

Subject: D39 Official Budget Approval Date: September 8, 2023 at 9:25 AM



Laura Gregory laura.gregory@district39.org

Hi Team,

Your budget (attached) and the related percent maximum exception/s and/or net loss exceptions have been officially approved.

# Best Regards,

# **District Finance Team**



#### www.toastmasters.org









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D39 Annualbudget...ed.xlsx



From: lance.mcmahan@icloud.com 
Subject: Re: Preliminary District 39 Budget
Date: September 5, 2023 at 3:13 PM



To: District Financial Questions districtquestions@toastmasters.org

Cc: Greg Wingrove @toastmasters.org, Laura Gregory laura.gregory@district39.org, Donna L. Lewis

donna.lewis@district39.org, Mirka J. miroslava.johnson@googlemail.com

Bcc: Lance McMahan lance.mcmahan@icloud.com

Hello District Finance Team, and thank you for your questions.

As suggested, the conference income and expenses have been moved to May, and meals were added for the trio for \$200 each in the month of January.

The projected loss of \$8,663 results from the need to replace our outdated website, and elevated lodging expenses for the International Convention in the Bahamas. Rebuilding our website, which will last for many years once completed, is a long overdue major administrative cost. We request the cost of the website upgrade (\$5,250) be drawn from the reserve. Once the \$5,250 is removed, the administration cost is within the policy limits, adjusting our total loss to \$3,413 caused by the Bahamas convention lodging. For the Bahamas lodging, we budgeted \$2,600 per person, or \$7,800 for the Trio. This alone represents 19.6% of our total budget, exceeding the 15.0% maximum set by policy for lodging. Lodging totals \$13,500, which includes \$400 for the Regional Advisor visit in October and \$600 for the international officer visit in May. Overall, District 39 seeks your help with \$8,663 in supplemental funds, with \$3,413 from TI to offset elevated lodging expenses and \$5,250 from the reserve to replace our website. With such assistance, our budgeted net profit/loss would be \$0.

The updated budget is attached, and will be published on or before Tuesday, September 12, which is fourteen days before the District Council meeting.

Thank you,

Lance K. McMahan, DTM
District Director
Toastmasters International, District 39
Cell 916.316.0573
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Where Leaders Are Made!

Annual-budget-D39-2...-2.xlsx

On Aug 31, 2023, at 9:35 PM, District Financial Questions <a href="mailto:district questions@toastmasters.org">district questions@toastmasters.org</a> wrote:

Hi Lance.

I apologize for our delayed response. Please see our comments below.

#### **Exceptions:**

- Net Loss
- Over Percent Max for Lodging

Over Percent Max for Administration

#### Comments:

- Conference Tab
  - Please budget for all revenues and expenses in the month the event is expected to happen. Please move everything to May.
- Food and Meals Tab
  - Will you be budgeting for January District Leader Training Trio travel meals?

Let us know if you have any questions or concerns. Once we receive an updated budget template with our comments considered we will begin the process to request the needed exceptions. It will take about 1 week to get the verdict. Along with your updated budget can you please provide more information on why the net loss is necessary? It will help with the decision for the exception.

# **Best Regards,**

# **District Finance Team**



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From: lance.mcmahan@icloud.com <lance.mcmahan@icloud.com>

Sent: Thursday, August 24, 2023 10:34 PM

**To:** District Financial Questions <a href="mailto:clip">districtguestions@toastmasters.org</a>; Greg

Wingrove < GWingrove @toastmasters.org >

**Cc:** Laura Gregory < <u>laura.gregory@district39.org</u>>; Donna Lewis

<donna.lewis@district39.org>; Mirka J. <miroslava.johnson@googlemail.com>

Subject: Preliminary District 39 Budget

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello TI.

we have prepared the attached preliminary budget for consideration at our DECM this Monday, August 28 at 6 pm. Along with your general feedback, we seek your assistance with two areas: Lodging and Administration.

Lodging expenses are elevated due to the conference in Nassau, and dignitary visits.

Administration expenses are elevated due to the need to hire a professional to update our website.

Additional support along with an increase in the allowed percentages for both categories would be greatly appreciated.

# Thank you

Lance K. McMahan, DTM
District Director
Toastmasters International, District 39
Cell 916.316.0573
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<D39 Annual Budget 2023-2024.xlsx>



	<u>Jul-23</u>	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	<u>Total</u>
Membership Dues Allocation	373	2,240	12,938	2,675	633	520	492	2,628	12,122	2,777	1,119	1,267	39,785
Conference revenue	-	-	-	-	-	-	-	-	-	-	20,250	-	20,250
Fundraising revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Education and Training revenue	-	-	-	-	2,800	-	-	-	-	-	-	-	2,800
District store revenue	-	-	-	-	-	-	-	-	-	-	500	-	500
Speech contest revenue		-	-	-	-	-	-	-	-	-	-	-	-
Total revenue	373	2,240	12,938	2,675	3,433	520	492	2,628	12,122	2,777	21,869	1,267	63,335
TI Allocation Expense	151	151	151	151	151	151	151	151	151	151	151	151	1,808
Conference expense	-	-	-	-	-	-	-	-	-	-	19,675	-	19,675
Fundraising expense		-	-	-	_	-	-	-	-	-	-	_	-
District store expense		-	-	500	_	-	-	-	-	-	-	_	500
Marketing Outside Toastmasters expense	-	-	858	310	360	310	310	360	360	310	460	360	3,998
Recognition expense	58	-	150	150	850	150	150	550	190	229	729	150	3,356
Club Growth expense	-	-	400	400	400	100	200	300	200	100	200	-	2,300
Public Relations expense	76	76	191	191	191	191	191	631	301	191	191	191	2,612
Education & training expense	-	1,146	1,146	-	-	-	-	-	-	-	-	-	2,292
Speech contest expense	-	47	-	-	-	-	958	950	-	-	-	-	1,955
Administration expense	2,212	241	-	5,425	175	175	175	175	175	175	175	175	9,278
Food and Meals expense	300	1,350	100	300	2,900	100	700	100	100	100	100	100	6,250
Travel expense	43	2,416	140	119	119	49	49	49	139	139	1,162	49	4,473
Lodging expense	100	7,800	100	500	100	100	2,800	100	100	500	1,200	100	13,500
	2,940	13,226	3,236	8,046	5,246	1,326	5,684	3,366	1,716	1,895	24,042	1,276	71,997
District net income/(loss)	(2,568)	(10,986)	9,703	(5,370)	(1,813)	(806)	(5,192)	(738)	10,406	882	(2,174)	(8)	(8,663)

