA Special Event</b>				
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%
<b>Total 8373 · SIUSA Special Event</b>	<b>0.00</b>	<b>8,000.00</b>	<b>-8,000.00</b>	<b>0.0%</b>
<b>8400 · SI Membership dues</b>	<b>113,699.77</b>	<b>129,660.00</b>	<b>-15,960.23</b>	<b>87.7%</b>
<b>8500 · Other expenses</b>				
<b>8540 · Membership Development</b>				
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%
<b>Total 8540 · Membership Development</b>	<b>2,748.35</b>	<b>8,910.00</b>	<b>-6,161.65</b>	<b>30.8%</b>
8560 · Outside computer services	0.00			
8590 · Miscellaneous Expenses	850.20			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	464.70	300.00	164.70	154.9%
<b>Total 8591 · Bank charges &amp; credit card disc</b>	<b>464.70</b>	<b>300.00</b>	<b>164.70</b>	<b>154.9%</b>
<b>Total 8500 · Other expenses</b>	<b>4,063.25</b>	<b>9,210.00</b>	<b>-5,146.75</b>	<b>44.1%</b>
<b>8600 · Business Expenses</b>				
60920 · Business Registration Fees	119.00			
8610 · Bad debt expense	130.00	500.00	-370.00	26.0%
<b>Total 8600 · Business Expenses</b>	<b>249.00</b>	<b>500.00</b>	<b>-251.00</b>	<b>49.8%</b>
<b>Total Expense</b>	<b>183,665.65</b>	<b>277,582.00</b>	<b>-93,916.35</b>	<b>66.2%</b>
<b>Net Ordinary Income</b>	<b>88,406.55</b>	<b>11,963.00</b>	<b>76,443.55</b>	<b>739.0%</b>
<b>Net Income</b>	<b>88,406.55</b>	<b>11,963.00</b>	<b>76,443.55</b>	<b>739.0%</b>