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Accrual Basis

Skal International USA
Profit & Loss Budget vs. Actual
 January through December 2013

	Jan - Dec 13	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
46000 · Sales of Merchandise				
4601 · Pins				
4601.01 · Membership Pin	1,085.00			
4601.02 · Retired Member Pin	47.50			
4601.03 · Young Skal Member Pin	55.00			
4601.04 · Club President Pin	209.00			
4601.05 · Club Vice President Pin	190.00			
4601.06 · Club Secretary Pin	104.50			
4601.07 · Club Treasurer Pin	142.50			
4601.08 · Club SIUSA Representative Pin	123.50			
4601.09 · Club EST Pin	19.00			
4601.10 · Past-President Pin	342.00			
4601.11 · 15 Years Membership Pin	60.00			
4601.12 · 25 Years Membership Pin	50.00			
4601.13 · 35 Years Membership Pin	30.00			
4601.14 · 50 Years Membership Pin	20.00			
Total 4601 · Pins	2,478.00			
4602 · Plaque				
4602.1 · Past President Plaque	457.13			
Total 4602 · Plaque	457.13			
4603 · Chain				
4603.1 · Past Club President Medallion	1,320.00			
4603.2 · Jewelry Quality Chain	320.00			
Total 4603 · Chain	1,640.00			
4604 · Misc Merchandise	1,214.50			
Total 46000 · Sales of Merchandise	5,789.63			
46400 · Other Types of Income				
46410 · Merchandise Shipping Charges	197.05	360.00	-162.95	54.7%
46400 · Other Types of Income - Other	0.00	6,000.00	-6,000.00	0.0%
Total 46400 · Other Types of Income	197.05	6,360.00	-6,162.95	3.1%
47200 · Membership Dues				
47230 · SIUSA Membership Dues				
47231 · SIUSA Dues	132,074.00	122,960.00	2,114.00	101.7%
47232 · SIUSA Development Fund	7,044.00	6,940.00	104.00	101.5%
Total 47230 · SIUSA Membership Dues	132,118.00	129,900.00	2,218.00	101.7%
47235 · Skal International Dues	139,854.00	137,900.00	1,954.00	101.4%
Total 47200 · Membership Dues	271,972.00	267,800.00	4,172.00	101.6%
5 · Earned Revenue				
5310 · Interest on savings	29.18	200.00	-170.82	14.6%
5315 · Interest on CD	0.00	320.00	-320.00	0.0%
Total 5 · Earned Revenue	29.18	520.00	-490.82	5.6%
Total Income	277,987.86	274,680.00	3,307.86	101.2%
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	277,987.86	272,680.00	5,307.86	101.9%
Expense				
65000 · Operations				
65020 · Postage, Mailing Service	515.37	400.00	115.37	128.8%
65021 · Postage - Store Shipping	126.25	260.00	-133.75	48.6%

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65030 · Printing and Copying	206.18	1,500.00	-1,293.82	13.7%
65040 · Supplies	3,770.58	600.00	3,170.58	628.4%
65050 · Telephone, Telecommunications	0.00	500.00	-500.00	0.0%
65060 · Website	575.00	2,400.00	-1,825.00	24.0%
65070 · Name Badges	374.82	200.00	174.82	187.4%
65080 · SIUSA President Favors	1,908.66	2,000.00	-91.34	95.4%
65090 · Repairs	195.00			
Total 65000 · Operations	7,671.86	7,860.00	-188.14	97.6%
65100 · Other Types of Expenses				
65120 · Multi-Trip Travel Protection				
65121 · D&O Liability	10,177.00			
65123 · Crime	3,092.00			
65124 · Business Package	1,615.00			
65129 · Reimbursement by Clubs	-14,835.00			
65120 · Multi-Trip Travel Protection - Other	1,100.00	1,500.00	-400.00	73.3%
Total 65120 · Multi-Trip Travel Protection	1,149.00	1,500.00	-351.00	76.6%
65160 · Other Costs	20.00			
Total 65100 · Other Types of Expenses	1,169.00	1,500.00	-331.00	77.9%
7500 · Contract Services				
7501 · Outside Contract Services	22,916.63	25,300.00	-2,383.37	90.6%
7520 · Accounting Fees	3,245.00	3,000.00	245.00	108.2%
7530 · Legal Fees	68.66	1,000.00	-931.34	6.9%
7540 · Professional fees	131.95	700.00	-568.05	18.9%
Total 7500 · Contract Services	26,362.24	30,000.00	-3,637.76	87.9%
8300 · Travel & meetings expenses				
8310 · Travel				
8311 · VP Region 1				
8311.1 · Transportation	225.90			
8311 · VP Region 1 - Other	0.00	3,400.00	-3,400.00	0.0%
Total 8311 · VP Region 1	225.90	3,400.00	-3,174.10	6.6%
8312 · VP Region 2				
8312.1 · Transportation	871.40			
8312.3 · Meals	88.60			
8312 · VP Region 2 - Other	0.00	3,700.00	-3,700.00	0.0%
Total 8312 · VP Region 2	960.00	3,700.00	-2,740.00	25.9%
8313 · VP Region 3				
8313.1 · Transportation	1,816.46			
8313.2 · Lodging	289.64			
8313.3 · Meals	31.03			
8313 · VP Region 3 - Other	0.00	3,400.00	-3,400.00	0.0%
Total 8313 · VP Region 3	2,137.13	3,400.00	-1,262.87	62.9%
8314 · VP Region 4				
8314.1 · Transportation	2,070.56			
8314.3 · Meals	25.70			
8314 · VP Region 4 - Other	0.00	3,700.00	-3,700.00	0.0%
Total 8314 · VP Region 4	2,096.26	3,700.00	-1,603.74	56.7%
8315 · VP Region 5				
8315.1 · Transportation	2,376.98			
8315.2 · Lodging	156.18			
8315.3 · Meals	215.61			
8315 · VP Region 5 - Other	0.00	3,400.00	-3,400.00	0.0%
Total 8315 · VP Region 5	2,748.77	3,400.00	-651.23	80.8%
8316 · VP Region 6				
8316.1 · Transportation	3,172.65			

