

**Skal International USA**  
**Profit & Loss Budget vs. Actual**  
**January 2017**

	Jan 17	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	35.00			
4601.05 · Club Vice President Pin	19.00			
4601.06 · Club Secretary Pin	9.50			
4601.09 · Club EST Pin	9.50			
4601.10 · Past-President Pin	19.00			
<b>Total 4601 · Pins</b>	<b>92.00</b>			
4603 · Chain				
4603.1 · Past Club President Medallion	60.00			
<b>Total 4603 · Chain</b>	<b>60.00</b>			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	18.14	270.00	-251.86	6.7%
<b>Total 46400 · Other Types of Income</b>	<b>18.14</b>	<b>270.00</b>	<b>-251.86</b>	<b>6.7%</b>
46000 · Sales of Merchandise - Other	0.00	5,848.00	-5,848.00	0.0%
<b>Total 46000 · Sales of Merchandise</b>	<b>170.14</b>	<b>6,118.00</b>	<b>-5,947.86</b>	<b>2.8%</b>
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	126,320.00	137,286.00	-10,966.00	92.0%
47232 · SIUSA Development Fund	5,754.00	6,093.00	-339.00	94.4%
47233 · SIUSA Host Club Fund	1,917.00			
<b>Total 47230 · SIUSA Membership Dues</b>	<b>133,991.00</b>	<b>143,379.00</b>	<b>-9,388.00</b>	<b>93.5%</b>
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	1,415.00	7,092.00	-5,677.00	20.0%
47235 · Skal International Dues - Other	110,157.00	118,203.00	-8,046.00	93.2%
<b>Total 47235 · Skal International Dues</b>	<b>111,572.00</b>	<b>125,295.00</b>	<b>-13,723.00</b>	<b>89.0%</b>
5 · Interest Revenue				
5310 · Interest on savings	1.29	28.00	-26.71	4.6%
5315 · Interest on CD	0.00	617.00	-617.00	0.0%
<b>Total 5 · Interest Revenue</b>	<b>1.29</b>	<b>645.00</b>	<b>-643.71</b>	<b>0.2%</b>
<b>Total Income</b>	<b>245,734.43</b>	<b>275,437.00</b>	<b>-29,702.57</b>	<b>89.2%</b>
<b>Cost of Goods Sold</b>				
5445 · Cost of Inventory Sold	0.00	1,170.00	-1,170.00	0.0%
5446 · 10% Profit Donation FVF	0.00	468.00	-468.00	0.0%
<b>Total COGS</b>	<b>0.00</b>	<b>1,638.00</b>	<b>-1,638.00</b>	<b>0.0%</b>
<b>Gross Profit</b>	<b>245,734.43</b>	<b>273,799.00</b>	<b>-28,064.57</b>	<b>89.7%</b>
<b>Expense</b>				
62800 · Facilities and Equipment				
62810 · Depr and Amort - Allowable	0.00	1,984.00	-1,984.00	0.0%
<b>Total 62800 · Facilities and Equipment</b>	<b>0.00</b>	<b>1,984.00</b>	<b>-1,984.00</b>	<b>0.0%</b>
65000 · Operations				
65020 · Postage, Mailing Service	196.73	600.00	-403.27	32.8%
65030 · Printing and Copying	0.00	193.00	-193.00	0.0%
65040 · Supplies	0.00	1,751.00	-1,751.00	0.0%
65060 · Website	10,664.72	969.00	9,695.72	1,100.6%
65070 · Name Badges	0.00	171.00	-171.00	0.0%
65080 · SIUSA President Favors	0.00	1,713.00	-1,713.00	0.0%
65090 · Other Outside Services	0.00	300.00	-300.00	0.0%

