



District #: 8  
 Budget Currency: USD  
 Fiscal Year: 2019-2020

	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Membership revenue	311	1,337	12,616	4,402	1,149	528	931	1,197	13,146	4,265	1,865	1,365	43,112
Conference revenue	-	-	-	-	-	-	-	-	11,805	650	-	-	12,455
Fundraising revenue	-	-	-	-	-	1,800	-	-	-	-	1,600	-	3,400
TLI revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
District store revenue	-	-	-	-	-	500	-	-	-	500	-	500	1,500
Speech contest revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Other revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total revenue</b>	<b>311</b>	<b>1,337</b>	<b>12,616</b>	<b>4,402</b>	<b>1,149</b>	<b>2,828</b>	<b>931</b>	<b>1,197</b>	<b>24,951</b>	<b>5,415</b>	<b>3,465</b>	<b>1,865</b>	<b>60,467</b>
Conference expense	-	-	-	-	-	-	-	-	-	12,702	-	-	12,702
Fundraising expense	-	-	-	-	-	50	-	-	-	-	50	-	100
TLI expense	-	-	-	-	-	3,830	-	-	-	-	-	3,930	7,760
District store expense	-	-	-	-	300	-	-	-	300	-	-	-	600
Marketing expense	-	-	300	4,300	2,650	2,650	3,100	4,500	3,100	3,700	2,500	2,500	29,300
Communications & public relations expen:	290	150	500	250	250	250	250	3,325	400	250	250	250	6,415
Education & training expense	544	265	150	1,780	280	895	80	80	280	250	250	1,750	6,604
Speech contest expense	-	-	-	-	-	-	-	1,575	375	650	-	-	2,600
Administration expense	183	198	183	183	183	183	183	183	183	183	183	198	2,222
Travel expense	1,081	6,133	1,644	1,053	894	425	2,945	1,159	1,989	1,808	885	625	20,642
Other expense	179	179	179	179	179	179	179	179	179	179	179	179	2,149
	<b>2,277</b>	<b>6,925</b>	<b>2,956</b>	<b>7,745</b>	<b>4,736</b>	<b>8,462</b>	<b>6,737</b>	<b>11,001</b>	<b>6,805</b>	<b>19,722</b>	<b>4,297</b>	<b>9,432</b>	<b>91,094</b>
District net income/(loss)	(1,966)	(5,588)	9,660	(3,343)	(3,587)	(5,634)	(5,806)	(9,804)	18,146	(14,307)	(832)	(7,567)	(30,627)

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 Director \_\_\_\_\_ Date \_\_\_\_\_

Program Quality Director \_\_\_\_\_ Date \_\_\_\_\_

Club Growth Director \_\_\_\_\_ Date \_\_\_\_\_

Finance Manager \_\_\_\_\_ Date 9/20/2019

	Total	Budget	% Policy Max
Conference expense	12,702		
Fundraising expense	100		
District store expense	600		
Marketing expense	29,300		
	<b>42,702</b>	<b>46.9%</b>	<b>Unlimited</b>
TLI expense	7,760		
Education & training expense	6,604		
	<b>14,364</b>	<b>15.8%</b>	<b>30.0%</b>
Communications & public relations expense	6,415	7.0%	25.0%
Speech contest expense	2,600	2.9%	10.0%
Administration expense	2,222	2.4%	20.0%
Travel expense	20,642	22.7%	30.0%
Other expense	2,149	2.4%	10.0%
	<b>34,028</b>		
<b>Total Expenses</b>	<b>91,094</b>	<b>100.0%</b>	

Total Stockholders Equity per Balance Sheet as of June 30, 2019 **47,506.35**

Retention amount needed on June 30, 2020\* **10744**

Remaining funds at Year-end (estimated)\*\* **6,135.55**

\*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.



