

Skal International USA
Profit & Loss Budget vs. Actual
 January through February 2018

	Jan - Feb 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
45100 · Advertising	0.00	500.00	-500.00	0.0%
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	255.00			
4601.03 · Young Skal Member Pin	70.00			
4601.04 · Club President Pin	123.50			
4601.05 · Club Vice President Pin	123.50			
4601.06 · Club Secretary Pin	114.00			
4601.07 · Club Treasurer Pin	104.50			
4601.08 · Club SIUSA Representative Pin	76.00			
4601.09 · Club EST Pin	57.00			
4601.10 · Past-President Pin	142.50			
4601.11 · 15 Years Membership Pin	50.00			
4601.12 · 25 Years Membership Pin	110.00			
4601.13 · 35 Years Membership Pin	60.00			
4601.14 · 50 Years Membership Pin	20.00			
Total 4601 · Pins	1,306.00			
4602 · Plaque				
4602.1 · Past President Plaque	316.00			
Total 4602 · Plaque	316.00			
4603 · Chain				
4603.1 · Past Club President Medallion	180.00			
Total 4603 · Chain	180.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	113.54	248.00	-134.46	45.8%
Total 46400 · Other Types of Income	113.54	248.00	-134.46	45.8%
46000 · Sales of Merchandise - Other	0.00	5,304.00	-5,304.00	0.0%
Total 46000 · Sales of Merchandise	1,915.54	5,552.00	-3,636.46	34.5%
47230 · Skal USA Membership Dues				
47231 · Skal USA Dues	121,609.00	148,395.00	-26,786.00	81.9%
Total 47230 · Skal USA Membership Dues	121,609.00	148,395.00	-26,786.00	81.9%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	1,519.00	6,913.00	-5,394.00	22.0%
47235 · Skal International Dues - Other	94,862.00	115,218.00	-20,356.00	82.3%
Total 47235 · Skal International Dues	96,381.00	122,131.00	-25,750.00	78.9%
48101 · AGM No Show Fee	0.00	1,500.00	-1,500.00	0.0%
5 · Other Revenue				
5310 · Interest on savings	2.46	23.00	-20.54	10.7%
5315 · Interest on CD	0.00	1,128.00	-1,128.00	0.0%
Total 5 · Other Revenue	2.46	1,151.00	-1,148.54	0.2%
Total Income	219,908.00	279,229.00	-59,321.00	78.8%
Cost of Goods Sold				
5445 · Cost of Inventory Sold	0.00	4,068.00	-4,068.00	0.0%
5446 · 10% Profit Donation FVF	0.00	403.00	-403.00	0.0%
Total COGS	0.00	4,471.00	-4,471.00	0.0%
Gross Profit	219,908.00	274,758.00	-54,850.00	80.0%

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Expense				
65000 · Operations				
65010 · Newsletter, Subscriptions	0.00	420.00	-420.00	0.0%
65020 · Postage, Mailing Service	0.00	696.00	-696.00	0.0%
65021 · Postage - Store Shipping	0.00	569.00	-569.00	0.0%
65030 · Printing and Copying	0.00	411.00	-411.00	0.0%
65040 · Supplies	391.45	382.00	9.45	102.5%
65050 · Telephone, Telecommunications	0.00	0.00	0.00	0.0%
65060 · Website	0.00	2,400.00	-2,400.00	0.0%
65070 · Name Badges	0.00	282.00	-282.00	0.0%
65080 · Skal USA President Favors	0.00	1,841.00	-1,841.00	0.0%
65090 · Other Outside Services	0.00	763.00	-763.00	0.0%
Total 65000 · Operations	391.45	7,764.00	-7,372.55	5.0%
65100 · Other Types of Expenses				
65120 · Insurance				
65121 · D&O Liability	0.00	9,948.00	-9,948.00	0.0%
65123 · Crime	0.00	3,252.00	-3,252.00	0.0%
65124 · Business Package	0.00	3,562.00	-3,562.00	0.0%
65129 · Reimbursement by Clubs	0.00	-14,904.00	14,904.00	0.0%
65120 · Insurance - Other	2,241.00	1,136.00	1,105.00	197.3%
Total 65120 · Insurance	2,241.00	2,994.00	-753.00	74.8%
65161 · NASC Host Club Support	0.00	2,000.00	-2,000.00	0.0%
65162 · AGM Club Participation Credit	0.00	22,000.00	-22,000.00	0.0%
Total 65100 · Other Types of Expenses	2,241.00	26,994.00	-24,753.00	8.3%
7500 · Contract Services				
7501 · Outside Contract Services	8,333.34	37,600.00	-29,266.66	22.2%
7520 · Accounting Fees	0.00	2,516.00	-2,516.00	0.0%
7540 · Professional fees	0.00	835.00	-835.00	0.0%
Total 7500 · Contract Services	8,333.34	40,951.00	-32,617.66	20.3%
8300 · Travel & meetings expenses				
8310 · EC Member Travel				
8317 · VP Finance				
8317.2 · Lodging	378.60			
8317.3 · Meals	35.01			
8317 · VP Finance - Other	0.00	1,980.00	-1,980.00	0.0%
Total 8317 · VP Finance	413.61	1,980.00	-1,566.39	20.9%
8318 · VP Administration				
8318.1 · Transportation	635.65			
8318 · VP Administration - Other	0.00	1,875.00	-1,875.00	0.0%
Total 8318 · VP Administration	635.65	1,875.00	-1,239.35	33.9%
8319 · President				
8319.1 · Transportation	968.46			
8319 · President - Other	0.00	5,415.00	-5,415.00	0.0%
Total 8319 · President	968.46	5,415.00	-4,446.54	17.9%
8320 · ISC Councilor				
8320.1 · Transportation	2,137.15			
8320 · ISC Councilor - Other	0.00	2,972.00	-2,972.00	0.0%
Total 8320 · ISC Councilor	2,137.15	2,972.00	-834.85	71.9%
8321 · Auditor				
8321.1 · Transportation	281.03			

