



D. J. McMurray ACB, ALB

Treasurer 2013-2014

District 3

treasurer@aztoastmasters.org

September 21, 2013

District Governor, DEC Members and Guests,

I did not do a report for this year as I have only been able to complete one month and all of the Toastmaster International adjustments had not been completed. I will have the 1st quarter 2013-2014 completed for the next meeting.

The financial packet is the year end 2012-2013 reports which include the Certification, Narratives, Audit Guide Lines Signature pages and standard reports. I hope you have had a chance to review these as we need to approve them at this meeting. I welcome all your questions but if they do not affect the approval please email them to me and I will answer them with the help of our prior Treasurer. I respectfully request District Governor, Tim Smith, to call for the approval vote at the conclusion of my report.

Respectfully Submitted by

D. J. McMurray, ACB, ALB

Treasurer 2013-2014

District 3

INSTRUCTIONS:

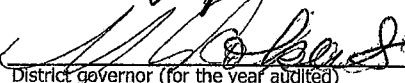
1. Complete all sections on the Narrative tab.
2. Fill in the white cells below with the appropriate information and print out this page.
3. Obtain related signature below. **Electronic signatures are not acceptable.**
4. Distribute monthly reports per Toastmasters International protocol 8.4, to the district governor and lieutenant governors within 30 days after the end of the month.
5. **Quarter reports due to World Headquarters:**
 - * September Report: **October 31**
 - * December (Audit) Report: **February 15**
 - * March Report: **April 30**
 - * June (Audit) Report: **August 31**
6. Submit approved narratives and certification page to World Headquarters by email or fax:
 - * Scan and email the PDF to **DistrictFinancialReports@toastmasters.org**
 - * Or fax to (949) 589-3456

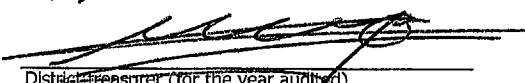
NOTE: This certification form must be complete for the report to be accepted by World Headquarters. Reserve funds will not be released until World Headquarters receives the completed report.

In Base Currency	USD
Monthly Net Income/(Loss)	(12,067.46)
Year to Date Net Income/(Loss)	(1,613.11)
Total Available Funds	63,517.09

1. We, the undersigned, certify that all district financial records have been made available to the audit committee for inspection and that any bills or other outstanding obligations for the 2012-13 term have been reported to the audit committee and included in accruals section of this audit. We further certify that there are no other outstanding district obligations incurred for the 2012-13 term.

Dated this 20th day of August, 2013

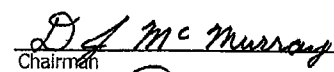

District governor (for the year audited)


District treasurer (for the year audited)

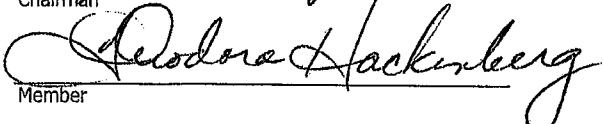
Complete only for the Mid-year Report and Year-end Report:

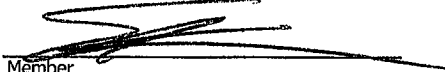
2. We, the undersigned members of the Audit Committee, have examined the records of District 3 for the 2012-13 term in accordance with the Audit Committee Guidelines* and believe that this report properly reflects the operation for that term.

Dated this 24th day of August 2013


Chairman


Member


Member


Member

* Audit Committee Guidelines are available at the District Finance Corner: www.toastmasters.org/AuditGuide

NOTE: Audit committee members cannot be members of the district executive committee (e.g., district governor, lieutenant governors, immediate past district governor, secretary, treasurer, public relations officer, division governors, area governors).

In the following white cells, include a brief narrative (description/explanation) of the monthly income, revenues and expenses associated with each category of the Treasurer's Report. Explain if the monthly activities aligned or did not align with the district budget and the District Success Plan. A separate sheet may be used. For each of the four Quarter Reports, **all sections of this narrative page must be completed in order for the report to be accepted by World Headquarters.** The questions in the boxes are to help you formulate narratives. Delete the questions, and replace them with your narratives.

Membership Revenue

The district exceeded the membership goals for the year in terms of membership payments by \$1,663.50. This is due to new clubs being formed and a solid campaign from the district to get existing members to pay. Overall, membership payments was 95.5% of all clubs although total membership decreased a little for the year.

Conference Net Income/(Loss)

Conferences expenses are over budget by \$2,328.00. Nevertheless, the revenues are over budget by \$4,781.00. We have a net income of \$2,453.00. Conference did not lose any money.

