



TOASTMASTERS INTERNATIONAL
Certification for
Sept
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) 858-1207

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	<u>USD</u>
Monthly Net Income/(Loss)	<u>21,757.98</u>
Year to Date Net Income/(Loss)	<u>10,418.11</u>
Total Available Funds	<u>109,389.50</u>

1. We, the undersigned, certify that all district financial records have been made available to the audit committee (Mid-year and Year-end) for inspection and that that any unpaid bills or other outstanding obligations for the 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 6th day of November

District Director

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 the 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" section of the website:
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 Governor, Administration Manager, Finance Manager, Public Relations Manager, Division Directors, Area Directors).



TOASTMASTERS INTERNATIONAL
Narratives for
Sept
2017-2018

DISTRICT 3

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 in line with the budget goals for the year regarding membership. Projected Membership Revenue Year to Date is \$35,869, the actual Membership Year to Date Revenue is \$37,899, which is \$2,030 more than expected. The difference from previous years is the district chartered 3 clubs in the first quarter of 2017-2018 which may be the cause of the variance between actual vs budget.

Conference Net Income/(Loss)

Spring Conference planning has just begun, the budget is being finalized, there have been no expenses yet. Fall conference is expected to bring in a bit of money and should not lose money unless there is a significant attendance problem, flyers have been developed and promotion is already beginning to avoid that problem. There were no unexpected expenses or revenues for the conference this month. There is nothing budgeted and no expenses for conference for this month.

Fundraising Net Income/(Loss)

There were no Fundraising Events held during the month of September.

TLI Net Income/(Loss)

TLI held 1 main event and a few smaller ones in Mohave, we were also preparing for back to back events in August. There were no unexpected revenues or expenses this month. All expenses were in line with expectations.

District Store Net Income/(Loss)

D3 does not have a District Store

Other Revenue

There was no Other Revenue for the month of September.



TOASTMASTERS INTERNATIONAL

Narratives for

Sept

2017-2018

DISTRICT 3

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

September spending was for the printing of fliers for the membership programs, Smedley, Membership Master, and bragging rights.

Communications and Public Relations

The main focus for this quarter was to promote Toastmasters in District 3. The following events were held: Small Business Expo (8/31), planned Ultimate Women's Expo (10/7-10/9)), scheduled District Director and Program Quality Director to appear on AZ TV, District Leader Photographs, Preparing artwork for District 3 and Toastmasters Banners, Preparing Fall Roadrunner Design, Preparing and Releasing Summer and Fall Roadrunner, Commercial and Leaderboard development, Ad developed and published in the Book of Lists, News letter sent to Lumberjack newspaper to promote Fall conference Keynote and C&L winner, research Best Places to Work event, met with Region 10 Advisor, Developed D3 PRM Team, and D3 Budget Meeting.

Education and Training

Education and Training had an Area Director training event on September 23rd. We also expanded the event to include district chairs and the Pathways team. Expenses for printing and food should show in October.

Speech contests

Trophies that were purchased in June were allocated to September and not properly accounted for in the budget. There were a large number of 3 place trophies that weren't used along with a few others that will reduce the expense of the spring Trophy order. September held all of the area contests along with the 1st division contest on September 30th.

Administration

The main focus for this month was the training of Area and Division Directors and DEC meeting. There were no unexpected expenses.

Travel

The main focus was to reimburse travel expense for Trio, Area and Division Directors for mileage while attending trainings 40 miles and over away from their residence. Events reimbursed for this month was Area and Division Directory Training.

Other Expenses

There were no Other Expenses for the month of September.

