



TOASTMASTERS INTERNATIONAL
Certification for
April
2017-2018

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 Director, Program Quality Director and the Club Growth Director 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)	<u>\$2,128.77</u>
Year to Date Net Income/(Loss)	<u>\$12,417.38</u>
Total Available Funds	<u>\$127,198.23</u>

1. We, the undersigned, certify that all district financial records have been made available to the audit committee for inspection and that any unpaid bills or other outstanding obligations for 2017-2018 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 2017-2018 term.

Dated this 5th day of June


 District Director


 District Finance Manager

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 t 2017-2018 term in accordance with the Audit Committee Guidelines* and believe that this report properly reflects the operation for that term.

Dated this _____ day of _____

 Chairman

 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 director, program quality director, club growth director, immediate past district director, secretary, finance manager, public relations officer, division directors, area directors).



TOASTMASTERS INTERNATIONAL
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DISTRICT

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's goals for the year regarding membership is 9,672.
The strategies for this year have remained the same with the change of the PRM team being active in reaching out to the district members and community through social media, networking events, radio, TV and print. The district continue the use of calling trees, individual and club incentives to reach membership goals.

Conference Net Income/(Loss)

There is only one conference left in the TM year - Spring Conference is scheduled for May 18-20 in Phoenix, AZ. We anticipate 150 full conference attendees and approximately 50 additional participants for various components of the weekend.

Fundraising Net Income/(Loss)

There are no fundraising events planned this month.

TLI Net Income/(Loss)

District 3 completed 8 sessions of TLI between Jan-Feb to include one specific to our prison club and another for our rural areas who are geographically challenged to attend our larger events. The most significant expenses are related to the securing of facilities and providing food and printed materials. Members pay \$7/ event to attend. Plans to minimize costs related to printing and food have been addressed; scheduling to avoid meal times and making the participant guide available digitally will reduce costs. D3 is hosting 6 TLI event in Summer 2018 to train incoming officers. The first event is June 16, 2018 in Tucson at Fountain of Life Church. TLI facilitator training was/is May 12 and June 12. Announcements are being made now to share information about changes to the number of events offered.

District Store Net Income/(Loss)

D3 does not have a District Store

Other Revenue

There was no unexpected revenue



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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

Spending in this month was for contest recognition. Pins were ordered in preparation for Spring conference and gift cards to recognize the winners of our membership and dues incentive programs we also ordered. They were mailed to members the following month.
Plans for the remainder of the year are to continue to promote membership growth via programs incentivizing membership drives and open houses

Communications and Public Relations

The events that were planned were as follows: Promoted and published various District activities on April 1st and 15th via MailChimp. Promoted 2018 Spring Conference for Catherine Norman, 2018 Spring Conference Chair, Saturday, May 18, 2018, the 2018 Spring Conference simulcast on Phoenix Business Radio X with the District Leaders Radio appearance. What is being done differently from last year is that the PRM is working to increase awareness of Toastmasters through local news media and social media. Introduced new Social Media Resources to members. The PRM communicates Toastmasters' key messages when writing news releases and speaking to members, potential members and journalists.

Education and Training

One of the focuses in our district is to support, educate, and promote corporate clubs. District 3 hosted a Corporate Club Day (February) to support the advancement and recognize the achievements of the corporate clubs.
The Divisions held Pathways training to complement the training and virtual support sessions held by Pathways Guides and Ambassadors. D3 leadership (incl. ADs and DVDs) along with remaining Pathways team members are continuing the education on Pathways for the district through workshops, conference and TLI sessions.

Speech contests

District 3 supported the Table Topics and International contests in preparation for the area, division, and district events. Club contests began in February, area in March, and division events are held in April and early May. Our district conference for the finals of Table Topics is held May 18-20, along with the International contest.

Administration

The main focus for the district this month was Division Speech Contest, building membership and new clubs. There were no unexpected expenses.

Travel

There was no travel expense this month.

Other Expenses

D3 had no unexpected expenses

District 3
Balance Sheet (in USD)

07/01/2017 Through 04/30/2018

	Actual
Assets	
Current Assets	
Cash and Cash Equivalents	151,064.60
Prepaid Expenses	1,787.84
Total Current Assets	152,852.44
Total Assets	\$ 152,852.44
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accrued Liabilities	59.62
Deferred Revenue	15,740.00
Total Current Liabilities	15,799.62
Total Liabilities	15,799.62
Stockholders Equity	
Net Assets	124,635.44
Net Income (Loss)	12,417.38
Total Stockholders Equity	137,052.82
Total Liabilities and Equity	\$ 152,852.44

District 3
Available Funds (in USD)

