

**Skal International USA**  
**Profit & Loss Budget vs. Actual**  
 January through March 2020

	Jan - Mar 20	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>46000 · Sales of Merchandise</b>				
<b>4601 · Pins</b>				
4601.01 · Membership Pin	160.00			
4601.03 · Young Skal Member Pin	150.00			
4601.04 · Club President Pin	9.50			
4601.05 · Club Vice President Pin	19.00			
4601.06 · Club Secretary Pin	19.00			
4601.08 · Club SIUSA Representative Pin	9.50			
4601.10 · Past-President Pin	104.50			
4601.11 · 15 Years Membership Pin	10.00			
4601.12 · 25 Years Membership Pin	10.00			
4601.13 · 35 Years Membership Pin	10.00			
<b>Total 4601 · Pins</b>	501.50			
<b>4602 · Plaque</b>				
4602.1 · Past President Plaque	158.00			
<b>Total 4602 · Plaque</b>	158.00			
<b>46400 · Other Types of Income</b>				
46410 · Merchandise Shipping Charges	30.00	185.00	-155.00	16.2%
<b>Total 46400 · Other Types of Income</b>	30.00	185.00	-155.00	16.2%
<b>46000 · Sales of Merchandise - Other</b>	0.00	2,216.00	-2,216.00	0.0%
<b>Total 46000 · Sales of Merchandise</b>	689.50	2,401.00	-1,711.50	28.7%
<b>47230 · Skal USA Membership Dues</b>				
47231 · Skal USA Dues	121,460.00	129,452.00	-7,992.00	93.8%
<b>Total 47230 · Skal USA Membership Dues</b>	121,460.00	129,452.00	-7,992.00	93.8%
<b>47235 · Skal International Dues</b>				
47236 · SI New Member Initiation Fee	1,600.00	7,345.00	-5,745.00	21.8%
47235 · Skal International Dues - Other	104,664.00	104,774.00	-110.00	99.9%
<b>Total 47235 · Skal International Dues</b>	106,264.00	112,119.00	-5,855.00	94.8%
<b>5 · Other Revenue</b>				
5310 · Other Interest Income	3.91	11.00	-7.09	35.5%
5315 · Interest on CD	0.00	3,162.00	-3,162.00	0.0%
5490 · Other revenue	68.00			
<b>Total 5 · Other Revenue</b>	71.91	3,173.00	-3,101.09	2.3%
<b>Total Income</b>	228,485.41	247,145.00	-18,659.59	92.4%
<b>Cost of Goods Sold</b>				
5445 · Cost of Inventory Sold	0.00	830.00	-830.00	0.0%
5446 · 10% Profit Donation FVF	0.00	234.00	-234.00	0.0%
<b>Total COGS</b>	0.00	1,064.00	-1,064.00	0.0%
<b>Gross Profit</b>	228,485.41	246,081.00	-17,595.59	92.8%
<b>Expense</b>				
<b>Merchant deposit fees</b>	128.74			
<b>65000 · Operations</b>				
65010 · Newsletter, Subscriptions	429.30			
65020 · Postage, Mailing Service	0.00	80.00	-80.00	0.0%
65030 · Printing and Copying	0.00	831.00	-831.00	0.0%
65040 · Supplies	1,906.71	2,036.00	-129.29	93.6%
65060 · Website	429.47	1,155.00	-725.53	37.2%
65070 · Name Badges	0.00	45.00	-45.00	0.0%
65080 · Skal USA President Favors	300.00	740.00	-440.00	40.5%