We, the undersigned, certify that this budget and narrative of receipts and expenditures for the district year. This budget financial resources entrusted to the district toward achieving mission and will be presented to the district council for appromeeting.	directs the the district
District Director	Date
Program Quality Director	Date
Club Growth Director	Date
Finance Manager	Date

20,250	Expense 19,675 - 500	<u>Net</u> 575 -	Policy Meets Policy Meets Policy Meets Policy
	Expense	<u>%</u>	Policy
			5.0%
	<u>EXPENSE</u>	<u>70</u>	<u>i oney</u>
	2,292	5.8%	15.0%
	3,998	10.0%	10.0%
	2,300	5.8%	15.0%
	2,612	6.6%	10.0%
	3,356	8.4%	20.0%
	4,473	11.2%	25.0%
	13,500	33.9%	15.0%
	6,250	15.7%	15.0%
	1,955	4.9%	
	9,278	23.3%	10.0%
	39,785	100.0%	aa ia ayar tha
		•	
			and adjust
	Revenue 20,250 - 500	20,250 19,675 500 500  Expense 3,998  Expense 2,292 3,998 2,300 2,612 3,356 4,473 13,500 6,250 1,955 9,278  39,785  One of the expense expense.	20,250 19,675 575 500 500 -  Expense

\*\*\* The District may not budget for a Net Loss



District

39

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 39,785

What is the district's goals for the year regarding membership? Our overall goal is to retain our clubs and increase their membership, while opening one new club in each area (23).

Since these numbers are based off prior year's actual totals, what strategies have changed or remained the same compared to last year to ensure this budgeted revenue is met? Division directors are developing marketing plans specific to their areas to build membership, and our CGD is planning two-day trips to the more distant areas of our District to build new clubs. Our PRM is implementing advertising geared to attract potential members.

#### Conference Net Income/(Loss)

575

At this time, what is the plan for conference? What city/state/country will they be held? The conference will be held in person, and we are seeking a venue.

If the conference is not budgeted to net zero, explain why. What is the profit for? How do you justify the loss? The conference is budgeted to nearly net zero, with a slight profit.

How many attendees are you budgeting for and at what cost each? About how much will the tickets cost per registrant? Approximately 100 registrants are expected at a cost of \$159 (full price).

#### Fundraising Net Income/(Loss)

How many events will be held? No fundraising events are planned.

What is each event for?

What will the funds be used for?

#### **District Store Net Income/(Loss)**

Does the District have a District Store? Yes

Are all the costs from Toastmasters International products? Yes

If not from World Headquarters, what are the other costs?

When is the District Store available to the members? Possibly at an in-person training event November 11, and at the May conference.

#### **Marketing Outside of Toastmasters**

3,998

What is the main focus for your District? Social media and booths at public events.

What events are planned? Division directors are taking the lead in scheduling booth space at public events.

What is being done differently or the same as last year? We participated in few public events, and we plan to increase involvement significantly. We will also increase the use of paid social media.

Public Relations 2.612

What is the main focus for your District? We will look for opportunities to publicize our events (e.g., conference) and reach out through social media.

What events are planned? Conference.

What is being done differently or the same as last year? As COVID restrictions are lifting, we are meeting in person.

Club Growth 2,300

What is the main focus for your District? Building one or more new clubs in each Area (23).

What events are planned? Our CGD is planning two-day trips to the more distant areas of our District to build new clubs. What is being done differently or the same as last year? Our CGD is planning two-day trips to the more distant areas of our District to build new clubs.

Recognition 3,356

What is the main focus for your District? We will recognize progress in the newsletter, at DECMs, DCs, and training sessions.

What events are planned? Successes will be celebrated during in-person events on November 11 and at the May conference.

What is being done differently or the same as last year? The fall in-person training event did not happen last year. We are working towards more in-person events.

Education and Training 508

What is the main focus for your District? Training for club officers, district leaders, building new clubs, club sponsors, club mentors, and club coaches.

What events are planned? Club officer training is taking place online on weekends, noon time during work days, and in the evening. Inperson training will be provided for club officers, district leaders and all members on November 11. The November 11 event will include food, which cannot be accounted for under the ET tab; the food is addressed under the Food and Meals tab.

What is being done differently or the same as last year? The in-person event on November 11 is new, and expanded opportunities for club.

Speech contests (1,955)

What is the main focus for your District? International speech and evaluation contests.

What events are planned? Area, Division and District contests.

What is being done differently or the same as last year? We are leaving a two week break between the last Division contest and the District contest. This budget assumes Division and District contests will be hybrid.

Administration 9,278

What is the main focus for your District? Updating our website has been a goal for 10 years, and this year we seek to retain a professional website developer to replace our web page. This will cost approximately \$5250, for which we seek supplemental funding. We have changed and upgraded our storage location to move assets out of members' homes and due to rain damage in our prior unit.