Month Ending 04/30/2018

Available Funds

Cash & District Reserve	
Cash	
Cash - Bank of America (6622)	50,388.97
Total Cash	<u>50,388.97</u>
District Reserve	<u>100,675.63</u>
Total Cash & District Reserve	<u>151,064.60</u>
Minimum District Reserve Required at Year End	<u>(23,866.37)</u>
Total Available Funds	<u><u>127,198.23</u></u>

District 3
Profit & Loss (Actual vs. Budget Summary) (in USD)

Month Ending 04/30/2018			07/01/2017 Through 04/30/2018			
Actual	Budget	Variance		Actual	Budget	Variance
			District Revenue			
5,760.00	6,765.00	(1,005.00)	Membership Revenue	89,051.12	88,396.00	655.12
0.00	0.00	0.00	Conference Revenue	24,901.00	32,137.46	(7,236.46)
0.00	0.00	0.00	Fundraising Revenue	3,774.00	3,774.00	0.00
0.00	0.00	0.00	TLI Revenue	11,694.00	11,938.00	(244.00)
0.00	0.00	0.00	Speech Contest Revenue	205.33	0.00	205.33
0.00	0.00	0.00	Other Revenue	188.13	0.00	188.13
<u>5,760.00</u>	<u>6,765.00</u>	<u>(1,005.00)</u>	Total District Revenue	<u>129,813.58</u>	<u>136,245.46</u>	<u>(6,431.88)</u>
			District Expenses			
0.00	0.00	0.00	Conference Expenses	27,216.51	32,095.28	(4,878.77)
0.00	0.00	0.00	Fundraising Expenses	9,688.94	9,688.94	0.00
0.00	200.00	(200.00)	TLI Expenses	17,594.36	26,051.12	(8,456.76)
2,301.61	3,570.00	(1,268.39)	Marketing Expense	8,305.37	17,585.01	(9,279.64)
409.94	2,950.00	(2,540.06)	Communications & PR Expenses	17,538.93	25,297.06	(7,758.13)
508.51	3,360.00	(2,851.49)	Education & Training Expense	3,523.64	13,545.26	(10,021.62)
0.00	200.00	(200.00)	Speech Contest Expenses	8,119.91	6,910.01	1,209.90
411.17	2,162.50	(1,751.33)	Administration Expenses	17,507.67	22,738.27	(5,230.60)
0.00	1,200.00	(1,200.00)	Travel Expense	7,900.87	17,555.98	(9,655.11)
<u>3,631.23</u>	<u>13,642.50</u>	<u>(10,011.27)</u>	Total District Expenses	<u>117,396.20</u>	<u>171,466.93</u>	<u>(54,070.73)</u>
<u>2,128.77</u>	<u>(6,877.50)</u>	<u>9,006.27</u>	Total Net Income	<u>12,417.38</u>	<u>(35,221.47)</u>	<u>47,638.85</u>

District 3
Receipts Register (04/01/2018 - 04/30/2018)

