

**Skal International USA**  
**Profit & Loss Budget vs. Actual**  
 January through December 2013

	Jan - Dec 13	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	1,160.00			
4601.02 · Retired Member Pin	47.50			
4601.03 · Young Skal Member Pin	70.00			
4601.04 · Club President Pin	218.50			
4601.05 · Club Vice President Pin	199.50			
4601.06 · Club Secretary Pin	104.50			
4601.07 · Club Treasurer Pin	142.50			
4601.08 · Club SIUSA Representative Pin	123.50			
4601.09 · Club EST Pin	28.50			
4601.10 · Past-President Pin	370.50			
4601.11 · 15 Years Membership Pin	60.00			
4601.12 · 25 Years Membership Pin	50.00			
4601.13 · 35 Years Membership Pin	30.00			
4601.14 · 50 Years Membership Pin	20.00			
<b>Total 4601 · Pins</b>	<u>2,625.00</u>			
4602 · Plaque				
4602.1 · Past President Plaque	590.23			
<b>Total 4602 · Plaque</b>	<u>590.23</u>			
4603 · Chain				
4603.1 · Past Club President Medallion	1,380.00			
4603.2 · Jewelry Quality Chain	320.00			
<b>Total 4603 · Chain</b>	<u>1,700.00</u>			
4604 · Misc Merchandise	1,414.50			
<b>Total 46000 · Sales of Merchandise</b>	<u>6,329.73</u>			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	220.25	360.00	-139.75	61.2%
46400 · Other Types of Income - Other	0.00	6,000.00	-6,000.00	0.0%
<b>Total 46400 · Other Types of Income</b>	<u>220.25</u>	<u>6,360.00</u>	<u>-6,139.75</u>	<u>3.5%</u>
47200 · Membership Dues				
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	132,074.00	122,960.00	2,114.00	101.7%
47232 · SIUSA Development Fund	7,044.00	6,940.00	104.00	101.5%
<b>Total 47230 · SIUSA Membership Dues</b>	<u>132,118.00</u>	<u>129,900.00</u>	<u>2,218.00</u>	<u>101.7%</u>
47235 · Skal International Dues	139,850.00	137,900.00	1,950.00	101.4%
<b>Total 47200 · Membership Dues</b>	<u>271,968.00</u>	<u>267,800.00</u>	<u>4,168.00</u>	<u>101.6%</u>
5 · Earned Revenue				
5310 · Interest on savings	29.33	200.00	-170.67	14.7%
5315 · Interest on CD	399.34	320.00	79.34	124.8%
<b>Total 5 · Earned Revenue</b>	<u>428.67</u>	<u>520.00</u>	<u>-91.33</u>	<u>82.4%</u>
<b>Total Income</b>	<u>278,946.65</u>	<u>274,680.00</u>	<u>4,266.65</u>	<u>101.6%</u>
<b>Cost of Goods Sold</b>				
5445 · Cost of Inventory Sold	0.00	2,000.00	-2,000.00	0.0%
<b>Total COGS</b>	<u>0.00</u>	<u>2,000.00</u>	<u>-2,000.00</u>	<u>0.0%</u>
<b>Gross Profit</b>	<u>278,946.65</u>	<u>272,680.00</u>	<u>6,266.65</u>	<u>102.3%</u>
<b>Expense</b>				
62800 · Facilities and Equipment				
62810 · Depr and Amort - Allowable	1,984.66			