What events are planned? None related to administration.

What is being done differently or the same as last year? Updating our website has been a goal for 10 years, and this year we seek to retain a professional website developer to replace our web page. This will cost approximately \$5250, for which we seek supplemental funding.

Food and Meals 6,250

What is the main focus for your District? The CGD is taking two-day trips to the more distant areas of our district to build new clubs. There are also food costs associated with training and District leader training.

Are there any maximums for your District to keep food and meal costs at a minimum? The per diem has been increased from \$30 to \$50. Who is budgeted to be reimbursed for food and meals? District leadership and the audio visual team for remote events.

What events are being budgeted to be reimbursed for food and meals? TI annual conference, district leader training, CGD marketing travel, remote district contests for AV team, and November 11 training. The November 11 event will include food, which cannot be accounted for

Travel 4,473

What is the main focus for your District? The CGD is taking two-day trips to the more distant areas of our district to build new clubs. Are there any maximums for your District to keep travel costs at a minimum? Following requirements for mileage rate.

Who is budgeted to be reimbursed for travel? District leadership (Trio, Division Directors, Area Directors) and Audio Visual Team to support contests in two areas.

What events are being budgeted to be reimbursed for travel? Annual Conference, Trio training, two Division contests, CGD club building efforts

Lodging 13,500

What is the main focus for your District? The CGD is taking two-day trips to the more distant areas of our district to build new clubs. Are there any maximums for your District to keep lodging costs at a minimum? We are budgeting all internal travel lodging at \$100 per day, which may present a challenge. Who is budgeted to be reimbursed for lodging? District leadership (Trio, Division Directors, Area Directors) and Audio Visual Team to support contests in two areas. TI leadership for RA and Board Member visits. What events are being budgeted to be reimbursed for lodging? RA Visit, Board member visit, Trio training, certain Division contests.

What is being done differently or the same as last year? Lodging costs greatly exceed the allowed percentage. We seek TI support to defray

TOASTMASTERS

DISTRICT

39

Account #	Account Name
6005	Membership Dues Allocation

<u>Jul-23</u>	Aug-23	<u>Sep-23</u>	Oct-23	Nov-23	Dec-23	<u>Jan-24</u>	Feb-24	<u>Mar-24</u>	Apr-24	<u>May-24</u>	<u>Jun-24</u>	<u>Total</u>
373	2,240	12,938	2,675	633	520	492	2,628	12,122	2,777	1,119	1,267	39,785

USD

<sup>\*\*</sup>This amount is provided by World Headquarters in an email.

Total States & Co.		TOASTMASTERS INTERNATIONAL ANNUAL BUDGET 2023-2024											DISTRICT	39
								USD						
Account #	Account Name	<u>Jul-23</u>	Aug-23	<u>Sep-23</u>	Oct-23	Nov-23	Dec-23	<u>Jan-24</u>	Feb-24	<u>Mar-24</u>	Apr-24	May-24	<u>Jun-24</u>	<u>Total</u>
7092 TI	Allocation	151	151	151	151	151	151	151	151	151	151	151	151	1,808
District Store	Net Income/(Loss)	151	151	151	151	151	151	151	151	151	151	151	151	1,808

DISTRICT	

TOASTMASTERS

USD Account # Account Name <u>Jul-23</u> <u>Aug-23</u> Sep-23 Oct-23 Nov-23 Dec-23 Jan-24 Feb-24 Mar-24 <u>Apr-24</u> May-24 <u>Jun-24</u> <u>Total</u> **Conference Revenue** 6025 Conference Registration-Member registrations 16,550 16,550 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 Reimbursments - Registration & Tickets 6030 Conference-Sponsorship/Advertising 400 400 6035 Conference-Raffle 1,200 1,200 6040 Conference-Auction 1,800 1,800 6010 Conference-Donation 300 300 6020 Conference-Other Revenue 20,250 20,250 **Total Conference Revenue Conference Expenses** 7004 Conference-Badges & Pins 100 100 7008 Conference-Promotional Materials 7010 Conference-Awards Expense (Trophies, 7012 Conference-Supplies & Stationery Expense 100 100 7014 Conference-Room Rental Event Expense 4,000 4,000 7016 Conference-Meal Event Expense 14,000 14,000 7018 Conference-Decorations Expense 200 200 7020 Conference-Printing Expense 650 650 7022 Conference-Audio Visual Expense 100 100 7030 Conference-Photocopying Expense 7042 Conference-Outside Contractor Expense 7048 Conference-Equipment Purchase Expense 7070 Conference-Bank Charges & Credit Card Fee 300 300 7072 Conference-Sales Tax Expense (incl. GST, VAT, 7078 Conference-Food Expense 7080 Conference-Gifts & Thank Yous 25 7090 Equipment Rental 200 200 19,675 19,675 Total Conference Expenses Conference Net Income/(Loss) 575 575

6	7
TOAS	MASTERS

Fundraising Net Income/(Loss)

#### TOASTMASTERS INTERNATIONAL ANNUAL BUDGET 2023-2024

DISTRICT

USD Account Name <u>Jul-23</u> <u>Aug-23</u> Sep-23 Oct-23 <u>Mar-24</u> Account # Nov-23 Dec-23 <u>Jan-24</u> Feb-24 Apr-24 May-24 Jun-24 <u>Total</u> **Fundraising Revenue** 6025 Fundraising Registration 6010 Fundraising Donations - Individual 6010 Fundraising Donations - Corporate 6010 Fundraising Donations - Other 6050 Fundraising Refunds - Registration & Tickets 6055 Fundraising Refunds - Other 6060 Reimbursments - Registration & Tickets 6020 Fundraising Other Revenue 6030 Fundraising Sponsorship/Advertising Revenue 6035 Fundraising Raffle Revenue 6040 Fundraising Auction Revenue **Total Fundraising Revenue Fundraising Expenses** 7008 Fundraising-Promotional Materials 7010 Fundraising-Awards Expense (Trophies, Plaques, 7012 Fundraising-Supplies & Stationery Expense 7014 Fundraising-Room Rental Event Expense 7018 Fundraising-Decorations Expense 7022 Fundraising-Audio Visual Expense 7042 Fundraising-Outside Contractor Expense 7070 Fundraising-Bank Charges & Credit Card Fee Expense 7090 Equipment Rental Total Fundraising Expenses

