#### Finance Manager Report Tim Spezia, Finance Manager District 8

# Spring Conference May 4, 2019 District Finances As of March 31, 2019

What's changed since our virtual council meeting (10/21/2018)

two periods closed 2<sup>nd</sup> quarter close 3<sup>rd</sup> quarter close Mid year audit conducted highlights

- Profit & Loss Summary Statement
  - Actual vs Budget
    - Budget acts as a road map
  - Budget amounts replaced with real figures monthly
    - Increases the accuracy of the budget "road map"
  - Variance amounts should be minimal
    - Any significant amount must be explained regardless of direction.

#### Second Quarter Close

#### District 8 Profit & Loss (Actual vs. Budget Summary) (in USD)

	Month Ending 12/31/2018				07/01/2018 Through 12/31/2018		
Actual	Budget	Variance		Actual	Budget	Variance	
			District Revenue				
382.51	627.00	(244.49)	Membership Revenue	20,499.59	21,015.00	(515.41)	
0.00	0.00	0.00	Conference Revenue	(1,127.41)	0.00	(1,127.41)	
207.75	300.00	(92.25)	District Store Revenue	483.65	450.00	33.65	
590.26	927.00	(336.74)	Total District Revenue	19,855.83	21,465.00	(1,609.17)	
		· · · ·	District Expenses				
0.00	0.00	0.00	Conference Expenses	178.97	0.00	178.97	
390.11	4,630.00	(4,239.89)	TLI Expenses	366.19	4,630.00	(4,263.81)	
2.55	0.00	2.55	District Store Expenses	22.36	225.00	(202.64)	
0.00	2,080.00	(2,080.00)	Marketing Expense	(6,084.43)	5,410.00	(11,494.43)	
117.06	0.00	117.06	Communications & PR Expenses	1,625.29	150.00	1,475.29	
0.00	0.00	0.00	Education & Training Expense	1,149.68	2,770.00	(1,620.32)	
0.00	0.00	0.00	Speech Contest Expenses	59.20	0.00	59.20	
97.00	593.00	(496.00)	Administration Expenses	836.47	2,916.80	(2,080.33)	
208.05	2,906.48	(2,698.43)	Travel Expense	8,245.08	17,674.12	(9,429.04)	
187.49	187.00	0.49	Other Expenses	1,658.56	1,122.00	536.56	
1,002.26	10,396.48	(9,394.22)	Total District Expenses	8,057.37	34,897.92	(26,840.55)	
(412.00)	(9,469.48)	9,057.48	Total Net Income	11,798.46	(13,432.92)	25,231.38	

- Highlights of second quarter
  - Leadership Expo event for training and district networking among members
  - Mid Year TLI event held at Wells Fargo
    - A big Thank You to Wells Fargo who covered the entire cost of the TLI event.
  - Marketing incentives received by club was well received. Graduated award levels for TI/Bookstore purchases

#### Third quarter Closing

#### District 8 Profit & Loss (Actual vs. Budget Summary) (in USD)

	Month Ending 03/31/2019				07/01/2018 Through 03/31/2019		
Actual	Budget	Variance		Actual	Budget	Variance	
			District Revenue				
13,790.88	13,251.00	539.88	Membership Revenue	36,630.15	36,234.00	396.15	
0.00	0.00	0.00	Conference Revenue	(1,127.41)	0.00	(1,127.41)	
0.00	0.00	0.00	District Store Revenue	498.55	450.00	48.55	
13,790.88	13,251.00	539.88	Total District Revenue	36,001.29	36,684.00	(682.71)	
			District Expenses		1	<u>, , , , , , , , , , , , , , , , , , , </u>	
0.00	0.00	0.00	Conference Expenses	178.97	0.00	178.97	
0.00	0.00	0.00	TLI Expenses	437.67	4,630.00	(4,192.33)	
48.60	500.00	(451.40)	District Store Expenses	958.62	725.00	233.62	
186.41	90.00	96.41	Marketing Expense	(2,415.53)	5,772.00	(8,187.53)	
22.50	2,700.00	(2,677.50)	Communications & PR Expenses	1,707.29	2,910.00	(1,202.71)	
0.00	0.00	0.00	Education & Training Expense	1,149.68	3,577.00	(2,427.32)	
61.99	0.00	61.99	Speech Contest Expenses	121.19	1,725.00	(1,603.81)	
194.00	218.00	(24.00)	Administration Expenses	1,244.47	4,268.80	(3,024.33)	
762.30	2,102.00	(1,339.70)	Travel Expense	9,648.33	23,031.58	(13,383.25)	
197.78	187.00	10.78	Other Expenses	2,279.30	1,683.00	596.30	
1,473.58	5,797.00	(4,323.42)	Total District Expenses	15,309.99	48,322.38	(33,012.39)	
12,317.30	7,454.00	4,863.30	Total Net Income	20,691.30	(11,638.38)	32,329.68	

- For the month: District revenue. A \$540 difference between actual and budgeted.
  - Revenue down slightly for year to date (about 1%)
  - March proceeds contributing in the positive direction

For year to date with funds accrued from last TM year introduced into these budget figures we have a higher budget amount compared to actual.

As awards from these funds are applied the variances will reduce over time. Awards, recognition.

- For budgeted expenses for March (examples)
  - a newsletter printing
  - Club visit mileage
  - TI allocation
  - Storage locker
- Actual revenue vs budget for March was positive by \$4863.

- Summarizing
  - District budget amounts are covering actual expense outlays.
  - This is the best position to be in versus overspending
  - The district is not out spending its budget model defined amounts. Budget amount should reflect similar amounts in spending to show model is accurate.

• End of Report

See me for any questions <u>tspezia@earthlink.net</u>