

Skal International USA
Profit & Loss Budget vs. Actual
 January through December 2015

	Jan - Dec 15	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	1,215.00			
4601.02 · Retired Member Pin	123.50			
4601.03 · Young Skal Member Pin	520.00			
4601.04 · Club President Pin	123.50			
4601.05 · Club Vice President Pin	161.50			
4601.06 · Club Secretary Pin	76.00			
4601.07 · Club Treasurer Pin	85.50			
4601.08 · Club SIUSA Representative Pin	85.50			
4601.09 · Club EST Pin	28.50			
4601.10 · Past-President Pin	247.50			
4601.11 · 15 Years Membership Pin	110.00			
4601.12 · 25 Years Membership Pin	140.00			
4601.13 · 35 Years Membership Pin	130.00			
4601.14 · 50 Years Membership Pin	50.00			
4601.15 · SIUSA Decorative Pin	130.00			
Total 4601 · Pins	3,226.50			
4602 · Plaque				
4602.1 · Past President Plaque	658.95			
Total 4602 · Plaque	658.95			
4603 · Chain				
4603.1 · Past Club President Medallion	1,080.00			
4603.2 · Jewelry Quality Chain	360.00			
Total 4603 · Chain	1,440.00			
4604 · Misc Merchandise	50.00			
46000 · Sales of Merchandise - Other	0.00	6,000.00	-6,000.00	0.0%
Total 46000 · Sales of Merchandise	5,375.45	6,000.00	-624.55	89.6%
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	302.90	300.00	2.90	101.0%
Total 46400 · Other Types of Income	302.90	300.00	2.90	101.0%
47200 · Membership Dues				
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	143,167.00	146,821.00	-3,654.00	97.5%
47232 · SIUSA Development Fund	6,633.00	6,852.00	-219.00	96.8%
Total 47230 · SIUSA Membership Dues	149,800.00	153,673.00	-3,873.00	97.5%
47235 · Skal International Dues	139,694.00	145,405.00	-5,711.00	96.1%
47236 · SI New Member Initiation Fee	8,421.00			
Total 47200 · Membership Dues	297,915.00	299,078.00	-1,163.00	99.6%
5 · Earned Revenue				
5310 · Interest on savings	28.30	25.00	3.30	113.2%
5315 · Interest on CD	1,203.41	500.00	703.41	240.7%
Total 5 · Earned Revenue	1,231.71	525.00	706.71	234.6%
Total Income	304,825.06	305,903.00	-1,077.94	99.6%
Cost of Goods Sold				
5445 · Cost of Inventory Sold	7,044.24	2,000.00	5,044.24	352.2%
Total COGS	7,044.24	2,000.00	5,044.24	352.2%

