



2021 District 52 Council Fall Business Meeting

September 11, 2021

Presiding

Lawrence Quesada, DTM
District Director

Administration Manager
Anca Enache

Parliamentarian
Imtiaz Ahmed, DTM, PDG, D-20
Presidential Citation Recipient

Credentials Co-Chairs

Gary A. Wapnitsky, DTM, IPDD-119
Lance Webster, DTM, PDD

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Meeting Agenda

Agenda Order	Person Responsible	Time
Call to Order and Welcome	District Director: Lawrence Quesada, DTM	6:00 pm
Reading of the District Mission	John Murray, DTM	6:01 pm
Inspiration	Greg Scott, DTM, PID Presidential Citation Recipient	6:03 pm
Adopt the Meeting Agenda	District Director: Lawrence Quesada, DTM	6:07 pm
Voting Procedures	Parliamentarian: Imitiaz Ahmed, DTM, PDG-79, D-20 Presidential Citation Recipient	6:12 pm
Credentials Committee Report	Co-Chairs: Gary Wapnitski, DTM, IPDD-D119 Lance Webster, DTM, PDD	6:16 pm
Approval of Meeting Minutes	District Director: Lawrence Quesada, DTM	6:20 pm
Year-end Audit Report	Audit Committee Chair: Enrico Pena, DTM, PDG	6:23 pm
Club Growth Director	William A Guthrie, DTM	6:28 pm
Program Quality Director	Rose Abbott, DTM	6:32 pm
District Director	Lawrence Quesada, DTM	6:36 pm

Business Requiring Adoption:		
Appointment of Leaders	District Director: Lawrence Quesada, DTM	6:41 pm
New Clubs Updates	District Director: Lawrence Quesada, DTM	6:46 pm
District Budget 2021-2022	Finance Manager: Catherine Ghaffari	6:50 pm
Next Meeting	Business Council Meeting: May 13-14, 2022	7:06 pm
Adjourned		7:10 pm

District Mission and Vision

District Mission

“We Build new Clubs and support all Clubs in Achieving Excellence”

Toastmasters International Core Values

- Integrity
- Respect
- Service
- Excellence

Voting Procedures

(As per Protocol 7.1: District Events, Section 6: District Council Meetings, F):

When the voting process is conducted in person, each member of the District Council attending the council meeting, or that member's proxyholder as authorized by subparagraph (d) hereof, is entitled to one (1) vote. Any active individual member who carries the proxies of both the Club President and Vice President Education from a Member Club is entitled to two (2) votes; and any such individual member who is also entitled to a vote as a member of the District Executive Committee is entitled to three (3) votes.

When the voting process is conducted online, no proxies will be permitted.

Each District Council member must cast their own vote. District Executive Committee members are entitled to one (1) vote and may cast up to two (2) additional votes as a Club President or Vice President Education. All other members of the District Council shall be limited to a maximum of two (2) votes.

Process:

1. Everyone will have received a unique links in your email to cast your votes.
 - Please check your spam folders if not yet received.
2. Once the motion has been opened to vote, you may click on the link provided and cast your vote.
3. A Sample ballot was sent out a few days prior.
4. Everyone will have set-up a unique code to cast their votes online.
5. Please reach out to our **Election Buddy representatives** via chat for any technical difficulties or support.

Credentials Committee Report

Clubs Eligible X 2	=	_____
Quorum (1/3 of Clubs Eligible X 2)	=	_____
Presidents and Vice Presidents Education Represented	=	_____
District Executive Committee Members Represented	=	_____
Total Ballots Available	=	_____
Simple Majority (50% of the Total Ballots Available + 1)	=	_____

District Business

Appointed Officers:	Approved	_____
	Not Approved	_____
Audit Report:	Approved	_____
	Not Approved	_____
District Budget:	Approved	_____
	Not Approved	_____

