

## Skal International USA Profit & Loss Budget Overview January 2017 through December 2018

	Jan - Dec 17	Jan - Dec 18
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
45100 · Advertising		500.00
46000 · Sales of Merchandise		
46400 · Other Types of Income		
46410 · Merchandise Shipping Charges	270.00	248.00
<b>Total 46400 · Other Types of Income</b>	<b>270.00</b>	<b>248.00</b>
46000 · Sales of Merchandise - Other	5,848.00	5,304.00
<b>Total 46000 · Sales of Merchandise</b>	<b>6,118.00</b>	<b>5,552.00</b>
47230 · Skal USA Membership Dues		
47231 · Skal USA Dues	143,379.00	148,395.00
<b>Total 47230 · Skal USA Membership Dues</b>	<b>143,379.00</b>	<b>148,395.00</b>
47235 · Skal International Dues		
47236 · SI New Member Initiation Fee	7,092.00	6,913.00
47235 · Skal International Dues - Other	118,203.00	115,218.00
<b>Total 47235 · Skal International Dues</b>	<b>125,295.00</b>	<b>122,131.00</b>
48101 · AGM No Show Fee		1,500.00
5 · Interest Revenue		
5310 · Interest on savings	28.00	23.00
5315 · Interest on CD	617.00	1,128.00
<b>Total 5 · Interest Revenue</b>	<b>645.00</b>	<b>1,151.00</b>
<b>Total Income</b>	<b>275,437.00</b>	<b>279,229.00</b>
<b>Cost of Goods Sold</b>		
5445 · Cost of Inventory Sold	1,170.00	4,068.00
5446 · 10% Profit Donation FVF	468.00	403.00
<b>Total COGS</b>	<b>1,638.00</b>	<b>4,471.00</b>
<b>Gross Profit</b>	<b>273,799.00</b>	<b>274,758.00</b>
<b>Expense</b>		
62800 · Facilities and Equipment		
62810 · Depr and Amort - Allowable	1,984.00	
<b>Total 62800 · Facilities and Equipment</b>	<b>1,984.00</b>	
65000 · Operations		
65010 · Newsletter, Subscriptions		420.00
65020 · Postage, Mailing Service	600.00	696.00
65021 · Postage - Store Shipping		569.00
65030 · Printing and Copying	193.00	411.00
65040 · Supplies	1,751.00	382.00
65050 · Telephone, Telecommunications		0.00
65060 · Website	969.00	2,400.00
65070 · Name Badges	171.00	282.00
65080 · Skal USA President Favors	1,713.00	1,841.00
65090 · Other Outside Services	300.00	763.00
<b>Total 65000 · Operations</b>	<b>5,697.00</b>	<b>7,764.00</b>
65100 · Other Types of Expenses		