Fundraising Net Income/(Loss)

The main event for this quarter was the preparation for July Jubilee for the 27th of July. That event was budgeted. Fundraising revenues are \$780.00 over budget but expenses are \$2,866.00 over as well. This leaves the district with a net loss of \$2,086.00.

TLI Net Income/(Loss)

TLI has a net loss of \$9,520.00. The district had to accommodate more attendees than anticipated. These unforeseen increase of participants necessitated bigger facilities which cost more than budgeted. Supplies for the TLI events throughout the year were most expensive than planned as well due to the increase in number of participants and to inflation.

District Store Net Income/(Loss)

The district does not have any store.

Other Revenue

There were no other revenues.

In the following white cells, include a brief narrative (description/explanation) of the monthly income, revenues and expenses associated with each category of the Treasurer's Report. Explain if the monthly activities aligned or did not align with the district budget and the District Success Plan. A separate sheet may be used. For each of the four Quarter Reports, **all sections of this narrative page must be completed in order for the report to be accepted by World Headquarters.** The questions in the boxes are to help you formulate narratives. Delete the questions, and replace them with your narratives.

Marketing

The main focus was chartering of new clubs and scheduling the meetings and demos for the prospective clubs heading into the next club year. We participated in all WHQ membership building campaigns and were one of the top 20 in the 1+1 campaign. District 3 was well represented at several large events in the Phoenix and Tucson area. There were no unexpected expenses. The district is under budget in marketing expenses for the year by \$8,353.00. Mostly due to gift certificates for membership campaigns, free banners for chartering clubs and other awards being purchased after the yearend close. Also not as many clubs chartered as budgeted.

Communications and Public Relations

A change in the Public Relations Officer in the middle of year impacted the events that were budgeted with the previous Public Relations Officer. This was translated by the expenses being under budget by \$3,137.00. There were four issues printed and mailed for the 8-page Roadrunner newsletter, highlighting member and club achievements. It also focused very hard on encouraging clubs to meet their membership and DCP goals. Articles included motivation and strategies for success. The District sponsored several community organization booths throughout the District, to help achieve membership goals. There were no unexpected communications and public relations expenses.

Education and Training

The budget was well executed for the year. We were over by just \$25.00. Our main focus for the year was to meet our DCP goals. We do not have any unexpected expenses.

Speech contests

The district was on target for the year for Contest expenses. We were just over by \$25.00. All the contests were held in a professional manner and winners were posted on all websites as required.

Administration

Administration expenses were held well throughout the year. The year end expenses were over due to a few changes in Toastmasters International store for a few items budgeted and due to new officers for the coming year. Overall, we were over budget by just \$900.00.

Travel

Travel is over budget by just \$400.00. This is a consequence of more qualified members requesting mileage reimbursement compared to previous years that were used as the basis of budgeting.

Other Expenses

There were no other expenses for the year.

Audit Committee Guidelines



District #: 03

Circle one: Mid-year Audit or Year-end Audit

PROCEDURES TO BE COMPLETED	COMPLETED BY
A. ORGANIZATION	DDE 8/24/13
<p>1. Obtain all supporting documents for the Mid-year or Year-end Treasurer's Report from the district treasurer, and sort the documents in the following manner:</p> <ul style="list-style-type: none"> ▶ Stack #1: Sort Treasurer's Reports, bank statements and district reserve statements into separate groups, organize in chronological order and place in one stack bound by a rubber band. ▶ Stack #2: Sort all other supporting documents in the order they appear on the Receipt Register and Payment Register. Receipt supporting documents should be placed behind the Receipt Register and payment supporting documents should be placed behind the Payment Register. Bind both registers along with supporting documents together with a rubber band. 	<p>D/M</p> <p>} provided by Monthly</p> <p>th GML</p>
B. SUBSTANTIATING TRANSACTIONS	DDE 8/24/13
<p>2. To ensure that all transactions are adequately supported, perform the following procedures:</p> <ul style="list-style-type: none"> ▶ Trace and agree all transactions on the Receipt Register and Payment Register to their respective supporting documentation. ▶ Place a check mark on the Receipt Register and Payment Register next to each transaction that has support. Only transactions missing support should not be checked. ▶ For those transactions that do not have support, contact the district treasurer and ask if support exists and request a copy. 	<p>D/M</p> <p>See notes re: Discrepancies</p> <p>th GML</p>