Receipt date	Customer	Payment method	Transaction number	Transaction date	Txn currency	Txn amount	Amount (USD)	Amount applied (USD)	Deposited on	Bank account
04/30/2018	C-00002218--Spring Conference	Check		04/30/2018	USD	155.00	155.00	155.00	04/30/2018	6622 Checking
04/30/2018	C-00002218--Spring Conference	Check		04/30/2018	USD	145.00	145.00	145.00	04/30/2018	6622 Checking
04/30/2018	C-00002218--Spring Conference	Check		04/30/2018	USD	20.00	20.00	20.00	04/30/2018	6622 Checking
04/27/2018	C-00002218--Spring Conference	Check		04/27/2018	USD	1,060.00	1,060.00	1,060.00	04/27/2018	6622 Checking
04/26/2018	C-00002218--Spring Conference	Check		04/26/2018	USD	155.00	155.00	155.00	04/26/2018	6622 Checking
04/24/2018	C-00002218--Spring Conference	Check		04/24/2018	USD	525.00	525.00	525.00	04/24/2018	6622 Checking
04/23/2018	C-00002218--Spring Conference	Check		04/23/2018	USD	1,440.00	1,440.00	1,440.00	04/23/2018	6622 Checking
04/23/2018	C-00002218--Spring Conference	Check		3/2 04/2018	USD	775.00	775.00	775.00	04/23/2018	6622 Checking
04/23/2018	C-00002218--Spring Conference	Check		04/23/2018	USD	715.00	715.00	715.00	04/23/2018	6622 Checking
04/20/2018	C-00002218--Spring Conference	Check		04/20/2018	USD	465.00	465.00	465.00	04/20/2018	6622 Checking
04/19/2018	C-00002218--Spring Conference	Check		04/19/2018	USD	80.00	80.00	80.00	04/19/2018	6622 Checking
04/18/2018	C-00002218--Spring Conference	Check		04/18/2018	USD	205.00	205.00	205.00	04/18/2018	6622 Checking
04/17/2018	C-00002218--Spring Conference	Check		04/17/2018	USD	295.00	295.00	295.00	04/17/2018	6622 Checking
04/16/2018	C-00002218--Spring Conference	Check		04/16/2018	USD	725.00	725.00	725.00	04/16/2018	6622 Checking
04/16/2018	C-00002218--Spring Conference	Check		04/16/2018	USD	375.00	375.00	375.00	04/16/2018	6622 Checking
04/16/2018	C-00002218--Spring Conference	Check		04/16/2018	USD	310.00	310.00	310.00	04/16/2018	6622 Checking
04/13/2018	C-00002218--Spring Conference	Check		04/13/2018	USD	155.00	155.00	155.00	04/13/2018	6622 Checking
04/12/2018	C-00002218--Spring Conference	Check		04/12/2018	USD	60.00	60.00	60.00	04/12/2018	6622 Checking
04/11/2018	C-00002218--Spring Conference	Check		04/11/2018	USD	560.00	560.00	560.00	04/11/2018	6622 Checking
04/10/2018	C-00002218--Spring Conference	Check		04/10/2018	USD	730.00	730.00	730.00	04/10/2018	6622 Checking
04/09/2018	C-00002218--Spring Conference	Check		04/09/2018	USD	620.00	620.00	620.00	04/09/2018	6622 Checking
04/09/2018	C-00002218--Spring Conference	Check		04/09/2018	USD	155.00	155.00	155.00	04/09/2018	6622 Checking
04/09/2018	C-00002218--Spring Conference	Check		05/25/2018	USD	95.00	95.00	95.00	04/09/2018	6622 Checking
04/05/2018	C-00002218--Spring Conference	Check		04/05/2018	USD	155.00	155.00	155.00	04/05/2018	6622 Checking
04/04/2018	C-00002218--Spring Conference	Check		04/04/2018	USD	155.00	155.00	155.00	04/04/2018	6622 Checking
Total							10,130.00	10,130.00		

District 3 Bills Register (04/01/2018 - 04/30/2018)

Date	Vendor	Bill#/Adj#	Due date	Descr	Curr	Trans. amount	Base amount(USD)	Amount paid (USD)
04/11/2018	V- 00000002--Toast masters Interna- tional - WHQ		04/11/2018		USD	2,751.43	2,751.43	2,751.43
04/29/2018	V- 00000002--Toast masters Interna- tional - WHQ		04/29/2018		USD	58.69	58.69	58.69
04/02/2018	V- 00000305--Bank Card Merchant Fees		04/02/2018		USD	224.17	224.17	224.17
04/02/2018	V- 00000306--Mailc himp.Com		04/02/2018		USD	157.25	157.25	157.25
04/30/2018	V- 00000307--Capit al Merchant Gateway Fee		04/30/2018		USD	19.75	19.75	19.75
04/03/2018	V- 00000308--Authn et Gateway Fee		04/03/2018		USD	10.00	10.00	10.00
04/26/2018	V- 00000324--Amazi ng Awards		04/26/2018		USD	547.34	547.34	547.34
04/02/2018	V- 00000333--Unite d States Post Of- fice		04/02/2018		USD	230.00	230.00	230.00
04/02/2018	V- 00000333--Unite d States Post Of- fice		04/02/2018		USD	(230.00)	(230.00)	(230.00)
04/13/2018	V- 00021584--Meetu p.com		04/13/2018		USD	89.94	89.94	89.94
04/24/2018	V- 00031406--UPS Store		04/24/2018		USD	320.00	320.00	320.00
Grand total						4,178.57	4,178.57	

District 3 Reconciliation Report

As Of 04/30/2018
Account: Cash - Bank of America (6622)

Statement Ending Balance	50,743.98
Deposits in Transit	0.00
Outstanding Checks and Charges	(355.01)
Adjusted Bank Balance	50,388.97
Book Balance	50,388.97
Adjustments*	0.00
Adjusted Book Balance	50,388.97

Total Checks and Charges Cleared	1,310.48	Total Deposits Cleared	10,130.00
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Deposits

