

**Skal International USA**  
**Profit & Loss Budget vs. Actual**  
 January through December 2017

	Jan - Dec 17	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	565.00			
4601.02 · Retired Member Pin	66.50			
4601.03 · Young Skal Member Pin	55.00			
4601.04 · Club President Pin	66.50			
4601.05 · Club Vice President Pin	85.50			
4601.06 · Club Secretary Pin	47.50			
4601.07 · Club Treasurer Pin	28.50			
4601.08 · Club SIUSA Representative Pin	180.50			
4601.09 · Club EST Pin	66.50			
4601.10 · Past-President Pin	399.00			
4601.11 · 15 Years Membership Pin	140.00			
4601.12 · 25 Years Membership Pin	170.00			
4601.13 · 35 Years Membership Pin	60.00			
4601.14 · 50 Years Membership Pin	10.00			
4601.15 · Skal USA Decorative Pin	20.00			
<b>Total 4601 · Pins</b>	1,960.50			
4602 · Plaque				
4602.1 · Past President Plaque	158.00			
<b>Total 4602 · Plaque</b>	158.00			
4603 · Chain				
4603.1 · Past Club President Medallion	660.00			
4603.2 · Jewelry Quality Chain	40.00			
<b>Total 4603 · Chain</b>	700.00			
4604 · Misc Merchandise	75.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	214.66	270.00	-55.34	79.5%
46430 · Miscellaneous Revenue	149.11			
<b>Total 46400 · Other Types of Income</b>	363.77	270.00	93.77	134.7%
46000 · Sales of Merchandise - Other	58.15	5,848.00	-5,789.85	1.0%
<b>Total 46000 · Sales of Merchandise</b>	3,315.42	6,118.00	-2,802.58	54.2%
47230 · Skal USA Membership Dues				
47231 · Skal USA Dues	135,961.00	143,379.00	-7,418.00	94.8%
<b>Total 47230 · Skal USA Membership Dues</b>	135,961.00	143,379.00	-7,418.00	94.8%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	7,136.00	7,092.00	44.00	100.6%
47235 · Skal International Dues - Other	111,901.00	118,203.00	-6,302.00	94.7%
<b>Total 47235 · Skal International Dues</b>	119,037.00	125,295.00	-6,258.00	95.0%
5 · Interest Revenue				
5310 · Interest on savings	15.18	28.00	-12.82	54.2%
5315 · Interest on CD	0.00	617.00	-617.00	0.0%
5 · Interest Revenue - Other	3,359.91			
<b>Total 5 · Interest Revenue</b>	3,375.09	645.00	2,730.09	523.3%
<b>Total Income</b>	261,688.51	275,437.00	-13,748.49	95.0%
<b>Cost of Goods Sold</b>				
5445 · Cost of Inventory Sold	870.83	1,170.00	-299.17	74.4%
5446 · 10% Profit Donation FVF	208.08	468.00	-259.92	44.5%
<b>Total COGS</b>	1,078.91	1,638.00	-559.09	65.9%

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<b>Gross Profit</b>	260,609.60	273,799.00	-13,189.40	95.2%
<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>	0.00	1,984.00	-1,984.00	0.0%
65000 · Operations				
65010 · Newsletter, Subscriptions	300.00			
65020 · Postage, Mailing Service	383.74	600.00	-216.26	64.0%
65030 · Printing and Copying	169.22	193.00	-23.78	87.7%
65040 · Supplies	1,850.85	1,751.00	99.85	105.7%
65060 · Website	11,847.63	969.00	10,878.63	1,222.7%
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	1,397.70	300.00	1,097.70	465.9%
<b>Total 65000 · Operations</b>	16,892.47	5,697.00	11,195.47	296.5%
65100 · Other Types of Expenses				
65120 · Insurance				
65121 · D&O Liability	7,180.00	10,075.00	-2,895.00	71.3%
65123 · Crime	3,128.00	3,253.00	-125.00	96.2%
65124 · Business Package	3,413.00	1,608.00	1,805.00	212.3%
65129 · Reimbursement by Clubs	-13,157.24	-14,647.00	1,489.76	89.8%
65120 · Insurance - Other	950.00	1,167.00	-217.00	81.4%
<b>Total 65120 · Insurance</b>	1,513.76	1,456.00	57.76	104.0%
65161 · NASC Host Club Support	0.00	2,000.00	-2,000.00	0.0%
65162 · AGM Club Participation Credit	19,500.00	22,500.00	-3,000.00	86.7%
<b>Total 65100 · Other Types of Expenses</b>	21,013.76	25,956.00	-4,942.24	81.0%
7500 · Contract Services				
7501 · Outside Contract Services	37,200.08	35,000.00	2,200.08	106.3%
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>	39,953.08	38,640.00	1,313.08	103.4%
8300 · Travel & meetings expenses				
8310 · EC Member Travel				
8311 · VP Region 1				
8311.4 · Misc	50.00			
<b>Total 8311 · VP Region 1</b>	50.00			
8313 · VP Region 3				
8313.1 · Transportation	628.20			
<b>Total 8313 · VP Region 3</b>	628.20			
8315 · VP Region 5				
8315.1 · Transportation	457.68			
8315.3 · Meals	143.22			
<b>Total 8315 · VP Region 5</b>	600.90			
8317 · VP Finance				
8317.1 · Transportation	2,200.81			
8317.2 · Lodging	230.18			
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>	2,500.73	1,647.00	853.73	151.8%
8318 · VP Administration				