TOAS TRASELES			TOASTMASTERS INTERNATIONAL ANNUAL BUDGET 2023-2024									DISTRICT	39	
								USD						
Account #	Account Name	<u>Jul-23</u>	<u>Aug-23</u>	<u>Sep-23</u>	Oct-23	<u>Nov-23</u>	<u>Dec-23</u>	<u>Jan-24</u>	<u>Feb-24</u>	<u>Mar-24</u>	<u>Apr-24</u>	<u>May-24</u>	<u>Jun-24</u>	<u>Total</u>
6045 District S	Store Revenue											500		500
7002 Cost of S	Sales Expense - District Store				500									500
District Store Net I	Income/(Loss)	-	-	-	(500)	-	-	-	-	-	-	500		-

TOASTRASTERS						ASTERS INTERNA ANNUAL BUDGET 2023-2024							DISTRICT	39
								USD						
Account #	Account Name	<u>Jul-23</u>	<u>Aug-23</u>	<u>Sep-23</u>	Oct-23	<u>Nov-23</u>	<u>Dec-23</u>	<u>Jan-24</u>	<u>Feb-24</u>	<u>Mar-24</u>	<u>Apr-24</u>	<u>May-24</u>	<u>Jun-24</u>	<u>Total</u>
Marketing Outside	Toastmasters Expenses													
	oastmasters Expenses													
7006 Marketing-E	ducational Materials													-
7008 Marketing-P	romotional Materials													-
7010 Marketing-A	wards Expense (Trophies, Plaques, Ribbons &													-
7012 Marketing-S	upplies & Stationery Expense			545	10	10	10	10	10	10	10	10	10	635
7036 Marketing-A	dvertising Expense			200	200	200	200	200	200	200	200	200	200	2,000
7044 Marketing-P	ostage & Shipping Expense													-
7082 Marketing-In	centives													-
7088 Marketing-S	torage Expenses													-
7014 Marketing-R	oom Rental Event Expense			50	100	150	100	100	150	150	100	100	150	1,150
7026 Marketing-W	/ebsite Expense			63								150		213
Marketing Outside T	oastmasters Expenses Total	-	-	858	310	360	310	310	360	360	310	460	360	3,998

3,998

Total Marketing Outside Toastmasters Expenses

	TOASTMASTERS INTERNATIONAL	DISTRICT 39
TOASTMASTERS	ANNUAL BUDGET	
	2023-2024	

	Г							USD						
Account #	Account Name	Jul-23	Aug-23	<u>Sep-23</u>	Oct-23	<u>Nov-23</u>	<u>Dec-23</u>	Jan-24	<u>Feb-24</u>	<u>Mar-24</u>	<u>Apr-24</u>	<u>May-24</u>	Jun-24	<u>Total</u>
Administration I	Expenses													
7004 Admin-B														_
7008 Admin-P	romotional Materials													-
7010 Admin-A	wards Expense (Trophies, Plaques,													-
	upplies & Stationery Expense		47											47
7014 Admin-R	oom Rental Event Expense													-
	rinting Expense													-
	udio Visual Expense													-
	/ebsite Expense				5,250									5,250
	hotocopying Expense													-
	elephone Expense													-
	onference Calls & Webinars Expense	1,301												1,301
	ostage & Shipping Expense													-
	xpress Mail/Courier Expense		194											194
	quipment Purchase Expense (Less than													-
	ank Charges & Credit Card Fee													-
	ympathy Expense	044			475	475	475	475	475	475	475	475	475	- 0.400
	torage Expenses quipment Rental	911			175	175	175	175	175	175	175	175	175	2,486
7090 Admin-E	quipment Rentai													-
	-													-
	-													-
	-													-
	-													-
	-													-
														-
	_													-
		0.043	244		5.465	4==	4==	4==	455	4==	4==	455	4	-
Total A	dministration Expenses	2,212	241	-	5,425	175	175	175	175	175	175	175	175	9,278