PROCEDURES TO BE COMPLETED	COMPLETED BY
C. POLICY REVIEW	WCC 8/24/13
<p>3. To ensure that transactions were executed within the company policies, perform the following procedures:</p> <ul style="list-style-type: none"> ▶ Review all cancelled checks and verify that they were signed by both the district governor and district treasurer (checks made payable to the district governor or district treasurer should be signed or approved in writing by the lieutenant governor education and training or the lieutenant governor marketing). ▶ Review all reimbursement requests and verify that they were approved by the district governor. Ensure that all expenses on the request have adequate documentation (receipts or other support). ▶ Identify all payments in excess of USD\$ 500 and verify that each expense was properly approved by the district governor and at least one lieutenant governor. Any individual expense in excess of USD\$ 500 must be authorized in advance; there should be approval included in the supporting documentation and some indication of when the expense was approved (an email approving the expense would be acceptable). 	<p>JSM</p> <p>Not able to audit</p> <p>th</p> <p>SPC</p>

Did not provide Copies of Canceled Checks

D of Mc Murray, Chair

Roberta K. Connell
AUDIT COMMITTEE MEMBER SIGNATURE

8/24/13
DATE

[Signature]
AUDIT COMMITTEE MEMBER SIGNATURE

8/24/13
DATE

AUDIT COMMITTEE MEMBER SIGNATURE

DATE

District 3
Reconciliation Report
 As Of 06/30/2013
 Account: Cash - Bank of America (6622)

Statement Ending Balance		32,992.62
Deposits in Transit		0.00
Outstanding Checks and Charges		(3,021.08)
Adjusted Bank Balance		29,971.54
Book Balance		29,971.54
Adjustments*		0.00
Adjusted Book Balance		29,971.54

Total Checks and Charges Cleared	7,141.44	Total Deposits Cleared	3,489.00
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Deposits

Name	Memo	Date	Doc No	Cleared	In Transit
TLI Revenue		06/03/2013		161.00	
TLI Revenue		06/03/2013		287.00	
TLI Revenue		06/03/2013		266.00	
July Jubilee		06/03/2013		99.00	
TLI Revenue		06/04/2013		126.00	
TLI Revenue		06/05/2013		231.00	
TLI Revenue		06/06/2013		357.00	
TLI Revenue		06/07/2013		294.00	
July Jubilee		06/10/2013		66.00	
TLI Revenue		06/10/2013		14.00	
TLI Revenue		06/10/2013		196.00	
TLI Revenue		06/11/2013		140.00	
TLI Revenue		06/12/2013		14.00	
TLI Revenue		06/13/2013		56.00	
TLI Revenue		06/14/2013		28.00	
TLI Revenue		06/17/2013		33.00	
July Jubilee		06/17/2013		28.00	
TLI Revenue		06/17/2013		42.00	
TLI Revenue		06/17/2013		14.00	
TLI Revenue		06/17/2013		33.00	
July Jubilee		06/18/2013		14.00	
TLI Revenue		06/18/2013		14.00	
TLI Revenue		06/19/2013		42.00	
TLI Revenue		06/20/2013		33.00	
July Jubilee		06/20/2013		63.00	
TLI Revenue		06/21/2013		84.00	
TLI Revenue		06/24/2013		133.00	
TLI Revenue		06/24/2013		28.00	
TLI Revenue		06/24/2013		33.00	
July Jubilee		06/25/2013		196.00	
TLI Revenue		06/25/2013		105.00	
TLI Revenue		06/26/2013		182.00	
TLI Revenue		06/27/2013		77.00	
TLI Revenue		06/28/2013		77.00	
Total Deposits				3,489.00	0.00

Checks and Charges

Name	Memo	Date	Check No	Cleared	Outstanding
Timothy Smith LGM		05/20/2012	6673		39.00
Connie Weiss		11/26/2012	Check 6771		10.00
Bank Card Merchant Fees		06/03/2013		388.53	
Authnet Gateway Fee	Authnet Gateway	06/04/2013		10.00	
Horizon Community Learning Center		06/06/2013	Check 6834	1,660.00	
Jeff Morud		06/06/2013	Check 6835		30.53
Valley of the Sun June-teenth		06/06/2013	Check 6836	50.00	
TI-Ralph Smedley Memorial Fund		06/07/2013	Check 6840		100.00
Tim Swearingen		06/07/2013	Check 6841	270.35	

District 3 Reconciliation Report

As Of 06/30/2013

Account: Cash - Bank of America (6622)