District 3
Balance Sheet (in USD)

07/01/2017 Through 09/30/2017

	Actual
Assets	
Current Assets	
Cash and Cash Equivalents	133,255.87
Prepaid Expenses	8,557.30
Total Current Assets	141,813.17
Total Assets	\$ 141,813.17
 Liabilities and Equity	
Liabilities	
Current Liabilities	
Accrued Liabilities	59.62
Deferred Revenue	6,700.00
Total Current Liabilities	6,759.62
Total Liabilities	6,759.62
Stockholders Equity	
Net Assets	124,635.44
Net Income (Loss)	10,418.11
Total Stockholders Equity	135,053.55
Total Liabilities and Equity	\$ 141,813.17

District 3
Available Funds (in USD)

Month Ending 09/30/2017

Available Funds

Cash & District Reserve	
Cash	
Cash - Bank of America (6622)	29,552.68
Total Cash	<u>29,552.68</u>
District Reserve	<u>103,703.19</u>
Total Cash & District Reserve	<u>133,255.87</u>
Minimum District Reserve Required at Year End	<u>(23,866.37)</u>
Total Available Funds	<u><u>109,389.50</u></u>

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

Month Ending 09/30/2017			07/01/2017 Through 09/30/2017		
Actual	Budget	Variance	Actual	Budget	Variance
			District Revenue		
32,214.69	32,922.00	(707.31)	37,899.04	35,869.00	2,030.04
225.00	0.00	225.00	225.00	0.00	225.00
34.00	0.00	34.00	3,774.00	3,774.00	0.00
315.00	201.00	114.00	6,052.00	5,938.00	114.00
<u>32,788.69</u>	<u>33,123.00</u>	<u>(334.31)</u>	<u>47,950.04</u>	<u>45,581.00</u>	<u>2,369.04</u>
			District Expenses		
0.00	0.00	0.00	9,688.94	9,688.94	0.00
396.69	392.25	4.44	6,103.01	6,098.57	4.44
1,475.14	592.57	882.57	2,752.58	1,870.01	882.57
357.00	2,790.53	(2,433.53)	3,438.53	5,872.06	(2,433.53)
54.00	954.00	(900.00)	1,065.26	1,965.26	(900.00)
3,195.33	152.37	3,042.96	3,195.33	152.37	3,042.96
2,036.08	2,156.68	(120.60)	6,531.17	6,651.77	(120.60)
3,516.47	828.04	2,688.43	4,757.11	8,905.98	(4,148.87)
<u>11,030.71</u>	<u>7,866.44</u>	<u>3,164.27</u>	<u>37,531.93</u>	<u>41,204.96</u>	<u>(3,673.03)</u>
<u>21,757.98</u>	<u>25,256.56</u>	<u>(3,498.58)</u>	<u>10,418.11</u>	<u>4,376.04</u>	<u>6,042.07</u>
			Total Net Income		