Approval of Meeting Minutes from Last Business Meeting

District 52 Annual Business Meeting Minutes

May 14, 2021

Attendees: District Trio, Circe Denyer, DD; Lawrence Quesada, PQD, Jim Kearney, CGD; DEC members

District Validated Voting Members:

Abbott, Rose	Johnson, Anita	Swanberg, Shawna
Agarwal, Ruchi	Kearney, James	Thang, Judy
Alexenko, John	Klujian, Armen	Toghia, Marianne
Anderson, William	Kong, Eric	Villanova, Arthur
Brackett, Dawn	Kugler, Anita	Walters, Janet
Brean, Christine	Lee, Hidi	Webster, Lance
Burton, Marilee	Lewis, Agnes	Williams, Anely
Cavallero, Steven	Lira-London, MaryJane	
Cogan, Don	Malette, Linnaea	
Cota-Kumagai, Linda	Maltsev, Victoria	
Courtois, Christine	Mandoky, Joe	
Denyer, Circe	McKnight, E.P.	
Ellish, Debbie	Michael, Jim	
Enache, Anca	Moreno, Mariano	
Forte, Audrey	Oliver, Susan	
Genter, Peter	Palacpac, Lorelei	
Gray, Carla	Pena, Enrico	
Harman, Jeff	Pulido, Lupe	
Herrera, Vanessa	Quesada, Lawrence	
Humphries, Sandra	Reyes, Paul	
Iland, Thomas	Sanders, Jackie	
Imlay, Greg	Santos-Robbins, Engie	
Jenkins, Dawn	Savage, Steve	

Meeting Gaveled in by District Director Circe Denyer, DTM at 6:15 PM

Director Circe Denyer:

Gave business attendees a brief explanation for attendee's to participate in any discussion for any reason.

Director explained briefed attendees on the ballot process.

Director announced 68 members are checked-in and we have quorum.

Called on Credentials Chair Marcia Bruce Bush, for registration stats of registered voters.

Circe Denyer, introduced the Trio and who we are as District Executive Council. Welcomed the group.

Director Opened with a brief explanation of the District and incorporated the District Mission.

Director Circe Denyer explained the Business Packet, encouraged reading it.

Introduced Timer Shawna Swanberg, DTM.

Introduced Credentials Chair, Marcia Bruce Bush, DTM

Introduced Parliamentarian Lance Webster, DTM.

Outlined the quorum process.

Voting process was discussed.

Introduced Administration Manager, Steven Cavallero.

Voting for multiple uncontested positions explained.

Called on credentials chair for credentials report.

77 eligible clubs, 154 active officers, 1/3 of this number =51 for Quorum.

Hearing No objections, the credentials process is approved.

July Minutes Read:

Minutes from the July 2020 minute are approved with no objections.

- Vanessa Herrera has asked for a list of attendees to the July 2020 meeting be attached
- to those minutes.
- Request was noted, but not promised.

Alignment Proposed

Lawrence Quesada, Program Quality Director, presented the proposed district alignment for the Toastmaster year July 1, 2021 to June 2022.

Proposed Alignment discussed.

Jim Kearney noted that there need to be at least 4 clubs in an Area and a Maximum of 6 clubs.

Proposed alignment as presented in this meeting was passed with no objections. Alignment accepted into the minutes.

Audit Report

Enrico Pena, Audit Committee Chair, presented the audit report of the district. No objections.

The audit report was approved and to be marked as such in the minutes.

Financial Report

John Murray presented the Profit/Loss Report compiled in March 2021.

- A 12,395.00 savings was realized from operating virtually.
- Revenue was discussed and variance explained.
- District Reserve 50,844.02
- out of every \$45 payment 11.25 comes to the District.
- TI scrutinizes our budget and expenditures.

Director Circe Denyer: Division Director Reports and PRM Reports are in the packet and will not be given verbally.