TOASTMASTERS	

					2023-2024		USD						
Account # Account Name	<u>Jul-23</u>	<u>Aug-23</u>	<u>Sep-23</u>	Oct-23	<u>Nov-23</u>	<u>Dec-23</u>	<u>Jan-24</u>	<u>Feb-24</u>	<u>Mar-24</u>	<u>Apr-24</u>	<u>May-24</u>	<u>Jun-24</u>	<u>Total</u>
Recognition Expense													
Recognition - Member 7006 Recognition - Member-Educational Materials													_
7008 Recognition - Member-Promotional Materials													-
<ul> <li>7010 Recognition - Member-Awards Expense (Trophies,</li> <li>7012 Recognition - Member-Supplies &amp; Stationery</li> </ul>								400					400
7036 Recognition - Member-Advertising Expense													-
7044 Recognition - Member-Postage & Shipping Expense	e 28		25	25	25	25	25	25	25	25	25	25	278
7082 Recognition - Member-Incentives													-
													-
Recognition - Member Total	28		25	25	25	25	25	425	25	25	25	25	678
recognition - Member Total					20	20	20	720					070
Recognition - Club 7006 Recognition - Club-Educational Materials													
7008 Recognition - Club-Promotional Materials												-	-
7010 Recognition - Club-Awards Expense (Trophies,			25	25	25	25	25	25	25	25	25	25	250
7012 Recognition - Club-Supplies & Stationery Expense 7036 Recognition - Club-Advertising Expense													-
7044 Recognition - Club-Postage & Shipping Expense			25	25	25	25	25	25	25	25	25	25	250
7082 Recognition - Club-Incentives													-
													-
					==								-
Recognition - Club Total	<del>-</del>	-	50	50	50	50	50	50	50	50	50	50	500
Recognition - Area													
7006 Recognition - Area-Educational Materials 7008 Recognition - Area-Promotional Materials													-
7010 Recognition - Area-Awards Expense (Trophies,			25	25	25	25	25	25	25	25	25	25	250
7012 Recognition - Area-Advertising Expense	_												-
7036 Recognition - Area-Advertising Expense 7044 Recognition - Area-Postage & Shipping Expense			25	25	25	25	25	25	25	25	25	25	250
7082 Recognition - Area-Incentives													-
													-
													-
Recognition - Area Total		-	50	50	50	50	50	50	50	50	50	50	500
Recognition - Division													
7006 Recognition - Division-Educational Materials 7008 Recognition - Division-Promotional Materials													-
7010 Recognition - Division-Awards Expense (Trophies,					200								200
7012 Recognition - Division-Supplies & Stationery 7036 Recognition - Division-Advertising Expense	30												30
7036 Recognition - Division-Postage & Shipping Expense	,											-	-
7082 Recognition - Division-Incentives													-
Recognition - Division-Conference Calls & Webinars	5								40	79	79		198 -
													-
Recognition - Division Total	30	-	-	-	200	-	-	-	40	79	79	-	428
Recognition - District													
7006 Recognition - District-Educational Materials 7008 Recognition - District-Promotional Materials													-
7010 Recognition - District-Awards Expense (Trophies,					200						400		600
7012 Recognition - District-Supplies & Stationery Expens 7036 Recognition - District-Advertising Expense	е	<u> </u>			300						100		400
7036 Recognition - District-Advertising Expense 7044 Recognition - District-Postage & Shipping Expense			25	25	25	25	25	25	25	25	25	25	- 250
7082 Recognition - District-Incentives													-
													-
													-
Recognition - District Total	-	-	25	25	525	25	25	25	25	25	525	25	1,250
Table Barrer War 5			4=5	4.5	0.50	4=-	4=-		100			4=4	
Total Recognition Expenses	58	-	150	150	850	150	150	550	190	229	729	150	3,356

DISTRICT

	-					2023-2024		USD						
								USD						
Account #	Account Name	<u>Jul-23</u>	<u>Aug-23</u>	<u>Sep-23</u>	Oct-23	Nov-23	<u>Dec-23</u>	<u>Jan-24</u>	<u>Feb-24</u>	<u>Mar-24</u>	<u>Apr-24</u>	<u>May-24</u>	<u>Jun-24</u>	<u>Total</u>
Club Growth Exper	150													
Club Growth - Buildi	ng New Clubs													
	v Clubs-Educational Materials													-
	v Clubs-Promotional Materials													-
	w Clubs-Awards Expense (Trophies, Plaques, w Clubs-Supplies & Stationery Expense													-
	w Clubs-Advertising Expense													_
	v Clubs-Postage & Shipping Expense													_
7082 Building Nev				400	400	400	100	200	300	200	100	200		2,300
														-
														-
					122									-
Club Growth - Buildi	ng New Clubs Total	-	-	400	400	400	100	200	300	200	100	200	-	2,300
Club Growth - Rebu	ilding New Clubs													
	New Clubs-Educational Materials													-
	New Clubs-Promotional Materials				1		1		1	1	1			-
	New Clubs-Awards Expense (Trophies, Plaques,													-
	New Clubs-Supplies & Stationery Expense													-
	New Clubs-Advertising Expense													-
	New Clubs-Postage & Shipping Expense New Clubs-Incentives													-
7082 (Cebaliding 1	New Clubs-Incentives													_
														- -
														-
Club Growth - Rebu	ilding New Clubs Total	-	-	-	-	-	-	-	-	-	-	-	-	-
Club Growth - Memb	pership Growth													
	Growth-Educational Materials							T				T		_
	Growth-Promotional Materials													-
	Growth-Awards Expense (Trophies, Plaques,													-
	Growth-Supplies & Stationery Expense													-
	Growth-Advertising Expense													-
	o Growth-Postage & Shipping Expense													-
7082 Membership	o Growth-Incentives													
														_
														-
Club Growth - Memb	pership Growth Total	-	-	-	-	-	-	-	-	-	-	-	-	-
Olark Oracide March	and the Detection													
Club Growth - Membershir	Dersnip Retention  Description Retention Reterials			<u> </u>				Ī	T		Ī		1	
	Retention-Promotional Materials													_
	Retention-Awards Expense (Trophies, Plaques,													_
	Retention-Supplies & Stationery Expense													-
7036 Membership	Retention-Advertising Expense													-
	Retention-Postage & Shipping Expense													-
7082 Membership	Retention-Incentives													-
														-