Name	Memo	Date	Doc No	Cleared	In Transit
Spring Conference		04/04/2018		155.00	
Spring Conference		04/05/2018		155.00	
Spring Conference		04/09/2018		95.00	
Spring Conference		04/09/2018		155.00	
Spring Conference		04/09/2018		620.00	
Spring Conference		04/10/2018		730.00	
Spring Conference		04/11/2018		560.00	
Spring Conference		04/12/2018		60.00	
Spring Conference		04/13/2018		155.00	
Spring Conference		04/16/2018		310.00	
Spring Conference		04/16/2018		375.00	
Spring Conference		04/16/2018		725.00	
Spring Conference		04/17/2018		295.00	
Spring Conference		04/18/2018		205.00	
Spring Conference		04/19/2018		80.00	
Spring Conference		04/20/2018		465.00	
Spring Conference		04/23/2018		715.00	
Spring Conference		04/23/2018		775.00	
Spring Conference		04/23/2018		1,440.00	
Spring Conference		04/24/2018		525.00	
Spring Conference		04/26/2018		155.00	
Spring Conference		04/27/2018		1,060.00	
Spring Conference		04/30/2018		20.00	
Spring Conference		04/30/2018		145.00	
Spring Conference		04/30/2018		155.00	
Total Deposits				10,130.00	0.00

Checks and Charges

Name	Memo	Date	Check No	Cleared	Outstanding
Geoff Mullen		06/25/2016	7291		7.00
SogetiMasters		10/29/2016	7356		14.00
Leading Articulate Anchors		10/29/2016	7359		14.00
Thomas Mundar		03/31/2017	7444		7.00
Catherine Hoffman		05/30/2017	7472		92.01
Luke Honor Guard		05/30/2017	7473		100.00
Liz Foglesong		09/09/2017	7530		7.00
Justin Barclay		09/09/2017	7531		7.00
Brian Lee		09/09/2017	7535		7.00
Luke Honor Guard	7541	10/27/2017			100.00
Yvonne Campanella		03/24/2018	7605	32.03	
United States Post Office		03/31/2018		230.00	
United States Post Office		04/02/2018		(230.00)	
Mailchimp.Com		04/02/2018		157.25	
United States Post Office		04/02/2018		230.00	
Bank Card Merchant Fees		04/02/2018		224.17	
Authnet Gateway Fee		04/03/2018		10.00	
Meetup.com		04/13/2018		89.94	
Amazing Awards		04/26/2018		547.34	

District 3
Reconciliation Report
As Of 04/30/2018
Account: Cash - Bank of America (6622)

Capital Merchant Gate-
way Fee

04/30/2018

19.75

Total Checks and Charges

1,310.48

355.01

District 3 Reconciliation Report

As Of 04/30/2018
Account: District Reserve Receivable

Statement Ending Balance	100,675.63
Deposits in Transit	0.00
Outstanding Checks and Charges	0.00
Adjusted Bank Balance	100,675.63
Book Balance	100,675.63
Adjustments*	0.00
Adjusted Book Balance	100,675.63

Total Checks and Charges Cleared	3,130.12	Total Deposits Cleared	5,760.00
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Deposits

Name	Memo	Date	Doc No	Cleared	In Transit
General Ledger Entry	April 2018 Membership Revenue	04/30/2018		5,760.00	
Total Deposits				5,760.00	0.00

Checks and Charges

Name	Memo	Date	Check No	Cleared	Outstanding
Toastmasters International - WHQ		04/11/2018		2,751.43	
UPS Store		04/24/2018		320.00	
Toastmasters International - WHQ		04/29/2018		58.69	
Total Checks and Charges				3,130.12	0.00

District 3
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 04/30/2018			07/01/2017 Through 04/30/2018		
Actual	Budget	Variance	Actual	Budget	Variance
			District Revenue		
			Membership Revenue		
5,760.00	6,765.00	(1,005.00)	89,051.12	88,396.00	655.12
5,760.00	6,765.00	(1,005.00)	89,051.12	88,396.00	655.12
			Total Membership Revenue		
			Conference Revenue		
			Registration & Tickets		
			Registration - Member		
0.00	0.00	0.00	0.00	28,675.00	(28,675.00)
0.00	0.00	0.00	0.00	28,675.00	(28,675.00)
			Total Registration - Member		
			Registration - Meal Events		
10,030.00	0.00	10,030.00	34,190.00	0.00	34,190.00
10,030.00	0.00	10,030.00	34,190.00	0.00	34,190.00
			Total Registration - Meal Events		
			Registration - No Item		
(10,030.00)	0.00	(10,030.00)	(13,315.00)	0.00	(13,315.00)
(10,030.00)	0.00	(10,030.00)	(13,315.00)	0.00	(13,315.00)
			Total Registration - No Item		
			Total Registration & Tickets		
0.00	0.00	0.00	20,875.00	28,675.00	(7,800.00)
			Non Registration		
			Non Registration		
0.00	0.00	0.00	50.00	0.00	50.00
0.00	0.00	0.00	1,000.00	0.00	1,000.00
0.00	0.00	0.00	960.00	2,412.46	(1,452.46)
0.00	0.00	0.00	1,822.00	1,050.00	772.00
0.00	0.00	0.00	379.00	0.00	379.00
0.00	0.00	0.00	(185.00)	0.00	(185.00)
0.00	0.00	0.00	4,026.00	3,462.46	563.54
0.00	0.00	0.00	4,026.00	3,462.46	563.54
			Total Non Registration		
			Total Non Registration		
0.00	0.00	0.00	24,901.00	32,137.46	(7,236.46)
			Total Conference Revenue		
			Fundraising Revenue		
			Registration & Tickets		
0.00	0.00	0.00	3,774.00	3,774.00	0.00
0.00	0.00	0.00	3,774.00	3,774.00	0.00
			Total Registration & Tickets		
			Total Fundraising Revenue		
0.00	0.00	0.00	3,774.00	3,774.00	0.00
			TLI Revenue		
			Registration & Tickets		
			Registration - Member		
0.00	0.00	0.00	0.00	11,887.00	(11,887.00)
0.00	0.00	0.00	0.00	11,887.00	(11,887.00)
			Total Registration - Member		
			Registration - No Item		
0.00	0.00	0.00	11,593.00	0.00	11,593.00
0.00	0.00	0.00	11,593.00	0.00	11,593.00
			Total Registration - No Item		
			Total Registration & Tickets		
0.00	0.00	0.00	11,593.00	11,887.00	(294.00)
			Non Registration		
			Non Registration		
0.00	0.00	0.00	150.00	100.00	50.00
0.00	0.00	0.00	(49.00)	0.00	(49.00)
0.00	0.00	0.00	0.00	(49.00)	49.00
0.00	0.00	0.00	101.00	51.00	50.00
0.00	0.00	0.00	101.00	51.00	50.00
			Total Non Registration		
			Total Non Registration		