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<b>65120 - Multi-Trip Travel Protection</b>		
65121 - D&O Liability	10,075.00	9,948.00
65123 - Crime	3,253.00	3,252.00
65124 - Business Package	1,608.00	3,562.00
65129 - Reimbursement by Clubs	-14,647.00	-14,904.00
65120 - Multi-Trip Travel Protection - Other	1,167.00	1,136.00
<b>Total 65120 - Multi-Trip Travel Protection</b>	<b>1,456.00</b>	<b>2,994.00</b>
65161 - NASC Host Club Support	2,000.00	2,000.00
65162 - AGM Club Participation Credit	22,500.00	22,000.00
<b>Total 65100 - Other Types of Expenses</b>	<b>25,956.00</b>	<b>26,994.00</b>
<b>7500 - Contract Services</b>		
7501 - Outside Contract Services	35,000.00	37,600.00
7520 - Accounting Fees	2,522.00	2,516.00
7540 - Professional fees	1,118.00	835.00
<b>Total 7500 - Contract Services</b>	<b>38,640.00</b>	<b>40,951.00</b>
<b>8300 - Travel &amp; meetings expenses</b>		
<b>8310 - EC Member Travel</b>		
8317 - VP Finance	1,647.00	1,980.00
8318 - VP Administration	1,875.00	1,875.00
8319 - President	5,027.00	5,415.00
8320 - ISC Councilor	3,352.00	2,972.00
8321 - Auditor	2,017.00	2,104.00
8322 - Skal USA ADMIN	538.00	1,000.00
8323 - Past President	1,023.00	991.00
8325 - VP Membership	5,169.00	5,169.00
8326 - Director Membership I	2,585.00	2,585.00
8327 - Director Membership II	2,585.00	2,585.00
8328 - Director of Communications	2,585.00	2,000.00
<b>Total 8310 - EC Member Travel</b>	<b>28,403.00</b>	<b>28,676.00</b>
<b>8330 - Conferences, meetings</b>		
<b>8331 - NASC Congress</b>		
8331.1 - Registration	13,440.00	13,831.00
8331.2 - Lodging - Additional nights	1,497.00	2,001.00
8331.4 - Food and Beverage	1,292.00	744.00
8331.5 - AV	1,869.00	1,394.00
8331.6 - Printing	55.00	400.00
8331.9 - Reimbursement of Meal	-102.00	
<b>Total 8331 - NASC Congress</b>	<b>18,051.00</b>	<b>18,370.00</b>
<b>8341 - Winter Board Meeting</b>		
8341.2 - Lodging	3,444.00	3,685.00
8341.4 - Food and Beverage	2,131.00	1,843.00
8341.5 - AV	169.00	126.00
8341.9 - Reimbursement of Meal	-406.00	-390.00
<b>Total 8341 - Winter Board Meeting</b>	<b>5,338.00</b>	<b>5,264.00</b>

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<b>8351 · Summer NCM</b>		
8351.2 · Lodging	5,442.00	4,137.00
8351.4 · Food and Beverage	190.00	344.00
8351.5 · AV	530.00	495.00
8351.9 · Reimbursement of Meal	-64.00	
<b>Total 8351 · Summer NCM</b>	<b>6,098.00</b>	<b>4,976.00</b>
<b>8361 · SI Congress</b>		
8361.1 · Registration	4,502.00	4,502.00
8361.2 · Lodging		115.00
8361.3 · Food and Beverage		332.00
8361.5 · Air Transportation	2,766.00	
<b>Total 8361 · SI Congress</b>	<b>7,268.00</b>	<b>4,949.00</b>
8371 · ISC Meeting	1,270.00	1,859.00
8372 · SI Special Event	199.00	
<b>Total 8330 · Conferences, meetings</b>	<b>38,224.00</b>	<b>35,418.00</b>
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>66,627.00</b>	<b>64,094.00</b>
<b>8373 · Skal USA Special Event</b>		
8373.1 · Trade Shows	500.00	500.00
8373.2 · Sponsorships	500.00	500.00
<b>Total 8373 · Skal USA Special Event</b>	<b>1,000.00</b>	<b>1,000.00</b>
<b>8400 · SI Membership dues</b>	<b>115,193.00</b>	<b>122,131.00</b>
<b>8500 · Other expenses</b>		
<b>8540 · Membership Development</b>		
8541 · Club Dev - Matching Funds	1,828.00	1,739.00
8542 · National Development	3,874.00	3,549.00
8542.1 · Reimbursement of Expenses	-773.00	
8555 · Skal USA Club of the Year	1,000.00	1,000.00
8556 · Young Skal of the Year	700.00	
<b>Total 8540 · Membership Development</b>	<b>6,629.00</b>	<b>6,288.00</b>
<b>8591 · Bank charges &amp; credit card disc</b>		
8591.1 · Bank Fees	387.00	479.00
<b>Total 8591 · Bank charges &amp; credit card disc</b>	<b>387.00</b>	<b>479.00</b>
<b>Total 8500 · Other expenses</b>	<b>7,016.00</b>	<b>6,767.00</b>
<b>8600 · Business Expenses</b>		
60920 · Business Registration Fees	247.00	218.00
8610 · Bad debt expense		33.00
<b>Total 8600 · Business Expenses</b>	<b>247.00</b>	<b>251.00</b>
<b>Total Expense</b>	<b>262,360.00</b>	<b>269,952.00</b>
<b>Net Ordinary Income</b>	<b>11,439.00</b>	<b>4,806.00</b>
<b>Net Income</b>	<b>11,439.00</b>	<b>4,806.00</b>