**District 3
Receipts Register (09/01/2017 - 09/30/2017)**

Receipt date	Customer	Payment method	Transaction number	Transaction date	Txn currency	Txn amount	Amount (USD)	Amount applied (USD)	Deposited on	Bank account
09/26/2017	C-00000484--Fall Conference	Cash		09/26/2017	USD	520.00	520.00	520.00	09/26/2017	6622 Checking
09/25/2017	C-00000484--Fall Conference	Cash		09/25/2017	USD	1,100.00	1,100.00	1,100.00	09/25/2017	6622 Checking
09/25/2017	C-00000484--Fall Conference	Cash		09/25/2017	USD	145.00	145.00	145.00	09/25/2017	6622 Checking
09/22/2017	C-00000484--Fall Conference	Cash		09/22/2017	USD	145.00	145.00	145.00	09/22/2017	6622 Checking
09/21/2017	C-00000484--Fall Conference	Cash		09/21/2017	USD	580.00	580.00	580.00	09/21/2017	6622 Checking
09/20/2017	C-00000484--Fall Conference	Cash		09/20/2017	USD	145.00	145.00	145.00	09/20/2017	6622 Checking
09/19/2017	C-00000484--Fall Conference	Cash		09/19/2017	USD	350.00	350.00	350.00	09/19/2017	6622 Checking
09/18/2017	C-00000484--Fall Conference	Cash		09/18/2017	USD	435.00	435.00	435.00	09/18/2017	6622 Checking
09/15/2017	C-00002409--Miscellaneous Income	Cash		09/15/2017	USD	225.00	225.00	225.00	09/15/2017	6622 Checking
09/15/2017	C-00000484--Fall Conference	Cash		09/15/2017	USD	145.00	145.00	145.00	09/15/2017	6622 Checking
09/15/2017	C-00000484--Fall Conference	Check		09/15/2017	USD	225.00	225.00	225.00	09/15/2017	6622 Checking
09/15/2017	C-00002409--Miscellaneous Income	Cash		09/15/2017	USD	(225.00)	(225.00)	(225.00)	09/15/2017	6622 Checking
09/14/2017	C-00000484--Fall Conference	Cash		09/14/2017	USD	290.00	290.00	290.00	09/14/2017	6622 Checking
09/13/2017	C-00000484--Fall Conference	Cash		09/13/2017	USD	145.00	145.00	145.00	09/13/2017	6622 Checking
09/12/2017	C-00000484--Fall Conference	Cash		09/12/2017	USD	145.00	145.00	145.00	09/12/2017	6622 Checking
09/11/2017	C-00000484--Fall Conference	Cash		09/11/2017	USD	145.00	145.00	145.00	09/11/2017	6622 Checking
09/08/2017	C-00000484--Fall Conference	Cash		09/08/2017	USD	525.00	525.00	525.00	09/08/2017	6622 Checking
09/07/2017	C-00000484--Fall Conference	Cash		09/07/2017	USD	145.00	145.00	145.00	09/07/2017	6622 Checking
09/06/2017	C-00000122--July Jubilee	Cash		09/06/2017	USD	34.00	34.00	34.00	09/06/2017	6622 Checking
09/06/2017	C-00000123--TLI Revenue	Cash		09/06/2017	USD	49.00	49.00	49.00	09/06/2017	6622 Checking
09/06/2017	C-00000123--TLI Revenue	Cash		09/06/2017	USD	140.00	140.00	140.00	09/06/2017	6622 Checking
09/06/2017	C-00000123--TLI Revenue	Cash		09/06/2017	USD	175.00	175.00	175.00	09/06/2017	6622 Checking
09/06/2017	C-00000484--Fall Conference	Cash		09/06/2017	USD	290.00	290.00	290.00	09/06/2017	6622 Checking
09/05/2017	C-00000484--Fall Conference	Cash		09/05/2017	USD	870.00	870.00	870.00	09/05/2017	6622 Checking
09/05/2017	C-00000484--Fall Conference	Cash		09/05/2017	USD	435.00	435.00	435.00	09/05/2017	6622 Checking

**District 3
Receipts Register (09/01/2017 - 09/30/2017)**

Receipt date	Customer	Payment method	Transaction number	Transaction date	Txn currency	Txn amount	Amount (USD)	Amount applied (USD)	Deposited on	Bank account
09/05/2017	ence C-00000484--Fall Conference	Cash		7 09/05/2017	USD	145.00	145.00	145.00	09/05/2017	6622 Checking
		Total					<u><u>7,323.00</u></u>	<u><u>7,323.00</u></u>		

District 3 Bills Register (09/01/2017 - 09/30/2017)

