

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

**71,889**

The district's goals for the year regarding membership are 9901 member payments, the level of Presidents Distinguished District. Changed strategies include additional membership and retention campaigns, as well as improved District and club electronic medium.

**Conference Net Income/(Loss)**

-

Conferences will be in Tucson AZ (fall) and Phoenix AZ (spring). Budget is based on 250 attendees in fall and 300 attendees in spring, budget at \$85/attendee. Full tickets are priced at \$110/attendee. Venue costs are projected at \$39,000. Prior term did not prepay any expenses, but did receive \$3,000 for these conferences in registrations. 2013-2014 conferences are expected to budgeted at five percent increase based on increased membership and attendance.

**Fundraising Net Income/(Loss)**

**(2,947)**

July Jubilee (district recognition) is primary District fundraising event.

**TLI Net Income/(Loss)**

**(3,709)**

D3 will hold Summer and Winter TLI, five events each. Costs will be \$10/officer, ceiling \$50 per club. Expenses cover print and educational materials, facility rentals, and food.

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

-

D3 no longer has a District store.

**Other Revenue**

-

None.

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(Numbers are pulled from Summary tab)

**Budgeted**

**Marketing**

**17,491**

D3 main focus is two-fold: Improving club quality for member retention, and new member recruitment. Membership campaigns are planned, as well as retention incentives. Member and club recognition programs will encourage member excitement. A D3 booth at public events will continue to support outreach.

**Communications and Public Relations**

**15,325**

PRO team continues to promote clubs and members, and the benefits of Toastmasters to the general public. Focus is on benefits that organizations and individuals can gain through Toastmasters. Events include District activities and opportunities through the district website, facebook, and Roadrunner publications.

**Education and Training**

**8,700**

D3 promotes training for member development, including judges/contest manager training, sponsor/mentor/coach training, and other opportunities. Emphasis is placed on providing creating more and more Distinguished clubs.

**Speech contests**

**7,742**

Fall contests are humorous and evaluation contests; spring contests are international and table topics. Training is offered for judges, chief judges, and contest managers.

**Administration**

**11,550**

Focus is to provide efficient and cost efficient administration of the district. Annualized payments are made for phones, website, storage and mail box, to reduce monthly payments. Purchase of administrative supplies like badges, all at once help to maximize large order discounts.

**Travel**

**8,253**

International convention and district mileage reimbursements are the only travel expenses. D3 does not use travel maximums, however many members are declining to request mileage reimbursements, instead submitting them as personal tax deductions. Mileage can be reimbursed for District officers and committee chairs traveling more than 40 miles one way for training or other District business.

**Other Expenses**

**500**

Minimal miscellaneous expenses are included.

**TOASTMASTERS**  
INTERNATIONAL

District #: 3  
Budget Currency: USD  
Fiscal Year 2012-13

	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Total
Membership revenue	799	765	23,641	6,125	2,113	1,002	988	1,241	24,625	5,660	2,494	2,486	71,889
Conference expense	417	(2,987)	-	-	24,400	-	-	-	-	-	24,400	-	46,250
Fundraising revenue	2,638	129	-	-	-	-	-	-	-	-	-	1,000	3,767
TLI revenue	2,868	-	-	-	-	2,500	2,500	-	-	-	-	3,500	11,368
District store revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Speech contest revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Other revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total revenue</b>	<b>6,722</b>	<b>(2,083)</b>	<b>23,641</b>	<b>6,125</b>	<b>26,513</b>	<b>3,502</b>	<b>3,468</b>	<b>1,241</b>	<b>24,625</b>	<b>5,660</b>	<b>26,894</b>	<b>6,986</b>	<b>133,274</b>
Conference expense	-	-	-	21,050	1,850	-	-	-	-	21,100	2,250	-	46,250
Fundraising expense	5,884	831	-	-	1,400	4,650	-	-	-	-	2,900	1,950	6,714
TLI expense	4,176	-	-	-	-	-	-	-	-	-	-	-	15,076
District store expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing expense	1,239	972	1,940	2,225	930	1,330	910	925	785	2,675	1,500	2,060	17,491
Communications & public relations exper	-	-	3,925	750	300	3,000	500	500	3,350	-	-	3,000	15,325
Education & training expense	517	42	2,740	1,000	-	1,000	-	3,000	-	-	-	400	8,700
Speech contest expense	942	-	-	-	-	3,400	-	-	-	-	-	3,400	7,742
Administration expense	2,400	1,648	685	685	785	785	635	885	635	685	835	885	11,550
Travel expense	34	3,399	3,721	100	50	300	50	-	250	-	50	300	8,253
Other expense	-	-	250	-	-	-	250	-	-	-	-	-	500
<b>Total expense</b>	<b>15,191</b>	<b>6,892</b>	<b>13,261</b>	<b>25,810</b>	<b>5,315</b>	<b>14,465</b>	<b>2,345</b>	<b>5,310</b>	<b>5,020</b>	<b>24,460</b>	<b>7,535</b>	<b>11,995</b>	<b>137,801</b>
<b>District net income/(loss)</b>	<b>(8,469)</b>	<b>(8,975)</b>	<b>10,380</b>	<b>(19,685)</b>	<b>21,198</b>	<b>(10,963)</b>	<b>1,123</b>	<b>(4,069)</b>	<b>19,605</b>	<b>(18,800)</b>	<b>19,359</b>	<b>(5,029)</b>	<b>(4,327)</b>

