

District 8 Finance Manager Report

As of January 31, 2023



125,058	154,568	95,054	124,500
125,487	56,845	97,511	125,000
124,000	110,000	99,011	154,000
105,450	150,000	99,216	95,000
86,502	35,000	101,090	154,200
	83,000	101,684	110,000
	45,000	101,962	89,000
		102,747	50,000
			68,700
			123,000

District Revenue

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
District Revenue			
Membership Revenue			
6005-000000 - Membership Revenue	13,971.24	15,499.84	(1,528.60)
Total Membership Revenue	<u>13,971.24</u>	<u>15,499.84</u>	<u>(1,528.60)</u>
District Store Revenue			
6045-000000 - District Store Revenue	12.00	300.00	(288.00)
Total District Store Revenue	<u>12.00</u>	<u>300.00</u>	<u>(288.00)</u>
Other Revenue			
6020-000000 - Miscellaneous Income	15.66	0.00	15.66
Total Other Revenue	<u>15.66</u>	<u>0.00</u>	<u>15.66</u>
Total District Revenue	<u><u>13,998.90</u></u>	<u><u>15,799.84</u></u>	<u><u>(1,800.94)</u></u>

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
District Store Expenses			
7002-000000 - Cost of Sales Expense - District Store	0.00	250.00	(250.00)
Total District Store Expenses	0.00	250.00	(250.00)
Recognition			
Recognition - Member			
7044-000000 - Postage & Shipping Expense	0.00	40.00	(40.00)
7082-000000 - Incentives	0.00	40.00	(40.00)
Total Recognition - Member	0.00	80.00	(80.00)
Recognition - Club			
7026-000000 - Website Expense	27.30	0.00	27.30
7044-000000 - Postage & Shipping Expense	0.00	40.00	(40.00)
Total Recognition - Club	27.30	40.00	(12.70)

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Recognition - District			
7044-000000 - Postage & Shipping Expense	0.00	80.00	(80.00)
7082-000000 - Incentives	25.50	100.00	(74.50)
Total Recognition - District	<u>25.50</u>	<u>180.00</u>	<u>(154.50)</u>
Total Recognition	<u>52.80</u>	<u>300.00</u>	<u>(247.20)</u>

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Club Growth			
Club Growth - Building New Clubs			
7082-000000 - Incentives	0.00	250.00	(250.00)
Total Club Growth - Building New Clubs	0.00	250.00	(250.00)
Club Growth - Club Coaching			
7082-000000 - Incentives	0.00	225.00	(225.00)
Total Club Growth - Club Coaching	0.00	225.00	(225.00)
Club Growth - Membership Growth			
7082-000000 - Incentives	0.00	300.00	(300.00)
Total Club Growth - Membership Growth	0.00	300.00	(300.00)
Club Growth - Membership Retention			
7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Cer- tificates)	153.94	0.00	153.94
7040-000000 - Trade Show Registra- tion Expense	150.00	0.00	150.00
7082-000000 - Incentives	0.00	200.00	(200.00)
Total Club Growth - Membership Retention	303.94	200.00	103.94
Club Growth - Other			
7082-000000 - Incentives	0.00	325.00	(325.00)
Total Club Growth - Other	0.00	325.00	(325.00)
Club Growth - Rebuilding Clubs			
7082-000000 - Incentives	0.00	250.00	(250.00)
Total Club Growth - Rebuilding Clubs	0.00	250.00	(250.00)
Total Club Growth	303.94	1,550.00	(1,246.06)

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Marketing Outside of Toastmasters Expenses			
7006-000000 - Educational Materials	0.00	250.00	(250.00)
7008-000000 - Promotional Materials	0.00	225.00	(225.00)
7036-000000 - Advertising Expense	0.00	550.00	(550.00)
7044-000000 - Postage & Shipping Expense	0.00	176.00	(176.00)
7082-000000 - Incentives	0.00	150.00	(150.00)
Total Marketing Outside of Toastmasters Expenses	0.00	1,351.00	(1,351.00)

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Public Relations Expense			
7008-000000 - Promotional Materials	0.00	60.00	(60.00)
7026-000000 - Website Expense	0.00	100.00	(100.00)
7028-000000 - Directory Expense	0.00	150.00	(150.00)
7038-000000 - Dues & Association	175.00	0.00	175.00
Fee Expense			
7042-000000 - Outside Contractor Expense	0.00	300.00	(300.00)
7044-000000 - Postage & Shipping Expense	0.00	120.00	(120.00)
7088-000000 - Storage Expenses	98.94	0.00	98.94
Total Public Relations Expense	273.94	730.00	(456.06)