Date	Vendor	Bill#/Adj#	Due date	Descr	Curr	Trans. amount	Base amount(USD)	Amount paid (USD)
09/12/2017	V-00000002--Toastmasters International - WHQ		09/12/2017		USD	12.44	12.44	12.44
09/15/2017	V-00000002--Toastmasters International - WHQ		09/15/2017		USD	882.57	882.57	882.57
09/26/2017	V-00000002--Toastmasters International - WHQ		09/26/2017		USD	863.55	863.55	863.55
09/26/2017	V-00000002--Toastmasters International - WHQ		09/26/2017		USD	336.35	336.35	336.35
09/28/2017	V-00000002--Toastmasters International - WHQ		09/28/2017		USD	312.00	312.00	312.00
09/05/2017	V-00000305--Bank Card Merchant Fees		09/05/2017		USD	81.18	81.18	81.18
09/11/2017	V-00000307--Capital Merchant Gateway Fee		09/11/2017		USD	45.25	45.25	45.25
09/05/2017	V-00000308--Authnet Gateway Fee		09/05/2017		USD	10.00	10.00	10.00
09/01/2017	V-00000334--RC Type, Print & Direct Mail		09/01/2017		USD	384.25	384.25	384.25
09/01/2017	V-00000334--RC Type, Print & Direct Mail		09/01/2017		USD	119.00	119.00	119.00
09/06/2017	V-00000334--RC Type, Print & Direct Mail		09/06/2017		USD	261.00	261.00	261.00
09/23/2017	V-00000334--RC Type, Print & Direct Mail		09/23/2017		USD	919.00	919.00	919.00
09/06/2017	V-00020750--Concur Technologies, Inc.		09/06/2017	Tina Bennett	USD	26.75	26.75	26.75
09/18/2017	V-00020750--Concur Technologies, Inc.		09/18/2017	ENID MOORE-CRANSHAW	USD	1,370.79	1,370.79	1,370.79
09/18/2017	V-00020750--Concur Technologies, Inc.		09/18/2017	MICHAEL HEIER	USD	1,957.80	1,957.80	1,957.80
09/27/2017	V-00020750--Concur Technologies, Inc.		09/27/2017	Michael Heier	USD	184.57	184.57	184.57
09/27/2017	V-00020750--Concur Technologies, Inc.		09/27/2017	Michael Heier	USD	155.68	155.68	155.68
09/27/2017	V-00020750--Concur Technologies, Inc.		09/27/2017	Michael Heier	USD	259.57	259.57	259.57
09/05/2017	V-00021144--Tucson Festival of Books		09/05/2017		USD	600.00	600.00	600.00
09/20/2017	V-00021913--Phoenix Business Journal		09/20/2017		USD	600.00	600.00	600.00
09/21/2017	V-00025216--Nancy Duckett		09/21/2017		USD	52.58	52.58	52.58
09/05/2017	V-00026590--La Casa de Cristo Luthern Church		09/05/2017		USD	100.00	100.00	100.00

District 3 Bills Register (09/01/2017 - 09/30/2017)

Date	Vendor	Bill#/Adj#	Due date	Descr	Curr	Trans. amount	Base amount(USD)	Amount paid (USD)
09/09/2017	V-00029627--Platinum Toastmasters		09/09/2017		USD	7.00	7.00	7.00
09/09/2017	V-00029628--Liz Foglesong		09/09/2017		USD	7.00	7.00	7.00
09/09/2017	V-00029629--Justin Barclay		09/09/2017		USD	7.00	7.00	7.00
09/09/2017	V-00029630--Laura Smith		09/09/2017		USD	7.00	7.00	7.00
09/09/2017	V-00029631--Sheryl Bratcher		09/09/2017		USD	7.00	7.00	7.00
09/09/2017	V-00029632--Bonnie Jones		09/09/2017		USD	7.00	7.00	7.00
09/09/2017	V-00029633--Brian Lee		09/09/2017		USD	7.00	7.00	7.00
09/12/2017	V-00029635--KAZT LLC		09/12/2017		USD	2,100.00	2,100.00	2,100.00
09/23/2017	V-00029639--AZ CPCU Society		09/23/2017		USD	525.00	525.00	525.00
Grand total							12,208.33	12,208.33

District 3 Reconciliation Report

As Of 09/30/2017
Account: Cash - Bank of America (6622)

Statement Ending Balance	30,339.69
Deposits in Transit	0.00
Outstanding Checks and Charges	(787.01)
Adjusted Bank Balance	29,552.68
Book Balance	29,552.68
Adjustments*	0.00
Adjusted Book Balance	29,552.68

