

## **District 18 2018-2019 Budget**

Below is the narrative that is submitted on the narrative tab in the budget worksheet. I am including in a separate document so that it is easier to read

### **Membership Revenue – Budgeted - \$54,356**

This year the goal is to become President's Distinguished (5,661 payments) which requires 445 more payments than what was provided in the revenue detail. We are making substantial investments in Marketing to bring in new members and retain the current members. As we successfully did last year, we are striving to bring on as many new clubs as we can early in the year to obtain more payments.

### **Conference Net Income/(Loss) – Budgeted - \$2,316**

We are only having one conference. It will be April 12 and 13, 2019 at the Sheraton North in Towson, Maryland. We are approximating 200 people total, with 75% attending both days. The \$30k revenue includes a significant effort in fundraising and sponsorships to get the ticket prices at a value that members would be willing to pay (under \$120). The expenses include the venue (food, staff, tables, meeting rooms), program printing, decorations, music, Eventbrite fees, and supplies. No expenses were paid in advance during the prior term.

### **TLI Net Income/(Loss)- Budgeted – (\$4,706)**

Due to the elimination of the Fall Conference, we wanted to bring the members together for a day of education and recognition. With all District 18 presenters, the event we will have in September had 2 keynote speakers and 6 educational sessions- topics of communication and/or leadership. We wanted to make the price nominal to encourage more members to attend, but will take a loss due to the expenses of the venue (We have enough in the reserve to subsidize).

### **Marketing – Budgeted - \$25,410**

The CGD has put together a robust marketing plan. The main focus of the district is spreading the word about Toastmasters, club growth and member retention. The ongoing events and incentives include, demo meetings (with all promo materials), District meetup sites for clubs to use for free, giving newly chartered clubs a banner, Club coach incentive (\$50 to qualified clubs who accept a coach and become distinguished), Open house reimbursements

New events include, centralized demonstration meetings, 2nd year of using mall and billboard advertising, digital advertising, member lead program (incentives to members who provide names for the CGD to call, then progressing to other TI store merchandise as the lead becomes a club), participation in major trade shows. The District will bring back a new member orientation program that was facilitated 3 years for better on-boarding of new members which will help with retention. This budget is an increase over prior years, but in order to reach our

goal we must make different and innovative investments. We will monitor the larger investments (billboards, mall ads, trade shows) to determine the return on the investment.

### Communications and Public Relations – Budgeted - \$4,607

The public relations manager submitted a communications plan which included strategies in these areas; social media, newsletter, community outreach, club outreach and media coverage. The budget includes maintenance and hosting of the District website, constant contact for the distribution of information to the members. New for this year is the purchase of a zoom account, an online voting tool for the virtual business meeting and to create some type of PR guidance document for the Club VPPRs. The PR Manager will participate as a support to the Club Growth Director to drive some of the programs described in the Marketing section

### Education and Training – Budgeted - \$13,724

We educate and train throughout the year, with the focus this year on Pathways and helping members finish the traditional program. We continue the incentive of recognizing new CCs and CLs with a TM mug/ Another CL manual, and advanced manuals to advanced communicator completers. We have also added incentives for Pathways level 2 and 5 completion. For the clubs were all 7 officer positions were present at TLI, the club receives a gift certificate to the TI store. Our DTM recipients are given a DTM medal in honor of the achievement. Last year, new incentives were introduced to reward the behavior of early renewals and early DCP achievement which will be continued again this year. Reimbursement to the Division Directors for food and room rental for the Club officer trainings are included, limits raised based on historical spend.

### Speech Contests – Budgeted - \$9,406

This Spring, we will conduct 3 out of the 4 contests, Humorous, International and Table Topics. Trophies are purchased for the Area, Division and District level contests. At the Area and Division contests, attendees are asked to provide a donation to offset the expense of the food/venue. If there are expenses not covered from the collection, the District will reimburse up to \$125 for each Area (previously \$50) and \$250 for each Division (previously \$100). The amounts were raised based on the past year's expenditures and with the prediction that more members will attend since there will be 3 contests being conducted instead of only 2. A new expense this year is the need for a videographer for the District International Speech contest.

### Administration – Budgeted - \$2,182

Administrative costs include; Name Badges for the Trio, Area/Division Directors, Finance/Administrative/Public Relations/ Logistics Mgrs, 'Home of' Ribbons, Room and Food fees for DEC meetings, trio business cards, postage, monthly bank fees and a Sympathy fund to be used at the Divisions' discretion.