District 3
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 04/30/2018			07/01/2017 Through 04/30/2018			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	Total TLI Revenue	11,694.00	11,938.00	(244.00)
0.00	0.00	0.00	Speech Contest Revenue			
0.00	0.00	0.00	6035-000000 - Raffle Revenue	205.33	0.00	205.33
0.00	0.00	0.00	Total Speech Contest Revenue	205.33	0.00	205.33
0.00	0.00	0.00	Other Revenue			
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	188.13	0.00	188.13
0.00	0.00	0.00	Total Other Revenue	188.13	0.00	188.13
5,760.00	6,765.00	(1,005.00)	Total District Revenue	129,813.58	136,245.46	(6,431.88)
			District Expenses			
			Conference Expenses			
0.00	0.00	0.00	7008-000000 - Promotional Materials	0.00	100.00	(100.00)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	383.55	200.00	183.55
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	373.70	495.00	(121.30)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	2,551.29	250.00	2,301.29
0.00	0.00	0.00	7016-000000 - Meal Event Expense	20,663.91	26,728.00	(6,064.09)
0.00	0.00	0.00	7018-000000 - Decorations Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7020-000000 - Printing Expense	272.67	2,232.28	(1,959.61)
0.00	0.00	0.00	7022-000000 - Audio Visual Expense	600.00	750.00	(150.00)
0.00	0.00	0.00	7030-000000 - Photocopying Expense	127.20	0.00	127.20
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	147.00	0.00	147.00
0.00	0.00	0.00	7080-000000 - Gifts & Thank Yous	0.00	560.00	(560.00)
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	1,851.29	100.00	1,751.29
0.00	0.00	0.00	7090-000000 - Equipment Rental	245.90	480.00	(234.10)
0.00	0.00	0.00	Total Conference Expenses	27,216.51	32,095.28	(4,878.77)
			Fundraising Expenses			
0.00	0.00	0.00	7008-000000 - Promotional Materials	0.00	2,096.20	(2,096.20)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	2,832.38	736.18	2,096.20
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	1,350.00	1,350.00	0.00
0.00	0.00	0.00	7018-000000 - Decorations Expense	387.01	387.01	0.00
0.00	0.00	0.00	7020-000000 - Printing Expense	278.09	278.09	0.00
0.00	0.00	0.00	7078-000000 - Food Expense	4,648.99	4,648.99	0.00
0.00	0.00	0.00	7080-000000 - Gifts & Thank Yous	167.47	167.47	0.00
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	25.00	25.00	0.00
0.00	0.00	0.00	Total Fundraising Expenses	9,688.94	9,688.94	0.00
			TLI Expenses			
0.00	0.00	0.00	7006-000000 - Educational Materials	71.43	600.00	(528.57)
0.00	0.00	0.00	7008-000000 - Promotional Materials	553.15	1,153.15	(600.00)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	434.40	1,234.40	(800.00)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	1,622.49	2,961.42	(1,338.93)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	6,490.00	10,645.00	(4,155.00)
0.00	0.00	0.00	7016-000000 - Meal Event Expense	409.65	0.00	409.65
0.00	200.00	(200.00)	7020-000000 - Printing Expense	2,508.75	4,210.75	(1,702.00)
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	7.80	0.00	7.80