District Reports:

Jim Kearney, club growth director, presented the club growth report

- Two new clubs this Toastmaster year
- Seven clubs in the works
- Many corporate clubs were lost due to Covid-19 and some may come back.
- Lawrence presented the PDQ report, which was included on pages 15-16 of the business meeting packet
- District earned 500 educational achievements in the 2020-2021 Toastmaster year
- Details of the educational accomplishments were given.
- 18 clubs attained distinguished status
- 1,600 district members

Circe Denyer, district director, presented her report centered around the three pillars of success: growth, payments, and distinguished clubs.

The theme Fearless Champions, Faithful Friends was discussed, and its meaning shared.

Director shared the Distinguished clubs in the Divisions A-F.

Director shared the 18 Distinguished clubs in the Divisions A-F.

Division Club Name

A Mindful Communicators

A Warner Center Toastmasters

A Dynamic Speakers of Northridge

A Valley Stars Toastmasters

B Medtronic Diabetes Toastmasters

B Cosmopolitan Tech Club

B Outliers Toastmasters Club

B Neuro Orators Toastmasters Club

B Valencia Toastmasters Club

C Speaking Your Business

D Voces Latinas Toastmasters Club

E CityMasters Plaza

E Successmasters Toastmasters Club

F Glendale 1 Club

F Burbank Toastmasters

F Jewel City 29 Toastmasters Club

F Toastmasters 4 Writers

F Wine & Dine Toastmasters

Stats Read:

- 88 paid clubs – Down from 100. 12 reinstated or new clubs required to achieve Distinguished status
- 9 clubs in the works

Leadership Committee Report

Agnes Lewis, IPDD, DLC Chair, presented the District Leadership Committee Report

A brief explanation was given of the process for candidates and the fact that there will be no “floor candidates”.

The nominations were read as follows:

District Director, Lawrence Quesada, DTM (unopposed)

Program Quality Director, Rose Abbott, DTM & Jim Kearney, DTM

Club Growth Director, One candidate who went through the interview, withdrew, leaving one candidate, William Guthrie, DTM (unopposed)

Division A Director: Anita Kugler (unopposed)

Division B Director: Paul Reyes & William Tappin

Division C Director: Marc Richards (unopposed)

Division D Director: Judy Thang (unopposed)

Division E Director: Vanessa Herrera (unopposed)

Division F Director: Marianne Toghia (unopposed)

Election Results:

- District Director: Lawrence Quesada
- Program Quality Director: Rose Abbott
- Club Growth Director: Bill Guthrie
- Division A Director: Anita Kugler
- Division B Director: Paul Reyes
- Division C Director: Marc Richards
- Division D Director: Judy Thang
- Division E Director: Vanessa Herrera
- Division F Director: Marianne Toghia

Meeting Adjourned 8:40 PM

Year End Audit Report

**TOASTMASTERS
INTERNATIONAL**

TOASTMASTERS INTERNATIONAL
Certification for
June
2020-2021

DISTRICT 52

INSTRUCTIONS:

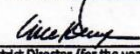
1. Complete all sections on the Narrative tab.
2. Fill in the white cells below with the appropriate information and print out this page.
3. Obtain related signature below. **Electronic signatures are not acceptable.**
4. Distribute monthly reports per Toastmasters International protocol 8.4, to the district governor and lieutenant governors within 30 days after the end of the month.
5. Quarter reports due to World Headquarters:
 - * September Report: **October 31**
 - * December (Audit) Report: **February 15**
 - * March Report: **April 30**
 - * June (Audit) Report: **August 31**
6. Submit approved narratives and certification page to World Headquarters by email or fax:
 - * Scan and email the PDF to DistrictFinancialReports@toastmasters.org
 - * Or fax to (949) 589-3456


NOTE: This certification form must be complete for the report to be accepted by World Headquarters. Reserve funds will not be released until World Headquarters receives the completed report.