## Travel – Budgeted - \$32,941

Main focus is to have the leadership team engage with members face -to-face as much as possible and as schedules allow. There are capped dollar amounts for the Area and Division Directors that will be reimbursed (amount was raised based on previous years' expenditures). The persons and events that are budgeted to be reimbursed for travel include: Trio for the District training/ International convention/ Mid-year training, The District Trio, Area/Division Directors for DEC meetings, Demonstration meetings, and Club Visits, Finance/ Administration/ Public Relations/ Logistics Mgrs reimbursed for travel to DEC meetings only. Chief Judge and TLI Dean reimbursed up to a specific amount for events where they have an official title role. The District Director lives outside of the District and will absorb some of her expenditures. The keynote travel is for the conference speaker and for the speaker we invite to a special meeting outside of the conference.

## Other Expenses – Budgeted - \$2,718

The only item in this category is the new TI Allocation. The Toastmasters International Board of Directors recently adopted amendments to Policy 8.4: District Fiscal Management that will affect your district. Below is part of the memo received on June 26, 2018.

*"Each month, beginning July 31, 2018, and at the end of each month thereafter, each district will contribute a portion of its previous year's membership income. The contribution will not exceed 5% of the previous year's total membership income received by the district. The monthly portion is calculated by dividing 5% of the previous year's membership income received by the district by 12. This amount will be deducted from each district's reserve account at the end of each month. These funds will be used to contribute to the expenses related to district activities that are currently absorbed solely by Toastmasters International".*

## Categories where we do not have a budget

- Fundraising Net Income/(Loss)- We do not conduct any fundraising activities outside of the conference
- District Store Net Income/(Loss)- We do not have a District Store
- Other Revenue- We do not have any other items that draw revenue other than member payments, TLI and the Conference



District #: 18  
 Budget Currency: USD  
 Fiscal Year 2018-2019

	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
Membership revenue	921	1,342	15,496	5,915	1,923	525	1,222	1,648	16,066	5,491	2,069	1,738	54,356
Conference revenue	-	-	-	-	-	-	-	-	-	29,995	-	-	29,995
Fundraising revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
TLI revenue	-	-	4,181	-	-	-	-	-	-	-	-	-	4,181
District store revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Speech contest revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Other revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total revenue</b>	<b>921</b>	<b>1,342</b>	<b>19,677</b>	<b>5,915</b>	<b>1,923</b>	<b>525</b>	<b>1,222</b>	<b>1,648</b>	<b>16,066</b>	<b>35,486</b>	<b>2,069</b>	<b>1,738</b>	<b>88,532</b>
Conference expense	-	-	-	-	-	-	-	-	-	27,679	-	-	27,679
Fundraising expense	-	-	-	-	-	-	-	-	-	-	-	-	-
TLI expense	-	-	8,888	-	-	-	-	-	-	-	-	-	8,888
District store expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing expense	-	10	2,580	2,270	4,210	2,710	2,450	730	3,450	3,110	2,670	1,220	25,410
Communications & public relations exper	447	135	230	515	535	635	535	135	535	635	135	135	4,607
Education & training expense	1,275	1,015	790	1,357	180	2,073	500	2,202	1,268	-	2,770	294	13,724
Speech contest expense	-	-	-	-	-	-	2,100	3,250	1,750	2,306	-	-	9,406
Administration expense	484	197	148	60	60	440	60	90	446	66	66	66	2,182
Travel expense	3,900	9,249	988	1,363	1,363	2,817	4,183	1,113	3,548	1,938	1,238	1,241	32,941
Other expense	226	226	226	226	226	226	226	226	226	226	226	226	2,718
	<b>6,332</b>	<b>10,833</b>	<b>13,850</b>	<b>5,792</b>	<b>6,575</b>	<b>8,901</b>	<b>10,054</b>	<b>7,746</b>	<b>11,223</b>	<b>35,960</b>	<b>7,105</b>	<b>3,182</b>	<b>127,554</b>
District net income/(loss)	(5,411)	(9,491)	5,827	123	(4,652)	(8,376)	(8,832)	(6,098)	4,843	(474)	(5,036)	(1,444)	(39,022)

We, the undersigned, certify that this budget and narrative cover estimated receipts and expenditures for the district year. This budget directs the financial resources entrusted to the district toward achieving the district mission and will be presented to the district council for approval at its next meeting.