Nancy Goins	06/08/2013	Check 6837	390.03	
Eric Jay Toll	06/08/2013	Check 6838	303.90	
Trish Blackwelder	06/08/2013	Check 6839	202.50	
Capital Merchant Gate- way Fee	06/11/2013		38.35	
Century Link 520749	06/19/2013	Auto Pay	29.22	
RC Type, Print & Direct Mail	06/24/2013	Check 6842	2,356.00	
Amazing Awards	06/24/2013	Check 6843	697.45	
RC Type, Print & Direct Mail	06/24/2013	Check 6844	720.00	
Century Link 602254	06/25/2013	Auto Pay	25.11	
Tim Swearingen	06/29/2013	Check 6845		79.18
PJ Glauz	06/29/2013	Check 6846		35.56
Sally Goodwin	06/29/2013	Check 6847		38.70
Holiday Inn & Suites	06/29/2013	Check 6848		2,448.11
Ann Pettyman	06/29/2013	Check 6849		240.00
Total Checks and Charges			7,141.44	3,021.08

District 3
Reconciliation Report
 As Of 06/30/2013
 Account: District Reserve Receivable

Statement Ending Balance	51,518.55
Deposits in Transit	0.00
Outstanding Checks and Charges	0.00
Adjusted Bank Balance	51,518.55
Book Balance	51,518.55
Adjustments*	0.00
Adjusted Book Balance	51,518.55

Total Checks and Charges Cleared	5,084.37	Total Deposits Cleared	3,178.50
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Deposits

Name	Memo	Date	Doc No	Cleared	In Transit
General Ledger Entry	June Monthly Membership Revenue	06/30/2013		3,178.50	
Total Deposits				3,178.50	0.00

Checks and Charges

Name	Memo	Date	Check No	Cleared	Outstanding
Toastmasters International - WHQ		06/03/2013	9002211907	2,022.37	
Toastmasters International - WHQ		06/07/2013	9002233860	2,503.21	
Toastmasters International - WHQ		06/20/2013	9002250200	558.79	
Total Checks and Charges				5,084.37	0.00

District 3

TI: *** Treasurer's Report (Actual vs. Budget Summary) ***

Reporting Book: ACCRUAL

As of Date: 06/30/2013

Cost Center: 003--District 3

Month Ending 06/30/2013			07/01/2012 Through 06/30/2013			
Actual	Budget	Variance		Actual	Budget	Variance
			District Revenue			
3,178.50	2,466.00	712.50	Membership Revenue	73,552.50	71,889.00	1,663.50
-240.00	0.00	-240.00	Conference Revenue	51,031.00	46,250.00	4,781.00
0.00	1,000.00	-1,000.00	Fundraising Revenue	4,548.06	3,767.25	780.81
0.00	3,500.00	-3,500.00	TLI Revenue	8,446.91	11,367.77	-2,920.86
<u>2,938.50</u>	<u>6,966.00</u>	<u>-4,027.50</u>	Total District Revenue	<u>137,578.47</u>	<u>133,274.02</u>	<u>4,304.45</u>
			District Expenses			
78.60	0.00	78.60	Conference Expenses	48,578.04	46,250.00	2,328.04
0.00	0.00	0.00	Fundraising Expenses	9,581.08	6,714.24	2,866.84
6,387.43	1,950.00	4,437.43	TLI Expenses	21,676.21	15,076.29	6,599.92
390.03	2,060.00	-1,669.97	Marketing Expense	9,137.05	17,490.59	-8,353.54
2,406.00	3,000.00	-594.00	Communications & PR Expenses	12,187.55	15,325.00	-3,137.45
2,503.21	400.00	2,103.21	Education & Training Expense	8,724.86	8,699.61	25.25
2,022.37	3,400.00	-1,377.63	Speech Contest Expenses	8,177.94	7,741.97	435.97
1,150.00	885.25	264.75	Administration Expenses	12,473.74	11,550.45	923.29
68.32	300.00	-231.68	Travel Expense	8,655.11	8,253.33	401.78
0.00	0.00	0.00	Other Expenses	0.00	500.00	-500.00
<u>15,005.96</u>	<u>11,995.25</u>	<u>3,010.71</u>	Total District Expenses	<u>139,191.58</u>	<u>137,601.48</u>	<u>1,590.10</u>
<u>-12,067.46</u>	<u>-5,029.25</u>	<u>-7,038.21</u>	Total Net Income	<u>-1,613.11</u>	<u>-4,327.46</u>	<u>2,714.35</u>