													_
													_
Club Growth - Membership Retention Total	-	-	-	-	-	-	-	-	-	-	-	-	-
· ·													
Club Growth - Club Coaching													
7006 Club Coaching-Educational Materials													-
7008 Club Coaching-Promotional Materials													-
7010 Club Coaching-Awards Expense (Trophies, Plaques, Ribbons &													-
7012 Club Coaching-Supplies & Stationery Expense													-
7036 Club Coaching-Advertising Expense													-
7044 Club Coaching-Postage & Shipping Expense													-
7082 Club Coaching-Incentives													-
	<b></b>												-
	<u> </u>												-
													-
Club Growth - Club Coaching Total		-	-	-	-	-	-	-	-	-	-	-	-
Chule Charuthe Officer													
Club Growth - Other 7006 Club Growth - Other-Educational Materials		1		T				T					1
7008 Club Growth - Other-Promotional Materials													-
7010 Club Growth - Other-Awards Expense (Trophies, Plaques,													-
7012 Club Growth - Other-Supplies & Stationery Expense				+									-
7036 Club Growth - Other-Advertising Expense													-
7044 Club Growth - Other-Postage & Shipping Expense													-
7082 Club Growth - Other-Incentives													-
7062 Glab Growth Guiler moontaves													<u>-</u>
													<u> </u>
Club Growth - Other Total	-	-	-	-	-	-	-	-	-	-	-	-	-

TOASTMASTERS	

Account #

Public Relations Expenses 7008 PR-Promotional Materials

> 7020 PR-Printing Expense 7024 PR-Newsletter Expense

7026 PR-Website Expense

7028 PR-Directory Expense

PR-Advertising Expense

7012 PR-Supplies & Stationery Expense 7014 PR-Room Rental Event Expense

7042 PR-Outside Contractor Expense 7044 PR-Postage & Shipping Expense

Total Public Relations Expenses

Account Name

# TOASTMASTERS INTERNATIONAL ANNUAL BUDGET

191

76

76

191

191

2023-2024 USD <u>Jul-23</u> <u>Aug-23</u> <u>Sep-23</u> Oct-23 Nov-23 <u>Dec-23</u> <u>Jan-24</u> Feb-24 Mar-24 Apr-24 May-24 <u>Jun-24</u> <u>Total</u> 76 76 76 76 76 76 76 76 76 76 76 76 912 440 440 115 115 115 115 115 115 225 115 115 115 1,260

191

191

631

301

191

191

DISTRICT

2,612

191

TOASTMASTERS

DISTRICT 3

						USD						
Jul-23	<u>Aug-23</u>	<u>Sep-23</u>	Oct-23	<u>Nov-23</u>	<u>Dec-23</u>	<u>Jan-24</u>	<u>Feb-24</u>	<u>Mar-24</u>	<u>Apr-24</u>	<u>May-24</u>	<u>Jun-24</u>	<u>Total</u>
												-
												-
-				2,800								2,800
_												-
-												_
												_
												_
												-
												-
												-
												-
-	-	-	-	2,800	-	-	-	-	-	-	-	2,800
												-
												-
												-
												-
												-
												-
												-
_												_
-	-	-	-	-	-	-	-	-	-	-	-	-
												-
	1,146	1,146										2,292
-												-
												_
-	1,146	1,146	-	-	-	-	-	-	-	-	-	2,292
												_
		1,146	1,146 1,146	1,146 1,146	2,800 2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800

						1	1				1	1	
7006 ET-Educational Materials													-
7012 ET-Supplies & Stationery Expense													_
7014 ET-Room Rental Event Expense													_
7014													
													-
													-
													-
													-
Training Division & Area Directors Total		_	-	_	_	_	_	-	_	-	_	_	_
Training Biviolon a 7 to a Biroscolo Total													
T													
Training Areas & Divisions							T T				ı		1
7006 ET-Educational Materials													-
ET-Awards Expense (Trophies, Plaques, Ribbons &													
7010 Certificates)													_
													_
													-
													-
													-
Training Areas & Divisions Total	<u> </u>	-	-	-	-	-	<u> </u>	-	- '	-	_	_	-
Training / trode a Bivicione Fotal													
TI   F													
TLI Expenses		T					T T		T		T		1
7004 ET-Badges & Pins													-
7006 ET-Educational Materials													-
ET-Awards Expense (Trophies, Plaques, Ribbons &													
7010 Certificates)													_
7082 ET-Incentives													_
7082 E1-Incentives													-
													-
													-
													-
													_
TLI Evpansos Total													
TLI Expenses Total		<u> </u>		-	-	-	-	-	-	<u> </u>			-
ET Other Expenses													
7004 ET-Badges & Pins													-
7006 ET-Educational Materials													_
ET-Awards Expense (Trophies, Plaques, Ribbons &													
7010 Certificates)													
7010 Continued S													-
7082 ET-Incentives													-
													-
													-
													_
													-
ET Other Expenses Total		-		-	-	-	-	-	-	-	-		-
Total E&T Expenses	-	1,146	1,146	-	-	-	-	-	-	-	-	-	2,292
Total E&T Net Income (Loss)		(1,146)	(1 146)		2 800								502
Total Ex Enter income (LUSS)	-	(1,140)	(1,146)	-	2,800	-	-	-	-	-	-	-	508

