

District 39
Profit & Loss (Actual vs. Budget Summary) (in USD)

| Month Ending 06/30/2021 | | | 07/01/2020 Through 06/30/2021 | | | |
|----------------------------|--------------------------|--------------------------|--|-------------------------|------------------------|-------------------------|
| Actual | Budget | Variance | | Actual | Budget | Variance |
| | | | District Revenue | | | |
| 1,715.63 | 1,250.00 | 465.63 | Membership Revenue | 43,788.83 | 47,752.00 | (3,963.17) |
| 0.00 | 0.00 | 0.00 | Conference Revenue | 0.00 | 24,385.00 | (24,385.00) |
| 0.00 | 0.00 | 0.00 | District Store Revenue | 46.75 | 1,500.00 | (1,453.25) |
| <u>1,715.63</u> | <u>1,250.00</u> | <u>465.63</u> | Total District Revenue | <u>43,835.58</u> | <u>73,637.00</u> | <u>(29,801.42)</u> |
| | | | District Expenses | | | |
| 0.00 | 0.00 | 0.00 | Conference Expenses | 0.00 | 24,385.00 | (24,385.00) |
| 0.00 | 0.00 | 0.00 | District Store Expenses | 0.00 | 1,500.00 | (1,500.00) |
| 3,683.43 | 894.00 | 2,789.43 | Recognition | 5,853.90 | 8,366.19 | (2,512.29) |
| 6.75 | 150.00 | (143.25) | Club Growth | 1,071.82 | 6,943.54 | (5,871.72) |
| 20.00 | 324.00 | (304.00) | Marketing Outside of Toastmasters Expenses | 962.94 | 3,814.00 | (2,851.06) |
| 0.00 | 0.00 | 0.00 | Marketing Expense | 563.69 | 0.00 | 563.69 |
| 0.00 | 484.00 | (484.00) | Public Relations Expense | 3,788.72 | 4,561.36 | (772.64) |
| 2,854.47 | 1,517.00 | 1,337.47 | Education & Training Expense | 2,854.47 | 6,727.00 | (3,872.53) |
| 0.00 | 0.00 | 0.00 | Speech Contest Expenses | 2,206.38 | 2,386.00 | (179.62) |
| 597.99 | 337.97 | 260.02 | Administration Expenses | 4,919.23 | 4,641.64 | 277.59 |
| 0.00 | 425.00 | (425.00) | Food and Meals Expense | 0.00 | 1,875.00 | (1,875.00) |
| 44.65 | 197.00 | (152.35) | Travel Expense | 44.65 | 4,414.00 | (4,369.35) |
| 0.00 | 0.00 | 0.00 | Lodging Expense | 0.00 | 2,850.00 | (2,850.00) |
| 884.19 | 0.00 | 884.19 | Other Expenses | 884.19 | 0.00 | 884.19 |
| <u>8,091.48</u> | <u>4,328.97</u> | <u>3,762.51</u> | Total District Expenses | <u>23,149.99</u> | <u>72,463.73</u> | <u>(49,313.74)</u> |
| <u>(6,375.85)</u> | <u>(3,078.97)</u> | <u>(3,296.88)</u> | Total Net Income | <u>20,685.59</u> | <u>1,173.27</u> | <u>19,512.32</u> |