District 3

TI: *** Treasurer's Report (Actual vs. Budget SD Detail) ***

Reporting Book: ACCRUAL
 As of Date: 07/31/2013
 Cost Center: 003--District 3

Month Ending 07/31/2013			07/01/2013 Through 07/31/2013		
Actual	Budget	Variance	Actual	Budget	Variance
District Revenue					
2,196.00	0.00	2,196.00	2,196.00	0.00	2,196.00
50.00	0.00	50.00	50.00	0.00	50.00
50.00	0.00	50.00	50.00	0.00	50.00
50.00	0.00	50.00	50.00	0.00	50.00
50.00	0.00	50.00	50.00	0.00	50.00
2,244.00	0.00	2,244.00	2,244.00	0.00	2,244.00
-33.00	0.00	-33.00	-33.00	0.00	-33.00
-33.00	0.00	-33.00	-33.00	0.00	-33.00
-33.00	0.00	-33.00	-33.00	0.00	-33.00
2,211.00	0.00	2,211.00	2,211.00	0.00	2,211.00
427.00	0.00	427.00	427.00	0.00	427.00
1,694.00	0.00	1,694.00	1,694.00	0.00	1,694.00
2,121.00	0.00	2,121.00	2,121.00	0.00	2,121.00
200.00	0.00	200.00	200.00	0.00	200.00

200.00	0.00	200.00	Total Non Registration
200.00	0.00	200.00	Total Non Registration
2,321.00	0.00	2,321.00	Total TLI Revenue
6,778.00	0.00	6,778.00	Total District Revenue
District Expenses			
3,638.54	0.00	3,638.54	Fundraising Expenses
4,425.63	0.00	4,425.63	TLI Expenses
Marketing Expense			
3,043.54	0.00	3,043.54	Recognition
3,043.54	0.00	3,043.54	Total Marketing Expense
191.25	0.00	191.25	Communications & PR Expenses
Education & Training Expense			
1,833.56	0.00	1,833.56	Distinguished Clubs
-378.00	0.00	-378.00	Training Club Officers
1,958.17	0.00	1,958.17	Training Division & Area Governors
3,413.73	0.00	3,413.73	Total Education & Training Expense
525.71	0.00	525.71	Administration Expenses
15,238.40	0.00	15,238.40	Total District Expenses
-8,460.40	0.00	-8,460.40	Total Net Income

200.00	0.00	200.00
200.00	0.00	200.00
2,321.00	0.00	2,321.00
6,778.00	0.00	6,778.00
3,638.54	0.00	3,638.54
4,425.63	0.00	4,425.63
3,043.54	0.00	3,043.54
3,043.54	0.00	3,043.54
191.25	0.00	191.25
1,833.56	0.00	1,833.56
-378.00	0.00	-378.00
1,958.17	0.00	1,958.17
3,413.73	0.00	3,413.73
525.71	0.00	525.71
15,238.40	0.00	15,238.40
-8,460.40	0.00	-8,460.40

District 3

TI: *** Treasurer's Report (Actual vs. Budget GL Detail) ***

Reporting Book: ACCRUAL

As of Date: 06/30/2013

Cost Center: 003--District 3

Month Ending 06/30/2013			07/01/2012 Through 06/30/2013			
Actual	Budget	Variance		Actual	Budget	Variance
District Revenue						
Membership Revenue						
3,178.50	2,466.00	712.50	6005-000000 - Membership Revenue	73,552.50	71,889.00	1,663.50
<u>3,178.50</u>	<u>2,466.00</u>	<u>712.50</u>	Total Membership Revenue	<u>73,552.50</u>	<u>71,889.00</u>	<u>1,663.50</u>
Conference Revenue						
Registration & Tickets						
Registration - Member						
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	12,387.00	400.00	11,987.00
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	Total Registration - Member	<u>12,387.00</u>	<u>400.00</u>	<u>11,987.00</u>
Registration - Meal Events						
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	32,969.00	40,450.00	-7,481.00
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	Total Registration - Meal Events	<u>32,969.00</u>	<u>40,450.00</u>	<u>-7,481.00</u>
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	Total Registration & Tickets	<u>45,356.00</u>	<u>40,850.00</u>	<u>4,506.00</u>
Non Registration						
Non Registration						
0.00	0.00	0.00	6010-000000 - Donation Revenue	80.00	0.00	80.00
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	600.00	2,000.00	-1,400.00
0.00	0.00	0.00	6030-000000 - Sponsorship/Advertising Revenue	815.00	0.00	815.00
0.00	0.00	0.00	6035-000000 - Raffle Revenue	6,283.00	6,000.00	283.00
0.00	0.00	0.00	6040-000000 - Auction Revenue	2,342.00	400.00	1,942.00
-240.00	0.00	-240.00	6050-000000 - Refunds - Registration & Tickets	-3,870.00	-3,000.00	-870.00
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	6055-000000 - Refunds - Other	<u>-575.00</u>	<u>0.00</u>	<u>-575.00</u>
<u>-240.00</u>	<u>0.00</u>	<u>-240.00</u>	Total Non Registration	<u>5,675.00</u>	<u>5,400.00</u>	<u>275.00</u>