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8321 · Auditor - Other	0.00	2,104.00	-2,104.00	0.0%
Total 8321 · Auditor	281.03	2,104.00	-1,822.97	13.4%
8322 · Skal USA ADMIN	0.00	1,000.00	-1,000.00	0.0%
8323 · Past President	0.00	991.00	-991.00	0.0%
8325 · VP Membership	0.00	5,169.00	-5,169.00	0.0%
8326 · Director Membership I	273.38	2,585.00	-2,311.62	10.6%
8327 · Director Membership II	338.49	2,585.00	-2,246.51	13.1%
8328 · Director of Communications	0.00	2,000.00	-2,000.00	0.0%
Total 8310 · EC Member Travel	5,047.77	28,676.00	-23,628.23	17.6%
8330 · Conferences, meetings				
8331 · NASC Congress				
8331.1 · Registration	0.00	13,831.00	-13,831.00	0.0%
8331.2 · Lodging - Additional nights	0.00	2,001.00	-2,001.00	0.0%
8331.4 · Food and Beverage	0.00	744.00	-744.00	0.0%
8331.5 · AV	0.00	1,394.00	-1,394.00	0.0%
8331.6 · Printing	0.00	400.00	-400.00	0.0%
Total 8331 · NASC Congress	0.00	18,370.00	-18,370.00	0.0%
8341 · Winter Board Meeting				
8341.2 · Lodging	2,695.40	3,685.00	-989.60	73.1%
8341.4 · Food and Beverage	1,208.05	1,843.00	-634.95	65.5%
8341.5 · AV	0.00	126.00	-126.00	0.0%
8341.9 · Reimbursement of Meal	0.00	-390.00	390.00	0.0%
Total 8341 · Winter Board Meeting	3,903.45	5,264.00	-1,360.55	74.2%
8351 · Summer NCM				
8351.2 · Lodging	0.00	4,137.00	-4,137.00	0.0%
8351.4 · Food and Beverage	0.00	344.00	-344.00	0.0%
8351.5 · AV	0.00	495.00	-495.00	0.0%
Total 8351 · Summer NCM	0.00	4,976.00	-4,976.00	0.0%
8361 · SI Congress				
8361.1 · Registration	0.00	4,502.00	-4,502.00	0.0%
8361.2 · Lodging	0.00	115.00	-115.00	0.0%
8361.3 · Food and Beverage	0.00	332.00	-332.00	0.0%
Total 8361 · SI Congress	0.00	4,949.00	-4,949.00	0.0%
8371 · ISC Meeting	0.00	1,859.00	-1,859.00	0.0%
Total 8330 · Conferences, meetings	3,903.45	35,418.00	-31,514.55	11.0%
Total 8300 · Travel & meetings expenses	8,951.22	64,094.00	-55,142.78	14.0%
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	0.00	122,131.00	-122,131.00	0.0%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Dev - Matching Funds	0.00	1,739.00	-1,739.00	0.0%
8542 · National Development	0.00	3,549.00	-3,549.00	0.0%
8555 · Skal USA Club of the Year	1,299.00	1,000.00	299.00	129.9%
Total 8540 · Membership Development	1,299.00	6,288.00	-4,989.00	20.7%

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8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	177.97	479.00	-301.03	37.2%
Total 8591 · Bank charges & credit card disc	177.97	479.00	-301.03	37.2%
Total 8500 · Other expenses	1,476.97	6,767.00	-5,290.03	21.8%
8600 · Business Expenses				
60920 · Business Registration Fees	0.00	218.00	-218.00	0.0%
8610 · Bad debt expense	0.00	33.00	-33.00	0.0%
Total 8600 · Business Expenses	0.00	251.00	-251.00	0.0%
Total Expense	21,393.98	269,952.00	-248,558.02	7.9%
Net Ordinary Income	198,514.02	4,806.00	193,708.02	4,130.5%
Net Income	198,514.02	4,806.00	193,708.02	4,130.5%