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8316.2 · Lodging	180.00			
8316.3 · Meals	295.99			
8316.4 · Misc	141.10			
8316 · VP Region 6 - Other	0.00			
Total 8316 · VP Region 6	3,789.74	4,700.00	-4,700.00	0.0%
8317 · VP Finance				
8317.1 · Transportation	1,367.96			
8317.3 · Meals	101.31			
8317 · VP Finance - Other	0.00			
Total 8317 · VP Finance	1,469.27	2,000.00	-2,000.00	0.0%
8318 · VP Administration				
8318.1 · Transportation	673.20			
8318.3 · Meals	10.22			
8318 · VP Administration - Other	0.00			
Total 8318 · VP Administration	683.42	2,000.00	-2,000.00	0.0%
8319 · President				
8319.1 · Transportation	3,717.93			
8319.2 · Lodging	734.65			
8319.3 · Meals	418.26			
8319.4 · Misc	4.00			
8319 · President - Other	0.00			
Total 8319 · President	4,874.84	6,500.00	-6,500.00	0.0%
8320 · ISC Councillor				
8320.1 · Transportation	2,983.60			
8320.3 · Meals	41.00			
8320 · ISC Councillor - Other	0.00			
Total 8320 · ISC Councillor	3,024.60	3,850.00	-3,850.00	0.0%
8321 · Auditor				
8321.1 · Transportation	1,025.32			
8321.2 · Lodging	748.86			
8321.3 · Meals	414.01			
8321 · Auditor - Other	0.00			
Total 8321 · Auditor	2,188.19	2,000.00	-2,000.00	0.0%
8322 · SIUSA ADMIN				
8322.1 · Transportation	539.80			
8322.3 · Meals	10.22			
8322 · SIUSA ADMIN - Other	0.00			
Total 8322 · SIUSA ADMIN	550.02	1,500.00	-1,500.00	0.0%
8323 · Past President				
8323.1 · Transportation	1,365.63			
8323.2 · Lodging	221.93			
8323 · Past President - Other	0.00			
Total 8323 · Past President	1,587.56	1,784.00	-1,784.00	0.0%
Total 8310 · Travel	26,335.70	41,934.00	-15,598.30	62.8%
8330 · Conferences, meetings				
8331 · NAASC Congress				
8331.1 · Registration	14,950.00	13,800.00	1,150.00	108.3%
8331.2 · Lodging - Additional nights	2,067.00	1,800.00	267.00	114.8%
8331.4 · Food and Beverage	632.66	1,500.00	-867.34	42.2%
8331.5 · AV	2,663.83	2,700.00	-36.17	98.7%
8331.6 · Printing	163.22			
Total 8331 · NAASC Congress	20,476.71	19,800.00	676.71	103.4%
8341 · Winter Board Meeting				

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8341.1 · Transportation	1,010.64			
8341.2 · Lodging	3,619.49	4,500.00	-880.51	80.4%
8341.4 · Food and Beverage	2,529.09	1,500.00	1,029.09	168.6%
8341.5 · AV	0.00	600.00	-600.00	0.0%
8341.9 · Reimbursement of Meal	-400.00			
Total 8341 · Winter Board Meeting	6,759.22	6,600.00	159.22	102.4%
8351 · Summer Board Meeting				
8351.5 · AV	0.00	900.00	-900.00	0.0%
Total 8351 · Summer Board Meeting	0.00	900.00	-900.00	0.0%
8361 · SI Congress				
8361.1 · Registration	14,187.00	15,920.00	-1,733.00	89.1%
Total 8361 · SI Congress	14,187.00	15,920.00	-1,733.00	89.1%
8371 · ISC Meeting	525.00	1,400.00	-875.00	37.5%
Total 8330 · Conferences, meetings	41,947.93	44,620.00	-2,672.07	94.0%
Total 8300 · Travel & meetings expenses	68,283.63	86,554.00	-18,270.37	78.9%
8400 · SI Membership dues	142,073.50	138,000.00	4,073.50	103.0%
8500 · Other expenses				
8540 · Membership Development				
8541 · Club Development	1,808.37	4,500.00	-2,691.63	40.2%
8542 · National Development	1,274.61	2,550.00	-1,275.39	50.0%
Total 8540 · Membership Development	3,082.98	7,050.00	-3,967.02	43.7%
8560 · Outside computer services	0.00			
8590 · Miscellaneous Expenses	144.45			
8591 · Bank charges & credit card disc				
8591.1 · Bank Fees	379.60	140.00	239.60	271.1%
Total 8591 · Bank charges & credit card disc	379.60	140.00	239.60	271.1%
Total 8500 · Other expenses	3,607.03	7,190.00	-3,582.97	50.2%
8600 · Business Expenses				
8610 · Bad debt expense	0.00	1,500.00	-1,500.00	0.0%
Total 8600 · Business Expenses	0.00	1,500.00	-1,500.00	0.0%
Total Expense	249,167.26	272,604.00	-23,436.74	91.4%
Net Ordinary Income	28,820.60	76.00	28,744.60	37,921.8%
Net Income	28,820.60	76.00	28,744.60	37,921.8%