District Expenses

07/01/2022 Through
01/31/2023

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Education & Training Expense			
TLI			
7006-000000 - Educational Materials	0.00	200.00	(200.00)
7080-000000 - Gifts & Thank Yous	0.00	375.00	(375.00)
Total TLI	<u>0.00</u>	<u>575.00</u>	<u>(575.00)</u>
Total Education & Training Expense	<u>0.00</u>	<u>575.00</u>	<u>(575.00)</u>

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Administration Expenses			
7004-000000 - Badges & Pins	0.00	400.00	(400.00)
7014-000000 - Room Rental Event Expense	90.00	100.00	(10.00)
7024-000000 - Newsletter Expense	9.65	0.00	9.65
7026-000000 - Website Expense	128.95	273.00	(144.05)
7032-000000 - Telephone Expense	19.30	0.00	19.30
7034-000000 - Conference Calls & Webinars Expense	430.18	500.00	(69.82)
7044-000000 - Postage & Shipping Expense	18.49	0.00	18.49
7046-000000 - Express Mail/Courier Expense	0.00	69.95	(69.95)
7080-000000 - Gifts & Thank Yous	88.49	0.00	88.49
7088-000000 - Storage Expenses	594.00	693.00	(99.00)
Total Administration Expenses	1,379.06	2,035.95	(656.89)

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Food and Meals Expense			
CGD			
7078-000000 - Food Expense	0.00	90.00	(90.00)
Total CGD	0.00	90.00	(90.00)
District Director			
7016-000000 - Meal Event Expense	0.00	50.00	(50.00)
7078-000000 - Food Expense	90.00	330.00	(240.00)
Total District Director	90.00	380.00	(290.00)
Other Member			
7016-000000 - Meal Event Expense	243.35	350.00	(106.65)
Total Other Member	243.35	350.00	(106.65)
PQD			
7078-000000 - Food Expense	0.00	90.00	(90.00)
Total PQD	0.00	90.00	(90.00)
Total Food and Meals Expense	333.35	910.00	(576.65)

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Travel Expense			
District Director			
7056-000000 - Convention Registra-	168.75	168.75	0.00
tion Fees Expense			
7062-000000 - Transportation -	25.20	492.00	(466.80)
Mileage Expense			
Total District Director	193.95	660.75	(466.80)
Program Quality Director			
7062-000000 - Transportation -	45.64	400.00	(354.36)
Mileage Expense			
Total PQD	45.64	400.00	(354.36)
Club Growth Director			
7062-000000 - Transportation -	37.24	400.00	(362.76)
Mileage Expense			
Total CGD	37.24	400.00	(362.76)
Finance Manager			
7062-000000 - Transportation -	0.00	35.00	(35.00)
Mileage Expense			
Total FM	0.00	35.00	(35.00)

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Public Relations Manager			
7062-000000 - Transportation - Mileage Expense	0.00	60.00	(60.00)
Total PR Manager	0.00	60.00	(60.00)
Administration Manager			
7062-000000 - Transportation - Mileage Expense	0.00	35.00	(35.00)
Total Admin Manager	0.00	35.00	(35.00)
Division Director			
7062-000000 - Transportation - Mileage Expense	0.00	150.00	(150.00)
Total Division Director	0.00	150.00	(150.00)
Area Director			
7062-000000 - Transportation - Mileage Expense	17.64	1,375.00	(1,357.36)
Total Area Director	17.64	1,375.00	(1,357.36)
IPDD			
7062-000000 - Transportation - Mileage Expense	0.00	25.00	(25.00)
Total IPDD	0.00	25.00	(25.00)
Total Travel Expense	294.47	3,140.75	(2,846.28)

District Expenses

07/01/2022 Through
01/31/2023

	Actual	Budget	Variance
Lodging Expense			
District CGD			
7058-000000 - Lodging Expense	0.00	750.00	(750.00)
Total CGD	0.00	750.00	(750.00)
District director			
7058-000000 - Lodging Expense	1,862.65	2,450.00	(587.35)
Total District director	1,862.65	2,450.00	(587.35)
District PQD			
7058-000000 - Lodging Expense	0.00	750.00	(750.00)
Total District PQD	0.00	750.00	(750.00)
Total Lodging Expense	1,862.65	3,950.00	(2,087.35)
Allocation Expenses			
7092-000000 - TI Allocation	879.28	878.50	0.78
Total Allocation Expenses	879.28	878.50	0.78
Total District Expenses	5,379.49	15,671.20	(10,291.71)
Total Net Income	8,619.41	128.64	8,490.77