

**Skal International USA
Profit & Loss Budget vs. Actual**

Accrual Basis

January through April 2016

	Jan - Apr 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	355.00			
4601.02 · Retired Member Pin	9.50			
4601.03 · Young Skal Member Pin	50.00			
4601.04 · Club President Pin	104.50			
4601.05 · Club Vice President Pin	66.50			
4601.06 · Club Secretary Pin	57.00			
4601.07 · Club Treasurer Pin	66.50			
4601.08 · Club SIUSA Representative Pin	47.50			
4601.09 · Club EST Pin	19.00			
4601.10 · Past-President Pin	161.50			
4601.11 · 15 Years Membership Pin	10.00			
4601.12 · 25 Years Membership Pin	10.00			
4601.14 · 50 Years Membership Pin	10.00			
Total 4601 · Pins	967.00			
4602 · Plaque				
4602.1 · Past President Plaque	199.65			
Total 4602 · Plaque	199.65			
4603 · Chain				
4603.1 · Past Club President Medallion	300.00			
4603.2 · Jewelry Quality Chain	-40.00			
Total 4603 · Chain	260.00			
4604 · Misc Merchandise	20.00			
46000 · Sales of Merchandise - Other	0.00	6,000.00	-6,000.00	0.0%
Total 46000 · Sales of Merchandise	1,446.65	6,000.00	-4,553.35	24.1%
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	63.80	300.00	-236.20	21.3%
Total 46400 · Other Types of Income	63.80	300.00	-236.20	21.3%
47200 · Membership Dues				
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	132,608.00	148,750.00	-16,142.00	89.1%
47232 · SIUSA Development Fund	6,027.00	6,810.00	-783.00	88.5%
Total 47230 · SIUSA Membership Dues	138,635.00	155,560.00	-16,925.00	89.1%
47235 · Skal International Dues	115,557.00	129,660.00	-14,103.00	89.1%
47236 · SI New Member Initiation Fee	2,935.00			
Total 47200 · Membership Dues	257,127.00	285,220.00	-28,093.00	90.2%
5 · Earned Revenue				
5310 · Interest on savings	2.55	25.00	-22.45	10.2%
5315 · Interest on CD	128.10			
Total 5 · Earned Revenue	130.65	25.00	105.65	522.6%
Total Income	258,768.10	291,545.00	-32,776.90	88.8%
Cost of Goods Sold				
5445 · Cost of Inventory Sold	0.00	2,000.00	-2,000.00	0.0%
Total COGS	0.00	2,000.00	-2,000.00	0.0%
Gross Profit	258,768.10	289,545.00	-30,776.90	89.4%
Expense				
65000 · Operations				
65020 · Postage, Mailing Service	0.00	700.00	-700.00	0.0%
65021 · Postage - Store Shipping	0.00	500.00	-500.00	0.0%
65030 · Printing and Copying	0.00	250.00	-250.00	0.0%
65040 · Supplies	0.00	750.00	-750.00	0.0%
65060 · Website	0.00	2,900.00	-2,900.00	0.0%
65070 · Name Badges	341.10	200.00	141.10	170.6%
65080 · SIUSA President Favors	961.40	2,000.00	-1,038.60	48.1%
65090 · Other Outside Services	1,173.00	300.00	873.00	391.0%
Total 65000 · Operations	2,475.50	7,600.00	-5,124.50	32.6%
65100 · Other Types of Expenses				
65120 · Multi-Trip Travel Protection				
65121 · D&O Liability	0.00	10,500.00	-10,500.00	0.0%
65123 · Crime	123.00	3,500.00	-3,377.00	3.5%
65124 · Business Package	0.00	1,700.00	-1,700.00	0.0%
65129 · Reimbursement by Clubs	0.00	-15,700.00	15,700.00	0.0%
65120 · Multi-Trip Travel Protection - Other	0.00	1,500.00	-1,500.00	0.0%
Total 65120 · Multi-Trip Travel Protection	123.00	1,500.00	-1,377.00	8.2%
Total 65100 · Other Types of Expenses	123.00	1,500.00	-1,377.00	8.2%
7500 · Contract Services				
7501 · Outside Contract Services	11,733.36	32,000.00	-20,266.64	36.7%
7520 · Accounting Fees	2,500.00	2,500.00	0.00	100.0%
7530 · Legal Fees	0.00	1,000.00	-1,000.00	0.0%
7540 · Professional fees	80.00	500.00	-420.00	16.0%
Total 7500 · Contract Services	14,313.36	36,000.00	-21,686.64	39.8%
8100 · Nonpersonnel expenses				
8110 · Supplies	84.99			
Total 8100 · Nonpersonnel expenses	84.99			
8300 · Travel & meetings expenses				
8310 · Travel				
8311 · VP Region 1				
8311.2 · Lodging	4.00			
8311.3 · Meals	27.09			
8311.5 · Meetings Transportation	309.62	1,500.00	-1,190.38	20.6%
8311 · VP Region 1 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8311 · VP Region 1	340.71	4,500.00	-4,159.29	7.6%

