

Skal International USA
Profit & Loss Budget vs. Actual
January through December 2019

	Budget
Ordinary Income/Expense	
Income	
46000 · Sales of Merchandise	
46400 · Other Types of Income	
46410 · Merchandise Shipping Charges	204.00
Total 46400 · Other Types of Income	204.00
46000 · Sales of Merchandise - Other	3,149.00
Total 46000 · Sales of Merchandise	3,353.00
47230 · Skal USA Membership Dues	
47231 · Skal USA Dues	138,655.00
Total 47230 · Skal USA Membership Dues	138,655.00
47235 · Skal International Dues	
47236 · SI New Member Initiation Fee	6,268.00
47235 · Skal International Dues - Other	119,130.00
Total 47235 · Skal International Dues	125,398.00
5 · Other Revenue	
5310 · Interest on savings	12.00
5315 · Interest on CD	2,500.00
5450 · Sponsorship Income	2,000.00
Total 5 · Other Revenue	4,512.00
Total Income	271,918.00
Cost of Goods Sold	
5445 · Cost of Inventory Sold	2,091.00
5446 · 10% Profit Donation FVF	315.00
Total COGS	2,406.00
Gross Profit	269,512.00
Expense	
65000 · Operations	
65010 · Newsletter, Subscriptions	308.00
65020 · Postage, Mailing Service	393.00
65030 · Printing and Copying	173.00
65040 · Supplies	1,897.00
65060 · Website	1,124.00
65070 · Name Badges	171.00
65080 · Skal USA President Favors	995.00
65090 · Other Outside Services	1,447.00
Total 65000 · Operations	6,508.00
65100 · Other Types of Expenses	
65120 · Insurance	
65121 · D&O Liability	7,539.00
65123 · Crime	3,284.00
65124 · Business Package	3,584.00
65129 · Reimbursement by Clubs	-13,815.00
65120 · Insurance - Other	2,490.00
Total 65120 · Insurance	3,082.00
65161 · NASC Host Club Support	1,816.00
65162 · AGM Club Participation Credit	23,000.00
Total 65100 · Other Types of Expenses	27,898.00
7500 · Contract Services	
7501 · Outside Contract Services	50,000.00
7520 · Accounting Fees	1,025.00
7530 · Legal Fees	350.00
7540 · Professional fees	84.00
Total 7500 · Contract Services	51,459.00
8300 · Travel & meetings expenses	
8310 · EC Member Travel	
8317 · VP Finance	2,604.00
8318 · VP Administration	1,939.00
8319 · President	9,363.00
8320 · ISC Councilor	3,158.00

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	<u>Budget</u>
8321 · Auditor	2,548.00
8322 · Skal USA ADMIN	609.00
8323 · Past President	831.00
8325 · VP Membership	2,493.00
8326 · Director Membership I	1,274.00
8327 · Director Membership II	2,105.00
8328 · Director of Communications	609.00
Total 8310 · EC Member Travel	<u>27,533.00</u>
8330 · Conferences, meetings	
8331 · NASC Congress	
8331.1 · Registration	12,413.00
8331.4 · Food and Beverage	1,600.00
8331.5 · AV	2,829.00
Total 8331 · NASC Congress	<u>16,842.00</u>
8341 · Winter Board Meeting	
8341.2 · Lodging	4,957.00
8341.3 · Meeting Room	60.00
8341.4 · Food and Beverage	787.00
8341.9 · Reimbursement of Meal	-373.00
Total 8341 · Winter Board Meeting	<u>5,431.00</u>
8351 · Summer NCM	
8351.2 · Lodging	1,570.00
8351.4 · Food and Beverage	812.00
Total 8351 · Summer NCM	<u>2,382.00</u>
8361 · SI Congress	
8361.1 · Registration	1,330.00
Total 8361 · SI Congress	<u>1,330.00</u>
8371 · ISC Meeting	1,607.00
Total 8330 · Conferences, meetings	<u>27,592.00</u>
Total 8300 · Travel & meetings expenses	<u>55,125.00</u>
8400 · SI Membership dues	<u>118,860.00</u>
8500 · Other expenses	
8540 · Membership Development	
8541 · Club Dev - Matching Funds	1,541.00
8542 · National Development	41.00
8555 · Skal USA Club of the Year	1,000.00
8556 · Young Skal of the Year	700.00
Total 8540 · Membership Development	<u>3,282.00</u>
8591 · Bank charges & credit card disc	
8591.1 · Bank Fees	46.00
8591 · Bank charges & credit card disc - Other	47.00
Total 8591 · Bank charges & credit card disc	<u>93.00</u>
Total 8500 · Other expenses	<u>3,375.00</u>
8600 · Business Expenses	
60920 · Business Registration Fees	125.00
Total 8600 · Business Expenses	<u>125.00</u>
Total Expense	<u>263,350.00</u>
Net Ordinary Income	<u>6,162.00</u>
Net Income	<u>6,162.00</u>