	Total	Budget	%	Policy Max
Conference expense	46,250	-	-	-
Fundraising expense	6,714	-	-	-
District store expense	17,491	-	-	-
Marketing expense	<u>70,455</u>	51.2%	Unlimited	-
TLI expense	15,076	-	-	-
Education & training expense	8,700	-	-	-
	<u>23,776</u>	17.3%	30.0%	-
Communications & public relations expense	15,325	11.1%	25.0%	-
Speech contest expense	7,742	5.6%	10.0%	-
Administration expense	11,550	8.4%	20.0%	-
Travel expense	8,253	6.0%	30.0%	-
Other expense	500	0.4%	10.0%	-
	<u>43,371</u>			
<b>Total Expenses</b>	<b>137,601</b>	100.0%		

Cash & Cash Equivalents per Balance Sheet as of June 30 2012 79,896.36

Retention amount needed on June 30, 2013\* 17973

Remaining funds at Year-end (estimated)\*\* 57,597.90

\*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.

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 governor	Date
Lieutenant governor education and training	Date
Lieutenant governor marketing	Date
District treasurer	Date

Account #	Account Name	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Total
6005	Membership Revenue	799	755	23,641	6,125	2,113	1,002	968	1,241	24,625	5,660	2,494	2,466	71,889
USD														



**TOASTMASTERS INTERNATIONAL**

**TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2012-13**

DISTRICT

3

Account #	Account Name	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Total
USD														
<b>Fundraising Revenue</b>														
6025	Fundraising Registration		129										1,000	3,614
6010	Fundraising Donations - Individual													-
6010	Fundraising Donations - Corporate													-
6010	Fundraising Donations - Other													-
6060	Fundraising Refunds - Registration & Tickets													-
6055	Fundraising Refunds - Other													-
6020	Fundraising Other Revenue	153												153
6030	Fundraising Sponsorship/Advertising Revenue													-
6035	Fundraising Raffle Revenue													-
6040	Fundraising Auction Revenue													-
	<b>Total Fundraising Revenue</b>	<b>2,638</b>	<b>129</b>										<b>1,000</b>	<b>3,767</b>
<b>Fundraising Expenses</b>														
7008	Fundraising-Promotional Materials													-
7010	Fundraising-Awards Expense (Trophies,	1,486												1,486
7012	Fundraising-Supplies & Stationery Expense													-
7014	Fundraising-Room Rental Event Expense	4,206												4,206
7018	Fundraising-Decorations Expense		831											831
7022	Fundraising-Audio Visual Expense													-
7042	Fundraising-Outside Contractor Expense													-
7070	Fundraising-Bank Charges & Credit Card Fee													-
7078	Fundraising-Food Expense													-
7088	Fundraising-Miscellaneous Expenses													-
7020	Fundraising-Printing Expense	192												192
7016	Fundraising-Meal Event Expense													-
	<b>Total Fundraising Expenses</b>	<b>5,884</b>	<b>831</b>											<b>6,714</b>
	<b>Fundraising Net Income/(Loss)</b>	<b>(3,245)</b>	<b>(702)</b>										<b>1,000</b>	<b>(2,947)</b>

