

Skal International USA
Profit & Loss Budget vs. Actual
January 2018

	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
45100 · Advertising	0.00	500.00	-500.00	0.0%
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	80.00			
4601.03 · Young Skal Member Pin	20.00			
4601.04 · Club President Pin	57.00			
4601.05 · Club Vice President Pin	85.50			
4601.06 · Club Secretary Pin	85.50			
4601.07 · Club Treasurer Pin	66.50			
4601.08 · Club SIUSA Representative Pin	66.50			
4601.09 · Club EST Pin	47.50			
4601.10 · Past-President Pin	76.00			
4601.12 · 25 Years Membership Pin	30.00			
4601.13 · 35 Years Membership Pin	30.00			
4601.14 · 50 Years Membership Pin	20.00			
Total 4601 · Pins	664.50			
4602 · Plaque				
4602.1 · Past President Plaque	316.00			
Total 4602 · Plaque	316.00			
4603 · Chain				
4603.1 · Past Club President Medallion	180.00			
Total 4603 · Chain	180.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	67.99	248.00	-180.01	27.4%
Total 46400 · Other Types of Income	67.99	248.00	-180.01	27.4%
46000 · Sales of Merchandise - Other	0.00	5,304.00	-5,304.00	0.0%
Total 46000 · Sales of Merchandise	1,228.49	5,552.00	-4,323.51	22.1%
47230 · Skal USA Membership Dues				
47231 · Skal USA Dues	126,255.00	148,395.00	-22,140.00	85.1%
Total 47230 · Skal USA Membership Dues	126,255.00	148,395.00	-22,140.00	85.1%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	365.00	6,913.00	-6,548.00	5.3%
47235 · Skal International Dues - Other	98,544.00	115,218.00	-16,674.00	85.5%
Total 47235 · Skal International Dues	98,909.00	122,131.00	-23,222.00	81.0%
48101 · AGM No Show Fee	0.00	1,500.00	-1,500.00	0.0%
5 · Other Revenue				
5310 · Interest on savings	1.29	23.00	-21.71	5.6%
5315 · Interest on CD	0.00	1,128.00	-1,128.00	0.0%
Total 5 · Other Revenue	1.29	1,151.00	-1,149.71	0.1%
Total Income	226,393.78	279,229.00	-52,835.22	81.1%
Cost of Goods Sold				
5445 · Cost of Inventory Sold	0.00	4,068.00	-4,068.00	0.0%
5446 · 10% Profit Donation FVf	0.00	403.00	-403.00	0.0%
Total COGS	0.00	4,471.00	-4,471.00	0.0%
Gross Profit	226,393.78	274,758.00	-48,364.22	82.4%
Expense				
65000 · Operations				
65010 · Newsletter, Subscriptions	0.00	420.00	-420.00	0.0%