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<b>Total 65000 · Operations</b>	10,861.45	5,697.00	5,164.45	190.7%
<b>65100 · Other Types of Expenses</b>				
65120 · Multi-Trip Travel Protection				
65121 · D&O Liability	0.00	10,075.00	-10,075.00	0.0%
65123 · Crime	0.00	3,253.00	-3,253.00	0.0%
65124 · Business Package	0.00	1,608.00	-1,608.00	0.0%
65129 · Reimbursement by Clubs	0.00	-14,647.00	14,647.00	0.0%
65120 · Multi-Trip Travel Protection - Other	0.00	1,167.00	-1,167.00	0.0%
<b>Total 65120 · Multi-Trip Travel Protection</b>	0.00	1,456.00	-1,456.00	0.0%
65161 · NAASC Host Club Support	0.00	2,000.00	-2,000.00	0.0%
65162 · AGM Club Participation Credit	0.00	22,500.00	-22,500.00	0.0%
<b>Total 65100 · Other Types of Expenses</b>	0.00	25,956.00	-25,956.00	0.0%
<b>7500 · Contract Services</b>				
7501 · Outside Contract Services	2,933.34	35,000.00	-32,066.66	8.4%
7520 · Accounting Fees	0.00	2,522.00	-2,522.00	0.0%
7530 · Legal Fees	0.00	1,022.00	-1,022.00	0.0%
7540 · Professional fees	0.00	96.00	-96.00	0.0%
<b>Total 7500 · Contract Services</b>	2,933.34	38,640.00	-35,706.66	7.6%
<b>8300 · Travel &amp; meetings expenses</b>				
8310 · Board Member Travel				
8317 · VP Finance	0.00	1,647.00	-1,647.00	0.0%
8318 · VP Administration	0.00	1,875.00	-1,875.00	0.0%
8319 · President	0.00	5,027.00	-5,027.00	0.0%
8320 · ISC Councilor	0.00	3,352.00	-3,352.00	0.0%
8321 · Auditor	0.00	2,017.00	-2,017.00	0.0%
8322 · SIUSA ADMIN	0.00	538.00	-538.00	0.0%
8323 · Past President	0.00	1,023.00	-1,023.00	0.0%
8325 · VP Membership				
8325.1 · Transportation	535.20			
8325 · VP Membership - Other	0.00	5,169.00	-5,169.00	0.0%
<b>Total 8325 · VP Membership</b>	535.20	5,169.00	-4,633.80	10.4%
8326 · Director Membership I	0.00	2,585.00	-2,585.00	0.0%
8327 · Director Membership II	0.00	2,585.00	-2,585.00	0.0%
8328 · Director of Communications	0.00	2,585.00	-2,585.00	0.0%
<b>Total 8310 · Board Member Travel</b>	535.20	28,403.00	-27,867.80	1.9%
<b>8330 · Conferences, meetings</b>				
8331 · NAASC Congress				
8331.1 · Registration	0.00	13,440.00	-13,440.00	0.0%
8331.2 · Lodging - Additional nights	0.00	1,497.00	-1,497.00	0.0%
8331.4 · Food and Beverage	0.00	1,292.00	-1,292.00	0.0%
8331.5 · AV	0.00	1,869.00	-1,869.00	0.0%
8331.6 · Printing	0.00	55.00	-55.00	0.0%
8331.9 · Reimbursement of Meal	0.00	-102.00	102.00	0.0%
<b>Total 8331 · NAASC Congress</b>	0.00	18,051.00	-18,051.00	0.0%
8341 · Winter Board Meeting				
8341.2 · Lodging	0.00	3,444.00	-3,444.00	0.0%
8341.4 · Food and Beverage	0.00	2,131.00	-2,131.00	0.0%
8341.5 · AV	0.00	169.00	-169.00	0.0%
8341.9 · Reimbursement of Meal	0.00	-406.00	406.00	0.0%

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Total 8341 · Winter Board Meeting	0.00	5,338.00	-5,338.00	0.0%
8351 · Summer Board Meeting				
8351.2 · Lodging	0.00	5,442.00	-5,442.00	0.0%
8351.4 · Food and Beverage	0.00	190.00	-190.00	0.0%
8351.5 · AV	0.00	530.00	-530.00	0.0%
8351.9 · Reimbursement of Meal	0.00	-64.00	64.00	0.0%
Total 8351 · Summer Board Meeting	0.00	6,098.00	-6,098.00	0.0%
8361 · SI Congress				
8361.1 · Registration	0.00	4,502.00	-4,502.00	0.0%
8361.5 · Air Transportation	0.00	2,766.00	-2,766.00	0.0%
Total 8361 · SI Congress	0.00	7,268.00	-7,268.00	0.0%
8371 · ISC Meeting	0.00	1,270.00	-1,270.00	0.0%
8372 · SI Special Event	0.00	199.00	-199.00	0.0%
Total 8330 · Conferences, meetings	0.00	38,224.00	-38,224.00	0.0%
Total 8300 · Travel & meetings expenses	535.20	66,627.00	-66,091.80	0.8%
8373 · SIUSA Special Event				
8373.1 · Trade Shows	0.00	500.00	-500.00	0.0%
8373.2 · Sponsorships	0.00	500.00	-500.00	0.0%
Total 8373 · SIUSA Special Event	0.00	1,000.00	-1,000.00	0.0%
8400 · SI Membership dues	515.00	115,193.00	-114,678.00	0.4%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	0.00	1,828.00	-1,828.00	0.0%
8542 · National Development	0.00	3,874.00	-3,874.00	0.0%
8542.1 · Reimbursement of Expenses	0.00	-773.00	773.00	0.0%
8555 · SIUSA Club of the Year	0.00	1,000.00	-1,000.00	0.0%
8556 · Young Skal of the Year	0.00	700.00	-700.00	0.0%
Total 8540 · Membership Development	0.00	6,629.00	-6,629.00	0.0%
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	10.00	387.00	-377.00	2.6%
Total 8591 · Bank charges & credit card disc	10.00	387.00	-377.00	2.6%
Total 8500 · Other expenses	10.00	7,016.00	-7,006.00	0.1%
8600 · Business Expenses				
60920 · Business Registration Fees	0.00	247.00	-247.00	0.0%
Total 8600 · Business Expenses	0.00	247.00	-247.00	0.0%
Total Expense	14,854.99	262,360.00	-247,505.01	5.7%
Net Ordinary Income	230,879.44	11,439.00	219,440.44	2,018.4%
Net Income	230,879.44	11,439.00	219,440.44	2,018.4%