

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

January through March 2016

	Jan - Mar 16	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	330.00			
4601.02 · Retired Member Pin	9.50			
4601.03 · Young Skal Member Pin	50.00			
4601.04 · Club President Pin	76.00			
4601.05 · Club Vice President Pin	66.50			
4601.06 · Club Secretary Pin	47.50			
4601.07 · Club Treasurer Pin	47.50			
4601.08 · Club SIUSA Representative Pin	38.00			
4601.09 · Club EST Pin	19.00			
4601.10 · Past-President Pin	123.50			
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	837.50			
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	35.00			
46000 · Sales of Merchandise - Other	0.00	6,000.00	-6,000.00	0.0%
Total 46000 · Sales of Merchandise	1,332.15	6,000.00	-4,667.85	22.2%
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	52.20	300.00	-247.80	17.4%
Total 46400 · Other Types of Income	52.20	300.00	-247.80	17.4%
47200 · Membership Dues				
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	131,585.00	148,750.00	-17,165.00	88.5%
47232 · SIUSA Development Fund	5,988.00	6,810.00	-822.00	87.9%
Total 47230 · SIUSA Membership Dues	137,573.00	155,560.00	-17,987.00	88.4%
47235 · Skal International Dues	114,615.00	129,660.00	-15,045.00	88.4%
47236 · SI New Member Initiation Fee	2,281.00			
Total 47200 · Membership Dues	254,469.00	285,220.00	-30,751.00	89.2%
5 · Earned Revenue				
5310 · Interest on savings	1.92	25.00	-23.08	7.7%
5315 · Interest on CD	2.19			
Total 5 · Earned Revenue	4.11	25.00	-20.89	16.4%
<b>Total Income</b>	<b>255,857.46</b>	<b>291,545.00</b>	<b>-35,687.54</b>	<b>87.8%</b>
<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>	<b>0.00</b>	<b>2,000.00</b>	<b>-2,000.00</b>	<b>0.0%</b>
<b>Gross Profit</b>	<b>255,857.46</b>	<b>289,545.00</b>	<b>-33,687.54</b>	<b>88.4%</b>
<b>Expense</b>				
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%
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	961.40	2,000.00	-1,038.60	48.1%
65090 · Other Outside Services	0.00	300.00	-300.00	0.0%
Total 65000 · Operations	1,302.50	7,600.00	-6,297.50	17.1%
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 - Ot...	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	8,800.02	32,000.00	-23,199.98	27.5%
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	11,380.02	36,000.00	-24,619.98	31.6%
8100 · Nonpersonnel expenses				
8110 · Supplies	84.99			
Total 8100 · Nonpersonnel expenses	84.99			
8300 · Travel & meetings expenses				
8310 · Travel				
8311 · VP Region 1				
8311.5 · Meetings Transportation	102.92	1,500.00	-1,397.08	6.9%
8311 · VP Region 1 - Other	0.00	3,000.00	-3,000.00	0.0%
Total 8311 · VP Region 1	102.92	4,500.00	-4,397.08	2.3%
8312 · VP Region 2				

