

Disrict 8 2023-2024 Annual Budget 09/13/2023 Revised



District #: 8
 Budget Currency: USD
 Fiscal Year: 2023-2024

	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Total
Membership Dues Allocation	218	1,152	10,811	2,093	753	477	541	1,515	11,438	1,633	712	1,126	32,469
Conference revenue	-	-	-	-	-	-	-	-	-	12,100	-	-	12,100
Fundraising revenue	-	-	-	-	-	-	-	3,000	-	-	-	-	3,000
Education and Training revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
District store revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Speech contest revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Total revenue	218	1,152	10,811	2,093	753	477	541	4,515	11,438	13,733	712	1,126	47,569
TI Allocation Expense	123	123	123	123	123	123	123	123	123	123	123	123	1,476
Conference expense	-	-	-	-	-	-	-	-	-	12,100	-	-	12,100
Fundraising expense	-	-	-	-	-	-	-	-	-	-	-	-	-
District store expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing Outside Toastmasters expense	-	-	-	1,500	-	-	-	-	-	-	-	-	1,500
Recognition expense	-	-	-	-	-	-	-	-	-	1,720	-	1,500	3,220
Club Growth expense	120	40	1,220	160	120	-	160	120	1,060	460	170	710	4,340
Public Relations expense	10	10	10	10	10	10	10	10	10	10	10	10	120
Education & training expense	-	-	-	-	-	575	-	-	-	-	-	1,010	1,585
Speech contest expense	-	-	-	-	-	-	-	560	340	700	-	-	1,600
Administration expense	422	293	154	822	122	122	122	122	122	422	122	122	2,967
Food and Meals expense	166	1,018	40	40	40	200	840	40	40	40	40	40	2,544
Travel expense	200	3,502	120	120	100	50	800	120	110	110	110	60	5,402
Lodging expense	-	8,459	-	-	-	-	2,250	-	-	-	-	-	10,709
	1,041	13,445	1,667	2,775	515	1,080	4,305	1,095	1,805	15,685	575	3,575	47,562
District net income/(loss)	(823)	(12,292)	9,144	(682)	238	(603)	(3,764)	3,420	9,633	(1,952)	137	(2,449)	7

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

<u>Break even</u>	<u>Revenue</u>	<u>Expense</u>	<u>Net</u>	<u>Policy</u>	
Conference	12,100	12,100	-	Meets Policy	
Fundraising	3,000	-	3,000	Meets Policy	
District Store	-	-	-	Meets Policy	
Minimum Expense Type		Expense	%	Policy	
Marketing Outside Toastmasters		1,500	4.6%	5.0%	1
Maximum Expense Type		Expense	%	Policy	
Education and Training		1,585	4.9%	15.0%	0
Marketing Outside Toastmasters		1,500	4.6%	10.0%	0
Club Growth		4,340	13.4%	15.0%	0
Public Relations		120	0.4%	10.0%	0
Recognition		3,220	9.9%	20.0%	0
Travel		5,402	16.6%	25.0%	0
Lodging		10,709	33.0%	15.0%	1
Food and Meals		2,544	7.8%	15.0%	0
Speech Contest		1,600	4.9%	5.0%	0
Administration		2,967	9.1%	10.0%	0
Total Membership Dues		32,469	100.0%		

One of the expense categories is under the policy min. Please review and adjust appropriately.

One of the expense categories is over the policy max. Please review and adjust appropriately.



**TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET
2023-2024**

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)

Membership Revenue	<u>Budgeted</u>
	32,469

What is the District's goals for the year regarding membership? To aggressively encourage the clubs to build their membership with incentives for the Toastmasters Membership Contests, Smedley, Talk Up Toastmasters and Beat the Clock. The District is also planning a workshop to train the clubs with 8-9 members how to use the Speechcraft program to build their clubs. The District is also sponsoring the Speechcrafts with a Digital Bundle of Speech Craft Kits purchased fromTMI.

Conference Net Income/(Loss)	-
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The conference will be held in the St Louis Missouri Area. We are expecting a minimum of 80 registrants for a 2-day event. We believe that (60) members will purchase the early bird registration at \$140, and 20 members will pay regular registration at \$155. The funds will be used to pay for the Meal expense, printing, registration materials, conference thank you gifts, refreshments available during registration, and audio visual recording or streaming. As part of the conference we will be raffling a Television donated to the District to defer some of the conference costs. We will are considering broadcasting the Internatational Speech Contest and a few of the educations session via facebook live. We are also considering a district-wide virtual fund raiser so that

Fundraising Net Income/(Loss)	3,000
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We are planning on asking major corporations in the ST Louis are to make a tax deductible donation to support the conference and marketing.