In Base Currency	USD
Monthly Net Income/(Loss)	16,909.37
Year to Date Net Income/(Loss)	10,186.86
Total Available Funds	34,321.55

1. We, the undersigned, certify that all district financial records have been made available to the audit committee for inspection and that any unpaid bills or other outstanding obligations for the 2020-2021 term have been reported to the audit committee and included in accruals section of this audit. We further certify that there are no other outstanding district obligations incurred for the 2020-2021 term.

Dated this 14 day of August

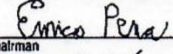
 _____
 District Director (for the year audited)


 _____
 District Finance Manager (for the year audited)


Complete only for the Mid-year Report and Year-end Report:

2. We, the undersigned members of the Audit Committee, have examined the records of District 52 for the 2020-2021 term in accordance with the Audit Committee Guidelines* and believe that this report properly reflects the operation for that term.

Dated this 26 day of August

 _____
 Chairperson

 _____
 Member

 _____
 Member

* Audit Committee Guidelines are available at the District Finance Corner: www.toastmasters.org/AuditGuide
 NOTE: Audit committee members cannot be members of the district executive committee (e.g., district director, program quality director, club growth director, immediate past district director, secretary, finance manager, public relations officer, division directors, area

District 52
Ti: * Profit & Loss Statement (Actual vs. Budget Summary) *** (in USD)**

	Month Ending		07/01/2020 Through		Variance
	Actual	Budget	06/30/2021	Budget	
District Revenue					
Membership Revenue	807.48	1,785.00	34,603.49	38,991.00	(4,287.51)
Conference Revenue	0.00	0.00	330.00	6,325.00	(5,995.00)
Other Revenue	0.02	0.00	45.66	0.00	45.66
Total District Revenue	807.50	1,785.00	34,979.15	45,216.00	(10,236.85)
District Expenses					
Conference Expenses	113.67	0.00	2,315.36	6,325.00	(4,009.64)
Recognition	9,317.62	280.00	24,189.86	7,440.00	16,749.86
Club Growth	1,409.54	0.00	2,681.15	5,680.00	(2,998.85)
Marketing Outside of Toastmasters Expenses	0.00	0.00	253.08	2,000.00	(1,746.92)
Marketing Expense	0.00	0.00	112.74	0.00	112.74
Public Relations Expense	1,419.90	438.00	3,314.09	3,631.00	(616.91)
Education & Training Expense	0.00	100.00	330.57	1,650.00	(1,319.43)
Speech Contest Expenses	106.03	0.00	2,368.03	1,909.00	459.03
Administration Expenses	621.08	282.00	4,652.54	3,681.00	771.54
Food and Meads Expense	4,529.12	0.00	4,554.12	4,700.00	(145.88)
Travel Expense	0.00	750.00	0.00	7,250.00	(7,250.00)
Lodging Expense	0.00	0.00	0.00	550.00	(550.00)
Other Expenses	300.00	0.00	394.47	0.00	394.47
Total District Expenses	17,816.87	1,850.00	45,166.01	45,216.00	(49.99)
Total Net Income	(16,999.37)	(65.00)	(10,186.86)	0.00	(10,186.86)

Audit Committee Guidelines



District #: 52

Circle one: Mid-year Audit or Year-end Audit

PROCEDURES TO BE COMPLETED	COMPLETED BY
A. ORGANIZATION	
<p>1. Obtain all supporting documents for the Mid-year or Year-end Profit and Loss Statements from the district treasurer, and sort the documents in the following manner:</p> <ul style="list-style-type: none"> ◆ Stack #1: Sort Profit and Loss Statements, bank statements and district reserve statements into separate groups, organize in chronological order and place in one stack. ◆ Stack #2: Sort all other supporting documents in the order they appear on the Receipt Register and Payment Register. Receipt supporting documents should be placed behind the Receipt Register, and payment supporting documents should be placed behind the Payment Register. 	EP
B. SUBSTANTIATING TRANSACTIONS	
<p>2. To ensure that all transactions are adequately supported, perform the following procedures:</p> <ul style="list-style-type: none"> ◆ Trace and agree all transactions on the Receipt Register and Check Register to their respective supporting documentation. ◆ Place a check mark (✓) on the Receipt Register and Payment Register next to each transaction that has supporting documents. The only transactions that should not be check marked are the ones missing supporting documents. ◆ For the transactions missing supporting documents, contact the finance manager and ask if such documents exist. If they do, request copies. 	R.V.