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65020 · Postage, Mailing Service	0.00	696.00	-696.00	0.0%
65021 · Postage - Store Shipping	0.00	569.00	-569.00	0.0%
65030 · Printing and Copying	0.00	411.00	-411.00	0.0%
65040 · Supplies	391.45	382.00	9.45	102.5%
65050 · Telephone, Telecommunications	0.00	0.00	0.00	0.0%
65060 · Website	0.00	2,400.00	-2,400.00	0.0%
65070 · Name Badges	0.00	282.00	-282.00	0.0%
65080 · Skal USA President Favors	0.00	1,841.00	-1,841.00	0.0%
65090 · Other Outside Services	0.00	763.00	-763.00	0.0%
Total 65000 · Operations	391.45	7,764.00	-7,372.55	5.0%
65100 · Other Types of Expenses				
65120 · Insurance				
65121 · D&O Liability	0.00	9,948.00	-9,948.00	0.0%
65123 · Crime	0.00	3,252.00	-3,252.00	0.0%
65124 · Business Package	0.00	3,562.00	-3,562.00	0.0%
65129 · Reimbursement by Clubs	0.00	-14,904.00	14,904.00	0.0%
65120 · Insurance - Other	0.00	1,136.00	-1,136.00	0.0%
Total 65120 · Insurance	0.00	2,994.00	-2,994.00	0.0%
65161 · NASC Host Club Support	0.00	2,000.00	-2,000.00	0.0%
65162 · AGM Club Participation Credit	0.00	22,000.00	-22,000.00	0.0%
Total 65100 · Other Types of Expenses	0.00	26,994.00	-26,994.00	0.0%
7500 · Contract Services				
7501 · Outside Contract Services	4,166.67	37,600.00	-33,433.33	11.1%
7520 · Accounting Fees	0.00	2,516.00	-2,516.00	0.0%
7540 · Professional fees	0.00	835.00	-835.00	0.0%
Total 7500 · Contract Services	4,166.67	40,951.00	-36,784.33	10.2%
8300 · Travel & meetings expenses				
8310 · EC Member Travel				
8317 · VP Finance	0.00	1,980.00	-1,980.00	0.0%
8318 · VP Administration	0.00	1,875.00	-1,875.00	0.0%
8319 · President	0.00	5,415.00	-5,415.00	0.0%
8320 · ISC Councilor	0.00	2,972.00	-2,972.00	0.0%
8321 · Auditor	0.00	2,104.00	-2,104.00	0.0%
8322 · Skal USA ADMIN	0.00	1,000.00	-1,000.00	0.0%
8323 · Past President	0.00	991.00	-991.00	0.0%
8325 · VP Membership	0.00	5,169.00	-5,169.00	0.0%
8326 · Director Membership I	0.00	2,585.00	-2,585.00	0.0%
8327 · Director Membership II	294.40	2,585.00	-2,290.60	11.4%
8328 · Director of Communications	0.00	2,000.00	-2,000.00	0.0%
Total 8310 · EC Member Travel	294.40	28,676.00	-28,381.60	1.0%
8330 · Conferences, meetings				
8331 · NASC Congress				
8331.1 · Registration	0.00	13,831.00	-13,831.00	0.0%
8331.2 · Lodging - Additional nights	0.00	2,001.00	-2,001.00	0.0%
8331.4 · Food and Beverage	0.00	744.00	-744.00	0.0%
8331.5 · AV	0.00	1,394.00	-1,394.00	0.0%
8331.6 · Printing	0.00	400.00	-400.00	0.0%
Total 8331 · NASC Congress	0.00	18,370.00	-18,370.00	0.0%
8341 · Winter Board Meeting				
8341.2 · Lodging	0.00	3,685.00	-3,685.00	0.0%

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8341.4 · Food and Beverage	0.00	1,843.00	-1,843.00	0.0%
8341.5 · AV	0.00	126.00	-126.00	0.0%
8341.9 · Reimbursement of Meal	0.00	-390.00	390.00	0.0%
Total 8341 · Winter Board Meeting	0.00	5,264.00	-5,264.00	0.0%
8351 · Summer NCM				
8351.2 · Lodging	0.00	4,137.00	-4,137.00	0.0%
8351.4 · Food and Beverage	0.00	344.00	-344.00	0.0%
8351.5 · AV	0.00	495.00	-495.00	0.0%
Total 8351 · Summer NCM	0.00	4,976.00	-4,976.00	0.0%
8361 · SI Congress				
8361.1 · Registration	0.00	4,502.00	-4,502.00	0.0%
8361.2 · Lodging	0.00	115.00	-115.00	0.0%
8361.3 · Food and Beverage	0.00	332.00	-332.00	0.0%
Total 8361 · SI Congress	0.00	4,949.00	-4,949.00	0.0%
8371 · ISC Meeting	0.00	1,859.00	-1,859.00	0.0%
Total 8330 · Conferences, meetings	0.00	35,418.00	-35,418.00	0.0%
Total 8300 · Travel & meetings expenses	294.40	64,094.00	-63,799.60	0.5%
8373 · Skal USA 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 · Skal USA Special Event	0.00	1,000.00	-1,000.00	0.0%
8400 · SI Membership dues	0.00	122,131.00	-122,131.00	0.0%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Dev - Matching Funds	0.00	1,739.00	-1,739.00	0.0%
8542 · National Development	0.00	3,549.00	-3,549.00	0.0%
8555 · Skal USA Club of the Year	0.00	1,000.00	-1,000.00	0.0%
Total 8540 · Membership Development	0.00	6,288.00	-6,288.00	0.0%
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	17.27	479.00	-461.73	3.6%
Total 8591 · Bank charges & credit card disc	17.27	479.00	-461.73	3.6%
Total 8500 · Other expenses	17.27	6,767.00	-6,749.73	0.3%
8600 · Business Expenses				
60920 · Business Registration Fees	0.00	218.00	-218.00	0.0%
8610 · Bad debt expense	0.00	33.00	-33.00	0.0%
Total 8600 · Business Expenses	0.00	251.00	-251.00	0.0%
Total Expense	4,869.79	269,952.00	-265,082.21	1.8%
Net Ordinary Income	221,523.99	4,806.00	216,717.99	4,609.3%
Net Income	221,523.99	4,806.00	216,717.99	4,609.3%