

District 64 Profit & Loss Statement

July 1, 2021 to March 31, 2022

	Year-to-Date		Variance
	Actual	Budget	
District Revenue			
Membership Revenue (as at February 28)	22,113.00	22,937.00	(824.00)
Fundraising Revenue	0.00	225.00	(225.00)
District Store Revenue	0.00	550.00	(550.00)
Total District Revenue	22,113.00	23,712.00	(1,599.00)
District Expenses			
Conference Expenses (pre-paid)	2,011.28	0.00	2,011.28
Fundraising Expenses	0.00	25.00	(25.00)
District Store Expenses	0.00	280.00	(280.00)
Recognition			
Recognition - Member	1,030.64	1,350.00	(319.36)
Recognition - Area	50.80	100.00	(49.20)
Recognition - Club	496.44	400.00	96.44
Recognition - Division	0.00	100.00	(100.00)
Recognition - District	175.95	100.00	75.95
Total Recognition	1,753.83	2,050.00	(296.17)
Club Growth			
Club Growth - Building New Clubs	0.00	1,925.00	(1,925.00)
Club Growth - Membership Growth	0.00	215.00	(215.00)
Club Growth - Membership Retention	0.00	215.00	(215.00)
Club Growth - Rebuilding Clubs	0.00	750.00	(750.00)
Total Club Growth	0.00	3,105.00	(3,105.00)
Marketing Outside of Toastmasters Expenses	128.51	1,915.00	(1,786.49)
Public Relations Expense			
7008-000000 - Promotional Materials	0.00	395.00	(395.00)
7026-000000 - Website Expense	0.00	890.00	(890.00)
7028-000000 - Directory Expense	0.00	585.00	(585.00)
7042-000000 - Outside Contractor Expense	0.00	230.00	(230.00)
7044-000000 - Postage & Shipping Expense	(15.46)	375.00	(390.46)
Total Public Relations Expense	(15.46)	2,475.00	(2,490.46)

Education & Training Expense

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	Year-to-Date		
	Actual	Budget	Variance
Distinguished Clubs	0.00	2,425.00	(2,425.00)
Training Club Officers	75.04	0.00	75.04
Training Division & Area Governors	0.00	350.00	(350.00)
Training Areas & Divisions	0.00	150.00	(150.00)
TLI	129.35	200.00	(70.65)
Other Education & Training Expenses	465.20	0.00	465.20
Total Education & Training Expense	669.59	3,125.00	(2,455.41)
Speech Contest Expenses			
Speech Contest Expenses - Area	0.00	120.00	(120.00)
Speech Contest Expenses - Division	0.00	120.00	(120.00)
Total Speech Contest Expenses	0.00	240.00	(240.00)
Administration Expenses	1,644.40	1,997.00	(352.60)
Food and Meals Expense			
CGD	0.00	100.00	(100.00)
District Director	0.00	100.00	(100.00)
PQD	0.00	100.00	(100.00)
Total Food and Meals Expense	0.00	300.00	(300.00)
Travel Expense			
District Director	0.00	500.00	(500.00)
Program Quality Director	0.00	500.00	(500.00)
Club Growth Director	62.97	500.00	(437.03)
Division Director	0.00	300.00	(300.00)
Area Director	104.72	500.00	(395.28)
IPDD	78.88	0.00	78.88
Total Travel Expense	246.57	2,300.00	(2,053.43)
Lodging Expense			
Area Director	0.00	250.00	(250.00)
Program Quality Director	0.00	450.00	(450.00)
District CGD	0.00	450.00	(450.00)
District director	0.00	450.00	(450.00)
Total Lodging Expense	0.00	1,600.00	(1,600.00)
Allocation Expenses	909.39	1,002.42	(93.03)
Total District Expenses	7,348.11	20,414.42	(13,066.31)
Total Net Income	14,764.89	3,297.58	11,467.31