District 52 Club Growth Director Update Report



William Guthrie, DTM
Club Growth Director, 2021-2022
District 52

Los Angeles County's, District 52 Toastmasters! Hello!



Vision. To GROW through the heavy challenges, remove barriers, plant seeds of hope and clubs, and help one another to reach for the stars.

We are in the 1st Quarter of 2nd Covid impacted Toastmaster year! We started the new Toastmaster year on July 1, 2021 with some changing numbers, and we are still adjusting with our members, clubs, areas, divisions and the District. We are resilient and ready to grow into the new environments that we are growing into! For now, we are doing this through Zoom as well as rolling out some Hybrid meetings to engage live audiences in safe and smaller groups.

The Club Growth Director & Club Growth Teams have three primary duties that we are engaging for growth:

- Building New Clubs
- Club Retention
- All Aspects of Marketing

Now that we have adapted as best possible into the online platforms, the Club Growth duties & responsibilities are adjusting as well.

On August 14, 2021, we had our first Club Growth Development hybrid meeting. Twenty Zoom attendees and Twenty in-person attendees worked together to discover that there are many needs that must be addressed for Building New Clubs and Club Retention.

BUILDING NEW CLUBS.

We currently have over 60 active club leads that are all in process of becoming a new club. Of those, there have been 4 club launch meetings, as well as 8 clubs that have filed paperwork to charter their new clubs. This is very exciting for District 52, as we need to achieve our mission to Build New Clubs.

CLUB RETENTION.

At our first Club Growth Development hybrid meeting on August 14th, the breakout rooms full of leaders discussing membership concerns and ways support Club Retention. Some of the key areas of interest were:

- Hybrid Meetings
- Better Zoom/Online Platform Engagement tools/training
- Facilities – getting back into buildings, new places to meet
- Outreach programs to retain members who have “drifted off”

MARKEING FOR CLUB GROWTH.

Our Club Growth Development Team is working on a NEW Grass Roots Marketing program that will be working in conjunction with the District 52’s overall marketing plan to Build New Clubs and support Club Retention. The Grass Roots Marketing systems have been tested and are highly successful in a few of the pilot clubs. We will be scaling this out to areas and encouraging fellow trained Toastmasters to share their successes on the New Club Growth Development FaceBook Page.

THANK YOU.

Congratulations on everyone’s efforts as we wrap up our 1st quarter of the 2nd year in Covid! It will be awesome to see what we can do the next quarter! We will be contacting our Division Directors and Area Directors with the NEW CLUBS, as well as rolling out the Grass Roots Marketing programs for your Clubs.

