

2021 Skål USA Budget proposed 2020.8.25

Budget

Ordinary Income/Expense

Income

46000 · Sales of Merchandise	
46400 · Other Types of Income	
46410 · Merchandise Shipping Charges	\$ 170.00
Total 46400 · Other Types of Income	<u>170.00</u>
46000 · Sales of Merchandise - Other	2,700.00
Total 46000 · Sales of Merchandise	<u>\$ 2,870.00</u>
47230 · Skal USA Membership Dues	
47231 · Skal USA Dues	91,757.25
Total 47230 · Skal USA Membership Dues	<u>\$ 91,757.25</u>
47235 · Skal International Dues	
47236 · SI New Member Initiation Fee	7,100.00
47235 · Skal International Dues - Other	78,663.45
Total 47235 · Skal International Dues	<u>\$ 85,763.45</u>
5 · Other Revenue	
5310 · Interest on savings	11.00
5315 · Interest on CD	3,130.00
5450 · Sponsorship Income	
Total 5 · Other Revenue	<u>3,141.00</u>
Total Income	<u>\$ 183,531.70</u>
Cost of Goods Sold	
5445 · Cost of Inventory Sold	-
5446 · 10% Profit Donation FVF	200.00
Total COGS	<u>200.00</u>
Gross Profit	<u>\$ 183,331.70</u>
Expense	
65000 · Operations	
65010 · Newsletter, Subscriptions	300.00
65020 · Postage, Mailing Service	500.00
65030 · Printing and Copying	825.00
65040 · Supplies	500.00
65060 · Website	1,800.00
65070 · Name Badges	50.00
65080 · Skal USA President Favors	1,100.00
65090 · Other Outside Services	1,300.00
Total 65000 · Operations	<u>\$ 6,375.00</u>
65100 · Other Types of Expenses	
65120 · Insurance	
65121 · D&O Liability	7,047.00
65123 · Crime	2,530.00
65124 · Business Package	500.00
65125 · Insurance EC Travel	575.00
65129 · Reimbursement by Clubs	(9,577.00)

	65120 · Insurance - Other	600.00
	Total 65120 · Insurance	\$ 1,675.00
	65161 · NASC Host Club Support	-
8500	65162 · AGM Club Participation Credit	
	Total 65100 · Other Types of Expenses	\$ 1,675.00
	7500 · Contract Services	
	7501 · Outside Contract Services	50,000.00
	7520 · Accounting Fees	850.00
	7530 · Legal Fees	75.00
	7540 · Professional fees	-
	Total 7500 · Contract Services	\$ 50,925.00
	8300 · Travel & meetings expenses	
	8310 · EC Member Travel	
	8317 · VP Finance	1,100.00
	8318 · VP Administration	1,100.00
	8319 · President	4,500.00
	8320 · ISC Councilor	5,000.00
	8321 · Auditor	350.00
	8322 · Skal USA ADMIN	-
	8323 · Past President	250.00
	8325 · VP Membership	2,500.00
	8326 · Director Membership I	1,800.00
	8327 · Director Membership II	1,100.00
	8328 · Director of Communications	1,100.00
	Total 8310 · EC Member Travel	\$ 18,800.00
	8330 · Conferences, meetings	
	8331 · NASC Congress	
	8331.1 · Registration	15,288.00
	8331.2 Lodging	700.00
	8331.4 · Food and Beverage	600.00
	8331.5 · AV	1,000.00
	8331.8 Transportation	1,767.10
	Total 8331 · NASC Congress	\$ 19,355.10
	8341 · Winter Board Meeting	
	8341.1 - Transportaton	1,103.00
	8341.2 · Lodging	3,920.00
	8341.3 · Meeting Room	-
	8341.4 · Food and Beverage	1,656.00
	8341.5 - AV	250.00
	8341.9 · Reimbursement of Meal	520.00
	Total 8341 · Winter Board Meeting	\$ 7,449.00
	8351 · Summer NCM	
	8351.1 - Transportation	2,100.00
	8351.2 · Lodging	1,398.91
	8351.4 · Food and Beverage	775.00
	Total 8351 · Summer NCM	\$ 2,173.91
	8361 · SI Congress	

8361.1 · Registration	2,216.00
Total 8361 · SI Congress	\$ 2,216.00
8371 · ISC Meeting	1,607.00
Total 8330 · Conferences, meetings	\$ 32,801.01
Total 8300 · Travel & meetings expenses 62214	\$ 51,601.01
8400 · SI Membership dues	90,233.45
8500 · Other expenses	
8540 · Membership Development	
8541 · Club Dev - Matching Funds	1,000.00
8542 · National Development	2,000.00
8555 · Skal USA Club of the Year	1,000.00
8556 · Young Skal of the Year	-
Total 8540 · Membership Development	\$ 4,000.00
8591 · Bank charges & credit card disc	
8591.1 · Bank Fees	625.00
8591 · Bank charges & credit card disc - Othe	105.00
Total 8591 · Bank charges & credit card disc	730.00
Total 8500 · Other expenses	\$ 4,730.00
8600 · Business Expenses	
60920 · Business Registration Fees	125.00
Total 8600 · Business Expenses	125.00
Total Expense	\$ 205,664.46
Net Ordinary Income	(22,332.76)
Net Income	<u><u>\$ (22,332.76)</u></u>

ASSUMPTIONS

Active members < 30% from 1,391 to 974

Retired members < 5% from 185 to 176

Life members < 5% from 66 to 63

Active Individual no change 2

Young Skal <50% from 93 to 47

Overall the decrease is 166 or 27% from 1,739 to 1,263