



District #: 35
Budget Currency: USD
Fiscal Year 2018-2019

	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
Membership revenue	247	1,248	17,164	2,660	888	284	856	2,343	17,144	2,165	1,183	1,798	47,980
Conference revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Fundraising revenue	-	-	-	-	-	-	-	-	-	-	11,800	-	11,800
TLI revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
District store revenue	-	-	-	-	-	5,000	-	-	-	-	-	-	5,000
Speech contest revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Other revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Total revenue	247	1,248	17,164	2,660	888	5,284	856	2,343	17,144	2,165	12,983	1,798	64,780
Conference expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Fundraising expense	-	-	-	-	-	-	-	-	-	-	11,800	-	11,800
TLI expense	1,400	-	-	-	-	8,000	-	-	-	-	-	-	9,400
District store expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing expense	761	761	763	763	763	1,013	919	919	920	1,856	2,106	1,856	13,400
Communications & public relations expense	58	58	58	58	58	58	58	58	58	58	60	60	700
Education & training expense	400	400	-	400	400	400	400	400	400	400	400	760	4,760
Speech contest expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Administration expense	81	81	283	83	84	84	84	84	84	84	4,245	-	4,245
Travel expense	882	9,368	175	888	888	1,175	2,608	175	888	888	1,175	888	20,000
Other expense	200	200	200	200	200	200	200	200	200	200	200	200	2,399
District net income/(loss)	(3,535)	(9,620)	15,685	268	(1,505)	(5,646)	(3,413)	507	14,594	(1,321)	(7,087)	(2,050)	(3,124)

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.

Edward M. Shien 4/15/18
District Director Date

Kiancikani 9/15/18
Program Quality Director Date

Kwiter P. Pool 9/15/18
Club Growth Director Date

Finance Manager 9/15/18
Finance Manager Date

	Total	Budget	%	Policy Max
Conference expense	11,800			
Fundraising expense	-			
District store expense	-			
Marketing expense	13,400			
	25,200	37.1%		Unlimited
TLI expense	9,400			
Education & training expense	4,760			
	14,160	20.9%		30.0%
Communications & public relations expense	700	1.0%		25.0%
Speech contest expense	4,245	6.3%		10.0%
Administration expense	1,200	1.8%		20.0%
Travel expense	20,000	29.5%		30.0%
Other expense	2,399	3.5%		10.0%
	28,544			
Total Expenses	67,904	100.0%		

Cash & Cash Equivalents per Balance Sheet as of June 30, 2018 35,760.63

Retention amount needed on June 30, 2019* 11995

Remaining funds at Year-end (estimated)** 20,641.59

*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
2018-2019**

DISTRICT

35

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)

Budgeted

Membership Revenue

47,980

We expect to meet and hope to exceed the membership goals set last year in order to be a Distinguished District.

Conference Net Income/(Loss)

-

Conferences in D35 have been popular, and the fall conference will be missed. The Spring Conference is in the green bay area and is budgeted to Net \$0. Historically we have been successful meeting this goal and have in certain years shown a small profit.

Fundraising Net Income/(Loss)

-

No Fundraising is Planned



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ANNUAL BUDGET
2018-2019**

DISTRICT

35

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Budgeted

TLI Net Income/(Loss)

(4,400)

Divisions (7) are the TLI Sponsors. Each holds 2 or 3 in the summer season including makeup session. The District supports this through an allocation of \$200, per division per season to ensure quality training. Food is a large component of the expense since evening trainings often start around 5 pm and Saturday in the Early Part of the Day. We plan to again hold second District wide TLI after several previously successful events. We plan on increasing the charge per member for this event in order to reduce the amount of subsidy provided by the district. This combined with the Division TLIs result in a year to date subsidy of TLI of \$4,400

District Store Net Income/(Loss)

-

The District does not operate a District Store

Other Revenue

-

The district does not anticipate receiving revenue from any other sources.



