



20 October, 2017

TO: Skål USA President and Executive Committee Members
CC: Skål USA Website – Financial Reports
From: Alton Hagen, Skål USA VP Finance
Subject: 2017 3rd Quarter/End of September Financial Report notes

Thanks to Art Allis' assistance during my absence from the country earlier this month, the following, end of September, 2017 Financial Reports are already posted on Skål USA's website for review:

- Balance Sheet
- Accounts Receivable Aging Report as of 3 October, 2017
- End of September, 2017 Year to Date vs. Same Time Last Year Profit & Loss (YTD vs. STLY P&L)
- 3rd Quarter YTD P&L vs. 2017 3rd Quarter Budget vs. 2017 Year End Budget
 - This report is produced quarterly in place of the YTD P&L vs. Year End Budget

NOTES OF INTEREST:

Balance Sheet:

- As noted in previous monthly reports, the \$11,000 SI Dues Current Assets (#1450.1) is the deposit paid to lock in the dollar to euro rate for our 2018 membership dues payment to Skål International.
- As noted on the Balance Sheet, we have \$416,297 in checking, savings, certificates of deposit and other assets.
 - This amount will continue to decline each month since we've collected better than 98% of anticipated revenue for the year but will continue to have expenses through the balance of the year.

Accounts Receivable, Aging Report:

- The amounts due Skål USA which are more than 60 days past due are minimal and, in my opinion, manageable.
 - Much of the credit noted is due to the \$500 credited/paid to those clubs with representatives at the Toronto AGM/NCM.
- Based on past experience, the vast majority of invoices 60 days old or less will be paid within the next month.

2017 YTD vs. STLY Profit & Loss

3rd Quarter YTD P&L vs. 2017 3rd Quarter Budget vs. 2017 Year End Budget:

- Skål USA membership dues received through September is \$8,519 (5.9%) below the amount received at this time last year and is \$7,378 (5.2%) below the anticipated (budget) amount for this point in time.
- Expenses, less Skål International dues, are \$32,695 (39.4%) above STLY but \$23,534 (16.9%) below the anticipated budget for this point in time.
 - As noted in the 2nd Quarter Financial Report, \$10,735 of total expenses is a one-time unamortized amount “left over” from the development costs of Skål USA’s previous website and is being written off as directed by the auditors.
- As a reminder, the quarterly budget amounts are based on actual revenue and expense percentages incurred during fiscal years 2014 – 2016 inclusive
 - Per this report, as of the end of September:
 - Membership dues received were 5.2% below budget projections for the 3rd quarter.
 - Total Income is \$14,662 (5.4%) below budget projections for the 3rd quarter
 - Total expenses are \$30,079 (12.1%) below projections for the quarter
 - Consequently, Net Income is \$15,416 (66.3%) ABOVE projections for the quarter

Please don't hesitate to reach out to me directly at any time should you have any questions regarding these reports.

Respectfully,

Alton Hagen, CMP, DMCP

VP Finance