District 3
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 04/30/2018			07/01/2017 Through 04/30/2018			
Actual	Budget	Variance		Actual	Budget	Variance
			pense			
0.00	0.00	0.00	7078-000000 - Food Expense	4,822.32	4,039.16	783.16
0.00	0.00	0.00	7080-000000 - Gifts & Thank You	0.00	160.00	(160.00)
0.00	0.00	0.00	7082-000000 - Incentives	574.37	147.24	427.13
0.00	0.00	0.00	7086-000000 - Miscellaneous Ex-	100.00	900.00	(800.00)
			penses			
0.00	200.00	(200.00)	Total TLI Expenses	17,594.36	26,051.12	(8,456.76)
			Marketing Expense			
			Building New Clubs			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	200.00	(200.00)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery	1,453.41	870.84	582.57
			Expense			
0.00	100.00	(100.00)	7020-000000 - Printing Expense	0.00	700.00	(700.00)
0.00	0.00	0.00	7028-000000 - Directory Expense	270.41	0.00	270.41
0.00	25.00	(25.00)	7044-000000 - Postage & Shipping	30.34	375.00	(344.66)
			Expense			
58.69	300.00	(241.31)	7082-000000 - Incentives	364.90	2,400.00	(2,035.10)
58.69	425.00	(366.31)	Total Building New Clubs	2,119.06	4,545.84	(2,426.78)
			Membership Growth			
0.00	0.00	0.00	7008-000000 - Promotional Materials	152.04	152.04	0.00
0.00	40.00	(40.00)	7010-000000 - Awards Expense	0.00	80.00	(80.00)
			(Trophies, Plaques, Ribbons & Cer-			
			tificates)			
0.00	0.00	0.00	7012-000000 - Supplies & Stationery	34.57	0.00	34.57
			Expense			
0.00	0.00	0.00	7020-000000 - Printing Expense	876.47	768.65	107.82
0.00	0.00	0.00	7036-000000 - Advertising Expense	511.88	0.00	511.88
0.00	30.00	(30.00)	7044-000000 - Postage & Shipping	55.65	60.00	(4.35)
			Expense			
2,242.92	1,500.00	742.92	7082-000000 - Incentives	2,557.92	3,225.00	(667.08)
0.00	0.00	0.00	7086-000000 - Miscellaneous Ex-	0.00	34.57	(34.57)
			penses			
2,242.92	1,570.00	672.92	Total Membership Growth	4,188.53	4,320.26	(131.73)
			Club Coaches			
0.00	0.00	0.00	7014-000000 - Room Rental Event	200.00	500.00	(300.00)
			Expense			
0.00	0.00	0.00	7016-000000 - Meal Event Expense	90.04	0.00	90.04
0.00	150.00	(150.00)	7020-000000 - Printing Expense	0.00	300.00	(300.00)
0.00	0.00	0.00	7078-000000 - Food Expense	28.87	318.91	(290.04)
0.00	150.00	(150.00)	Total Club Coaches	318.91	1,118.91	(800.00)
			Recognition			
0.00	0.00	0.00	7044-000000 - Postage & Shipping	374.21	0.00	374.21
			Expense			
0.00	950.00	(950.00)	7082-000000 - Incentives	1,304.66	6,650.00	(5,345.34)
0.00	950.00	(950.00)	Total Recognition	1,678.87	6,650.00	(4,971.13)
			Other			
0.00	200.00	(200.00)	7080-000000 - Gifts & Thank You	0.00	400.00	(400.00)
0.00	275.00	(275.00)	7086-000000 - Miscellaneous Ex-	0.00	550.00	(550.00)
			penses			
0.00	475.00	(475.00)	Total Other	0.00	950.00	(950.00)
2,301.61	3,570.00	(1,268.39)	Total Marketing Expense	8,305.37	17,585.01	(9,279.64)
			Communications & PR Expenses			
0.00	300.00	(300.00)	7008-000000 - Promotional Materials	1,853.76	3,420.53	(1,566.77)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery	52.58	52.53	0.05
			Expense			
320.00	0.00	320.00	7020-000000 - Printing Expense	5,445.03	0.00	5,445.03
0.00	2,350.00	(2,350.00)	7024-000000 - Newsletter Expense	216.59	4,700.00	(4,483.41)