Account #	Account Name	USD												Total	
		Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13		
<b>TLI Revenue</b>															
6025	TLI Registration-Member registrations	2,868					2,500							3,500	11,368
6025	TLI Registration-Spouse / guest registrations														
6025	TLI Registration-Late registrations														
6025	TLI Registration-Meal Events														
6025	TLI Registration-Speech contest														
6025	TLI Registration-Other														
6025	TLI Registration-Training														
6025	TLI Registration-Speechcraft														
6050	TLI Refunds - Registration & Tickets														
6055	TLI Refunds - Other														
6030	TLI Sponsorship/Advertising														
6035	TLI Raffle														
6010	TLI Donation														
6020	TLI Other Revenue														
	<b>Total TLI Revenue</b>	<b>2,868</b>					<b>2,500</b>							<b>3,500</b>	<b>11,368</b>
<b>TLI Expenses</b>															
7006	TLI-Educational Materials	1,269				900								900	3,069
7010	TLI-Awards Expense (Trophies, Plaques,														
7012	TLI-Supplies & Stationery Expense						500							500	1,000
7014	TLI-Room Rental Event Expense	2,657				500	1,500							800	5,457
7016	TLI-Meal Event Expense														
7020	TLI-Printing Expense						1,500							1,500	3,000
7030	TLI-Photocopying Expense														
7070	TLI-Bank Charges & Credit Card Fee														
7072	TLI-Sales Tax Expense (incl. GST, VAT, etc.)														
7080	TLI-Gifts & Thank Yous	250					150							150	550
7086	TLI-Miscellaneous Expenses						1,000							1,000	2,000
7078	TLI-Food Expense														
	<b>Total TLI Expenses</b>	<b>4,176</b>				<b>1,400</b>	<b>4,650</b>							<b>2,900</b>	<b>15,076</b>
	<b>TLI Net income/(Loss)</b>	<b>(1,309)</b>				<b>(1,400)</b>	<b>(2,150)</b>							<b>(2,900)</b>	<b>(3,709)</b>























**TOASTMASTERS INTERNATIONAL**  
INTERNATIONAL

TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2012-13

DISTRICT

3

Account #	Account Name	USD												Total	
		Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13		
<b>Travel Expenses</b>															
District Governor															
7056	Travel-Convention Registration Fees			595											595
7058	Travel-Lodging Expense			1,173											1,173
7060	Travel-Transportation - Airfare Expense														-
7062	Travel-Transportation - Mileage Expense														-
7064	Travel-Transportation - Taxis/Shuttle			34											34
7066	Travel-Transportation - Rail Expense														-
7068	Travel-Transportation - Other Expense														-
7072	Travel-Sales Tax Expense (incl. GST, VAT,			1,802											1,802
<b>LGM</b>															
7056	Travel-Convention Registration Fees		595												595
7058	Travel-Lodging Expense		1,173												1,173
7060	Travel-Transportation - Airfare Expense														-
7062	Travel-Transportation - Mileage Expense														-
7064	Travel-Transportation - Taxis/Shuttle		21												21
7066	Travel-Transportation - Rail Expense														-
7068	Travel-Transportation - Other Expense														-
7072	Travel-Sales Tax Expense (incl. GST, VAT,		1,789												1,789
<b>LGET</b>															
7056	Travel-Convention Registration Fees			595											595
7058	Travel-Lodging Expense			1,173											1,173
7060	Travel-Transportation - Airfare Expense														-
7062	Travel-Transportation - Mileage Expense														-
7064	Travel-Transportation - Taxis/Shuttle														-
7066	Travel-Transportation - Rail Expense														-
7068	Travel-Transportation - Other Expense														-
7072	Travel-Sales Tax Expense (incl. GST, VAT,			1,766											1,766
<b>Treasurer</b>															
7056	Travel-Convention Registration Fees														-
7058	Travel-Lodging Expense														-
7060	Travel-Transportation - Airfare Expense														-
7062	Travel-Transportation - Mileage Expense												50		50
7064	Travel-Transportation - Taxis/Shuttle														-
7066	Travel-Transportation - Rail Expense														-
7068	Travel-Transportation - Other Expense														-
7072	Travel-Sales Tax Expense (incl. GST, VAT,														-
34		34	68	50						50					352
34															-
34		68	50							50				50	352