**Month Ending
06/30/2013**

**07/01/2012 Through
06/30/2013**

Actual	Budget	Variance		Actual	Budget	Variance
-240.00	0.00	-240.00	Total Non Registration	5,675.00	5,400.00	275.00
-240.00	0.00	-240.00	Total Conference Revenue	51,031.00	46,250.00	4,781.00
			Fundraising Revenue			
			Registration & Tickets			
0.00	1,000.00	-1,000.00	6025-000000 - Registration & Ticket Revenue	3,730.00	3,614.00	116.00
0.00	1,000.00	-1,000.00	Total Registration & Tickets	3,730.00	3,614.00	116.00
			Non Registration			
			Other			
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	899.06	153.25	745.81
0.00	0.00	0.00	6050-000000 - Refunds - Registration & Tickets	-81.00	0.00	-81.00
0.00	0.00	0.00	Total Other	818.06	153.25	664.81
0.00	0.00	0.00	Total Non Registration	818.06	153.25	664.81
0.00	1,000.00	-1,000.00	Total Fundraising Revenue	4,548.06	3,767.25	780.81
			TLI Revenue			
			Registration & Tickets			
			Registration - Member			
0.00	3,500.00	-3,500.00	6025-000000 - Registration & Ticket Revenue	7,494.91	11,367.77	-3,872.86
0.00	3,500.00	-3,500.00	Total Registration - Member	7,494.91	11,367.77	-3,872.86
			Registration - Late			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	7.00	0.00	7.00
0.00	0.00	0.00	Total Registration - Late	7.00	0.00	7.00
			Registration - Meal Events			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	616.00	0.00	616.00
0.00	0.00	0.00	Total Registration - Meal Events	616.00	0.00	616.00
0.00	3,500.00	-3,500.00	Total Registration & Tickets	8,117.91	11,367.77	-3,249.86
			Non Registration			
			Non Registration			
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	350.00	0.00	350.00
0.00	0.00	0.00	6050-000000 - Refunds - Registration & Tickets	-21.00	0.00	-21.00
0.00	0.00	0.00	Total Non Registration	329.00	0.00	329.00

**Month Ending
06/30/2013**

**07/01/2012 Through
06/30/2013**

Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	Total Non Registration	329.00	0.00	329.00
0.00	3,500.00	-3,500.00	Total TLI Revenue	8,446.91	11,367.77	-2,920.86
2,938.50	6,966.00	-4,027.50	Total District Revenue	137,578.47	133,274.02	4,304.45
District Expenses						
Conference Expenses						
0.00	0.00	0.00	7008-000000 - Promotional Materials	3,198.12	100.00	3,098.12
30.53	0.00	30.53	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	-1,843.69	200.00	-2,043.69
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	503.70	700.00	-196.30
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	21,000.00	21,000.00	0.00
0.00	0.00	0.00	7016-000000 - Meal Event Expense	19,340.88	18,000.00	1,340.88
0.00	0.00	0.00	7018-000000 - Decorations Expense	150.00	150.00	0.00
48.07	0.00	48.07	7020-000000 - Printing Expense	1,922.19	2,000.00	-77.81
0.00	0.00	0.00	7022-000000 - Audio Visual Expense	1,525.00	2,000.00	-475.00
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	138.00	200.00	-62.00
0.00	0.00	0.00	7080-000000 - Gifts & Thank Yous	593.34	900.00	-306.66
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	2,050.50	1,000.00	1,050.50
78.60	0.00	78.60	Total Conference Expenses	48,578.04	46,250.00	2,328.04
Fundraising Expenses						
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	3,534.43	1,485.59	2,048.84
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	4,756.10	4,206.10	550.00
0.00	0.00	0.00	7018-000000 - Decorations Expense	830.68	830.68	0.00
0.00	0.00	0.00	7020-000000 - Printing Expense	191.87	191.87	0.00
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	268.00	0.00	268.00
0.00	0.00	0.00	Total Fundraising Expenses	9,581.08	6,714.24	2,866.84
TLI Expenses						
720.00	0.00	720.00	7006-000000 - Educational Materials	2,881.20	3,069.38	-188.18
1,052.92	0.00	1,052.92	7012-000000 - Supplies & Stationery Expense	2,399.51	1,000.00	1,399.51
4,108.11	800.00	3,308.11	7014-000000 - Room Rental Event Expense	12,473.29	5,456.91	7,016.38

