

## | District #: | 52 | | Budget Currency: | USD | | Fiscal Year | 2020-2021 |

|  | <u>Jul-20</u> | Aug-20 | Sep-20 | Oct-20 | Nov-20  | Dec-20  | <u>Jan-21</u> | Feb-21  | Mar-21 | Apr-21  | May-21   | <u>Jun-21</u> | <u>Total</u> |
|--|---------------|--------|--------|--------|---------|---------|---------------|---------|--------|---------|----------|---------------|--------------|
| Membership Dues Allocation             | 538           | 1,530  | 11,007 | 2,990  | 927     | 590     | 660           | 1,502   | 12,610 | 3,425   | 1,317    | 1,795         | 38,891       |
| Conference revenue                     | -             | -      | -      | 500    | 500     | 500     | 500           | 370     | 295    | 2,960   | 700      | -             | 6,325        |
| Fundraising revenue                    | -             | -      | -      | -      | -       | -       | -             | -       | -      | -       | -        | -             | -            |
| Education and Training revenue         | -             | -      | -      | -      | -       | -       | -             | -       | -      | -       | -        | -             | -            |
| District store revenue                 | -             | -      | -      | -      | -       | -       | -             | -       | -      | -       | -        | -             | -            |
| Speech contest revenue                 | -             | -      | -      | -      | -       | -       | -             | -       | -      | -       | -        | -             |              |
| Total revenue                          | 538           | 1,530  | 11,007 | 3,490  | 1,427   | 1,090   | 1,160         | 1,872   | 12,905 | 6,385   | 2,017    | 1,795         | 45,216       |
| Conference expense                     | -             | -      | 1,400  | -      | -       | -       | -             | -       | _      | -       | 4,925    | -             | 6,325        |
| Fundraising expense                    | -             | -      | -      | -      | -       | -       | -             | -       | -      | -       | -        | -             | · -          |
| District store expense                 | -             | -      | -      | -      | -       | -       | -             | -       | -      | -       | -        | -             | -            |
| Marketing Outside Toastmasters expense | -             | -      | 300    | 500    | 600     | 300     | 300           | 550     | 170    | 550     | 550      | -             | 3,820        |
| Recognition expense                    | -             | 305    | 520    | 695    | 500     | 600     | 800           | 980     | 1,080  | 1,400   | 280      | 280           | 7,440        |
| Club Growth expense                    | -             | -      | 425    | 845    | 475     | 420     | 425           | 545     | 625    | 995     | 925      | -             | 5,680        |
| Public Relations expense               | 1,139         | 100    | 400    | 300    | 200     | 235     | 200           | 100     | 100    | 400     | 219      | 438           | 3,831        |
| Education & training expense           | -             | -      | 475    | 100    | 175     | 100     | 250           | 100     | 175    | 2,200   | 275      | 300           | 4,150        |
| Speech contest expense                 | -             | -      | -      | -      | -       | -       | 1,259         | -       | -      | -       | 650      | -             | 1,909        |
| Administration expense                 | -             | 940    | 345    | 140    | 240     | 175     | 240           | 340     | 458    | 315     | 390      | 235           | 3,818        |
| Food and Meals expense                 | -             | -      | -      | -      | 1,500   | 1,000   | -             | -       | -      | 200     | 2,000    | -             | 4,700        |
| Travel expense                         | -             | -      | -      | -      | 1,100   | 800     | 700           | 1,950   | 500    | 1,975   | 1,775    | 800           | 9,600        |
| Lodging expense                        | -             | -      | -      | -      | 1,550   | 200     | -             | 100     | -      | -       | 2,000    | -             | 3,850        |
| <u>-</u>                               | 1,139         | 1,345  | 3,865  | 2,580  | 6,340   | 3,830   | 4,174         | 4,665   | 3,108  | 8,035   | 13,989   | 2,053         | 55,123       |
| District net income/(loss)             | (601)         | 185    | 7,142  | 910    | (4,913) | (2,740) | (3,014)       | (2,793) | 9,797  | (1,650) | (11,972) | (258)         | (9,907)      |

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.

| Circe Denyerr            | 9-12-20 |
|--------------------------|---------|
| District Director        | Date    |
|                          |         |
| Program Quality Director | Date    |
|                          |         |
| Club Growth Director     | Date    |
|                          |         |
| Finance Manager          | Date    |

| Break even                   | Revenue | Expense | Net      | Policy        |
|------------------------------|---------|---------|----------|---------------|
| Conference                   | 6,325   | 6,325   | -        | Meets Policy  |
| Fundraising                  | -       | -       | -        | Meets Policy  |
| District Store               | -       | -       | -        | Meets Policy  |
| Minimum Expense Type         |         | Expense | <u>%</u> | Policy        |
| Marketing Outside Toastmaste | rs      | 3,820   | 9.8%     | 5.0%          |
| Maximum Expense Type         |         | Expense | <u>%</u> | <u>Policy</u> |
| Education and Training       |         | 4,150   | 10.7%    | 15.0%         |
| Marketing Outside Toastmaste | rs      | 3,820   | 9.8%     | 10.0%         |
| Club Growth                  |         | 5,680   | 14.6%    | 15.0%         |
| Public Relations             |         | 3,831   | 9.9%     | 10.0%         |
| Recognition                  |         | 7,440   | 19.1%    | 20.0%         |
| Travel                       |         | 9,600   | 24.7%    | 25.0%         |
| Lodging                      |         | 3,850   | 9.9%     | 15.0%         |
| Food and Meals               |         | 4,700   | 12.1%    | 15.0%         |
| Speech Contest               |         | 1,909   | 4.9%     | 5.0%          |
| Administration               |         | 3,818   | 9.8%     | 10.0%         |
| Total Membership Dues        |         | 38,891  | 100.0%   |               |