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ANNUAL BUDGET
2018-2019**

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Budgeted

Marketing

13,400

The district strives to return to Distinguished District Status. Marketing funds will be focused on building new clubs, maintaining club membership growth and incent healthy clubs through recognition that is focused on the distinguished club program. The incentives are based on membership growth, membership retention, club coaching, club rebuilding, new clubs and the distinguished club program

- \$900 has been allocated towards building new clubs. Most of which is used for new banners and some may be used as additional incentives in the "Seed the Lead" effort.
- \$3,500 has been allocated toward membership growth

Communications and Public Relations

700

The district will continue to allocate funds for upgraded Facebook capabilities, Web hosting and mass email usage.

Education and Training

4,760

For training Area and Division Directors and incoming Area and Division Directors we have budgeted \$400 for each DEC meeting that occurs in person (11). These funds are historically used for coffee, snacks, lunch, & room rental. Additionally, \$360 for nametags for incoming DEC members.

Speech contests

4,245



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ANNUAL BUDGET
2018-2019**

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35

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Budgeted

Speech contests are very popular in District 35. The District Purchases 1st and 2nd place trophies for each contest from the Area level on up. Additionally, an additional \$75 per division and \$40 per area is allocated to hold those contests. Most of those expenses are food. An additional \$1,000 has been budgeted to record the District International Speech Contest due to the changes in the Semi-Final Process.

Administration

1,200

Administration covers postage and mail; nominal printing and supply funds used by our Finance Manager and Audit Team. An additional \$200 has been allocated toward software and subscriptions needed to successfully conduct the Virtual District Council Meeting in September

Travel

20,000

Travel has been budgeted lower than in the past due to reduced overall spending in order to meet the 30% maximum threshold. District 35 is a geographically large district and we are unable to reimburse as much travel as we'd like for our district officers and will try to conserve monies where possible in order to reimburse more to those who need it. The Keynote Speaker expenses are planned for the Winter TLI and spring conference. We encourage DEC members to carpool whenever possible, despite this we expect to have to cut off reimbursements for mileage for all DEC members in order to stay within budget.

Other Expenses

2,399



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ANNUAL BUDGET
2018-2019**

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35

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(Numbers are pulled from Summary tab)

Budgeted

No Other Expenses are expected or planned



TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET
2018-2019

DISTRICT

35

		USD												
Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
6005	Membership Revenue	247	1,248	17,164	2,660	888	284	856	2,343	17,144	2,165	1,183	1,798	47,980

**This amount is provided by World Headquarters in an email.

[illegible]

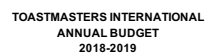


TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET
2018-2019

DISTRICT

35

USD														
Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
TLI Revenue														
6025	TLI Registration-Member registrations						5,000							5,000
6025	TLI Registration-Spouse / guest registrations													-
6025	TLI Registration-Late registrations													-
6025	TLI Registration-Meal Events													-
6025	TLI Registration-Speech contest													-
6025	TLI Registration-Other													-
6025	TLI Registration-Training													-
6025	TLI Registration-Speechcraft													-
6050	TLI Refunds - Registration & Tickets													-
6055	TLI Refunds - Other													-
6060	Reimbursments - Registration & Tickets													-
6030	TLI Sponsorship/Advertising													-
6035	TLI Raffle													-
6010	TLI Donation													-
6020	TLI Other Revenue													-
Total TLI Revenue		-	-	-	-	-	5,000	-	-	-	-	-	-	5,000
TLI Expenses														
7006	TLI-Educational Materials													-
7010	TLI-Awards Expense (Trophies, Plaques,													-
7012	TLI-Supplies & Stationery Expense													-
7014	TLI-Room Rental Event Expense						2,300							2,300
7016	TLI-Meal Event Expense	1,400					4,700							6,100
7020	TLI-Printing Expense													-
7030	TLI-Photocopying Expense													-
7070	TLI-Bank Charges & Credit Card Fee Expense													-
7072	TLI-Sales Tax Expense (incl. GST, VAT, etc.)													-
7080	TLI-Gifts & Thank Yous													-
7086	TLI-Miscellaneous Expenses													-
7090	Equipment Rental						1,000							1,000
														-
														-
														-
Total TLI Expenses		1,400	-	-	-	-	8,000	-	-	-	-	-	-	9,400
TLI Net Income/(Loss)		(1,400)	-	-	-	-	(3,000)	-	-	-	-	-	-	(4,400)