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8318.1 · Transportation	1,786.75			
8318.3 · Meals	74.06			
8318 · VP Administration - Other	0.00	1,875.00	-1,875.00	0.0%
<b>Total 8318 · VP Administration</b>	<b>1,860.81</b>	<b>1,875.00</b>	<b>-14.19</b>	<b>99.2%</b>
8319 · President				
8319.1 · Transportation	4,321.88			
8319.2 · Lodging	2,288.23			
8319.3 · Meals	1,724.92			
8319.4 · Misc	648.88			
8319 · President - Other	0.00	5,027.00	-5,027.00	0.0%
<b>Total 8319 · President</b>	<b>8,983.91</b>	<b>5,027.00</b>	<b>3,956.91</b>	<b>178.7%</b>
8320 · ISC Councilor				
8320.1 · Transportation	2,680.39			
8320.2 · Lodging	249.62			
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>3,057.15</b>	<b>3,352.00</b>	<b>-294.85</b>	<b>91.2%</b>
8321 · Auditor				
8321.1 · Transportation	2,050.29			
8321.2 · Lodging	427.92			
8321.3 · Meals	69.13			
8321 · Auditor - Other	0.00	2,017.00	-2,017.00	0.0%
<b>Total 8321 · Auditor</b>	<b>2,547.34</b>	<b>2,017.00</b>	<b>530.34</b>	<b>126.3%</b>
8322 · Skal USA ADMIN	605.52	538.00	67.52	112.6%
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	1,919.09			
8325.3 · Meals	201.58			
8325 · VP Membership - Other	371.68	5,169.00	-4,797.32	7.2%
<b>Total 8325 · VP Membership</b>	<b>2,492.35</b>	<b>5,169.00</b>	<b>-2,676.65</b>	<b>48.2%</b>
8326 · Director Membership I	1,201.85	2,585.00	-1,383.15	46.5%
8327 · Director Membership II	2,038.06	2,585.00	-546.94	78.8%
8328 · Director of Communications	574.03	2,585.00	-2,010.97	22.2%
<b>Total 8310 · EC Member Travel</b>	<b>27,938.53</b>	<b>28,403.00</b>	<b>-464.47</b>	<b>98.4%</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%

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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>
<b>8351 · Summer NCM</b>				
8351.2 · Lodging	1,497.72	5,442.00	-3,944.28	27.5%
8351.4 · Food and Beverage	773.60	190.00	583.60	407.2%
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>2,271.32</b>	<b>6,098.00</b>	<b>-3,826.68</b>	<b>37.2%</b>
<b>8361 · SI Congress</b>				
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>
<b>8371 · ISC Meeting</b>	<b>1,571.23</b>	<b>1,270.00</b>	<b>301.23</b>	<b>123.7%</b>
<b>8372 · SI Special Event</b>	<b>0.00</b>	<b>199.00</b>	<b>-199.00</b>	<b>0.0%</b>
<b>Total 8330 · Conferences, meetings</b>	<b>26,064.81</b>	<b>38,224.00</b>	<b>-12,159.19</b>	<b>68.2%</b>
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>54,003.34</b>	<b>66,627.00</b>	<b>-12,623.66</b>	<b>81.1%</b>
<b>8373 · Skal USA Special Event</b>				
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>
<b>8400 · SI Membership dues</b>	<b>103,703.65</b>	<b>115,193.00</b>	<b>-11,489.35</b>	<b>90.0%</b>
<b>8500 · Other expenses</b>				
<b>8540 · Membership Development</b>				
8541 · Club Dev - Matching Funds	1,468.01	1,828.00	-359.99	80.3%
8542 · National Development	39.13	3,874.00	-3,834.87	1.0%
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%
<b>Total 8540 · Membership Development</b>	<b>2,645.56</b>	<b>6,629.00</b>	<b>-3,983.44</b>	<b>39.9%</b>
<b>8590 · Miscellaneous Expenses</b>	<b>374.50</b>			
<b>8591 · Bank charges &amp; credit card disc</b>				
8591.1 · Bank Fees	44.21	387.00	-342.79	11.4%
8591 · Bank charges & credit card disc - Other	75.00			
<b>Total 8591 · Bank charges &amp; credit card disc</b>	<b>119.21</b>	<b>387.00</b>	<b>-267.79</b>	<b>30.8%</b>
<b>Total 8500 · Other expenses</b>	<b>3,139.27</b>	<b>7,016.00</b>	<b>-3,876.73</b>	<b>44.7%</b>
<b>8600 · Business Expenses</b>				
60920 · Business Registration Fees	119.00	247.00	-128.00	48.2%
8610 · Bad debt expense	0.00			
<b>Total 8600 · Business Expenses</b>	<b>119.00</b>	<b>247.00</b>	<b>-128.00</b>	<b>48.2%</b>
<b>Total Expense</b>	<b>238,824.57</b>	<b>262,360.00</b>	<b>-23,535.43</b>	<b>91.0%</b>
<b>Net Ordinary Income</b>	<b>21,785.03</b>	<b>11,439.00</b>	<b>10,346.03</b>	<b>190.4%</b>
<b>Net Income</b>	<b>21,785.03</b>	<b>11,439.00</b>	<b>10,346.03</b>	<b>190.4%</b>