

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

January through July 2017

	Jan - Jul 17	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	270.00			
4601.02 · Retired Member Pin	19.00			
4601.03 · Young Skal Member Pin	45.00			
4601.04 · Club President Pin	38.00			
4601.05 · Club Vice President Pin	38.00			
4601.06 · Club Secretary Pin	19.00			
4601.08 · Club SIUSA Representative Pin	142.50			
4601.09 · Club EST Pin	28.50			
4601.10 · Past-President Pin	304.00			
4601.11 · 15 Years Membership Pin	70.00			
4601.12 · 25 Years Membership Pin	50.00			
4601.13 · 35 Years Membership Pin	30.00			
4601.15 · SIUSA Decorative Pin	5.00			
<b>Total 4601 · Pins</b>	<b>1,059.00</b>			
4602 · Plaque				
4602.1 · Past President Plaque	158.00			
<b>Total 4602 · Plaque</b>	<b>158.00</b>			
4603 · Chain				
4603.1 · Past Club President Medallion	420.00			
<b>Total 4603 · Chain</b>	<b>420.00</b>			
4604 · Misc Merchandise	35.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	137.04	270.00	-132.96	50.8%
<b>Total 46400 · Other Types of Income</b>	<b>137.04</b>	<b>270.00</b>	<b>-132.96</b>	<b>50.8%</b>
46000 · Sales of Merchandise - Other	58.15	5,848.00	-5,789.85	1.0%
<b>Total 46000 · Sales of Merchandise</b>	<b>1,867.19</b>	<b>6,118.00</b>	<b>-4,250.81</b>	<b>30.5%</b>
47230 · Skal USA Membership Dues				
47231 · Skal USA Dues	134,053.00	143,379.00	-9,326.00	93.5%
<b>Total 47230 · Skal USA Membership Dues</b>	<b>134,053.00</b>	<b>143,379.00</b>	<b>-9,326.00</b>	<b>93.5%</b>
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	4,816.00	7,092.00	-2,276.00	67.9%
47235 · Skal International Dues - Other	110,320.00	118,203.00	-7,883.00	93.3%
<b>Total 47235 · Skal International Dues</b>	<b>115,136.00</b>	<b>125,295.00</b>	<b>-10,159.00</b>	<b>91.9%</b>
5 · Interest Revenue				
5310 · Interest on savings	8.82	28.00	-19.18	31.5%
5315 · Interest on CD	0.00	617.00	-617.00	0.0%
<b>Total 5 · Interest Revenue</b>	<b>8.82</b>	<b>645.00</b>	<b>-636.18</b>	<b>1.4%</b>
<b>Total Income</b>	<b>251,065.01</b>	<b>275,437.00</b>	<b>-24,371.99</b>	<b>91.2%</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>251,065.01</b>	<b>273,799.00</b>	<b>-22,733.99</b>	<b>91.7%</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				
65010 · Newsletter, Subscriptions	300.00			
65020 · Postage, Mailing Service	262.23	600.00	-337.77	43.7%
65030 · Printing and Copying	38.41	193.00	-154.59	19.9%
65040 · Supplies	-128.16	1,751.00	-1,879.16	-7.3%
65060 · Website	11,611.40	969.00	10,642.40	1,198.3%
65070 · Name Badges	0.00	171.00	-171.00	0.0%
65080 · Skal USA President Favors	943.33	1,713.00	-769.67	55.1%
65090 · Other Outside Services	0.00	300.00	-300.00	0.0%
<b>Total 65000 · Operations</b>	<b>13,027.21</b>	<b>5,697.00</b>	<b>7,330.21</b>	<b>228.7%</b>
65100 · Other Types of Expenses				
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	950.00	1,167.00	-217.00	81.4%
<b>Total 65120 · Multi-Trip Travel Protection</b>	<b>950.00</b>	<b>1,456.00</b>	<b>-506.00</b>	<b>65.2%</b>
65161 · NASC Host Club Support	0.00	2,000.00	-2,000.00	0.0%
65162 · AGM Club Participation Credit	19,000.00	22,500.00	-3,500.00	84.4%
<b>Total 65100 · Other Types of Expenses</b>	<b>19,950.00</b>	<b>25,956.00</b>	<b>-6,006.00</b>	<b>76.9%</b>
7500 · Contract Services				
7501 · Outside Contract Services	20,533.38	35,000.00	-14,466.62	58.7%
7520 · Accounting Fees	2,730.00	2,522.00	208.00	108.2%
7530 · Legal Fees	23.00			
7540 · Professional fees	0.00	1,118.00	-1,118.00	0.0%
<b>Total 7500 · Contract Services</b>	<b>23,286.38</b>	<b>38,640.00</b>	<b>-15,353.62</b>	<b>60.3%</b>
8300 · Travel & meetings expenses				
8310 · EC Member Travel				
8311 · VP Region 1				
8311.4 · Misc	50.00			
<b>Total 8311 · VP Region 1</b>	<b>50.00</b>			
8313 · VP Region 3				