**Month Ending
06/30/2013**

**07/01/2012 Through
06/30/2013**

Actual	Budget	Variance		Actual	Budget	Variance
61.50	0.00	61.50	7020-000000 - Printing Expense	546.57	3,000.00	-2,453.43
444.90	1,000.00	-555.10	7078-000000 - Food Expense	3,025.64	2,000.00	1,025.64
0.00	150.00	-150.00	7086-000000 - Miscellaneous Expenses	350.00	550.00	-200.00
<u>6,387.43</u>	<u>1,950.00</u>	<u>4,437.43</u>	Total TLI Expenses	<u>21,676.21</u>	<u>15,076.29</u>	<u>6,599.92</u>
			Marketing Expense			
			Building New Clubs			
0.00	930.00	-930.00	7008-000000 - Promotional Materials	1,848.44	5,120.00	-3,271.56
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	93.10	0.00	93.10
<u>0.00</u>	<u>930.00</u>	<u>-930.00</u>	Total Building New Clubs	<u>1,941.54</u>	<u>5,120.00</u>	<u>-3,178.46</u>
			Membership Growth			
0.00	0.00	0.00	7008-000000 - Promotional Materials	227.48	227.48	0.00
0.00	860.00	-860.00	7020-000000 - Printing Expense	1,497.37	6,630.93	-5,133.56
302.70	270.00	32.70	7082-000000 - Incentives	3,762.96	4,295.00	-532.04
<u>302.70</u>	<u>1,130.00</u>	<u>-827.30</u>	Total Membership Growth	<u>5,487.81</u>	<u>11,153.41</u>	<u>-5,665.60</u>
			Recognition			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	704.24	336.00	368.24
0.00	0.00	0.00	7082-000000 - Incentives	916.13	881.18	34.95
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	Total Recognition	<u>1,620.37</u>	<u>1,217.18</u>	<u>403.19</u>
			Other			
87.33	0.00	87.33	7078-000000 - Food Expense	87.33	0.00	87.33
<u>87.33</u>	<u>0.00</u>	<u>87.33</u>	Total Other	<u>87.33</u>	<u>0.00</u>	<u>87.33</u>
<u>390.03</u>	<u>2,060.00</u>	<u>-1,669.97</u>	Total Marketing Expense	<u>9,137.05</u>	<u>17,490.59</u>	<u>-8,353.54</u>
			Communications & PR Expenses			
0.00	0.00	0.00	7008-000000 - Promotional Materials	112.00	100.00	12.00
0.00	0.00	0.00	7020-000000 - Printing Expense	78.55	800.00	-721.45
2,356.00	3,000.00	-644.00	7024-000000 - Newsletter Expense	9,877.00	12,000.00	-2,123.00
50.00	0.00	50.00	7040-000000 - Trade Show Registration Expense	2,120.00	2,425.00	-305.00
<u>2,406.00</u>	<u>3,000.00</u>	<u>-594.00</u>	Total Communications & PR Expenses	<u>12,187.55</u>	<u>15,325.00</u>	<u>-3,137.45</u>
			Education & Training Expense			

Month Ending
06/30/2013

07/01/2012 Through
06/30/2013

Actual	Budget	Variance		Actual	Budget	Variance
			Distinguished Clubs			
2,503.21	0.00	2,503.21	7082-000000 - Incentives	4,068.36	2,740.15	1,328.21
<u>2,503.21</u>	<u>0.00</u>	<u>2,503.21</u>	Total Distinguished Clubs	<u>4,068.36</u>	<u>2,740.15</u>	<u>1,328.21</u>
			Training Division & Area Governors			
0.00	200.00	-200.00	7006-000000 - Educational Materials	302.79	502.79	-200.00
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	0.00	43.75	-43.75
0.00	200.00	-200.00	7016-000000 - Meal Event Expense	0.00	200.00	-200.00
0.00	0.00	0.00	7078-000000 - Food Expense	312.80	176.92	135.88
<u>0.00</u>	<u>400.00</u>	<u>-400.00</u>	Total Training Division & Area Governors	<u>615.59</u>	<u>923.46</u>	<u>-307.87</u>
			Training Areas & Divisions			
0.00	0.00	0.00	7078-000000 - Food Expense	42.49	0.00	42.49
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	Total Training Areas & Divisions	<u>42.49</u>	<u>0.00</u>	<u>42.49</u>
			Other			
0.00	0.00	0.00	7004-000000 - Badges & Pins	3,413.04	4,000.00	-586.96
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	40.44	0.00	40.44
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	43.75	0.00	43.75
0.00	0.00	0.00	7020-000000 - Printing Expense	242.09	0.00	242.09
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	36.00	0.00	36.00
0.00	0.00	0.00	7078-000000 - Food Expense	47.46	0.00	47.46
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	175.64	1,036.00	-860.36
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	Total Other	<u>3,998.42</u>	<u>5,036.00</u>	<u>-1,037.58</u>
2,503.21	400.00	2,103.21	Total Education & Training Expense	8,724.86	8,699.61	25.25
			Speech Contest Expenses			
2,022.37	3,400.00	-1,377.63	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	8,130.65	7,741.97	388.68
0.00	0.00	0.00	7020-000000 - Printing Expense	26.78	0.00	26.78
0.00	0.00	0.00	7078-000000 - Food Expense	20.51	0.00	20.51
<u>2,022.37</u>	<u>3,400.00</u>	<u>-1,377.63</u>	Total Speech Contest Expenses	<u>8,177.94</u>	<u>7,741.97</u>	<u>435.97</u>
			Administration Expenses			

