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12/06/16

Accrual Basis

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	730.00			
4601.02 · Retired Member Pin	28.50			
4601.03 · Young Skal Member Pin	160.00			
4601.04 · Club President Pin	152.00			
4601.05 · Club Vice President Pin	123.50			
4601.06 · Club Secretary Pin	76.00			
4601.07 · Club Treasurer Pin	104.50			
4601.08 · Club SIUSA Representative Pin	133.00			
4601.09 · Club EST Pin	38.00			
4601.10 · Past-President Pin	304.00			
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	10.00			
Total 4601 · Pins	2,089.50			
4602 · Plaque				
4602.1 · Past President Plaque	199.65			
Total 4602 · Plaque	199.65			
4603 · Chain				
4603.1 · Past Club President Medallion	840.00			
4603.2 · Jewelry Quality Chain	0.00			
Total 4603 · Chain	840.00			
4604 · Misc Merchandise	20.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	162.40	300.00	-137.60	54.1%
Total 46400 · Other Types of Income	162.40	300.00	-137.60	54.1%
46000 · Sales of Merchandise - Other	0.00	6,000.00	-6,000.00	0.0%
Total 46000 · Sales of Merchandise	3,311.55	6,300.00	-2,988.45	52.6%
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	138,153.00	148,750.00	-10,597.00	92.9%
47232 · SIUSA Development Fund	6,270.00	6,810.00	-540.00	92.1%
Total 47230 · SIUSA Membership Dues	144,423.00	155,560.00	-11,137.00	92.8%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	5,417.00			
47235 · Skal International Dues - Other	120,519.00	129,660.00	-9,141.00	93.0%
Total 47235 · Skal International Dues	125,936.00	129,660.00	-3,724.00	97.1%
5 · Interest Revenue				
5310 · Interest on savings	7.93	25.00	-17.07	31.7%
5315 · Interest on CD	1,052.98			
Total 5 · Interest Revenue	1,060.91	25.00	1,035.91	4,243.6%
Total Income	274,731.46	291,545.00	-16,813.54	94.2%
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%

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Gross Profit	274,344.05	289,545.00	-15,200.95	94.8%
Expense				
65000 · Operations				
65020 · Postage, Mailing Service	134.83	700.00	-565.17	19.3%
65021 · Postage - Store Shipping	0.00	500.00	-500.00	0.0%
65030 · Printing and Copying	986.03	250.00	736.03	394.4%
65040 · Supplies	41.08	750.00	-708.92	5.5%
65050 · Telephone, Telecommunications	0.00	0.00	0.00	0.0%
65060 · Website	2,176.28	2,900.00	-723.72	75.0%
65070 · Name Badges	341.10	200.00	141.10	170.6%
65080 · SIUSA President Favors	1,289.33	2,000.00	-710.67	64.5%
65090 · Other Outside Services	1,173.00	300.00	873.00	391.0%
Total 65000 · Operations	6,141.65	7,600.00	-1,458.35	80.8%
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	95.00	1,500.00	-1,405.00	6.3%
Total 65120 · Multi-Trip Travel Protection	793.09	1,500.00	-706.91	52.9%
Total 65100 · Other Types of Expenses	793.09	1,500.00	-706.91	52.9%
7500 · Contract Services				
7501 · Outside Contract Services	32,266.74	32,000.00	266.74	100.8%
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	34,846.74	36,000.00	-1,153.26	96.8%
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				
8313.2 · 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%
Total 8313 · VP Region 3	1,937.01	4,500.00	-2,562.99	43.0%
8314 · VP Region 4				
8314.1 · Transportation	488.16			
8314.2 · Lodging	271.06			

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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	3,065.98	4,500.00	-1,434.02	68.1%
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	1,066.06			
8317.2 · Lodging	279.40			
8317.3 · Meals	132.36			
8317 · VP Finance - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8317 · VP Finance	1,477.82	2,500.00	-1,022.18	59.1%
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	1,891.02			
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	3,595.89	6,000.00	-2,404.11	59.9%
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%
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	23,132.64	44,000.00	-20,867.36	52.6%
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	1,028.30	2,190.00	-1,161.70	47.0%

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8331.5 · AV	0.00	1,000.00	-1,000.00	0.0%
8331.6 · Printing	0.00			
Total 8331 · NAASC Congress	11,918.30	18,490.00	-6,571.70	64.5%
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	991.10	3,000.00	-2,008.90	33.0%
Total 8361 · SI Congress	5,954.78	7,622.00	-1,667.22	78.1%
8371 · ISC Meeting	1,233.11	1,500.00	-266.89	82.2%
Total 8330 · Conferences, meetings	28,385.88	41,112.00	-12,726.12	69.0%
Total 8300 · Travel & meetings expenses	51,518.52	85,112.00	-33,593.48	60.5%
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	113,863.33	129,660.00	-15,796.67	87.8%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	1,197.19	4,222.00	-3,024.81	28.4%
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	3,561.91	8,910.00	-5,348.09	40.0%
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%
Total 8591 · Bank charges & credit card disc	689.63	300.00	389.63	229.9%
Total 8500 · Other expenses	5,101.74	9,210.00	-4,108.26	55.4%
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	212,599.06	277,582.00	-64,982.94	76.6%

12:56 PM

12/06/16

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	<u>Jan - Dec 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Net Ordinary Income	61,744.99	11,963.00	49,781.99	516.1%
Net Income	<u>61,744.99</u>	<u>11,963.00</u>	<u>49,781.99</u>	<u>516.1%</u>