

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

	Jan - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	85.00			
4601.03 · Young Skal Member Pin	10.00			
4601.04 · Club President Pin	19.00			
4601.05 · Club Vice President Pin	28.50			
4601.06 · Club Secretary Pin	19.00			
4601.09 · Club EST Pin	9.50			
4601.10 · Past-President Pin	199.50			
Total 4601 · Pins	370.50			
4602 · Plaque				
4602.1 · Past President Plaque	158.00			
Total 4602 · Plaque	158.00			
4603 · Chain				
4603.1 · Past Club President Medallion	60.00			
Total 4603 · Chain	60.00			
4604 · Misc Merchandise	35.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	56.22	270.00	-213.78	20.8%
Total 46400 · Other Types of Income	56.22	270.00	-213.78	20.8%
46000 · Sales of Merchandise - Other	0.00	5,848.00	-5,848.00	0.0%
Total 46000 · Sales of Merchandise	679.72	6,118.00	-5,438.28	11.1%
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	129,694.00	143,379.00	-13,685.00	90.5%
Total 47230 · SIUSA Membership Dues	129,694.00	143,379.00	-13,685.00	90.5%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	3,036.00	7,092.00	-4,056.00	42.8%
47235 · Skal International Dues - Other	106,798.00	118,203.00	-11,405.00	90.4%
Total 47235 · Skal International Dues	109,834.00	125,295.00	-15,461.00	87.7%
5 · Interest Revenue				
5310 · Interest on savings	3.74	28.00	-24.26	13.4%
5315 · Interest on CD	0.00	617.00	-617.00	0.0%
Total 5 · Interest Revenue	3.74	645.00	-641.26	0.6%
Total Income	240,211.46	275,437.00	-35,225.54	87.2%
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	240,211.46	273,799.00	-33,587.54	87.7%
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				
65020 · Postage, Mailing Service	196.73	600.00	-403.27	32.8%
65030 · Printing and Copying	0.00	193.00	-193.00	0.0%

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65040 · Supplies	172.85	1,751.00	-1,578.15	9.9%
65060 · Website	10,735.40	969.00	9,766.40	1,107.9%
65070 · Name Badges	0.00	171.00	-171.00	0.0%
65080 · SIUSA 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	12,048.31	5,697.00	6,351.31	211.5%
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	760.00	1,167.00	-407.00	65.1%
Total 65120 · Multi-Trip Travel Protection	760.00	1,456.00	-696.00	52.2%
65161 · NAASC Host Club Support	0.00	2,000.00	-2,000.00	0.0%
65162 · AGM Club Participation Credit	0.00	22,500.00	-22,500.00	0.0%
Total 65100 · Other Types of Expenses	760.00	25,956.00	-25,196.00	2.9%
7500 · Contract Services				
7501 · Outside Contract Services	8,800.02	35,000.00	-26,199.98	25.1%
7520 · Accounting Fees	0.00	2,522.00	-2,522.00	0.0%
7530 · Legal Fees	23.00	1,022.00	-999.00	2.3%
7540 · Professional fees	0.00	96.00	-96.00	0.0%
Total 7500 · Contract Services	8,823.02	38,640.00	-29,816.98	22.8%
8300 · Travel & meetings expenses				
8310 · Board Member Travel				
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	1,051.93			
8317.2 · Lodging	204.96			
8317.3 · Meals	14.58			
8317 · VP Finance - Other	0.00	1,647.00	-1,647.00	0.0%
Total 8317 · VP Finance	1,271.47	1,647.00	-375.53	77.2%
8318 · VP Administration				
8318.1 · Transportation	287.42			
8318.3 · Meals	34.60			
8318 · VP Administration - Other	0.00	1,875.00	-1,875.00	0.0%
Total 8318 · VP Administration	322.02	1,875.00	-1,552.98	17.2%
8319 · President				
8319.1 · Transportation	1,026.64			
8319.2 · Lodging	66.08			
8319.3 · Meals	78.93			
8319 · President - Other	0.00	5,027.00	-5,027.00	0.0%
Total 8319 · President	1,171.65	5,027.00	-3,855.35	23.3%
8320 · ISC Councilor				
8320.1 · Transportation	285.70			
8320.3 · Meals	42.79			
8320 · ISC Councilor - Other	0.00	3,352.00	-3,352.00	0.0%
Total 8320 · ISC Councilor	328.49	3,352.00	-3,023.51	9.8%

