

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

January through August 2017

	Jan - Aug 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	395.00			
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	47.50			
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	60.00			
4601.13 · 35 Years Membership Pin	30.00			
4601.15 · SIUSA Decorative Pin	10.00			
Total 4601 · Pins	1,208.50			
4602 · Plaque				
4602.1 · Past President Plaque	158.00			
Total 4602 · Plaque	158.00			
4603 · Chain				
4603.1 · Past Club President Medallion	480.00			
Total 4603 · Chain	480.00			
4604 · Misc Merchandise	75.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	152.04	270.00	-117.96	56.3%
Total 46400 · Other Types of Income	152.04	270.00	-117.96	56.3%
46000 · Sales of Merchandise - Other	58.15	5,848.00	-5,789.85	1.0%
Total 46000 · Sales of Merchandise	2,131.69	6,118.00	-3,986.31	34.8%
47230 · Skal USA Membership Dues				
47231 · Skal USA Dues	134,536.00	143,379.00	-8,843.00	93.8%
Total 47230 · Skal USA Membership Dues	134,536.00	143,379.00	-8,843.00	93.8%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	5,026.00	7,092.00	-2,066.00	70.9%
47235 · Skal International Dues - Other	110,719.00	118,203.00	-7,484.00	93.7%
Total 47235 · Skal International Dues	115,745.00	125,295.00	-9,550.00	92.4%
5 · Interest Revenue				
5310 · Interest on savings	10.11	28.00	-17.89	36.1%
5315 · Interest on CD	0.00	617.00	-617.00	0.0%
Total 5 · Interest Revenue	10.11	645.00	-634.89	1.6%
Total Income	252,422.80	275,437.00	-23,014.20	91.6%
Cost of Goods Sold				
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%
Total COGS	0.00	1,638.00	-1,638.00	0.0%
Gross Profit	252,422.80	273,799.00	-21,376.20	92.2%
Expense				
62800 · Facilities and Equipment				
62810 · Depr and Amort - Allowable	0.00	1,984.00	-1,984.00	0.0%
Total 62800 · Facilities and Equipment	0.00	1,984.00	-1,984.00	0.0%
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	788.98	1,751.00	-962.02	45.1%
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%
Total 65000 · Operations	13,944.35	5,697.00	8,247.35	244.8%
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	1,880.00	1,608.00	272.00	116.9%
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%
Total 65120 · Multi-Trip Travel Protection	2,830.00	1,456.00	1,374.00	194.4%
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%
Total 65100 · Other Types of Expenses	21,830.00	25,956.00	-4,126.00	84.1%
7500 · Contract Services				
7501 · Outside Contract Services	23,466.72	35,000.00	-11,533.28	67.0%
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%
Total 7500 · Contract Services	26,219.72	38,640.00	-12,420.28	67.9%
8300 · Travel & meetings expenses				
8310 · EC Member Travel				
8311 · VP Region 1				
8311.4 · Misc	50.00			
Total 8311 · VP Region 1	50.00			
8313 · VP Region 3				

Skal International USA Profit & Loss Budget vs. Actual

January through August 2017

	Jan - Aug 17	Budget	\$ Over Budget	% of Budget
8313.1 · Transportation	628.20			
Total 8313 · VP Region 3	628.20			
8315 · VP Region 5				
8315.1 · Transportation	457.68			
8315.3 · Meals	143.22			
Total 8315 · VP Region 5	600.90			
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%
Total 8317 · VP Finance	2,110.03	1,647.00	463.03	128.1%
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%
Total 8318 · VP Administration	1,079.38	1,875.00	-795.62	57.6%
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%
Total 8319 · President	6,203.49	5,027.00	1,176.49	123.4%
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%
Total 8320 · ISC Councilor	2,579.15	3,352.00	-772.85	76.9%
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%
Total 8321 · Auditor	1,805.55	2,017.00	-211.45	89.5%
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%
Total 8323 · Past President	797.68	1,023.00	-225.32	78.0%
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%
Total 8325 · VP Membership	1,933.67	5,169.00	-3,235.33	37.4%
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%
Total 8310 · EC Member Travel	18,502.97	28,403.00	-9,900.03	65.1%
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%
Total 8331 · NASC Congress	16,207.67	18,051.00	-1,843.33	89.8%
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%
Total 8341 · Winter Board Meeting	4,715.36	5,338.00	-622.64	88.3%
8351 · Summer NCM				
8351.2 · Lodging	0.00	5,442.00	-5,442.00	0.0%
8351.4 · Food and Beverage	249.60	190.00	59.60	131.4%
8351.5 · AV	0.00	530.00	-530.00	0.0%
8351.9 · Reimbursement of Meal	0.00	-64.00	64.00	0.0%
Total 8351 · Summer NCM	249.60	6,098.00	-5,848.40	4.1%
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%
Total 8361 · SI Congress	1,299.23	7,268.00	-5,968.77	17.9%
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%
Total 8330 · Conferences, meetings	25,652.94	38,224.00	-12,571.06	67.1%
Total 8300 · Travel & meetings expenses	44,155.91	66,627.00	-22,471.09	66.3%
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	104,200.21	115,193.00	-10,992.79	90.5%

Skal International USA
Profit & Loss Budget vs. Actual

January through August 2017

	Jan - Aug 17	Budget	\$ Over Budget	% of Budget
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	374.50			
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	2,742.96	7,016.00	-4,273.04	39.1%
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	213,212.15	262,360.00	-49,147.85	81.3%
Net Ordinary Income	39,210.65	11,439.00	27,771.65	342.8%
Net Income	39,210.65	11,439.00	27,771.65	342.8%