District 3
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 04/30/2018			07/01/2017 Through 04/30/2018			
Actual	Budget	Variance		Actual	Budget	Variance
89.94	0.00	89.94	7026-000000 - Website Expense	684.47	6,050.00	(5,365.53)
0.00	0.00	0.00	7036-000000 - Advertising Expense	4,612.50	5,600.00	(987.50)
0.00	0.00	0.00	7040-000000 - Trade Show Registration Expense	4,674.00	4,874.00	(200.00)
0.00	200.00	(200.00)	7044-000000 - Postage & Shipping Expense	0.00	400.00	(400.00)
0.00	100.00	(100.00)	7086-000000 - Miscellaneous Expenses	0.00	200.00	(200.00)
409.94	2,950.00	(2,540.06)	Total Communications & PR Expenses	17,538.93	25,297.06	(7,758.13)
			Education & Training Expense			
			Distinguished Clubs			
0.00	0.00	0.00	7020-000000 - Printing Expense	0.00	600.00	(600.00)
0.00	20.00	(20.00)	7044-000000 - Postage & Shipping Expense	0.00	180.00	(180.00)
0.00	0.00	0.00	7082-000000 - Incentives	0.00	500.00	(500.00)
0.00	20.00	(20.00)	Total Distinguished Clubs	0.00	1,280.00	(1,280.00)
			Training Club Officers			
0.00	40.00	(40.00)	7006-000000 - Educational Materials	0.00	280.00	(280.00)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	500.00	(500.00)
0.00	0.00	0.00	7016-000000 - Meal Event Expense	86.61	0.00	86.61
0.00	0.00	0.00	7020-000000 - Printing Expense	290.32	0.00	290.32
0.00	0.00	0.00	7078-000000 - Food Expense	33.42	0.00	33.42
0.00	0.00	0.00	7080-000000 - Gifts & Thank You	30.38	0.00	30.38
0.00	40.00	(40.00)	Total Training Club Officers	440.73	780.00	(339.27)
			Training Division & Area Governors			
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7020-000000 - Printing Expense	0.00	300.00	(300.00)
0.00	0.00	0.00	7078-000000 - Food Expense	939.00	3,339.00	(2,400.00)
0.00	0.00	0.00	Total Training Division & Area Governors	939.00	3,839.00	(2,900.00)
			Training Areas & Divisions			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	300.00	(300.00)
0.00	20.00	(20.00)	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	140.00	(140.00)
0.00	0.00	0.00	7016-000000 - Meal Event Expense	72.26	0.00	72.26
0.00	0.00	0.00	7020-000000 - Printing Expense	32.05	0.00	32.05
0.00	0.00	0.00	7078-000000 - Food Expense	90.47	72.26	18.21
0.00	20.00	(20.00)	Total Training Areas & Divisions	194.78	512.26	(317.48)
			Other			
0.00	400.00	(400.00)	7004-000000 - Badges & Pins	50.16	2,400.00	(2,349.84)
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	200.00	(200.00)
0.00	200.00	(200.00)	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	400.00	(400.00)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	22.95	0.00	22.95
0.00	180.00	(180.00)	7014-000000 - Room Rental Event Expense	0.00	180.00	(180.00)
0.00	0.00	0.00	7020-000000 - Printing Expense	54.00	254.00	(200.00)
0.00	200.00	(200.00)	7044-000000 - Postage & Shipping Expense	0.00	400.00	(400.00)
0.00	300.00	(300.00)	7078-000000 - Food Expense	0.00	300.00	(300.00)
508.51	2,000.00	(1,491.49)	7082-000000 - Incentives	1,822.02	3,000.00	(1,177.98)
508.51	3,280.00	(2,771.49)	Total Other	1,949.13	7,134.00	(5,184.87)