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8313.1 · Transportation	628.20			
<b>Total 8313 · VP Region 3</b>	<b>628.20</b>			
8315 · VP Region 5				
8315.1 · Transportation	457.68			
8315.3 · Meals	143.22			
<b>Total 8315 · VP Region 5</b>	<b>600.90</b>			
8317 · VP Finance				
8317.1 · Transportation	1,830.11			
8317.2 · Lodging	210.18			
8317.3 · Meals	69.74			
8317 · VP Finance - Other	0.00	1,647.00	-1,647.00	0.0%
<b>Total 8317 · VP Finance</b>	<b>2,110.03</b>	<b>1,647.00</b>	<b>463.03</b>	<b>128.1%</b>
8318 · VP Administration				
8318.1 · Transportation	1,025.32			
8318.3 · Meals	54.06			
8318 · VP Administration - Other	0.00	1,875.00	-1,875.00	0.0%
<b>Total 8318 · VP Administration</b>	<b>1,079.38</b>	<b>1,875.00</b>	<b>-795.62</b>	<b>57.6%</b>
8319 · President				
8319.1 · Transportation	3,289.44			
8319.2 · Lodging	2,278.23			
8319.3 · Meals	570.82			
8319.4 · Misc	65.00			
8319 · President - Other	0.00	5,027.00	-5,027.00	0.0%
<b>Total 8319 · President</b>	<b>6,203.49</b>	<b>5,027.00</b>	<b>1,176.49</b>	<b>123.4%</b>
8320 · ISC Councilor				
8320.1 · Transportation	2,452.01			
8320.3 · Meals	127.14			
8320 · ISC Councilor - Other	0.00	3,352.00	-3,352.00	0.0%
<b>Total 8320 · ISC Councilor</b>	<b>2,579.15</b>	<b>3,352.00</b>	<b>-772.85</b>	<b>76.9%</b>
8321 · Auditor				
8321.1 · Transportation	1,324.50			
8321.2 · Lodging	427.92			
8321.3 · Meals	53.13			
8321 · Auditor - Other	0.00	2,017.00	-2,017.00	0.0%
<b>Total 8321 · Auditor</b>	<b>1,805.55</b>	<b>2,017.00</b>	<b>-211.45</b>	<b>89.5%</b>
8322 · Skal USA ADMIN	0.00	538.00	-538.00	0.0%
8323 · Past President				
8323.1 · Transportation	797.68			
8323 · Past President - Other	0.00	1,023.00	-1,023.00	0.0%
<b>Total 8323 · Past President</b>	<b>797.68</b>	<b>1,023.00</b>	<b>-225.32</b>	<b>78.0%</b>
8325 · VP Membership				
8325.1 · Transportation	1,768.59			
8325.3 · Meals	165.08			
8325 · VP Membership - Other	0.00	5,169.00	-5,169.00	0.0%
<b>Total 8325 · VP Membership</b>	<b>1,933.67</b>	<b>5,169.00</b>	<b>-3,235.33</b>	<b>37.4%</b>
8326 · Director Membership I	714.92	2,585.00	-1,870.08	27.7%
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 · EC Member Travel</b>	<b>18,502.97</b>	<b>28,403.00</b>	<b>-9,900.03</b>	<b>65.1%</b>
8330 · Conferences, meetings				
8331 · NASC Congress				
8331.1 · Registration	11,946.59	13,440.00	-1,493.41	88.9%
8331.2 · Lodging - Additional nights	0.00	1,497.00	-1,497.00	0.0%
8331.4 · Food and Beverage	1,544.70	1,292.00	252.70	119.6%