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<b>Total 62800 · Facilities and Equipment</b>	1,984.66			
<b>65000 · Operations</b>				
65020 · Postage, Mailing Service	622.22	400.00	222.22	155.6%
65021 · Postage - Store Shipping	890.31	260.00	630.31	342.4%
65030 · Printing and Copying	338.97	1,500.00	-1,161.03	22.6%
65040 · Supplies	4,147.15	600.00	3,547.15	691.2%
65050 · Telephone, Telecommunications	0.00	500.00	-500.00	0.0%
65060 · Website	575.00	2,400.00	-1,825.00	24.0%
65070 · Name Badges	374.82	200.00	174.82	187.4%
65080 · SIUSA President Favors	1,908.66	2,000.00	-91.34	95.4%
65090 · Repairs	303.75			
<b>Total 65000 · Operations</b>	9,160.88	7,860.00	1,300.88	116.6%
<b>65100 · Other Types of Expenses</b>				
65120 · Multi-Trip Travel Protection				
65121 · D&O Liability	10,177.00			
65123 · Crime	3,092.00			
65124 · Business Package	1,615.00			
65129 · Reimbursement by Clubs	-14,835.00			
65120 · Multi-Trip Travel Protection - Other	1,100.00	1,500.00	-400.00	73.3%
<b>Total 65120 · Multi-Trip Travel Protection</b>	1,149.00	1,500.00	-351.00	76.6%
65160 · Other Costs	20.00			
<b>Total 65100 · Other Types of Expenses</b>	1,169.00	1,500.00	-331.00	77.9%
<b>7500 · Contract Services</b>				
7501 · Outside Contract Services	24,999.96	25,300.00	-300.04	98.8%
7520 · Accounting Fees	3,245.00	3,000.00	245.00	108.2%
7530 · Legal Fees	68.66	1,000.00	-931.34	6.9%
7540 · Professional fees	131.95	700.00	-568.05	18.9%
<b>Total 7500 · Contract Services</b>	28,445.57	30,000.00	-1,554.43	94.8%
<b>8300 · Travel &amp; meetings expenses</b>				
8310 · Travel				
8311 · VP Region 1				
8311.1 · Transportation	225.90			
8311 · VP Region 1 - Other	0.00	3,400.00	-3,400.00	0.0%
<b>Total 8311 · VP Region 1</b>	225.90	3,400.00	-3,174.10	6.6%
8312 · VP Region 2				
8312.1 · Transportation	1,289.20			
8312.3 · Meals	112.95			
8312 · VP Region 2 - Other	0.00	3,700.00	-3,700.00	0.0%
<b>Total 8312 · VP Region 2</b>	1,402.15	3,700.00	-2,297.85	37.9%
8313 · VP Region 3				
8313.1 · Transportation	2,249.87			
8313.2 · Lodging	829.73			
8313.3 · Meals	96.03			
8313 · VP Region 3 - Other	0.00	3,400.00	-3,400.00	0.0%
<b>Total 8313 · VP Region 3</b>	3,175.63	3,400.00	-224.37	93.4%
8314 · VP Region 4				
8314.1 · Transportation	2,522.86			
8314.3 · Meals	25.70			
8314 · VP Region 4 - Other	0.00	3,700.00	-3,700.00	0.0%
<b>Total 8314 · VP Region 4</b>	2,548.56	3,700.00	-1,151.44	68.9%
8315 · VP Region 5				
8315.1 · Transportation	2,376.98			
8315.2 · Lodging	156.18			
8315.3 · Meals	215.61			

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8315 · VP Region 5 - Other	0.00	3,400.00	-3,400.00	0.0%
<b>Total 8315 · VP Region 5</b>	<b>2,748.77</b>	<b>3,400.00</b>	<b>-651.23</b>	<b>80.8%</b>
<b>8316 · VP Region 6</b>				
8316.1 · Transportation	4,491.96			
8316.2 · Lodging	1,109.19			
8316.3 · Meals	295.99			
8316.4 · Misc	141.10			
8316 · VP Region 6 - Other	0.00	4,700.00	-4,700.00	0.0%
<b>Total 8316 · VP Region 6</b>	<b>6,038.24</b>	<b>4,700.00</b>	<b>1,338.24</b>	<b>128.5%</b>
<b>8317 · VP Finance</b>				
8317.1 · Transportation	1,367.96			
8317.3 · Meals	101.31			
8317 · VP Finance - Other	0.00	2,000.00	-2,000.00	0.0%
<b>Total 8317 · VP Finance</b>	<b>1,469.27</b>	<b>2,000.00</b>	<b>-530.73</b>	<b>73.5%</b>
<b>8318 · VP Administration</b>				
8318.1 · Transportation	1,101.89			
8318.3 · Meals	10.22			
8318 · VP Administration - Other	0.00	2,000.00	-2,000.00	0.0%
<b>Total 8318 · VP Administration</b>	<b>1,112.11</b>	<b>2,000.00</b>	<b>-887.89</b>	<b>55.6%</b>
<b>8319 · President</b>				
8319.1 · Transportation	4,117.73			
8319.2 · Lodging	734.65			
8319.3 · Meals	478.56			
8319.4 · Misc	4.00			
8319 · President - Other	0.00	6,500.00	-6,500.00	0.0%
<b>Total 8319 · President</b>	<b>5,334.94</b>	<b>6,500.00</b>	<b>-1,165.06</b>	<b>82.1%</b>
<b>8320 · ISC Councillor</b>				
8320.1 · Transportation	2,983.60			
8320.3 · Meals	41.00			
8320 · ISC Councillor - Other	0.00	3,850.00	-3,850.00	0.0%
<b>Total 8320 · ISC Councillor</b>	<b>3,024.60</b>	<b>3,850.00</b>	<b>-825.40</b>	<b>78.6%</b>
<b>8321 · Auditor</b>				
8321.1 · Transportation	1,025.32			
8321.2 · Lodging	748.86			
8321.3 · Meals	414.01			
8321 · Auditor - Other	0.00	2,000.00	-2,000.00	0.0%
<b>Total 8321 · Auditor</b>	<b>2,188.19</b>	<b>2,000.00</b>	<b>188.19</b>	<b>109.4%</b>
<b>8322 · SIUSA ADMIN</b>				
8322.1 · Transportation	761.76			
8322.3 · Meals	10.22			
8322 · SIUSA ADMIN - Other	0.00	1,500.00	-1,500.00	0.0%
<b>Total 8322 · SIUSA ADMIN</b>	<b>771.98</b>	<b>1,500.00</b>	<b>-728.02</b>	<b>51.5%</b>
<b>8323 · Past President</b>				
8323.1 · Transportation	1,365.63			
8323.2 · Lodging	221.93			
8323 · Past President - Other	0.00	1,784.00	-1,784.00	0.0%
<b>Total 8323 · Past President</b>	<b>1,587.56</b>	<b>1,784.00</b>	<b>-196.44</b>	<b>89.0%</b>
<b>Total 8310 · Travel</b>	<b>31,627.90</b>	<b>41,934.00</b>	<b>-10,306.10</b>	<b>75.4%</b>
<b>8330 · Conferences, meetings</b>				
8331 · NAASC Congress				
8331.1 · Registration	14,950.00	13,800.00	1,150.00	108.3%
8331.2 · Lodging - Additional nights	2,067.00	1,800.00	267.00	114.8%
8331.4 · Food and Beverage	632.66	1,500.00	-867.34	42.2%