Month Ending
06/30/2013

07/01/2012 Through
06/30/2013

Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	6010-000000 - Donation Revenue	-100.00	0.00	-100.00
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	-653.66	0.00	-653.66
558.79	0.00	558.79	7004-000000 - Badges & Pins	689.38	36.36	653.02
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	811.51	522.63	288.88
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	1,018.65	1,437.66	-419.01
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	200.00	0.00	200.00
0.00	120.00	-120.00	7020-000000 - Printing Expense	1,525.20	1,399.50	125.70
0.00	64.00	-64.00	7026-000000 - Website Expense	1,999.10	1,896.15	102.95
54.33	55.00	-0.67	7032-000000 - Telephone Expense	657.24	659.63	-2.39
0.00	25.00	-25.00	7044-000000 - Postage & Shipping Expense	459.95	353.60	106.35
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	102.49	0.00	102.49
436.88	300.00	136.88	7070-000000 - Bank Charges & Credit Card Fee Expense	3,964.38	3,389.92	574.46
0.00	0.00	0.00	7078-000000 - Food Expense	244.91	0.00	244.91
100.00	0.00	100.00	7084-000000 - Sympathy Expense	100.00	0.00	100.00
0.00	200.00	-200.00	7086-000000 - Miscellaneous Expenses	0.04	400.00	-399.96
0.00	121.25	-121.25	7088-000000 - Storage Expenses	1,454.55	1,455.00	-0.45
1,150.00	885.25	264.75	Total Administration Expenses	12,473.74	11,550.45	923.29
			Travel Expense			
			District Governor			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	595.00	595.00	0.00
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,529.04	1,173.38	355.66
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	34.00	34.00	0.00
0.00	0.00	0.00	Total District Governor	2,158.04	1,802.38	355.66
			LGET			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	595.00	595.00	0.00
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,705.06	1,173.41	531.65
0.00	0.00	0.00	Total LGET	2,300.06	1,768.41	531.65
			LGM			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	595.00	595.00	0.00

**Month Ending
06/30/2013**

**07/01/2012 Through
06/30/2013**

Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,173.41	1,173.41	0.00
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	21.00	21.00	0.00
0.00	0.00	0.00	Total LGM	1,789.41	1,789.41	0.00
			Treasurer			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	106.32	352.00	-245.68
0.00	0.00	0.00	Total Treasurer	106.32	352.00	-245.68
			Division Governor			
0.00	100.00	-100.00	7062-000000 - Transportation - Mileage Expense	0.00	200.00	-200.00
0.00	100.00	-100.00	Total Division Governor	0.00	200.00	-200.00
			Area Governor			
0.00	100.00	-100.00	7062-000000 - Transportation - Mileage Expense	215.07	494.02	-278.95
0.00	100.00	-100.00	Total Area Governor	215.07	494.02	-278.95
			IPDG			
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,173.41	1,173.41	0.00
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	239.70	239.70	0.00
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	34.00	34.00	0.00
0.00	0.00	0.00	Total IPDG	1,447.11	1,447.11	0.00
			Other Member			
68.32	100.00	-31.68	7062-000000 - Transportation - Mileage Expense	481.54	400.00	81.54
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	157.56	0.00	157.56
68.32	100.00	-31.68	Total Other Member	639.10	400.00	239.10
68.32	300.00	-231.68	Total Travel Expense	8,655.11	8,253.33	401.78
			Other Expenses			
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	0.00	500.00	-500.00
0.00	0.00	0.00	Total Other Expenses	0.00	500.00	-500.00
15,005.96	11,995.25	3,010.71	Total District Expenses	139,191.58	137,601.48	1,590.10
-12,067.46	-5,029.25	-7,038.21	Total Net Income	-1,613.11	-4,327.46	2,714.35