8331.5 · AV	2,716.38	1,869.00	847.38	145.3%
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 · NASC Congress</b>	<b>16,207.67</b>	<b>18,051.00</b>	<b>-1,843.33</b>	<b>89.8%</b>
8341 · Winter Board Meeting				
8341.2 · Lodging	4,305.37	3,444.00	861.37	125.0%
8341.3 · Meeting Room	50.00			
8341.4 · Food and Beverage	683.99	2,131.00	-1,447.01	32.1%
8341.5 · AV	0.00	169.00	-169.00	0.0%
8341.9 · Reimbursement of Meal	-324.00	-406.00	82.00	79.8%
<b>Total 8341 · Winter Board Meeting</b>	<b>4,715.36</b>	<b>5,338.00</b>	<b>-622.64</b>	<b>88.3%</b>
8351 · Summer NCM				
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%
<b>Total 8351 · Summer NCM</b>	<b>0.00</b>	<b>6,098.00</b>	<b>-6,098.00</b>	<b>0.0%</b>
8361 · SI Congress				
8361.1 · Registration	1,299.23	4,502.00	-3,202.77	28.9%
8361.5 · Air Transportation	0.00	2,766.00	-2,766.00	0.0%
<b>Total 8361 · SI Congress</b>	<b>1,299.23</b>	<b>7,268.00</b>	<b>-5,968.77</b>	<b>17.9%</b>
8371 · ISC Meeting	3,181.08	1,270.00	1,911.08	250.5%
8372 · SI Special Event	0.00	199.00	-199.00	0.0%
<b>Total 8330 · Conferences, meetings</b>	<b>25,403.34</b>	<b>38,224.00</b>	<b>-12,820.66</b>	<b>66.5%</b>
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>43,906.31</b>	<b>66,627.00</b>	<b>-22,720.69</b>	<b>65.9%</b>
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%
<b>Total 8373 · Skal USA Special Event</b>	<b>0.00</b>	<b>1,000.00</b>	<b>-1,000.00</b>	<b>0.0%</b>

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8400 · SI Membership dues	104,200.21	115,193.00	-10,992.79	90.5%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Dev - Matching Funds	1,171.34	1,828.00	-656.66	64.1%
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 · Skal USA Club of the Year	1,138.42	1,000.00	138.42	113.8%
8556 · Young Skal of the Year	0.00	700.00	-700.00	0.0%
Total 8540 · Membership Development	2,309.76	6,629.00	-4,319.24	34.8%
8590 · Miscellaneous Expenses	324.50			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	58.70	387.00	-328.30	15.2%
Total 8591 · Bank charges & credit card disc	58.70	387.00	-328.30	15.2%
Total 8500 · Other expenses	2,692.96	7,016.00	-4,323.04	38.4%
8600 · Business Expenses				
60920 · Business Registration Fees	119.00	247.00	-128.00	48.2%
8610 · Bad debt expense	0.00			
Total 8600 · Business Expenses	119.00	247.00	-128.00	48.2%
Total Expense	207,182.07	262,360.00	-55,177.93	79.0%
Net Ordinary Income	43,882.94	11,439.00	32,443.94	383.6%
Net Income	43,882.94	11,439.00	32,443.94	383.6%