**TOASTMASTERS INTERNATIONAL  
ANNUAL BUDGET  
2019-2020**

**DISTRICT**

**8**

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)

	<u><b>Budgeted</b></u>
<b>Membership Revenue</b>	<b>43,112</b>
<p>Membership goals: 5% Net increase in membership; member retention at 80%.            New or existing development Strategies: Active New club development five new clubs (net);            Stem falling membership levels: increase membership retention by 200 members (net)            Stress membership retention is equally important as new club development.            Refer to district success plan for details on strategy updates.</p>	
<b>Conference Net Income/(Loss)</b>	<b>(247)</b>
<p>For 2019-2020 there is one conference planned in the Spring in Division B St Louis, MO. This event is budgeted to net 0 or lower to minimize any district level support. This event is expected to accommodate 150 members. The event needs to sell 100 full registrations at a cost of \$120.00. Individual meals are included. This conference is minimum \$6000 food beverage cost and requires a \$500 deposit. An aggressive sales effort if successful will still be under net 0 by (247)            All conference contracts are prearranged by a dedicated site committee. Planned menus and facility costs are contract controlled.</p>	
<b>Fundraising Net Income/(Loss)</b>	<b>3,300</b>
<p>Two fund raising events planned to help fund keynote speaker travel costs and marketing efforts            One fund raiser to help fund prison club membership fund</p>	
<b>TLI Net Income/(Loss)</b>	<b>(7,760)</b>
<p>There will be two events held Midyear and Summer events. Expenses are venue rental/security/cleanup. In addition, there are expected costs for food (breakfast and lunch), possible photocopy, and no key note speaker travel costs planned. There are no charges for officers or members who attend the TLI or satellite TLI (two remote district locations). There are no mileage reimbursements.</p>	
<b>District Store Net Income/(Loss)</b>	<b>900</b>
<p>Three events are planned; (Midyear TLI, Spring conference, Summer TLI)            District store is technically open year round and sales of existing inventory available. The store accommodates special requests. With membership and education incentives planned will result in awards for voucher to district store. Last term sales greatly increased last year due to voucher redemption. No outside vendor products except district history book for sale. Vouchers applied to issuing district budget center. (important)</p>	
<b>Other Revenue</b>	<b>-</b>
<p>There are no other revenue sources; Prison club Trust fund is funded through raffles and contributions</p>	



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**Budgeted**

**Marketing**

**29,300**

What is the main focus for your district? The main focus is to increase membership payments to achieve the Smedley Distinguished recognition level which will be 4,470 Membership Payments.  
 What events are planned? Ultimate Open Houses for clubs which includes paid social media advertising to attract guests, reimbursement for food/beverage and printed guest packets w/ marketing & educational brochures/fliers. 2 Business Expos. Corporate Summit. Brand Awareness Day/Training. Toastmasters Awareness Month.  
~~What is being done differently or the same as last year? Ultimate Open Houses, Social Media Advertising, Corporate Summit~~

**Communications and Public Relations**

**6,415**

Meetups there are semi-annual costs associated with Meetups (7038 dues and association fees). District face book (open and closed group) Publish district newsletter, fund bulk mail account, adds in organizational directories. Newsletter will be 12 page standard this year. Work with Marketing to promote District. Includes Survey monkey charge

**Education and Training**

**6,604**

Judges training,  
 Trophies for division and district contests  
 TLI is a separate line item.

**Speech contests**

**2,600**

Two District speech contests planned as the emphasis of the spring conference  
 Trophies for budgeted area contests trophies. Trophies for division and District contests  
 To film contests (a TI requirement) contract video crew to film Saturday night contests. \$350 base

**Administration**

**2,222**

Storage locker charges; Cost effective alternatives are needed,  
 Software charges for web hosting, royalty for Tile presentation, Web security, Survey monkey subscription for year. District Web site now requires a submitted budget with higher overall costs. Website is costing 82/month. Monitoring sales tax ruling on all district sales both internal and external

**Travel**

**20,642**

Active monitoring of impact of TI IRS charitable rate adoption for mileage in place. A variable rate adopted in first part of year that will increase travel expenses. Currently paying .58 till October 16.  
 Convention travels, hotel lodging for the week. Meals, and shuttle. Mid year training in January IPDG lodging and convention registration. This budget item is maxed out at current levels

**Other Expenses**

**2,149**

TI monthly allocation Charge; any items not specific to district mission are other expenses