**Skal International USA**  
**Profit & Loss Budget vs. Actual**  
**January through March 2020**

	Jan - Mar 20	Budget	\$ Over Budget	% of Budget
65090 · Other Outside Services	315.00	1,313.00	-998.00	24.0%
<b>Total 65000 · Operations</b>	<b>3,380.48</b>	<b>6,200.00</b>	<b>-2,819.52</b>	<b>54.5%</b>
<b>65100 · Other Types of Expenses</b>				
65120 · Insurance				
65121 · D&O Liability	0.00	7,288.00	-7,288.00	0.0%
65123 · Crime	0.00	3,152.00	-3,152.00	0.0%
65124 · Business Package	0.00	2,600.00	-2,600.00	0.0%
65125 · Insurance - EC Travel	540.00			
65129 · Reimbursement by Clubs	0.00	-13,812.00	13,812.00	0.0%
65120 · Insurance - Other	0.00	1,370.00	-1,370.00	0.0%
<b>Total 65120 · Insurance</b>	<b>540.00</b>	<b>598.00</b>	<b>-58.00</b>	<b>90.3%</b>
65162 · AGM Club Participation Credit	500.00	17,100.00	-16,600.00	2.9%
<b>Total 65100 · Other Types of Expenses</b>	<b>1,040.00</b>	<b>17,698.00</b>	<b>-16,658.00</b>	<b>5.9%</b>
<b>7500 · Contract Services</b>				
7501 · Outside Contract Services	12,500.01	50,000.00	-37,499.99	25.0%
7520 · Accounting Fees	0.00	1,236.00	-1,236.00	0.0%
7530 · Legal Fees	0.00	717.00	-717.00	0.0%
7540 · Professional fees	0.00	82.00	-82.00	0.0%
<b>Total 7500 · Contract Services</b>	<b>12,500.01</b>	<b>52,035.00</b>	<b>-39,534.99</b>	<b>24.0%</b>
<b>8300 · Travel &amp; meetings expenses</b>				
8310 · EC Member Travel				
8317 · VP Finance				
8317.1 · Transportation	1,832.92			
8317.3 · Meals	198.63			
8317 · VP Finance - Other	0.00	2,203.00	-2,203.00	0.0%
<b>Total 8317 · VP Finance</b>	<b>2,031.55</b>	<b>2,203.00</b>	<b>-171.45</b>	<b>92.2%</b>
8318 · VP Administration				
8318.1 · Transportation	1,723.48			
8318.3 · Meals	115.70			
8318 · VP Administration - Other	0.00	1,369.00	-1,369.00	0.0%
<b>Total 8318 · VP Administration</b>	<b>1,839.18</b>	<b>1,369.00</b>	<b>470.18</b>	<b>134.3%</b>
8319 · President				
8319.1 · Transportation	1,203.29			
8319 · President - Other	0.00	6,598.00	-6,598.00	0.0%
<b>Total 8319 · President</b>	<b>1,203.29</b>	<b>6,598.00</b>	<b>-5,394.71</b>	<b>18.2%</b>
8320 · ISC Councilor				
8320.1 · Transportation	1,508.70			
8320.2 · Lodging	15.00			
8320.3 · Meals	43.55			
8320 · ISC Councilor - Other	0.00	5,388.00	-5,388.00	0.0%
<b>Total 8320 · ISC Councilor</b>	<b>1,567.25</b>	<b>5,388.00</b>	<b>-3,820.75</b>	<b>29.1%</b>
8321 · Auditor				
8321.1 · Transportation	997.49			
8321.2 · Lodging	565.96			
8321.3 · Meals	49.97			
8321 · Auditor - Other	0.00	2,874.00	-2,874.00	0.0%
<b>Total 8321 · Auditor</b>	<b>1,613.42</b>	<b>2,874.00</b>	<b>-1,260.58</b>	<b>56.1%</b>
8323 · Past President				
8323.1 · Transportation	149.11			
8323.2 · Lodging	141.60			
8323 · Past President - Other	0.00	475.00	-475.00	0.0%