District Store Net Income/(Loss)	-
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Currently the District does not have an inventory of what is in the district store. Not knowing what is there or what the members need, no funds are being allocated for additional district store purchases. Sales from the District store can be used to purchase any further needed items.



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(Numbers are pulled from Summary tab)

Budgeted

Marketing Outside of Toastmasters

1,500

In October we are planning to have a District wide marketing event for all clubs. Advertising via linked In, facebook, and other Social media, to invite guest to learn more about Toastmasters to help increase the membership of our cloubs. As a Luncheon the cost of the food will be covered by the member registration fee of about \$25. We will also be using linkedin, and facebook ads for the event.

Public Relations

120

We do not have a member volunteer to serve as the Program Relations Manager. Therefore the District Trio will use the District Communications plan and send out messages using the mail jet account to make sure the members are aware of all activities. A Mailjet Account is being used for communications to all District Members (\$10/month).

Club Growth

4,340

What is the main focus for your District? To build (10) new clubs and to support existing challenged clubs so that we will not lose them. New Club Incentive to purchase a Banner, Toastmasters Membership Contests Incentives, Dues Renewal Incentives, Club Coaching Incentives, and a Member Lead/Sponsor to Chartering Incentive. To provide Digital Speech craft kits to the clubs which have 8-9 members, with training on how to use them.

Recognition

3,220

We plan to recognize members and leaders for their achievemnts throughtout the year. Area Directors, Division Directors, CGD, PQD, DD, Members of the Leadership Team, Area Director of the Year, Division Director of the Year, Toastmaster of the Year, Retired Toastmaster of the Year, Triple Crown Award winners, and Distinguished Toastmaster Awards. Part of the Recognition will be at the Annual Conference April 2024 the remaining will be at the September Fall Awards Event. This category also includes recognition incentives for the Area Directors to complete their club visit reports within the first 3 months of Round 1 and round 2 visits. District Recognition and End of the Year Awards

Education and Training

(1,585)

Our goal is to provide educational materials and training to support the clubs in being successful. Incentives to encourage the clubs to reach Distinguished or Better Status during the Year. Fast 5 To Distinguished by December and Destination Distinguished Incentives at the End of the Year.

Speech contests

(1,600)

This year we are having the International Speech and Table Topics contests. The Area and Division Contests will be held Virtually. The District contest will be held in-person to be broadcast via Facebook Live.

Administration

2,967

What is the main focus for your District? To support the District in achieving the District Mission. What is being done differently or the same as last year? No major changes except the increase in storage costs .Storage Unit \$122 per month. Meet Up \$100 for every 6 Months, \$32 for Website Domain, \$100 per year for Website Tile Presentation, \$41 per year for Wordpress Find a Club Software, (2) Zoom Licenses \$298 + 1 large group \$300. District Leader Badges \$200. District Leader Business Cards. Photocopy expenses for In Person District Council Meeting,

Food and Meals

2,544



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(Numbers are pulled from Summary tab)

Budgeted

What is the main focus for your District? To provide refreshments for TLI and DEC in-person events. Also to provide Per Diem for the District Leaders during training at the International Convention and Mid Year Training. This also includes the purchase of a cake to celebrate each new club at the charter party.

Travel

5,402

Support District Leaders training to support the District in the best way possible. Represent the Districtclubs by voting at the International Convention, this includes registraion. In addition the Registration for the International Convention is paid per the District 8 procedures manual for the IPDD. Travel is also being used to support the Club Growth Director and the Club Extension chair in order to support demonstration meetings to build clubs. The CGD and CEC are allowed up to (2) round trip visits to charter new clubs. The Area Directors are allowed mileage in the performance of their Club Visit Reports. The Division Directors can get mileage if they need to stop in to make reports when the Area Division position is vacant. All members of the District

Lodging

10,709

What is the main focus for your District? To provide lodging necessary for our District Leaders to be trained at the International Convention and at Mid Year training. Per the District 8 Procedures manual, lodging is also provided for the IPDD at the International Convention. We are aware that this is over the budgeted percentage for this category. The District is asking for an exception due to the costly expense for the Grand Hyatt Baha Mar Nassau, Bahamas.