District Director \_\_\_\_\_ Date \_\_\_\_\_

Program Quality Director \_\_\_\_\_ Date \_\_\_\_\_

Club Growth Director \_\_\_\_\_ Date \_\_\_\_\_

Finance Manager \_\_\_\_\_ Date \_\_\_\_\_

	Total	Budget	% Policy Max
Conference expense	27,679		
Fundraising expense	-		
District store expense	-		
Marketing expense	25,410		
	<b>53,089</b>	<b>41.6%</b>	<b>Unlimited</b>
TLI expense	8,888		
Education & training expense	13,724		
	<b>22,611</b>	<b>17.7%</b>	<b>30.0%</b>
Communications & public relations expense	4,607	3.6%	25.0%
Speech contest expense	9,406	7.4%	10.0%
Administration expense	2,182	1.7%	20.0%
Travel expense	32,941	25.8%	30.0%
Other expense	2,718	2.1%	10.0%
	<b>51,854</b>		
<b>Total Expenses</b>	<b>127,554</b>	<b>100.0%</b>	

Cash & Cash Equivalents per Balance Sheet as of June 30, 2018 **86,694.68**

Retention amount needed on June 30, 2019\* **13589**

Remaining funds at Year-end (estimated)\*\* **34,083.74**

\*This amount is provided by World Headquarters in an email.

\*\*The goal is to budget the Remaining funds at Year-end to be as close to zero as possible without creating a loss. This amount should not be negative.



**TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2018-2019**

**DISTRICT**

**18**

Following is a brief description/explanation of the estimated income and estimated expenses based on the goals outlined in the district success plan. The white rows are not password protected. Users may adjust the white area as necessary by adjusting the row height. Alternatively, a separate sheet may be used. **Each section of this narrative page must be completed in order for this report to be considered complete and counted as received by WHQ.** There are example questions to answer in each box. These can be deleted and replaced by your answers.

(Numbers are pulled from Summary tab)

**Membership Revenue** Budgeted  
**54,356**

This year the goal is to become President's Distinguished (5,661 payments) which requires 445 more payments than what was provided in the revenue detail. We are making substantial investments in Marketing to bring in new members and retain the current members. As we successfully did last year, we are striving to bring on as many new clubs as we can early in the year to obtain more payments.

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**Fundraising Net Income/(Loss)** -

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**TLI Net Income/(Loss)** **(4,706)**

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We do not have a District Store

**Other Revenue** -

We do not have any other items that draw revenue other than member payments, TLI and the Conference



**TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2018-2019**

**DISTRICT 18**

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(Numbers are pulled from Summary tab)

**Budgeted**

**Marketing**

**25,410**

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**Speech contests**

**9,406**

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**Travel**

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**Other Expenses**

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TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2018-2019

DISTRICT 18

USD

Account

#	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
6005	Membership Revenue	921	1,342	15,496	5,915	1,923	525	1,222	1,648	16,066	5,491	2,069	1,738	54,356

\*\*This amount is provided by World Headquarters in an email.



TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2018-2019

USD

Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
<b>Conference Revenue</b>														
6025	Conference Registration-Member										21,895			21,895
6025	Conference Registration-Spouse / guest													-
6025	Conference-Late registrations													-
6025	Conference Registration -Meal Events													-
6025	Conference Registration-Speech contest													-
6025	Conference Registration -Other													-
6025	Conference Registration-Training													-
6050	Conference Refunds - Registration & Tickets													-
6055	Conference Refunds - Other													-
6060	Reimbursements - Registration & Tickets													-
6030	Conference-Sponsorship/Advertising										6,400			6,400
6035	Conference-Raffle										1,700			1,700
6040	Conference-Auction													-
6010	Conference-Donation													-
6020	Conference-Other Revenue													-
<b>Total Conference Revenue</b>		-	-	-	-	-	-	-	-	-	<b>29,995</b>	-	-	<b>29,995</b>
<b>Conference Expenses</b>														
7004	Conference-Badges & Pins										36			36
7008	Conference-Promotional Materials										600			600
7010	Conference-Awards Expense (Trophies,										70			70
7012	Conference-Supplies & Stationery Expense										235			235
7014	Conference-Room Rental Event Expense													-
7016	Conference-Meal Event Expense										19,880			19,880
7018	Conference-Decorations Expense										250			250
7020	Conference-Printing Expense										4,000			4,000
7022	Conference-Audio Visual Expense													-
7030	Conference-Photocopying Expense													-
7042	Conference-Outside Contractor Expense										700			700
7048	Conference-Equipment Purchase Expense													-
7070	Conference-Bank Charges & Credit Card Fee										1,533			1,533
7072	Conference-Sales Tax Expense (incl. GST,													-
7078	Conference-Food Expense										150			150
7080	Conference-Gifts & Thank Yous										50			50
7086	Conference-Miscellaneous Expenses										175			175
7090	Equipment Rental													-
														-
														-
														-
<b>Total Conference Expenses</b>		-	-	-	-	-	-	-	-	-	<b>27,679</b>	-	-	<b>27,679</b>
<b>Conference Net Income/(Loss)</b>		-	-	-	-	-	-	-	-	-	<b>2,316</b>	-	-	<b>2,316</b>