Respectfully Submitted by:
William A Guthrie, DTM

District 52 Program Quality Director Update Report

1. Training
 - a. Area Director training completed on 7/24/21 & 8/30/21
 - b. District Director training completed on 6/26/21
 - c. 15 Clubs achieved 100% Club Officers trained
 - d. 70% Clubs achieved 4 or more Club Officers trained
 - e. I completed first round of District Officer Training on 8/21/21
2. Area Director Reports
 - a. Area Director reports are due by November 30
 - i. Early 100% submittal by November 15 incentive
 - b. Note: Trio gathers information about clubs to gain understanding of how the district may support clubs to meet their DCP goals ensure success.
3. Incentives - list available on District52.org web page
 - a. Club membership - new members
 - b. Club Officer training completion
 - c. Area Director report submittal
 - d. Education award completion recognition
4. Education- go to District52.org calendar
 - a. Workshop Wednesday's beginning September 22 @ 7:00-8:30 monthly
 - i. 3-4 workshops focused on club growth, quality, leadership and education training - open to all Toastmasters members
 - b. Working on adding recognition web page to D52 web page
 - c. 108 member education awards to date
 - d. Triple Crown - 13 members
 - e. 5 clubs have sponsor/mentors
5. Pathways Adoption Rate
 - a. 82% Existing Members
 - b. 95% Club Officers
 - c. 57% New Members
6. Initiatives in progress
 - a. Workshop Wednesday's
 - b. Incentive chair - get recognitions & awards out monthly
 - c. TLI - January - planning
 - d. Annual Spring Conference - planning
 - e. Annual Spring Speech Contest - planning
7. Other
 - a. Completed Bi-annual District Leadership Training on 8/21
 - b. Participated in Toastmasters International Virtual Conference
 - c. Attended Region 2 meeting
 - d. Attend bi-weekly mentoring sessions
 - e. DEC and Trio meetings

Respectfully Submitted by:
Rose Abbott, DTM

District 52 District Director Update Report

District 52 is starting the year strong. To begin with, **Club Growth Director, William Guthrie.**

- One new club Chartered, Entrepinayship Toastmasters, Their Sponsors by Ana Marie Cruz and Aletha Espino. Mentors are Alethea Espino and Cheryl Deptowicz-Diaz.
- Over 15 Club Leads

To reach our goal of Smedley's Distinguished, we plan to end the year with 96 clubs. With the support of our Area Directors, providing at least one viable lead, we will be able to reach this goal by June 30, 2022.

Program Quality Director, Rose Abbott

- Provided clubs with the opportunity to get their **officers trained** by providing several officers training session.
- Provide monthly workshops which will from **Coaches and Mentor Training, Contest Training** and several more education sessions.
- Goal is to get 50 Distinguished clubs by the end of the program year on June 30, 2022

The Public Relations Manager, Alex Casteleiro together with his team, including webmaster Albert Lin has been hard at work in the following sections.

- Organizing our website and social media accounts.
- Following guidelines as prescribed by Toastmasters International.
- Weekly updates and **monthly newsletters** are scheduled to go out on the **16th or the Monday following the 16th of every month.**
- Daily updates and other communications tools are not being used to stay in constant communication with the district.

On membership

- **We plan to** recognize clubs which brings in at least one new member a month.
- Membership is one of the foundations we are working hard on. We will continue to recognize clubs and members who are helping in this area.
- We are targeting 3,510 by the end of this 2021-2022 program year on June 30, 2022.

Division Directors Anita Kuegler, Paul Reyes, Ruchin Gupta, Judy Thang, Vanessa Herrera and Marianne Toghia.

- Division Council meetings **monthly**
- Continues support our area directors.
- Area Directors has begun the **submission of Area Reports** to help us **identify** any the successes and needs of our members.

The district success plan has been completed. We also have decided to do more for our members by giving them more **incentives** and reward them for all achievements, hard work and efforts.

****The incentives vary in different forms and activities needed to accomplish. These incentives will be in conjunction with activities that supports our district mission. ****

Lastly, our Vision is to be simply **Smedleys Distinguished**. We want to continue to support our leadership and members in endeavors that will help them succeed in both their professional and personal lives. Toastmasters thus have practical and transferable skills, and we will use this for all our successes today and moving forward.