Skal International USA
Profit & Loss Budget vs. Actual

January through April 2016

	Jan - Apr 16	Budget	\$ Over Budget	% of Budget
8312 · VP Region 2				
8312.5 · Meetings Transportation	0.00	1,500.00	-1,500.00	0.0%
8312 · VP Region 2 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8312 · VP Region 2	0.00	4,500.00	-4,500.00	0.0%
8313 · VP Region 3				
8313.5 · Meetings Transportation	0.00	1,500.00	-1,500.00	0.0%
8313 · VP Region 3 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8313 · VP Region 3	0.00	4,500.00	-4,500.00	0.0%
8314 · VP Region 4				
8314.1 · Transportation	314.66			
8314.5 · Meetings Transportation	1,106.06	1,500.00	-393.94	73.7%
8314 · VP Region 4 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8314 · VP Region 4	1,420.72	4,500.00	-3,079.28	31.6%
8315 · VP Region 5				
8315.3 · Meals	16.30			
8315.5 · Meetings Transportation	672.21	1,500.00	-827.79	44.8%
8315 · VP Region 5 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8315 · VP Region 5	688.51	4,500.00	-3,811.49	15.3%
8317 · VP Finance				
8317.1 · Transportation	567.10			
8317.2 · Lodging	279.40			
8317.3 · Meals	46.95			
8317 · VP Finance - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8317 · VP Finance	893.45	2,500.00	-1,606.55	35.7%
8318 · VP Administration				
8318.1 · Transportation	1,283.42			
8318.2 · Lodging	166.70			
8318.3 · Meals	46.80			
8318.4 · Misc	20.00			
8318 · VP Administration - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8318 · VP Administration	1,516.92	2,500.00	-983.08	60.7%
8319 · President				
8319.1 · Transportation	790.66			
8319.2 · Lodging	626.80			
8319.3 · Meals	318.84			
8319 · President - Other	0.00	6,000.00	-6,000.00	0.0%
Total 8319 · President	1,736.30	6,000.00	-4,263.70	28.9%
8320 · ISC Councillor				
8320.1 · Transportation	428.98			
8320 · ISC Councillor - Other	0.00	4,000.00	-4,000.00	0.0%
Total 8320 · ISC Councillor	428.98	4,000.00	-3,571.02	10.7%
8321 · Auditor				
8321.1 · Transportation	984.99			
8321.2 · Lodging	689.61			
8321.3 · Meals	89.64			
8321 · Auditor - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8321 · Auditor	1,764.24	2,500.00	-735.76	70.6%
8322 · SIUSA ADMIN	0.00	1,000.00	-1,000.00	0.0%
8323 · Past President	0.00	1,000.00	-1,000.00	0.0%
8324 · SI Executive Committee	0.00	2,000.00	-2,000.00	0.0%
Total 8310 · Travel	8,789.83	44,000.00	-35,210.17	20.0%
8330 · Conferences, meetings				
8331 · NAASC Congress				
8331.1 · Registration	10,890.00	15,300.00	-4,410.00	71.2%
8331.4 · Food and Beverage	0.00	2,190.00	-2,190.00	0.0%
8331.5 · AV	0.00	1,000.00	-1,000.00	0.0%
Total 8331 · NAASC Congress	10,890.00	18,490.00	-7,600.00	58.9%
8341 · Winter Board Meeting				
8341.2 · Lodging	4,394.02	4,200.00	194.02	104.6%
8341.4 · Food and Beverage	995.00	1,500.00	-505.00	66.3%
8341.5 · AV	0.00	900.00	-900.00	0.0%
8341.9 · Reimbursement of Meal	-342.00			
Total 8341 · Winter Board Meeting	5,047.02	6,600.00	-1,552.98	76.5%
8351 · Summer Board Meeting				
8351.2 · Lodging	0.00	4,500.00	-4,500.00	0.0%
8351.4 · Food and Beverage	0.00	1,500.00	-1,500.00	0.0%
8351.5 · AV	0.00	900.00	-900.00	0.0%
Total 8351 · Summer Board Meeting	0.00	6,900.00	-6,900.00	0.0%
8361 · SI Congress				
8361.1 · Registration	0.00	4,622.00	-4,622.00	0.0%
8361.5 · Air Transportation	0.00	3,000.00	-3,000.00	0.0%
Total 8361 · SI Congress	0.00	7,622.00	-7,622.00	0.0%
8371 · ISC Meeting	0.00	1,500.00	-1,500.00	0.0%
Total 8330 · Conferences, meetings	15,937.02	41,112.00	-25,174.98	38.8%
Total 8300 · Travel & meetings expenses	24,726.85	85,112.00	-60,385.15	29.1%
8373 · SIUSA Special Event				
8373.1 · Trade Shows	0.00	5,000.00	-5,000.00	0.0%
8373.2 · Sponsorships	0.00	3,000.00	-3,000.00	0.0%
Total 8373 · SIUSA Special Event	0.00	8,000.00	-8,000.00	0.0%
8400 · SI Membership dues	112,348.91	129,660.00	-17,311.09	86.6%

Skal International USA
Profit & Loss Budget vs. Actual

January through April 2016

	Jan - Apr 16	Budget	\$ Over Budget	% of Budget
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	400.00	4,222.00	-3,822.00	9.5%
8542 · National Development	1,714.72	2,588.00	-873.28	66.3%
8555 · SIUSA Club of the Year	0.00	1,400.00	-1,400.00	0.0%
8556 · Young Skal of the Year	0.00	700.00	-700.00	0.0%
Total 8540 · Membership Development	2,114.72	8,910.00	-6,795.28	23.7%
8590 · Miscellaneous Expenses	550.00			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	254.76	300.00	-45.24	84.9%
Total 8591 · Bank charges & credit card disc	254.76	300.00	-45.24	84.9%
Total 8500 · Other expenses	2,919.48	9,210.00	-6,290.52	31.7%
8600 · Business Expenses				
8610 · Bad debt expense	130.00	500.00	-370.00	26.0%
Total 8600 · Business Expenses	130.00	500.00	-370.00	26.0%
Total Expense	157,122.09	277,582.00	-120,459.91	56.6%
Net Ordinary Income	101,646.01	11,963.00	89,683.01	849.7%
Net Income	101,646.01	11,963.00	89,683.01	849.7%