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Gross Profit	297,780.82	303,903.00	-6,122.18	98.0%
Expense				
62800 · Facilities and Equipment				
62810 · Depr and Amort - Allowable	1,984.66			
Total 62800 · Facilities and Equipment	1,984.66			
65000 · Operations				
65020 · Postage, Mailing Service	221.36	700.00	-478.64	31.6%
65021 · Postage - Store Shipping	0.00	500.00	-500.00	0.0%
65030 · Printing and Copying	53.21	500.00	-446.79	10.6%
65040 · Supplies	370.41	500.00	-129.59	74.1%
65050 · Telephone, Telecommunications	0.00	500.00	-500.00	0.0%
65060 · Website	1,734.50	1,500.00	234.50	115.6%
65070 · Name Badges	19.35	200.00	-180.65	9.7%
65080 · SIUSA President Favors	1,151.06	2,000.00	-848.94	57.6%
65090 · Other Outside Services	0.00	300.00	-300.00	0.0%
Total 65000 · Operations	3,549.89	6,700.00	-3,150.11	53.0%
65100 · Other Types of Expenses				
65120 · Multi-Trip Travel Protection				
65121 · D&O Liability	9,871.00			
65123 · Crime	3,294.00			
65124 · Business Package	1,605.00			
65129 · Reimbursement by Clubs	-14,532.00			
65120 · Multi-Trip Travel Protection - Other	1,200.00	1,500.00	-300.00	80.0%
Total 65120 · Multi-Trip Travel Protection	1,438.00	1,500.00	-62.00	95.9%
Total 65100 · Other Types of Expenses	1,438.00	1,500.00	-62.00	95.9%
7500 · Contract Services				
7501 · Outside Contract Services	32,000.04	25,300.00	6,700.04	126.5%
7520 · Accounting Fees	2,500.00	3,200.00	-700.00	78.1%
7530 · Legal Fees	95.00	1,000.00	-905.00	9.5%
7540 · Professional fees	0.00	700.00	-700.00	0.0%
Total 7500 · Contract Services	34,595.04	30,200.00	4,395.04	114.6%
8300 · Travel & meetings expenses				
8310 · Travel				
8311 · VP Region 1				
8311.1 · Transportation	628.86			
8311.2 · Lodging	12.65			
8311.3 · Meals	116.59			
8311.4 · Misc	23.60			
8311.5 · Meetings Transportation	954.47	1,534.00	-579.53	62.2%
8311 · VP Region 1 - Other	0.00	2,800.00	-2,800.00	0.0%
Total 8311 · VP Region 1	1,736.17	4,334.00	-2,597.83	40.1%
8312 · VP Region 2				
8312.1 · Transportation	206.81			
8312.2 · Lodging	311.08			
8312.3 · Meals	35.68			
8312.5 · Meetings Transportation	376.00	1,400.00	-1,024.00	26.9%
8312 · VP Region 2 - Other	0.00	4,200.00	-4,200.00	0.0%
Total 8312 · VP Region 2	929.57	5,600.00	-4,670.43	16.6%
8313 · VP Region 3				
8313.1 · Transportation	1,070.84			
8313.5 · Meetings Transportation	506.20	1,600.00	-1,093.80	31.6%
8313 · VP Region 3 - Other	0.00	4,000.00	-4,000.00	0.0%

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Total 8313 · VP Region 3	1,577.04	5,600.00	-4,022.96	28.2%
8314 · VP Region 4				
8314.1 · Transportation	2,293.97			
8314.2 · Lodging	234.87			
8314.5 · Meetings Transportation	451.60	1,300.00	-848.40	34.7%
8314 · VP Region 4 - Other	0.00	3,200.00	-3,200.00	0.0%
Total 8314 · VP Region 4	2,980.44	4,500.00	-1,519.56	66.2%
8315 · VP Region 5				
8315.1 · Transportation	1,178.53			
8315.2 · Lodging	82.84			
8315.3 · Meals	44.40			
8315.5 · Meetings Transportation	1,561.16	1,400.00	161.16	111.5%
8315 · VP Region 5 - Other	0.00	5,300.00	-5,300.00	0.0%
Total 8315 · VP Region 5	2,866.93	6,700.00	-3,833.07	42.8%
8316 · VP Region 6				
8316.1 · Transportation	0.00			
Total 8316 · VP Region 6	0.00			
8317 · VP Finance				
8317.1 · Transportation	1,757.29			
8317.2 · Lodging	544.65			
8317.3 · Meals	181.63			
8317 · VP Finance - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8317 · VP Finance	2,483.57	2,500.00	-16.43	99.3%
8318 · VP Administration				
8318.1 · Transportation	1,462.05			
8318.2 · Lodging	155.68			
8318.3 · Meals	29.84			
8318 · VP Administration - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8318 · VP Administration	1,647.57	2,500.00	-852.43	65.9%
8319 · President				
8319.1 · Transportation	3,373.82			
8319.2 · Lodging	134.58			
8319.3 · Meals	111.37			
8319.4 · Misc	44.07			
8319 · President - Other	0.00	5,500.00	-5,500.00	0.0%
Total 8319 · President	3,663.84	5,500.00	-1,836.16	66.6%
8320 · ISC Councillor				
8320.1 · Transportation	2,967.44			
8320.3 · Meals	128.00			
8320 · ISC Councillor - Other	0.00	3,500.00	-3,500.00	0.0%
Total 8320 · ISC Councillor	3,095.44	3,500.00	-404.56	88.4%
8321 · Auditor				
8321.1 · Transportation	1,468.69			
8321.2 · Lodging	361.06			
8321.3 · Meals	131.91			
8321 · Auditor - Other	0.00	2,100.00	-2,100.00	0.0%
Total 8321 · Auditor	1,961.66	2,100.00	-138.34	93.4%
8322 · SIUSA ADMIN				
8322.1 · Transportation	339.19			
8322 · SIUSA ADMIN - Other	0.00	1,000.00	-1,000.00	0.0%