Respectfully Submitted by:
Lawrence Quesada, DTM

Appointment of Leaders

District Finance Manager – Catherine Ghaffari

District Public Relations Manager – Alex Casteleiro

District Administration Manager – Anca Enache

Division C Director – Ruchin Gupta

Area Directors

Division A

10	A	Chen, Joseph
11	A	Walsh, Nancy
12	A	Takahashi, Cameron
13	A	Damian, Lupita

Division B

20	B	Malstev, Victoria
21	B	Au, Pamela
22	B	Rowe, Lallah
23	B	Savage, Steve

Division C

30	C	Obramovic, Marko
31	C	Corona, Veronica
32	C	Gowman, Daniel
33	C	Ramseyer, Al

Division D

40	D	Bender, Amy
42	D	Zhao, Eva
43	D	Park, James

Division E

50	E	Abrishami, Arian
51	E	Nguyen, Michelle
52	E	Van, Alvin
53	E	Steiner, Xavier

Division F

60	F	Carla, Gray
61	F	Birch, Keith
62	F	Bravo-Cuevas, Kelly
63	F	Nizinski, Rachel

New Clubs Update

2021-2022 DISTRICT 52 AREA & DIVISION ALIGNMENT

Division A		Division B		Division C		Division D		Division E		Division F	
Anita Kugler		Paul Reyes		Ruchin Gupta		Judy Thang		Vanessa Herrera		Marianne Toghia	
A10		B20		C30		D40		E50		F60	
Joseph Chen		Victoria Malstev, PM5		Marko Obradovic		Amy Bender		Arian Abrishami		Carla Gray	
5186100	Agoura Articulates	4952141	Foothills Community	5522	Motivated	7713034	LA TECH	4869772	LA Care Toastmasters #	8	Glendale 1 Club
1966	Mindful Communicators	7038414	Medtronic Diabetes	147	Gettin' Toasty #147	2620	Freethinkers	7624448	Hope Street TM	6011	Media City
3944160	V.O.L.T.	1007423	Scintillating Speakers	5515	Distinguished Singles Club	651101	Mid Wilshire	7847377	Legally Speaking	1653	Rising Star Club
2966	Warner Center	2981519	Stagemasters	914	Bumt	6746	Loquations Club	616	Downtown L.A. TM	659175	Warner Bros.
7709693	Executive Minds TM			7203439	American Muslim Orators					7039054	Storytellers
A11		B21		C31		D41		E51		F61	
		Pamela Au		Veronica Corona				Michelle Nguyen		Keith Birch	
849125	Spirit Speaks	4407551	Outliers			4935291	Voices Of Los Angeles	6588384	AEG	1320	Burbank
9655	Calabasas	7034704	Santa Clarita Dining	7488	Adventurers	3567	L A Civic Center Club	421	Round Table	2909634	DreamWorks
4054980	Malibu	172	Cosmopolitan Tech Club	4077924	NoHo	7669413	Clean Water Communicators	4305	Figuratively Speaking	9065	Ernest Speakers Club
826306	Westlake Bank of America	5260519	BameStorming	7030372	Speaking Your Business	2941014	Getty	7503592	Tree Talk Toastmaster	3622	Executive
2628336	Cake Communicators	7619175	Heart Filled Toastmasters	3410372	Toastmasters for Mental Health			7895410	Entrepinayship	1078973	Prepared Speakers
A12		B22		C32		D42		E52		F62	
Cameron Takahashi		Lallah Rowe		Daniel Gowman		Eva Zhao Vasquez		Alvin Van		Kelly Bravo-Cuevas	
2466	NSD ERC Navigators'	3729871	Neuro Orators	4078848	PDT Personal Development	3046	Voces Latinas	382	LAUSD	4266460	Dine Brands
2779840	Health Net (HNTM)	9641	Daybreak SCV Speakers	1101858	Studio City Speakers	8228	LAPD Code One Club			2269817	HBN
641372	Dynamic Speakers of Northridge			1311423	Imagination at NBC Universal	4279	Bunker Hill	3629	Water and Power	29	Jewel City 29
		4479678	Santa Clarita	6776360	Virtual Imagination	3236873	Lofty Speakers	4771953	FINRA	3833	LEAPS
A13		B23		C33		D43		E53		F63	
Lupida Damian		Steve Savage		Al Ramseyer		James Park		Xavier Steiner		Rachel Nizinski	
4165	Woodland Hills	1670	Valencia	2510651	Improv	7451	LACMTA Speak Easy	2152150	City Masters Plaza	7378247	Toastmasters at Logix
5118771	Valley Stars	4643	Quest #4643	6178	Self-Mastery	298	Watermasters Speakers Club	5333085	City Masters Crystal	748804	Toastmasters 4 Writers
8605	Challengers	9066	Advanced Speakers Of LA	5359365	Talkmasters	5951	Toast Of Downtown Club	2219491	CityMasters 2	1803700	ToastMousters
674325	Santa Susanna Speakers Club	3958370	Champagne	7093746	Smooth Talkers	616895	Public Works Pioneers	7775006	Successmasters	2046288	Wine & Dine
		7906528	TkTock Thoroughbred							7444789	LA Family Housing