**Skal International USA**  
**Profit & Loss Budget vs. Actual**  
**January through March 2020**

	Jan - Mar 20	Budget	\$ Over Budget	% of Budget
Total 8323 · Past President	290.71	475.00	-184.29	61.2%
8325 · VP Membership				
8325.1 · Transportation	720.10			
8325.3 · Meals	135.30			
8325 · VP Membership - Other	0.00	4,477.00	-4,477.00	0.0%
Total 8325 · VP Membership	855.40	4,477.00	-3,621.60	19.1%
8326 · Director Membership I				
8326.1 · Transportation	969.39			
8326.3 · Meals	101.55			
8326 · Director Membership I - Other	0.00	1,983.00	-1,983.00	0.0%
Total 8326 · Director Membership I	1,070.94	1,983.00	-912.06	54.0%
8327 · Director Membership II				
8327.1 · Transportation	921.09			
8327 · Director Membership II - Other	0.00	793.00	-793.00	0.0%
Total 8327 · Director Membership II	921.09	793.00	128.09	116.2%
8328 · Director of Communications				
8328.1 · Transportation	810.69			
8328 · Director of Communications - Other	443.67	1,401.00	-957.33	31.7%
Total 8328 · Director of Communications	1,254.36	1,401.00	-146.64	89.5%
Total 8310 · EC Member Travel	12,647.19	27,561.00	-14,913.81	45.9%
8330 · Conferences, meetings				
8331 · NASC Congress				
8331.1 · Registration	11,160.60	12,713.00	-1,552.40	87.8%
8331.4 · Food and Beverage	0.00	35.00	-35.00	0.0%
8331.5 · AV	0.00	968.00	-968.00	0.0%
Total 8331 · NASC Congress	11,160.60	13,716.00	-2,555.40	81.4%
8341 · Winter Board Meeting				
8341.2 · Lodging	4,106.40	2,830.00	1,276.40	145.1%
8341.4 · Food and Beverage	2,074.00	1,268.00	806.00	163.6%
8341.5 · AV	249.99			
Total 8341 · Winter Board Meeting	6,430.39	4,098.00	2,332.39	156.9%
8351 · Summer NCM				
8351.2 · Lodging	0.00	1,500.00	-1,500.00	0.0%
8351.4 · Food and Beverage	0.00	775.00	-775.00	0.0%
Total 8351 · Summer NCM	0.00	2,275.00	-2,275.00	0.0%
8361 · SI Congress				
8361.1 · Registration	0.00	2,216.00	-2,216.00	0.0%
Total 8361 · SI Congress	0.00	2,216.00	-2,216.00	0.0%
8371 · ISC Meeting	0.00	1,607.00	-1,607.00	0.0%
Total 8330 · Conferences, meetings	17,590.99	23,912.00	-6,321.01	73.6%
Total 8300 · Travel & meetings expenses	30,238.18	51,473.00	-21,234.82	58.7%
8400 · SI Membership dues	0.00	112,119.00	-112,119.00	0.0%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Dev - Matching Funds	0.00	592.00	-592.00	0.0%
8542 · National Development	0.00	3,057.00	-3,057.00	0.0%
8555 · Skal USA Club of the Year	0.00	1,364.00	-1,364.00	0.0%
Total 8540 · Membership Development	0.00	5,013.00	-5,013.00	0.0%

**Skal International USA**  
**Profit & Loss Budget vs. Actual**  
 January through March 2020

	Jan - Mar 20	Budget	\$ Over Budget	% of Budget
<b>8591 · Bank Service Charges</b>				
8591.1 · Credit Card Processing Fees	0.00	701.00	-701.00	0.0%
8591 · Bank Service Charges - Other	0.00	92.00	-92.00	0.0%
<b>Total 8591 · Bank Service Charges</b>	<u>0.00</u>	<u>793.00</u>	<u>-793.00</u>	<u>0.0%</u>
<b>Total 8500 · Other expenses</b>	0.00	5,806.00	-5,806.00	0.0%
<b>8600 · Business Expenses</b>				
60920 · Business Registration Fees	83.43	736.00	-652.57	11.3%
<b>Total 8600 · Business Expenses</b>	<u>83.43</u>	<u>736.00</u>	<u>-652.57</u>	<u>11.3%</u>
<b>Total Expense</b>	<u>47,370.84</u>	<u>246,067.00</u>	<u>-198,696.16</u>	<u>19.3%</u>
<b>Net Ordinary Income</b>	<u>181,114.57</u>	<u>14.00</u>	<u>181,100.57</u>	<u>1,293,675.5%</u>
<b>Net Income</b>	<u><u>181,114.57</u></u>	<u><u>14.00</u></u>	<u><u>181,100.57</u></u>	<u><u>1,293,675.5%</u></u>