Total Checks and Charges Cleared 5,531.26 Total Deposits Cleared 7,323.00

Deposits

Name	Memo	Date	Doc No	Cleared	In Transit
Fall Conference		09/05/2017		145.00	
Fall Conference		09/05/2017		435.00	
Fall Conference		09/05/2017		870.00	
Fall Conference		09/06/2017		290.00	
TLI Revenue		09/06/2017		140.00	
TLI Revenue		09/06/2017		49.00	
TLI Revenue		09/06/2017		175.00	
July Jubilee		09/06/2017		34.00	
Fall Conference		09/07/2017		145.00	
Fall Conference		09/08/2017		525.00	
Fall Conference		09/11/2017		145.00	
Fall Conference		09/12/2017		145.00	
Fall Conference		09/13/2017		145.00	
Fall Conference		09/14/2017		290.00	
Miscellaneous Income		09/15/2017		225.00	
Fall Conference		09/15/2017		145.00	
Fall Conference		09/18/2017		435.00	
Fall Conference		09/19/2017		350.00	
Fall Conference		09/20/2017		145.00	
Fall Conference		09/21/2017		580.00	
Fall Conference		09/22/2017		145.00	
Fall Conference		09/25/2017		145.00	
Fall Conference		09/25/2017		1,100.00	
Fall Conference		09/26/2017		520.00	
Total Deposits				7,323.00	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
RC Type, Print & Direct Mail		08/31/2017	7525	238.00	
RC Type, Print & Direct Mail		09/01/2017	7525	119.00	
RC Type, Print & Direct Mail		09/01/2017	7527	384.25	
La Casa de Cristo Lutheran Church		09/05/2017	7526	100.00	
Authnet Gateway Fee		09/05/2017		10.00	
Tucson Festival of Books		09/05/2017		600.00	
Bank Card Merchant Fees		09/05/2017		81.18	
RC Type, Print & Direct Mail		09/06/2017	7528	261.00	
Platinum Toastmasters		09/09/2017	7529	7.00	

District 3 Reconciliation Report

As Of 09/30/2017

Account: Cash - Bank of America (6622)

Liz Foglesong	09/09/2017	7530		7.00
Justin Barclay	09/09/2017	7531		7.00
Laura Smith	09/09/2017	7532	7.00	
Sheryl Bratcher	09/09/2017	7533	7.00	
Bonnie Jones	09/09/2017	7534		7.00
Brian Lee	09/09/2017	7535		7.00
Capital Merchant Gate- way Fee	09/11/2017		45.25	
KAZT LLC	09/12/2017	7536	2,100.00	
Phoenix Business Jour- nal	09/20/2017		600.00	
Nancy Duckett	09/21/2017	7537	52.58	
RC Type, Print & Direct Mail	09/23/2017	7538	919.00	
AZ CPCU Society	09/23/2017	7539		525.00
Total Checks and Charges			5,531.26	787.01

District 3
Reconciliation Report
 As Of 09/30/2017
 Account: District Reserve Receivable

Statement Ending Balance	103,703.19
Deposits in Transit	0.00
Outstanding Checks and Charges	0.00
Adjusted Bank Balance	103,703.19
Book Balance	103,703.19
Adjustments*	0.00
Adjusted Book Balance	103,703.19

Total Checks and Charges Cleared	6,362.07	Total Deposits Cleared	32,214.69
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Deposits

Name	Memo	Date	Doc No	Cleared	In Transit
General Ledger Entry	September 2017 Membership Revenue	09/30/2017		32,214.69	
Total Deposits				32,214.69	0.00