Suspended Clubs
 Newly Chartered Club

Approval of Budget



District #: 52
 Budget Currency: USD
 Fiscal Year: **2021-2022**

	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Total
Membership Dues Allocation	580	1,348	11,359	2,677	943	626	624	2,084	8,942	3,494	801	1,124	34,602
Conference revenue	-	-	-	-	-	-	-	-	-	-	9,100	-	9,100
Fundraising revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Education and Training revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
District store revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Speech contest revenue	-	-	-	-	-	-	-	-	900	-	-	-	900
Total revenue	580	1,348	11,359	2,677	943	626	624	2,084	9,842	3,494	9,901	1,124	44,602
TI Allocation Expense	144	144	144	144	144	144	144	144	144	144	144	144	1,730
Conference expense	-	-	-	-	-	-	-	-	-	-	9,100	-	9,100
Fundraising expense	-	-	-	-	-	-	-	-	-	-	-	-	-
District store expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing Outside Toastmasters expense	100	-	250	250	250	250	250	250	250	250	250	250	2,600
Recognition expense	500	370	320	570	50	50	500	470	560	588	320	1,270	5,568
Club Growth expense	-	1,300	1,550	200	200	-	300	300	300	300	290	400	5,140
Public Relations expense	1,063	-	50	50	-	-	50	50	50	230	50	1,389	2,982
Education & training expense	-	600	400	-	-	-	-	1,000	-	-	-	-	2,000
Speech contest expense	-	-	-	-	-	-	-	-	-	600	600	-	1,200
Administration expense	688	968	-	-	-	-	-	-	-	-	-	-	1,656
Food and Meals expense	-	-	-	-	-	-	75	-	-	-	-	-	75
Travel expense	-	-	-	-	-	-	2,100	-	-	-	-	-	2,100
Lodging expense	-	-	-	-	-	-	1,800	-	-	-	-	-	1,800
	2,496	3,382	2,714	1,214	644	444	5,219	2,214	1,304	2,112	10,754	3,453	35,951
District net income/(loss)	(1,916)	(2,034)	8,645	1,463	299	182	(4,595)	(130)	8,538	1,382	(853)	(2,329)	8,651

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	9,100	9,100	-	Meets Policy
Fundraising	-	-	-	Meets Policy
District Store	-	-	-	Meets Policy
Minimum Expense Type		Expense	%	Policy
Marketing Outside Toastmasters		2,600	7.5%	5.0%
Maximum Expense Type		Expense	%	Policy
Education and Training		2,000	5.8%	15.0%
Marketing Outside Toastmasters		2,600	7.5%	10.0%
Club Growth		5,140	14.9%	15.0%
Public Relations		2,982	8.6%	10.0%
Recognition		5,568	16.1%	20.0%
Travel		2,100	6.1%	25.0%
Lodging		1,800	5.2%	15.0%
Food and Meals		75	0.2%	15.0%
Speech Contest		1,200	3.5%	5.0%
Administration		1,656	4.8%	10.0%
Total Membership Dues		34,602	100.0%	