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8321 · Auditor				
8321.1 · Transportation	910.91			
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	1,391.96	2,017.00	-625.04	69.0%
8322 · SIUSA ADMIN	0.00	538.00	-538.00	0.0%
8323 · Past President	0.00	1,023.00	-1,023.00	0.0%
8325 · VP Membership				
8325.1 · Transportation	1,022.99			
8325.3 · Meals	41.96			
8325 · VP Membership - Other	0.00	5,169.00	-5,169.00	0.0%
Total 8325 · VP Membership	1,064.95	5,169.00	-4,104.05	20.6%
8326 · Director Membership I	194.85	2,585.00	-2,390.15	7.5%
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 · Board Member Travel	6,346.29	28,403.00	-22,056.71	22.3%
8330 · Conferences, meetings				
8331 · NAASC Congress				
8331.1 · Registration	0.00	13,440.00	-13,440.00	0.0%
8331.2 · Lodging - Additional nights	0.00	1,497.00	-1,497.00	0.0%
8331.4 · Food and Beverage	0.00	1,292.00	-1,292.00	0.0%
8331.5 · AV	0.00	1,869.00	-1,869.00	0.0%
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 · NAASC Congress	0.00	18,051.00	-18,051.00	0.0%
8341 · Winter Board Meeting				
8341.2 · Lodging	4,305.37	3,444.00	861.37	125.0%
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	4,665.36	5,338.00	-672.64	87.4%
8351 · Summer Board Meeting				
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%
Total 8351 · Summer Board Meeting	0.00	6,098.00	-6,098.00	0.0%
8361 · SI Congress				
8361.1 · Registration	0.00	4,502.00	-4,502.00	0.0%
8361.5 · Air Transportation	0.00	2,766.00	-2,766.00	0.0%
Total 8361 · SI Congress	0.00	7,268.00	-7,268.00	0.0%
8371 · ISC Meeting	0.00	1,270.00	-1,270.00	0.0%
8372 · SI Special Event	0.00	199.00	-199.00	0.0%
Total 8330 · Conferences, meetings	4,665.36	38,224.00	-33,558.64	12.2%
Total 8300 · Travel & meetings expenses	11,011.65	66,627.00	-55,615.35	16.5%
8373 · SIUSA 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%

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Total 8373 · SIUSA Special Event	0.00	1,000.00	-1,000.00	0.0%
8400 · SI Membership dues	103,543.87	115,193.00	-11,649.13	89.9%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	515.00	1,828.00	-1,313.00	28.2%
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 · SIUSA Club of the Year	0.00	1,000.00	-1,000.00	0.0%
8556 · Young Skal of the Year	0.00	700.00	-700.00	0.0%
Total 8540 · Membership Development	515.00	6,629.00	-6,114.00	7.8%
8590 · Miscellaneous Expenses	324.50			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	20.00	387.00	-367.00	5.2%
Total 8591 · Bank charges & credit card disc	20.00	387.00	-367.00	5.2%
Total 8500 · Other expenses	859.50	7,016.00	-6,156.50	12.3%
8600 · Business Expenses				
60920 · Business Registration Fees	0.00	247.00	-247.00	0.0%
8610 · Bad debt expense	0.00			
Total 8600 · Business Expenses	0.00	247.00	-247.00	0.0%
Total Expense	137,046.35	262,360.00	-125,313.65	52.2%
Net Ordinary Income	103,165.11	11,439.00	91,726.11	901.9%
Net Income	103,165.11	11,439.00	91,726.11	901.9%