District 3
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 04/30/2018			07/01/2017 Through 04/30/2018			
Actual	Budget	Variance		Actual	Budget	Variance
508.51	3,360.00	(2,851.49)	Total Education & Training Expense	3,523.64	13,545.26	(10,021.62)
			Speech Contest Expenses			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	7,850.66	5,607.64	2,243.02
0.00	100.00	(100.00)	7012-000000 - Supplies & Stationery Expense	93.53	298.88	(205.35)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	0.00	200.00	(200.00)
0.00	100.00	(100.00)	7020-000000 - Printing Expense	103.49	503.49	(400.00)
0.00	0.00	0.00	7078-000000 - Food Expense	72.23	300.00	(227.77)
0.00	200.00	(200.00)	Total Speech Contest Expenses	8,119.91	6,910.01	1,209.90
			Administration Expenses			
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	(39.99)	0.00	(39.99)
0.00	0.00	0.00	7004-000000 - Badges & Pins	592.87	758.95	(166.08)
0.00	600.00	(600.00)	7008-000000 - Promotional Materials	373.37	1,200.00	(826.63)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	3,589.32	1,247.65	2,341.67
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	937.79	1,137.79	(200.00)
0.00	300.00	(300.00)	7014-000000 - Room Rental Event Expense	2,447.08	1,400.00	1,047.08
0.00	0.00	0.00	7020-000000 - Printing Expense	1,315.48	2,324.00	(1,008.52)
0.00	0.00	0.00	7022-000000 - Audio Visual Expense	70.57	0.00	70.57
157.25	127.50	29.75	7026-000000 - Website Expense	2,848.14	3,290.90	(442.76)
0.00	200.00	(200.00)	7034-000000 - Conference Calls & Webinars Expense	0.00	1,400.00	(1,400.00)
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	395.75	226.75	169.00
0.00	50.00	(50.00)	7046-000000 - Express Mail/Courier Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7048-000000 - Equipment Purchase Expense (Less than \$500)	0.00	1,425.00	(1,425.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	158.35	0.00	158.35
253.92	400.00	(146.08)	7070-000000 - Bank Charges & Credit Card Fee Expense	3,215.20	3,881.40	(666.20)
0.00	200.00	(200.00)	7078-000000 - Food Expense	32.03	1,945.00	(1,912.97)
0.00	50.00	(50.00)	7084-000000 - Sympathy Expense	0.00	400.00	(400.00)
0.00	100.00	(100.00)	7086-000000 - Miscellaneous Expenses	90.00	800.00	(710.00)
0.00	135.00	(135.00)	7088-000000 - Storage Expenses	1,481.71	1,100.83	380.88
411.17	2,162.50	(1,751.33)	Total Administration Expenses	17,507.67	22,738.27	(5,230.60)
			Travel Expense			
			District Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	494.93	2,600.00	(2,105.07)
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	0.00	70.00	(70.00)
0.00	200.00	(200.00)	7062-000000 - Transportation - Mileage Expense	0.00	880.00	(880.00)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	0.00	70.00	(70.00)
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	1,342.11	0.00	1,342.11

District 3
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 04/30/2018			07/01/2017 Through 04/30/2018			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7078-000000 - Food Expense	27.75	390.00	(362.25)
0.00	200.00	(200.00)	Total District Director	1,864.79	4,210.00	(2,345.21)
			Program Quality Director			
0.00	0.00	0.00	7056-000000 - Convention Registra- tion Fees Expense	635.00	635.00	0.00
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,966.60	2,557.80	(591.20)
0.00	0.00	0.00	7060-000000 - Transportation - Air- fare Expense	51.09	51.09	0.00
0.00	80.00	(80.00)	7062-000000 - Transportation - Mileage Expense	214.20	274.20	(60.00)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	0.00	6.22	(6.22)
0.00	0.00	0.00	7066-000000 - Transportation - Rail Expense	6.22	0.00	6.22
0.00	0.00	0.00	7078-000000 - Food Expense	98.37	218.37	(120.00)
0.00	80.00	(80.00)	Total PQD	2,971.48	3,742.68	(771.20)
			Club Growth Director			
0.00	0.00	0.00	7016-000000 - Meal Event Expense	17.58	0.00	17.58
0.00	0.00	0.00	7056-000000 - Convention Registra- tion Fees Expense	525.00	525.00	0.00
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,913.53	2,513.53	(600.00)
0.00	80.00	(80.00)	7062-000000 - Transportation - Mileage Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	12.51	12.51	0.00
0.00	0.00	0.00	7078-000000 - Food Expense	220.20	357.78	(137.58)
0.00	80.00	(80.00)	Total CGD	2,688.82	3,608.82	(920.00)
			Public Relations Manager			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	80.00	(80.00)
0.00	0.00	0.00	Total PR Manager	0.00	80.00	(80.00)
			Administration Manager			
0.00	40.00	(40.00)	7062-000000 - Transportation - Mileage Expense	0.00	320.00	(320.00)
0.00	40.00	(40.00)	Total Admin Manager	0.00	320.00	(320.00)
			Division Director			
0.00	120.00	(120.00)	7062-000000 - Transportation - Mileage Expense	0.00	480.00	(480.00)
0.00	120.00	(120.00)	Total Division Director	0.00	480.00	(480.00)
			Area Director			
0.00	480.00	(480.00)	7062-000000 - Transportation - Mileage Expense	0.00	1,920.00	(1,920.00)
0.00	480.00	(480.00)	Total Area Director	0.00	1,920.00	(1,920.00)
			Other Member			
0.00	200.00	(200.00)	7062-000000 - Transportation - Mileage Expense	355.78	3,194.48	(2,838.70)
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	20.00	0.00	20.00
0.00	200.00	(200.00)	Total Other Member	375.78	3,194.48	(2,818.70)
0.00	1,200.00	(1,200.00)	Total Travel Expense	7,900.87	17,555.98	(9,655.11)
3,631.23	13,642.50	(10,011.27)	Total District Expenses	117,396.20	171,466.93	(54,070.73)
2,128.77	(6,877.50)	9,006.27	Total Net Income	12,417.38	(35,221.47)	47,638.85