Checks and Charges

Name	Memo	Date	Check No	Cleared	Outstanding
Concur Technologies, Inc.	Sept Concur OOP	09/07/2017		26.75	
Toastmasters International - WHQ		09/12/2017		12.44	
Toastmasters International - WHQ		09/15/2017		882.57	
Concur Technologies, Inc.		09/18/2017		1,370.79	
Concur Technologies, Inc.		09/18/2017		1,957.80	
Toastmasters International - WHQ		09/26/2017		336.35	
Toastmasters International - WHQ		09/26/2017		863.55	
Concur Technologies, Inc.	Sept Concur OOP	09/27/2017		599.82	
Toastmasters International - WHQ		09/28/2017		312.00	
Total Checks and Charges				6,362.07	0.00

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

Month Ending 09/30/2017			07/01/2017 Through 09/30/2017			
Actual	Budget	Variance		Actual	Budget	Variance
			District Revenue			
			Membership Revenue			
32,214.69	32,922.00	(707.31)	6005-000000 - Membership Revenue	37,899.04	35,869.00	2,030.04
32,214.69	32,922.00	(707.31)	Total Membership Revenue	37,899.04	35,869.00	2,030.04
			Conference Revenue			
			Registration & Tickets			
			Registration - Meal Events			
225.00	0.00	225.00	6025-000000 - Registration & Ticket Revenue	225.00	0.00	225.00
225.00	0.00	225.00	Total Registration - Meal Events	225.00	0.00	225.00
225.00	0.00	225.00	Total Registration & Tickets	225.00	0.00	225.00
225.00	0.00	225.00	Total Conference Revenue	225.00	0.00	225.00
			Fundraising Revenue			
			Registration & Tickets			
34.00	0.00	34.00	6025-000000 - Registration & Ticket Revenue	3,774.00	3,774.00	0.00
34.00	0.00	34.00	Total Registration & Tickets	3,774.00	3,774.00	0.00
34.00	0.00	34.00	Total Fundraising Revenue	3,774.00	3,774.00	0.00
			TLI Revenue			
			Registration & Tickets			
			Registration - Member			
0.00	250.00	(250.00)	6025-000000 - Registration & Ticket Revenue	0.00	5,887.00	(5,887.00)
0.00	250.00	(250.00)	Total Registration - Member	0.00	5,887.00	(5,887.00)
364.00	0.00	364.00	Registration - No Item			
364.00	0.00	364.00	6025-000000 - Registration & Ticket Revenue	6,001.00	0.00	6,001.00
364.00	0.00	364.00	Total Registration - No Item	6,001.00	0.00	6,001.00
364.00	250.00	114.00	Total Registration & Tickets	6,001.00	5,887.00	114.00
			Non Registration			
			Non Registration			
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	100.00	100.00	0.00
(49.00)	0.00	(49.00)	6050-000000 - Refunds - Registration & Tickets	(49.00)	0.00	(49.00)
0.00	(49.00)	49.00	6060-000000 - Reimbursements - Registration & Tickets	0.00	(49.00)	49.00
(49.00)	(49.00)	0.00	Total Non Registration	51.00	51.00	0.00
(49.00)	(49.00)	0.00	Total Non Registration	51.00	51.00	0.00
315.00	201.00	114.00	Total TLI Revenue	6,052.00	5,938.00	114.00
32,788.69	33,123.00	(334.31)	Total District Revenue	47,950.04	45,581.00	2,369.04
			District Expenses			
			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	7008-000000 - Promotional Materials	553.15	553.15	0.00
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certi-	434.40	434.40	0.00

