



District #: 31  
 Budget Currency: USD  
 Fiscal Year 2019-2020

	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Membership revenue	1,432	2,625	24,490	8,659	3,211	1,619	2,121	3,274	24,699	8,556	3,625	2,402	86,713
Conference revenue	-	-	-	-	-	-	-	-	-	-	48,825	-	48,825
Fundraising revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
TLI revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
District store revenue	-	-	-	-	-	-	-	-	-	-	-	100	100
Speech contest revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Other revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total revenue</b>	<b>1,432</b>	<b>2,625</b>	<b>24,490</b>	<b>8,659</b>	<b>3,211</b>	<b>1,619</b>	<b>2,121</b>	<b>3,274</b>	<b>24,699</b>	<b>8,556</b>	<b>52,450</b>	<b>2,502</b>	<b>135,638</b>
Conference expense	-	-	-	-	-	-	-	-	-	-	43,820	-	43,820
Fundraising expense	-	-	-	-	-	-	-	-	-	-	-	-	-
TLI expense	4,975	-	-	-	-	450	2,075	450	-	-	-	-	7,950
District store expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing expense	-	35	35	35	35	335	335	1,235	1,235	1,235	635	335	5,485
Communications & public relations exper	464	144	144	144	525	194	194	194	194	144	225	144	2,707
Education & training expense	225	-	225	-	-	-	-	500	-	9,215	-	-	10,165
Speech contest expense	-	-	-	-	-	-	2,000	2,500	2,500	2,000	-	-	9,000
Administration expense	-	-	1,550	-	1,050	500	150	-	50	1,100	50	2,550	7,000
Travel expense	350	5,120	50	50	150	350	4,500	350	50	50	2,250	150	13,420
Other expense	361	361	361	361	361	361	361	361	361	361	361	361	4,336
	<b>6,375</b>	<b>5,660</b>	<b>2,365</b>	<b>590</b>	<b>2,121</b>	<b>2,190</b>	<b>9,615</b>	<b>5,590</b>	<b>4,390</b>	<b>14,105</b>	<b>47,341</b>	<b>3,540</b>	<b>103,883</b>
District net income/(loss)	(4,943)	(3,035)	22,125	8,069	1,090	(571)	(7,494)	(2,316)	20,309	(5,549)	5,109	(1,038)	31,755

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	43,820			
Fundraising expense	-			
District store expense	-			
Marketing expense	5,485			
	<b>49,305</b>	<b>47.5%</b>	<b>Unlimited</b>	
TLI expense	7,950			
Education & training expense	10,165			
	<b>18,115</b>	<b>17.4%</b>	<b>30.0%</b>	
Communications & public relations expense	2,707	2.6%	25.0%	
Speech contest expense	9,000	8.7%	10.0%	
Administration expense	7,000	6.7%	20.0%	
Travel expense	13,420	12.9%	30.0%	
Other expense	4,336	4.2%	10.0%	
	<b>36,463</b>			
<b>Total Expenses</b>	<b>103,883</b>	<b>100.0%</b>		

Total Stockholders Equity per Balance Sheet as of June 30, 2019 **1,958.82**

Retention amount needed on June 30, 2020\* **21678**

Remaining funds at Year-end (estimated)\*\* **12,036.22**

\*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  
2019-2020**

**DISTRICT**

**31**

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)

	<u>Budgeted</u>
<b>Membership Revenue</b>	<b>86,713</b>
We lost some clubs and membership last year but are starting the year strong with 3 new clubs, 2 clubs returning to good standing, 3 more in queue to be chartered and several leads on the horizon. Club Growth director is focused on club quality and member experience.	
<b>Conference Net Income/(Loss)</b>	<b>5,005</b>
Last year our conference did not pay for itself. We have adjusted the # of days from 3 to 2. Expectations for attendance to 100. Adjusted ticket prices to atleast cover the room and meal expenses. Will try to increase sponsorships to offset cost. Split out the Gala ticket to be it's own expense. This year will be more restrictive of the coupon codes.	
<b>Fundraising Net Income/(Loss)</b>	<b>-</b>
We are planning a firsttime fundraising event for the fall. Since we started the year "underwater" we have some financial making up to do.	
<b>TLI Net Income/(Loss)</b>	<b>(7,950)</b>
We are changing our TLI model this year. Historically we have covered food expenses, Starting in the Winter we will charge \$5 person if they want food at the TLI. We have 9 TLI's in summer and 9 TLI's in Winter. 2 venues have rental expectations.	
<b>District Store Net Income/(Loss)</b>	<b>100</b>
The district has decided t discontinue the store since much of the TMIi content will be virtual.	
<b>Other Revenue</b>	<b>-</b>
None is planned	



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(Numbers are pulled from Summary tab)