DISTRICT

								USD						
Account #	Account Name	<u>Jul-23</u>	<u>Aug-23</u>	<u>Sep-23</u>	Oct-23	<u>Nov-23</u>	<u>Dec-23</u>	<u>Jan-24</u>	<u>Feb-24</u>	<u>Mar-24</u>	Apr-24	<u>May-24</u>	<u>Jun-24</u>	<u>Total</u>
Speech Contest														
6010 SC-Dona														-
6015 SC-Intere														-
	ellaneous Income													-
	stration & Ticket Revenue													-
	sorship/Advertising Revenue													-
6035 SC-Raffle														-
	nds - Registration & Tickets													-
6055 SC-Refur														-
Total Sp	peech Contest Revenue	-	-	-	-	-	-	-	-	-	-	-		-
Speech Contest	Expenses - Area													
	-Educational Materials													-
	-Awards Expense (Trophies, Plaques,													-
	-Supplies & Stationery Expense													-
	-Room Rental Event Expense													-
7090 SC Area-	-Equipment Rental													-
	_													-
	_													-
														-
Total Sp	peech Contest Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Speech Contest	Expenses - Division													
	ion-Educational Materials													-
	ion-Awards Expense (Trophies, Plaques,							958						958
	ion-Supplies & Stationery Expense													-
	ion-Room Rental Event Expense													-
7090 SC Divisi	ion-Equipment Rental													-
	_													-
	_													-
Total Sr	peech Contest Expenses		_	_	-	_	_	958	-		_	-		958
Total Sp	peedii Contest Expenses	-	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	930	<u> </u>	<u> </u>	<u> </u>	<u> </u>	<u> </u>	930
Speech Contest	Expenses - District ct-Educational Materials		Ι	T	Γ				T		I		I	4
	ct-Awards Expense (Trophies, Plaques,								50					
	ct-Supplies & Stationery Expense								50					50
	ct-Room Rental Event Expense								900					900
	ct-Equipment Rental								900					900
00.01	age Expenses		47					+						47
<sub>7088</sub> SC-Stora	age Expenses		47					+						47
	-													
Total Sp	peech Contest Expenses	-	47	-	-	-	-	-	950	-	-	-	-	997
Total Sp	peech Contest Expenses	-	47	-	-	-	-	958	950	-	-	-	-	1,955
Speech Contest N	Net Income/(Loss)	-	(47)	-	-	-		(958)	(950)	-	-	-	-	(1,955)

TOASTHASTERS

USD <u>Jul-23</u> **Account Name** <u>Aug-23</u> <u>Sep-23</u> Oct-23 <u>Dec-23</u> <u>Jan-24</u> Feb-24 Mar-24 Apr-24 May-24 <u>Jun-24</u> Account # <u>Nov-23</u> <u>Total</u> **Food and Meal Expense District Director** 200 200 7078 Food Expense 450 850 7016 Meal Event Expense 450 200 200 850 **District Director Total** Club Growth Director 7078 Food Expense 60 450 100 100 100 100 300 100 100 100 100 100 1,710 7016 Meal Event Expense 240 240 300 450 100 100 100 100 300 100 100 Club Growth Director Total 100 100 100 1,950 **Program Quality Director** 7078 Food Expense 450 200 650 7016 Meal Event Expense 450 200 650 **Program Quality Director Total** Finance Manager 7078 Food Expense 7016 Meal Event Expense Finance Manager Total PR Manager 7078 Food Expense 7016 Meal Event Expense PR Manager Total Administration Manager 7078 Food Expense 7016 Meal Event Expense Administration Manager Total **Division Director** 7078 Food Expense 7016 Meal Event Expense **Division Director Total** Area Director 7078 Food Expense 7016 Meal Event Expense Area Director Total **IPDD** 7078 Food Expense

7016 Meal Event Expense			1										
													_
IPDD Total		-	-	-		-	-	-	-	-	-	-	-
Danian Advison													
Region Advisor 7078 Food Expense			Ī		Ī		T						
													-
7016 Meal Event Expense													-
Region Advisor Total	-	-	-	-	-	-	-	-	-	-	-	-	-
International Officer													
7078 Food Expense													-
7016 Meal Event Expense													-
International Officer Total	-	-	-	-	-	-	-	-	-	-	-	-	-
Keynote Speaker													
7078 Food Expense													-
7016 Meal Event Expense													-
Keynote Speaker Total	-	-	-	-	-	-	=	-	-	-	-	-	-
Other Member													
7078 Food Expense													_
7016 Meal Event Expense					2,800								2,800
Other Member Total	-	-	-	-	2,800	-	-	-	-	-	-	-	2,800
					_,030								
Total Food and Meals Expenses	300	1,350	100	300	2,900	100	700	100	100	100	100	100	6,250

TOASTHASTERS

USD <u>Jul-23</u> Account # <u>Account Name</u> <u>Aug-23</u> <u>Sep-23</u> Oct-23 Nov-23 <u>Dec-23</u> <u>Jan-24</u> Feb-24 Mar-24 Apr-24 May-24 <u>Jun-24</u> <u>Total</u> Travel Expenses **District Director** 7056 Convention Registration Fees Expense 185 7060 Transportation - Airfare Expense 7062 Transportation - Mileage Expense 4 7064 Transportation - Taxis/Shuttle Expense 100 100 7066 Transportation - Rail Expense 7068 Transportation - Other Expense 220 220 7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.) **District Director Total** 509 509 Club Growth Director 7056 Convention Registration Fees Expense 725 725 7060 Transportation - Airfare Expense 7062 Transportation - Mileage Expense 43 70 49 49 49 49 49 49 49 49 6 49 561 7064 Transportation - Taxis/Shuttle Expense 100 7066 Transportation - Rail Expense 7068 Transportation - Other Expense 100 100 7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.) Club Growth Director Total 43 931 70 49 49 49 49 49 49 49 49 49 1,486 **Program Quality Director** 7056 Convention Registration Fees Expense 725 725 7060 Transportation - Airfare Expense 7062 Transportation - Mileage Expense 7064 Transportation - Taxis/Shuttle Expense 100 100 7066 Transportation - Rail Expense 7068 Transportation - Other Expense 80 7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.) **Program Quality Director Total** 905 905 Finance Manager 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, etc.) Finance Manager Total PR Manager 7060 Transportation - Airfare Expense 7062 Transportation - Mileage Expense