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

Month Ending 09/30/2017			07/01/2017 Through 09/30/2017		
Actual	Budget	Variance	Actual	Budget	Variance
0.00	8.00	(8.00)			
0.00	0.00	0.00			
384.25	384.25	0.00			
0.00	0.00	0.00			
12.44	0.00	12.44			
0.00	0.00	0.00			
396.69	392.25	4.44			
882.57	0.00	882.57			
882.57	0.00	882.57			
0.00	0.00	0.00			
34.57	0.00	34.57			
333.00	333.00	0.00			
225.00	225.00	0.00			
0.00	34.57	(34.57)			
592.57	592.57	0.00			
0.00	0.00	0.00			
0.00	0.00	0.00			
0.00	0.00	0.00			
0.00	0.00	0.00			
1,475.14	592.57	882.57			
357.00	238.00	119.00			
0.00	52.53	(52.53)			
0.00	2,500.00	(2,500.00)			
0.00	0.00	0.00			
357.00	2,790.53	(2,433.53)			
0.00	100.00	(100.00)			
0.00	800.00	(800.00)			
0.00	900.00	(900.00)			
0.00	0.00	0.00			
0.00	0.00	0.00			
0.00	0.00	0.00			
54.00	54.00	0.00			
54.00	54.00	0.00			
54.00	954.00	(900.00)			
3,042.96	0.00	3,042.96			
48.88	48.88	0.00			

cates)					
7012-000000 - Supplies & Stationery Expense	460.87	468.87	(8.00)		
7014-000000 - Room Rental Event Expense	1,645.00	1,645.00	0.00		
7020-000000 - Printing Expense	1,210.75	1,210.75	0.00		
7078-000000 - Food Expense	1,539.16	1,539.16	0.00		
7082-000000 - Incentives	159.68	147.24	12.44		
7086-000000 - Miscellaneous Expenses	100.00	100.00	0.00		
Total TLI Expenses	6,103.01	6,098.57	4.44		
Marketing Expense					
Building New Clubs					
7012-000000 - Supplies & Stationery Expense	1,453.41	570.84	882.57		
Total Building New Clubs	1,453.41	570.84	882.57		
Membership Growth					
7008-000000 - Promotional Materials	152.04	152.04	0.00		
7012-000000 - Supplies & Stationery Expense	34.57	0.00	34.57		
7020-000000 - Printing Expense	568.65	568.65	0.00		
7082-000000 - Incentives	225.00	225.00	0.00		
7086-000000 - Miscellaneous Expenses	0.00	34.57	(34.57)		
Total Membership Growth	980.26	980.26	0.00		
Club Coaches					
7014-000000 - Room Rental Event Expense	200.00	200.00	0.00		
7016-000000 - Meal Event Expense	90.04	0.00	90.04		
7078-000000 - Food Expense	28.87	118.91	(90.04)		
Total Club Coaches	318.91	318.91	0.00		
Total Marketing Expense	2,752.58	1,870.01	882.57		
Communications & PR Expenses					
7008-000000 - Promotional Materials	1,439.53	1,320.53	119.00		
7012-000000 - Supplies & Stationery Expense	0.00	52.53	(52.53)		
7036-000000 - Advertising Expense	0.00	2,500.00	(2,500.00)		
7040-000000 - Trade Show Registration Expense	1,999.00	1,999.00	0.00		
Total Communications & PR Expenses	3,438.53	5,872.06	(2,433.53)		
Education & Training Expense					
Training Division & Area Governors					
7020-000000 - Printing Expense	0.00	100.00	(100.00)		
7078-000000 - Food Expense	939.00	1,739.00	(800.00)		
Total Training Division & Area Governors	939.00	1,839.00	(900.00)		
Training Areas & Divisions					
7016-000000 - Meal Event Expense	72.26	0.00	72.26		
7078-000000 - Food Expense	0.00	72.26	(72.26)		
Total Training Areas & Divisions	72.26	72.26	0.00		
Other					
7020-000000 - Printing Expense	54.00	54.00	0.00		
Total Other	54.00	54.00	0.00		
Total Education & Training Expense	1,065.26	1,965.26	(900.00)		
Speech Contest Expenses					
7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	3,042.96	0.00	3,042.96		
7012-000000 - Supplies & Stationery	48.88	48.88	0.00		