7080	Marketing-Gifts & Thank Yous													-
7082	Marketing-Incentives		150	200	200	200	200	200	200	200	200	200	1,950	
7086	Marketing-Miscellaneous Expenses												-	
													-	
													-	
													-	
		-	-	150	200	200	700	200	200	200	200	200	2,450	
<b>Marketing-Other Expense</b>														
7008	Marketing-Promotional Materials												-	
7010	Marketing-Awards Expense (Trophies,												-	
7036	Marketing-Advertising Expense												-	
7048	Marketing-Equipment Purchase Expense												-	
7078	Marketing-Food Expense												-	
7080	Marketing-Gifts & Thank Yous												-	
7086	Marketing-Miscellaneous Expenses												-	
7020	Marketing-Printing Expense	-	-	20	20	120	120	120	120	20	20	20	600	
7044	Marketing-Postage & Shipping Expense		10	10	10	10	10	10	10	10	10	10	100	
													-	
		-	10	30	30	130	120	130	130	30	30	30	700	
<b>Total Marketing Expenses</b>		-	<b>10</b>	<b>2,580</b>	<b>2,270</b>	<b>4,210</b>	<b>2,710</b>	<b>2,450</b>	<b>730</b>	<b>3,450</b>	<b>3,110</b>	<b>2,670</b>	<b>1,220</b>	<b>25,410</b>







Other Expenses														
7004	ET-Badges & Pins							600				600		
7006	ET-Educational Materials	-	-	-	-	75	-	-	80	-	-	155		
7010	ET-Awards Expense (Trophies, Plaques,									625		625		
7016	ET-Meal Event Expense											-		
7082	ET-Incentives	-	-	-	1,175	-	-	-	630	-	-	4,575		
7086	ET-Miscellaneous Expenses											-		
7020	ET-Printing Expense			100	100	100	100					400		
7044	ET-Postage & Shipping Expense	-	-	45	82	5	123	-	92	83	-	724		
												-		
		-	-	145	1,357	180	223	-	1,402	708	-	2,770	294	7,079
<b>Total Education &amp; Training Expenses</b>		<b>1,275</b>	<b>1,015</b>	<b>790</b>	<b>1,357</b>	<b>180</b>	<b>2,073</b>	<b>500</b>	<b>2,202</b>	<b>1,268</b>	<b>-</b>	<b>2,770</b>	<b>294</b>	<b>13,724</b>



TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2018-2019

DISTRICT 18

USD

Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
<b>Speech Contest Revenue</b>														
6010	SC-Donation Revenue													-
6015	SC-Interest Income													-
6020	SC-Miscellaneous Income													-
6025	SC-Registration & Ticket Revenue													-
6030	SC-Sponsorship/Advertising Revenue													-
6035	SC-Raffle Revenue													-
6050	SC-Refunds - Registration & Tickets													-
6055	SC-Refunds - Other													-
	<b>Total Speech Contest Revenue</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Speech Contest Expenses</b>														
7006	SC-Educational Materials													-
7010	SC-Awards Expense (Trophies, Plaques,							2,100			306			2,406
7012	SC-Supplies & Stationery Expense													-
7014	SC-Room Rental Event Expense													-
7078	SC-Food Expense								3,250	1,750				5,000
7086	SC-Miscellaneous Expenses										2,000			2,000
7090	Equipment Rental													-
														-
														-
														-
														-
														-
	<b>Total Speech Contest Expenses</b>	-	-	-	-	-	-	2,100	3,250	1,750	2,306	-	-	9,406
	<b>Speech Contest Net Income/(Loss)</b>	-	-	-	-	-	-	(2,100)	(3,250)	(1,750)	(2,306)	-	-	(9,406)





TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2018-2019

DISTRICT 18

USD

Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
<b>Travel Expenses</b>														
District Director														
7056	Convention Registration Fees Expense		225											225
7058	Lodging Expense		1,635					600						2,235
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	-	850	-	250	250	250	50	-	225	250	250	250	2,625
7064	Transportation - Taxis/Shuttle Expense		50					50						100
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense		30	30	30	30	30	30	30	30	30	30	30	330
7078	Travel-Food Expense		210					90						300
		-	3,000	30	280	280	280	820	30	255	280	280	280	5,815
Club Growth Director														
7056	Convention Registration Fees Expense		700											700
7058	Lodging Expense		1,635					600						2,235
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	-	175	125	125	125	125	175	125	125	125	125	125	1,475
7064	Transportation - Taxis/Shuttle Expense		50					50						100
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense		30	30	30	30	30	30	30	30	30	30	30	330
7078	Travel-Food Expense		210					90						300
		-	2,800	155	155	155	155	945	155	155	155	155	155	5,140
Program Quality Director														
7056	Convention Registration Fees Expense		700											700
7058	Lodging Expense		1,635					600						2,235
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	-	150	100	100	100	100	150	100	100	100	100	100	1,200
7064	Transportation - Taxis/Shuttle Expense		50					50						100
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense		30	30	30	30	30	30	30	30	30	30	30	330
7078	Travel-Food Expense		210					90						300
		-	2,775	130	130	130	130	920	130	130	130	130	130	4,865
Finance Manager														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	100					100			100				300
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		100	-	-	-	-	100	-	-	100	-	-	-	300



TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2018-2019

DISTRICT 18

USD

Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
<b>PR Manager</b>														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	100					100			100				300
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		100	-	-	-	-	100	-	-	100	-	-	-	300
<b>Administration Manager</b>														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	100					100			100				300
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		100	-	-	-	-	100	-	-	100	-	-	-	300
<b>Division Director</b>														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	700	210	210	210	210	700	210	210	910	210	210	210	4,200
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		700	210	210	210	210	700	210	210	910	210	210	210	4,200
<b>Area Director</b>														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	2,600	463	463	463	463	827	463	463	1,373	463	463	466	8,970
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		2,600	463	463	463	463	827	463	463	1,373	463	463	466	8,970



TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2018-2019

DISTRICT 18

USD

Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
<b>IPDG</b>														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7078	Travel-Food Expense													-
		-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Keynote Speaker</b>														
7058	Lodging Expense							300			300			600
7060	Transportation - Airfare Expense							400			400			800
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		-	-	-	-	-	-	700	-	-	700	-	-	1,400
<b>Other Member</b>														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	300			125	125	425	125	125	425				1,650
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		300	-	-	125	125	425	125	125	425	-	-	-	1,650
<b>Total Travel Expenses</b>		<b>3,900</b>	<b>9,249</b>	<b>988</b>	<b>1,363</b>	<b>1,363</b>	<b>2,817</b>	<b>4,183</b>	<b>1,113</b>	<b>3,548</b>	<b>1,938</b>	<b>1,238</b>	<b>1,241</b>	<b>32,941</b>



## District 18

### Profit & Loss (Actual vs. Budget Summary) (in USD)

Reporting Book: ACCRUAL  
 As of Date: 06/30/2018  
 Cost Center: District 18

Month Ending 06/30/2018			07/01/2017 Through 06/30/2018		
Actual	Budget	Variance	Actual	Budget	Variance
<b>District Revenue</b>					
1,725.03	1,860.00	(134.97)	54,355.07	52,872.00	1,483.07
(221.40)	0.00	(221.40)	41,898.46	52,400.00	(10,501.54)
0.00	0.00	0.00	250.00	0.00	250.00
<u>1,503.63</u>	<u>1,860.00</u>	<u>(356.37)</u>	<u>96,503.53</u>	<u>105,272.00</u>	<u>(8,768.47)</u>
<b>District Expenses</b>					
42.00	0.00	42.00	41,099.84	51,936.00	(10,836.16)
0.00	0.00	0.00	1,079.53	2,000.00	(920.47)
216.70	1,484.94	(1,268.24)	7,621.20	17,059.88	(9,438.68)
0.00	183.98	(183.98)	2,102.96	2,206.76	(103.80)
1,611.66	520.00	1,091.66	8,392.36	7,299.00	1,093.36
0.00	0.00	0.00	2,330.92	6,500.00	(4,169.08)
14.20	79.00	(64.80)	1,867.63	3,173.00	(1,305.37)
984.19	795.00	189.19	18,318.17	25,269.00	(6,950.83)
0.00	0.00	0.00	157.27	0.00	157.27
<u>2,868.75</u>	<u>3,062.92</u>	<u>(194.17)</u>	<u>82,969.88</u>	<u>115,443.64</u>	<u>(32,473.76)</u>
<b><u>(1,365.12)</u></b>	<b><u>(1,202.92)</u></b>	<b><u>(162.20)</u></b>	<b><u>13,533.65</u></b>	<b><u>(10,171.64)</u></b>	<b><u>23,705.29</u></b>

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