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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%
<b>Total 8312 · VP Region 2</b>	<b>0.00</b>	<b>4,500.00</b>	<b>-4,500.00</b>	<b>0.0%</b>
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%
<b>Total 8313 · VP Region 3</b>	<b>0.00</b>	<b>4,500.00</b>	<b>-4,500.00</b>	<b>0.0%</b>
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%
<b>Total 8314 · VP Region 4</b>	<b>1,420.72</b>	<b>4,500.00</b>	<b>-3,079.28</b>	<b>31.6%</b>
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%
<b>Total 8315 · VP Region 5</b>	<b>688.51</b>	<b>4,500.00</b>	<b>-3,811.49</b>	<b>15.3%</b>
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%
<b>Total 8317 · VP Finance</b>	<b>893.45</b>	<b>2,500.00</b>	<b>-1,606.55</b>	<b>35.7%</b>
8318 · VP Administration				
8318.1 · Transportation	469.87			
8318.2 · Lodging	156.70			
8318.3 · Meals	8.80			
8318.4 · Misc	20.00			
8318 · VP Administration - Other	0.00	2,500.00	-2,500.00	0.0%
<b>Total 8318 · VP Administration</b>	<b>655.37</b>	<b>2,500.00</b>	<b>-1,844.63</b>	<b>26.2%</b>
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%
<b>Total 8319 · President</b>	<b>1,736.30</b>	<b>6,000.00</b>	<b>-4,263.70</b>	<b>28.9%</b>
8320 · ISC Councillor				
8320.1 · Transportation	428.98			
8320 · ISC Councillor - Other	0.00	4,000.00	-4,000.00	0.0%
<b>Total 8320 · ISC Councillor</b>	<b>428.98</b>	<b>4,000.00</b>	<b>-3,571.02</b>	<b>10.7%</b>
8321 · Auditor				
8321.1 · Transportation	452.04			
8321.2 · Lodging	229.87			
8321.3 · Meals	52.00			
8321 · Auditor - Other	0.00	2,500.00	-2,500.00	0.0%
<b>Total 8321 · Auditor</b>	<b>733.91</b>	<b>2,500.00</b>	<b>-1,766.09</b>	<b>29.4%</b>
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%
<b>Total 8310 · Travel</b>	<b>6,660.16</b>	<b>44,000.00</b>	<b>-37,339.84</b>	<b>15.1%</b>
8330 · Conferences, meetings				
8331 · NAASC Congress				
8331.1 · Registration	0.00	15,300.00	-15,300.00	0.0%
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%
<b>Total 8331 · NAASC Congress</b>	<b>0.00</b>	<b>18,490.00</b>	<b>-18,490.00</b>	<b>0.0%</b>
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			
<b>Total 8341 · Winter Board Meeting</b>	<b>5,047.02</b>	<b>6,600.00</b>	<b>-1,552.98</b>	<b>76.5%</b>
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%
<b>Total 8351 · Summer Board Meeting</b>	<b>0.00</b>	<b>6,900.00</b>	<b>-6,900.00</b>	<b>0.0%</b>
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%
<b>Total 8361 · SI Congress</b>	<b>0.00</b>	<b>7,622.00</b>	<b>-7,622.00</b>	<b>0.0%</b>
8371 · ISC Meeting	0.00	1,500.00	-1,500.00	0.0%
<b>Total 8330 · Conferences, meetings</b>	<b>5,047.02</b>	<b>41,112.00</b>	<b>-36,064.98</b>	<b>12.3%</b>
<b>Total 8300 · Travel &amp; meetings expenses</b>	<b>11,707.18</b>	<b>85,112.00</b>	<b>-73,404.82</b>	<b>13.8%</b>
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%
<b>Total 8373 · SIUSA Special Event</b>	<b>0.00</b>	<b>8,000.00</b>	<b>-8,000.00</b>	<b>0.0%</b>
8400 · SI Membership dues	112,348.91	129,660.00	-17,311.09	86.6%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	100.00	4,222.00	-4,122.00	2.4%

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**Profit & Loss Budget vs. Actual**

Accrual Basis

January through March 2016

	Jan - Mar 16	Budget	\$ Over Budget	% of Budget
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%
<b>Total 8540 · Membership Development</b>	<b>1,814.72</b>	<b>8,910.00</b>	<b>-7,095.28</b>	<b>20.4%</b>
8590 · Miscellaneous Expenses	550.00			
8591 · Bank charges & credit card disc		300.00	-104.58	65.1%
8591.1 · Bank Fees	195.42			
<b>Total 8591 · Bank charges &amp; credit card disc</b>	<b>195.42</b>	<b>300.00</b>	<b>-104.58</b>	<b>65.1%</b>
<b>Total 8500 · Other expenses</b>	<b>2,560.14</b>	<b>9,210.00</b>	<b>-6,649.86</b>	<b>27.8%</b>
8600 · Business Expenses				
8610 · Bad debt expense	130.00	500.00	-370.00	26.0%
<b>Total 8600 · Business Expenses</b>	<b>130.00</b>	<b>500.00</b>	<b>-370.00</b>	<b>26.0%</b>
<b>Total Expense</b>	<b>139,636.74</b>	<b>277,582.00</b>	<b>-137,945.26</b>	<b>50.3%</b>
<b>Net Ordinary Income</b>	<b>116,220.72</b>	<b>11,963.00</b>	<b>104,257.72</b>	<b>971.5%</b>
<b>Net Income</b>	<b>116,220.72</b>	<b>11,963.00</b>	<b>104,257.72</b>	<b>971.5%</b>