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

Month Ending 09/30/2017			07/01/2017 Through 09/30/2017		
Actual	Budget	Variance	Actual	Budget	Variance
103.49	103.49	0.00	103.49	103.49	0.00
3,195.33	152.37	3,042.96	3,195.33	152.37	3,042.96
0.00	300.00	(300.00)	458.95	758.95	(300.00)
1,511.90	725.00	786.90	1,734.55	947.65	786.90
0.00	0.00	0.00	937.79	937.79	0.00
100.00	100.00	0.00	250.00	250.00	0.00
261.00	261.00	0.00	420.00	420.00	0.00
0.00	127.50	(127.50)	1,800.90	1,928.40	(127.50)
26.75	26.75	0.00	26.75	26.75	0.00
136.43	136.43	0.00	881.40	881.40	0.00
0.00	195.00	(195.00)	0.00	195.00	(195.00)
0.00	50.00	(50.00)	0.00	50.00	(50.00)
0.00	100.00	(100.00)	0.00	100.00	(100.00)
0.00	135.00	(135.00)	20.83	155.83	(135.00)
2,036.08	2,156.68	(120.60)	6,531.17	6,651.77	(120.60)
0.00	0.00	0.00	0.00	200.00	(200.00)
19.88	0.00	19.88	19.88	2,000.00	(1,980.12)
0.00	0.00	0.00	0.00	70.00	(70.00)
0.00	120.00	(120.00)	0.00	120.00	(120.00)
0.00	0.00	0.00	0.00	20.00	(20.00)
1,342.11	0.00	1,342.11	1,342.11	0.00	1,342.11
0.00	0.00	0.00	0.00	270.00	(270.00)
1,361.99	120.00	1,241.99	1,361.99	2,680.00	(1,318.01)
0.00	0.00	0.00	635.00	635.00	0.00
1,966.60	0.00	1,966.60	1,966.60	1,957.80	8.80
51.09	0.00	51.09	51.09	51.09	0.00
32.20	32.20	0.00	74.20	74.20	0.00
0.00	0.00	0.00	0.00	6.22	(6.22)
6.22	0.00	6.22	6.22	0.00	6.22
98.37	0.00	98.37	98.37	98.37	0.00
2,154.48	32.20	2,122.28	2,831.48	2,822.68	8.80
0.00	0.00	0.00	525.00	525.00	0.00
0.00	0.00	0.00	0.00	1,913.53	(1,913.53)

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

Month Ending 09/30/2017			07/01/2017 Through 09/30/2017			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	0.00	12.51	(12.51)
0.00	0.00	0.00	7078-000000 - Food Expense	0.00	237.78	(237.78)
0.00	0.00	0.00	Total CGD	525.00	2,688.82	(2,163.82)
0.00	40.00	(40.00)	Administration Manager			
			7062-000000 - Transportation - Mileage Expense	0.00	40.00	(40.00)
0.00	40.00	(40.00)	Total Admin Manager	0.00	40.00	(40.00)
0.00	120.00	(120.00)	Division Director			
			7062-000000 - Transportation - Mileage Expense	0.00	120.00	(120.00)
0.00	120.00	(120.00)	Total Division Director	0.00	120.00	(120.00)
0.00	480.00	(480.00)	Area Director			
			7062-000000 - Transportation - Mileage Expense	0.00	480.00	(480.00)
0.00	480.00	(480.00)	Total Area Director	0.00	480.00	(480.00)
0.00	35.84	(35.84)	Other Member			
			7062-000000 - Transportation - Mileage Expense	38.64	74.48	(35.84)
0.00	35.84	(35.84)	Total Other Member	38.64	74.48	(35.84)
3,516.47	828.04	2,688.43	Total Travel Expense	4,757.11	8,905.98	(4,148.87)
11,030.71	7,866.44	3,164.27	Total District Expenses	37,531.93	41,204.96	(3,673.03)
21,757.98	25,256.56	(3,498.58)	Total Net Income	10,418.11	4,376.04	6,042.07