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8331.5 · AV	2,663.83	2,700.00	-36.17	98.7%
8331.6 · Printing	163.22			
<b>Total 8331 · NAASC Congress</b>	<b>20,476.71</b>	<b>19,800.00</b>	<b>676.71</b>	<b>103.4%</b>
<b>8341 · Winter Board Meeting</b>				
8341.1 · Transportation	1,010.64			
8341.2 · Lodging	3,619.49	4,500.00	-880.51	80.4%
8341.4 · Food and Beverage	2,529.09	1,500.00	1,029.09	168.6%
8341.5 · AV	0.00	600.00	-600.00	0.0%
8341.9 · Reimbursement of Meal	-400.00			
<b>Total 8341 · Winter Board Meeting</b>	<b>6,759.22</b>	<b>6,600.00</b>	<b>159.22</b>	<b>102.4%</b>
<b>8351 · Summer Board Meeting</b>				
8351.5 · AV	0.00	900.00	-900.00	0.0%
<b>Total 8351 · Summer Board Meeting</b>	<b>0.00</b>	<b>900.00</b>	<b>-900.00</b>	<b>0.0%</b>
<b>8361 · SI Congress</b>				
8361.1 · Registration	14,187.00	15,920.00	-1,733.00	89.1%
<b>Total 8361 · SI Congress</b>	<b>14,187.00</b>	<b>15,920.00</b>	<b>-1,733.00</b>	<b>89.1%</b>
8371 · ISC Meeting	525.00	1,400.00	-875.00	37.5%
<b>Total 8330 · Conferences, meetings</b>	<b>41,947.93</b>	<b>44,620.00</b>	<b>-2,672.07</b>	<b>94.0%</b>
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>73,575.83</b>	<b>86,554.00</b>	<b>-12,978.17</b>	<b>85.0%</b>
8400 · SI Membership dues	142,073.50	138,000.00	4,073.50	103.0%
<b>8500 · Other expenses</b>				
<b>8540 · Membership Development</b>				
8541 · Club Development	2,160.37	4,500.00	-2,339.63	48.0%
8542 · National Development	1,274.61	2,550.00	-1,275.39	50.0%
<b>Total 8540 · Membership Development</b>	<b>3,434.98</b>	<b>7,050.00</b>	<b>-3,615.02</b>	<b>48.7%</b>
8560 · Outside computer services	0.00			
8590 · Miscellaneous Expenses	1,344.45			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	424.60	140.00	284.60	303.3%
<b>Total 8591 · Bank charges &amp; credit card disc</b>	<b>424.60</b>	<b>140.00</b>	<b>284.60</b>	<b>303.3%</b>
<b>Total 8500 · Other expenses</b>	<b>5,204.03</b>	<b>7,190.00</b>	<b>-1,985.97</b>	<b>72.4%</b>
<b>8600 · Business Expenses</b>				
8610 · Bad debt expense	-0.23	1,500.00	-1,500.23	-0.0%
<b>Total 8600 · Business Expenses</b>	<b>-0.23</b>	<b>1,500.00</b>	<b>-1,500.23</b>	<b>-0.0%</b>
<b>Total Expense</b>	<b>261,613.24</b>	<b>272,604.00</b>	<b>-10,990.76</b>	<b>96.0%</b>
<b>Net Ordinary Income</b>	<b>17,333.41</b>	<b>76.00</b>	<b>17,257.41</b>	<b>22,807.1%</b>
<b>Net Income</b>	<b>17,333.41</b>	<b>76.00</b>	<b>17,257.41</b>	<b>22,807.1%</b>