	1						T						
7064 Transportation - Taxis/Shuttle Expense													-
7066 Transportation - Rail Expense													-
7068 Transportation - Other Expense													-
7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
PR Manager Total	-	-	-	-	-	-	-	-	-	-	-	-	-
Administration Manager							I	1					7
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, etc.)													-
Administration Manager Total	-	-	-	-	-	-	-	-	-	-	-	-	-
Division Director													
Division Director 7060 Transportation - Airfare Expense													7
7062 Transportation - Mileage Expense											00		-
7064 Transportation - Taxis/Shuttle Expense											93		93
													-
7066 Transportation - Rail Expense													-
7068 Transportation - Other Expense													-
7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
Division Director Total	-	-	-	-	-	-	-	-	-	-	93	-	93
Area Director													
7060 Transportation - Airfare Expense		T		T	T		Π	Τ	T				7
7062 Transportation - Mileage Expense			70	70	70				90	90	1,020		1,410
7064 Transportation - Taxis/Shuttle Expense			70	70	70				90	90	1,020		1,410
7066 Transportation - Rail Expense													-
7068 Transportation - Other Expense													-
7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
			70	70	70				00	00	4 000		- 4 440
Area Director Total	-	-	70	70	70	-	-	-	90	90	1,020	-	1,410
IPDD													
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, etc.)													_
IPDD Total	-	-	-	-	-	-	-	-	-	-	-	-	-
_													
Region Advisor													
7060 Transportation - Airfare Expense													_
7062 Transportation - Mileage Expense													-
7064 Transportation - Taxis/Shuttle Expense													_
7066 Transportation - Rail Expense													_
												ļ	-
7068 Transportation - Other Expense													_
7068 Transportation - Other Expense 7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-

Region Advisor Total	-	-	-	-	-	-	-	-	-	-	-	-	-
International Officer													
7060 Transportation - Airfare Expense										T			_
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, etc.)													_
International Officer Total	-	-	-	-	-	-	-	-	-	-	-	-	-
Variable Charles													
Keynote Speaker 7060 Transportation - Airfare Expense									<u> </u>				
7060 Transportation - Mileage Expense													-
7062 Transportation - Taxis/Shuttle Expense													-
7066 Transportation - Rail Expense													-
7068 Transportation - Other Expense												<del></del>	-
7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.)												<del></del>	-
Keynote Speaker Total	-	-	-	-	-	-	-	-	-	-	-	-	
, · · <u> </u>													
Other Member													
7060 Transportation - Airfare Expense													-
7062 Transportation - Mileage Expense		70											70
7064 Transportation - Taxis/Shuttle Expense													-
7066 Transportation - Rail Expense													-
7068 Transportation - Other Expense													-
7072 Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
Other Member Total	-	70	-	-	-	-	-	-	-	-	-	-	70
Total Travel Expenses	43	2,416	140	119	119	49	49	49	139	139	1,162	49	4,473
Total Havel Expelled	+0	Z, <del>4</del> 10	140	113	119	49	<del></del>	<del>1</del> 0	100	108	1,102	+3	4,473

ATIONAL DISTRICT

		USD												
Account # Account Name	<u>Jul-23</u>	<u>Aug-23</u>	<u>Sep-23</u>	Oct-23	<u>Nov-23</u>	<u>Dec-23</u>	<u>Jan-24</u>	<u>Feb-24</u>	<u>Mar-24</u>	<u>Apr-24</u>	<u>May-24</u>	Jun-24	<u>Total</u>	
Travel Expenses														
District Director 7058 Lodging Expense		2,600		Т	T	T	900	T		T	Т		2 500	
District Director total	-	2,600	-	-	-	-	900	-	-	-	-	-	3,500 3,500	
													0,000	
Club Growth Director														
7058 Lodging Expense	100	2,600	100	100	100	100	1,000	100	100	100	100	100	4,600	
Club Growth Director Total	100	2,600	100	100	100	100	1,000	100	100	100	100	100	4,600	
Program Quality Director														
7058 Lodging Expense		2,600					900				200		3,700	
Program Quality Director Total		2,600	-	-	-	-	900	-	-	-	200	-	3,700	
Finance Manager														
7058 Lodging Expense													-	
Finance Manager Total		-	-	-	-	-	-	-	-	-	-	-	-	
PR Manager														
7058 Lodging Expense					T			T		T			_	
PR Manager Total	-	-	-	-	- '	- '	-	- '	-	-	-	-	-	
Administration Manager 7058 Lodging Expense				T		T	T	T	T	T	T			
Administration Manager Total	<u>-</u>	-	-	-	-	-	-	-	-	-	-	-	-	
Division Director														
7058 Lodging Expense													-	
Division Director Total	<del>-</del>	<u> </u>	-	<del>-</del>	<u> </u>	-	<del>-</del>	-	-	-	-		-	
Area Director														
7058 Lodging Expense													-	
Area Director Total		-	-	-	-	-	-	-	-	-	-	-	-	
IPDD														
7058 Lodging Expense											300		300	
IPDD total	-	-	-	-	-	-	-	-	-	-	300	- 1	300	
- · · · · ·														
Region Advisor 7058 Lodging Expense				400									400	
Region Advisor Total	-	-	-	400	-	-	-	-	-	-	-	-	400	
													,,,,	
International Officer			1											
7058 Lodging Expense											600		600	
International Officer total		-	-	-	-	-	-	-	-	-	600	-	600	

Keynote Speaker 7058 Lodging Expense													-
Keynote Speaker Total	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Member													
7058 Lodging Expense										400			400
Other Member Total		-	-	-	-	-	-	-	-	400	-	-	400
Titali ala'aa Easaasa	400	7 000	400	500	400	400	0.000	400	400	500	4 000	100	40.500
Total Lodging Expenses	100	7,800	100	500	100	100	2,800	100	100	500	1,200	100	13,500