	<u>Budgeted</u>
<b>Marketing</b>	<b>5,485</b>
Our marketing is currently focused internally on incentives such as Open House and you deliver we deliver. This year we are planning to provide a lectern banner to each new club that charters.	
<b>Communications and Public Relations</b>	<b>2,707</b>
Continue with newsletter, emails, meetup, slack, twitter and facebook.	
<b>Education and Training</b>	<b>10,165</b>
Education is focused on the Club Officers, DEC Team and Pathways for the clubs. We have adjusted our expectations for the Triple crown achievement to 190 and selected a trophy with a cost of \$48.50 instead of the \$72.50 last year. Future adjustments to our triple crown program are planned.	
<b>Speech contests</b>	<b>9,000</b>
We made a difficult decision to cut the fall contests to reduce expenses and allow clubs to focus on quality and growth. In the Spring we will have the International and the Evaluation speech contests through to the District Level.	
<b>Administration</b>	<b>7,000</b>
Administration will cover the virtual meeting in september and all DEC meetings 2 of which will be virtual and 2 will be in person to help offset cost and to improve our digital/virtual communication style.	
<b>Travel</b>	<b>13,420</b>
Travel expenses are predominantly for the Trio to travel to training and to clubs. Club Growth has an increased budget for travel to demo clubs.	
<b>Other Expenses</b>	<b>4,336</b>
Other expenses reflect the 4% of overal revenue that goes back to TMI.	



TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2019-2020

DISTRICT 31

USD

Account

#	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
6005	Membership Revenue	1,432	2,625	24,490	8,659	3,211	1,619	2,121	3,274	24,699	8,556	3,625	2,402	86,713

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



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ANNUAL BUDGET  
2019-2020

USD														
Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
<b>Conference Revenue</b>														
6025	Conference Registration-Member											24,000		24,000
6025	Conference Registration-Spouse / guest													-
6025	Conference-Late registrations													-
6025	Conference Registration -Meal Events											9,375		9,375
6025	Conference Registration-Speech contest											450		450
6025	Conference Registration -Other													-
6025	Conference Registration-Training													-
6050	Conference Refunds - Registration & Tickets													-
6055	Conference Refunds - Other													-
6060	Reimbursments - Registration & Tickets													-
6030	Conference-Sponsorship/Advertising											15,000		15,000
6035	Conference-Raffle													-
6040	Conference-Auction													-
6010	Conference-Donation													-
6020	Conference-Other Revenue													-
<b>Total Conference Revenue</b>		-	-	-	-	-	-	-	-	-	-	48,825	-	48,825
<b>Conference Expenses</b>														
7004	Conference-Badges & Pins													-
7008	Conference-Promotional Materials							-				500		500
7010	Conference-Awards Expense (Trophies,											500		500
7012	Conference-Supplies & Stationery Expense							-				500		500
7014	Conference-Room Rental Event Expense											3,400		3,400
7016	Conference-Meal Event Expense											21,000		21,000
7018	Conference-Decorations Expense											500		500
7020	Conference-Printing Expense											1,000		1,000
7022	Conference-Audio Visual Expense											1,000		1,000
7030	Conference-Photocopying Expense											500		500
7042	Conference-Outside Contractor Expense											1,000		1,000
7048	Conference-Equipment Purchase Expense													-
7070	Conference-Bank Charges & Credit Card Fee													-
7072	Conference-Sales Tax Expense (incl. GST,											4,620		4,620
7078	Conference-Food Expense											1,000		1,000
7080	Conference-Gifts & Thank Yous													-
7086	Conference-Miscellaneous Expenses											8,000		8,000
7090	Equipment Rental									-		300		300
										-				-
										-				-
<b>Total Conference Expenses</b>		-	-	-	-	-	-	-	-	-	-	43,820	-	43,820
<b>Conference Net Income/(Loss)</b>		-	-	-	-	-	-	-	-	-	-	5,005	-	5,005

































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2019-2020

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USD

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<b>IPDG</b>														
7058	Lodging Expense		-											-
7060	Transportation - Airfare Expense		700											700
7062	Transportation - Mileage Expense	50	50	-		-		-				-		100
7064	Transportation - Taxis/Shuttle Expense		20											20
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7078	Travel-Food Expense		150											150
		50	920	-	-	-	-	-	-	-	-	-	-	970
<b>Keynote Speaker</b>														
7058	Lodging Expense											500		500
7060	Transportation - Airfare Expense											1,500		1,500
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense											200		200
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		-	-	-	-	-	-	-	-	-	-	2,200	-	2,200
<b>Other Member</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													-
7072	Travel-Sales Tax Expense (incl. GST, VAT,													-
		-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Travel Expenses</b>		350	5,120	50	50	150	350	4,500	350	50	50	2,250	150	13,420