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Total 8322 · SIUSA ADMIN	339.19	1,000.00	-660.81	33.9%
8323 · Past President				
8323.1 · Transportation	523.02			
8323 · Past President - Other	0.00	1,100.00	-1,100.00	0.0%
Total 8323 · Past President	523.02	1,100.00	-576.98	47.5%
8324 · SI Executive Committee	0.00	2,000.00	-2,000.00	0.0%
Total 8310 · Travel	23,804.44	46,934.00	-23,129.56	50.7%
8330 · Conferences, meetings				
8331 · NAASC Congress				
8331.1 · Registration	16,287.00	14,304.00	1,983.00	113.9%
8331.2 · Lodging - Additional nights	-2,603.00	1,950.00	-4,553.00	-133.5%
8331.4 · Food and Beverage	0.00	1,500.00	-1,500.00	0.0%
8331.5 · AV	1,798.00	2,700.00	-902.00	66.6%
Total 8331 · NAASC Congress	15,482.00	20,454.00	-4,972.00	75.7%
8341 · Winter Board Meeting				
8341.2 · Lodging	3,450.03	3,920.00	-469.97	88.0%
8341.3 · Meeting Room	0.00	1,500.00	-1,500.00	0.0%
8341.4 · Food and Beverage	1,645.15			
8341.5 · AV	498.20	900.00	-401.80	55.4%
8341.9 · Reimbursement of Meal	-710.00			
Total 8341 · Winter Board Meeting	4,883.38	6,320.00	-1,436.62	77.3%
8351 · Summer Board Meeting				
8351.2 · Lodging	6,441.00	4,200.00	2,241.00	153.4%
8351.4 · Food and Beverage	0.00	1,500.00	-1,500.00	0.0%
8351.5 · AV	1,040.00	900.00	140.00	115.6%
Total 8351 · Summer Board Meeting	7,481.00	6,600.00	881.00	113.3%
8361 · SI Congress				
8361.1 · Registration	2,451.68	12,336.00	-9,884.32	19.9%
8361.2 · Lodging	0.00	1,250.00	-1,250.00	0.0%
8361.3 · Food and Beverage	0.00	1,500.00	-1,500.00	0.0%
8361.5 · Air Transportation	2,765.70	9,270.00	-6,504.30	29.8%
Total 8361 · SI Congress	5,217.38	24,356.00	-19,138.62	21.4%
8371 · ISC Meeting	-264.00	1,400.00	-1,664.00	-18.9%
Total 8330 · Conferences, meetings	32,799.76	59,130.00	-26,330.24	55.5%
Total 8300 · Travel & meetings expenses	56,604.20	106,064.00	-49,459.80	53.4%
8400 · SI Membership dues	147,696.03	145,405.00	2,291.03	101.6%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	2,236.41	4,302.00	-2,065.59	52.0%
8542 · National Development	9,524.44	2,550.00	6,974.44	373.5%
8542.1 · Reimbursement of Expenses	-2,320.00			
Total 8540 · Membership Development	9,440.85	6,852.00	2,588.85	137.8%
8560 · Outside computer services	0.00			
8590 · Miscellaneous Expenses	521.62			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	423.95	300.00	123.95	141.3%
8591 · Bank charges & credit card disc - Other	15.00			
Total 8591 · Bank charges & credit card disc	438.95	300.00	138.95	146.3%

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Accrual Basis

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	Jan - Dec 15	Budget	\$ Over Budget	% of Budget
Total 8500 · Other expenses	10,401.42	7,152.00	3,249.42	145.4%
8600 · Business Expenses				
60920 · Business Registration Fees	741.00			
8610 · Bad debt expense	0.00	500.00	-500.00	0.0%
Total 8600 · Business Expenses	741.00	500.00	241.00	148.2%
Total Expense	257,010.24	297,521.00	-40,510.76	86.4%
Net Ordinary Income	40,770.58	6,382.00	34,388.58	638.8%
Net Income	40,770.58	6,382.00	34,388.58	638.8%