

Skal International USA
Profit & Loss Budget vs. Actual

January through December 2016

	Jan - Dec 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	480.00			
4601.02 · Retired Member Pin	9.50			
4601.03 · Young Skal Member Pin	150.00			
4601.04 · Club President Pin	114.00			
4601.05 · Club Vice President Pin	85.50			
4601.06 · Club Secretary Pin	66.50			
4601.07 · Club Treasurer Pin	76.00			
4601.08 · Club SIUSA Representative Pin	66.50			
4601.09 · Club EST Pin	38.00			
4601.10 · Past-President Pin	228.00			
4601.11 · 15 Years Membership Pin	90.00			
4601.12 · 25 Years Membership Pin	30.00			
4601.13 · 35 Years Membership Pin	20.00			
4601.14 · 50 Years Membership Pin	10.00			
Total 4601 · Pins	1,464.00			
4602 · Plaque				
4602.1 · Past President Plaque	199.65			
Total 4602 · Plaque	199.65			
4603 · Chain				
4603.1 · Past Club President Medallion	540.00			
4603.2 · Jewelry Quality Chain	-40.00			
Total 4603 · Chain	500.00			
4604 · Misc Merchandise	20.00			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	98.60	300.00	-201.40	32.9%
Total 46400 · Other Types of Income	98.60	300.00	-201.40	32.9%
46000 · Sales of Merchandise - Other	0.00	6,000.00	-6,000.00	0.0%
Total 46000 · Sales of Merchandise	2,282.25	6,300.00	-4,017.75	36.2%
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	133,823.00	148,750.00	-14,927.00	90.0%
47232 · SIUSA Development Fund	6,081.00	6,810.00	-729.00	89.3%
Total 47230 · SIUSA Membership Dues	139,904.00	155,560.00	-15,656.00	89.9%
47235 · Skal International Dues				
47236 · SI New Member Initiation Fee	3,436.00			
47235 · Skal International Dues - Other	116,628.00	129,660.00	-13,032.00	89.9%
Total 47235 · Skal International Dues	120,064.00	129,660.00	-9,596.00	92.6%
5 · Interest Revenue				
5310 · Interest on savings	3.20	25.00	-21.80	12.8%
5315 · Interest on CD	128.10			
Total 5 · Interest Revenue	131.30	25.00	106.30	525.2%
Total Income	262,381.55	291,545.00	-29,163.45	90.0%
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	262,381.55	289,545.00	-27,163.45	90.6%
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	758.93	250.00	508.93	303.6%
65040 · Supplies	0.00	750.00	-750.00	0.0%
65050 · Telephone, Telecommunications	0.00	0.00	0.00	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	1,177.40	2,000.00	-822.60	58.9%
65090 · Other Outside Services	1,173.00	300.00	873.00	391.0%
Total 65000 · Operations	3,450.43	7,600.00	-4,149.57	45.4%
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	17,600.04	32,000.00	-14,399.96	55.0%
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	20,180.04	36,000.00	-15,819.96	56.1%
8100 · Nonpersonnel expenses				
8110 · Supplies	84.99			
Total 8100 · Nonpersonnel expenses	84.99			
8300 · Travel & meetings expenses				
8310 · Board Member 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%

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Total 8311 · VP Region 1	340.71	4,500.00	-4,159.29	7.6%
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				
8313.3 · Meals	72.97			
8313.5 · Meetings Transportation	642.08	1,500.00	-857.92	42.8%
8313 · VP Region 3 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8313 · VP Region 3	715.05	4,500.00	-3,784.95	15.9%
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	1,363.45			
8318.2 · Lodging	176.70			
8318.3 · Meals	110.66			
8318.4 · Misc	20.00			
8318 · VP Administration - Other	0.00	2,500.00	-2,500.00	0.0%
Total 8318 · VP Administration	1,670.81	2,500.00	-829.19	66.8%
8319 · President				
8319.1 · Transportation	988.58			
8319.2 · Lodging	781.42			
8319.3 · Meals	356.11			
8319 · President - Other	0.00	6,000.00	-6,000.00	0.0%
Total 8319 · President	2,126.11	6,000.00	-3,873.89	35.4%
8320 · ISC Councillor				
8320.1 · Transportation	2,409.56			
8320 · ISC Councillor - Other	0.00	4,000.00	-4,000.00	0.0%
Total 8320 · ISC Councillor	2,409.56	4,000.00	-1,590.44	60.2%
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 · Board Member Travel	12,029.16	44,000.00	-31,970.84	27.3%
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	1,233.11	1,500.00	-266.89	82.2%
Total 8330 · Conferences, meetings	17,170.13	41,112.00	-23,941.87	41.8%
Total 8300 · Travel & meetings expenses	29,199.29	85,112.00	-55,912.71	34.3%
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%

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8400 · SI Membership dues	112,348.91	129,660.00	-17,311.09	86.6%
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	343.61	300.00	43.61	114.5%
Total 8591 · Bank charges & credit card disc	343.61	300.00	43.61	114.5%
Total 8500 · Other expenses	3,008.33	9,210.00	-6,201.67	32.7%
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	168,524.99	277,582.00	-109,057.01	60.7%
Net Ordinary Income	93,856.56	11,963.00	81,893.56	784.6%
Net Income	93,856.56	11,963.00	81,893.56	784.6%