



12 January, 2018

TO: Skål USA President and Executive Committee Members

From: Alton Hagen, Skål USA VP Finance

Subject: Quarterly (End of Year) Financial Report for the period ending 31 December, 2017

The attached end of December (4<sup>th</sup> Quarter/Year End), 2017 financial reports will also be posted on Skål USA's website for review:

- Balance Sheet
- Year End vs. Same Time Last Year P&L (2017 vs 2016)
- Year End Income & Expenses vs. 2017 Budget
- Accounts Receivable Aging Report

#### **2017 vs. 2016 Profit & Loss:**

- Skål USA dues received in 2017 were 5.9% (\$8,530) below 2016.
  - SI Dues received in 2017 were similar at 6.0% (\$7,570) below 2016.
- Total income in 2017 was 4.5% (\$12,290) below 2016.
- Net income for 2017 was 8.4% (\$21,785) of total revenue (\$260,610).
  - While 2016's net income was 13.5% (\$36,913) on total revenue (\$272,899).

#### **2017 Income & Expenses vs. 2017 Budget:**

- Total income for the year was 4.8% (\$13,189) below the 2017 budget expectations.
  - 2017 total income was based on an anticipated 2.5% reduction in membership from 2016.
- Thankfully, expenses for the year were 9.0% (\$23,535) below the 2017 expectations.
  - I would like to think this was accomplished, in part, because the Executive Committee continued to "Manage expenses to actual cash flow."
- Consequently, the end of year \$21,785 in Net Revenue was 190.4% (\$10,346) above budget expectations (of \$11,439).

**Cash on Hand:**

- As noted on the Balance Sheet, we had \$339,727 in checking, savings and certificates of deposit.
- Near the end of the year we also provided a \$30,000 loan to SI Miami to use as a deposit with the cruise line for the 2019 Skål International World Congress
  - This loan is to be repaid, with interest, before the end of 2019
- All CD's were renewed, with the goal of them maturing during the latter quarter of each calendar year as that is the time period of least revenue to Skål USA.
- Our end of year Net Income was \$21,785 which increased Skål USA's Total Equity to \$387,905
  - 2016's Net Income was \$36,913

**2017 Member Dues:**

- 2018 Dues Notices were sent to all clubs on 13 September.
  - The dues for Active Individuals was not listed in the dues notice
    - Skål International will send individual invoices for each Active Individual to Skål USA to be forwarded along with an invoice for Skål USA's dues as well.

**Florimond Volckaert Fund:**

- In October, contributions received from clubs to that point in time were submitted to Skål International
- All other contributions received after that date were submitted to SI during the final week of December, 2017

Respectfully,

Alton Hagen, CMP, DMCP

VP Finance