35

[illegible]

District Store Net Income/(Loss)

													-
													-
	313	313	313	313	313	313	469	469	469	1,405	1,405	1,405	7,500
Marketing-Other Expense													
7008 Marketing-Promotional Materials													-
7010 Marketing-Awards Expense (Trophies, Plaques,													-
7036 Marketing-Advertising Expense													-
7048 Marketing-Equipment Purchase Expense (Less													-
7078 Marketing-Food Expense													-
7080 Marketing-Gifts & Thank Yous													-
7086 Marketing-Miscellaneous Expenses													-
													-
													-
													-
													-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Marketing Expenses	761	761	763	763	763	1,013	919	919	920	1,856	2,106	1,856	13,400

[illegible]

[illegible]

7010 ET-Awards Expense (Trophies, Plaques,
7016 ET-Meal Event Expense
7082 ET-Incentives
7086 ET-Miscellaneous Expenses

													-
													-
													-
													-
													-
													-
													-
													-
-	-	-	-	-	-	-	-	-	-	-	-	-	-
400	400	-	400	400	400	400	400	400	400	400	400	760	4,760

Total Education & Training Expenses



TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET
2018-2019

DISTRICT

35

USD														
Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
Speech Contest Revenue														
6010	SC-Donation Revenue													-
6015	SC-Interest Income													-
6020	SC-Miscellaneous Income													-
6025	SC-Registration & Ticket Revenue													-
6030	SC-Sponsorship/Advertising Revenue													-
6035	SC-Raffle Revenue													-
6050	SC-Refunds - Registration & Tickets													-
6055	SC-Refunds - Other													-
Total Speech Contest Revenue		-	-	-	-	-	-	-	-	-	-	-	-	-
Speech Contest Expenses														
7006	SC-Educational Materials													-
7010	SC-Awards Expense (Trophies, Plaques,											1,600		1,600
7012	SC-Supplies & Stationery Expense													-
7014	SC-Room Rental Event Expense													-
7078	SC-Food Expense													-
7086	SC-Miscellaneous Expenses													-
7090	Equipment Rental													-
7016	SC-Meal Event Expense											1,645		1,645
7022	SC-Audio Visual Expense											1,000		1,000
														-
Total Speech Contest Expenses		-	-	-	-	-	-	-	-	-	-	4,245	-	4,245
Speech Contest Net Income/(Loss)		-	-	-	-	-	-	-	-	-	-	(4,245)	-	(4,245)



TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET
2018-2019

DISTRICT

35

		USD													
Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total	
Travel Expenses															
District Director															
7056	Convention Registration Fees Expense		200											200	
7058	Lodging Expense		1,830					600						2,430	
7060	Transportation - Airfare Expense													-	
7062	Transportation - Mileage Expense	50	50	50	50	50	50	50	50	50	50	50	50	600	
7064	Transportation - Taxis/Shuttle Expense		100											100	
7066	Transportation - Rail Expense													-	
7068	Transportation - Other Expense													-	
7078	Travel-Food Expense		-					40						40	
		50	2,180	50	50	50	50	690	50	50	50	50	50	3,370	
Club Growth Director															
7056	Convention Registration Fees Expense		650											650	
7058	Lodging Expense		1,830					400						2,230	
7060	Transportation - Airfare Expense													-	
7062	Transportation - Mileage Expense	41	44	44	44	44	44	44	44	44	44	44	44	525	
7064	Transportation - Taxis/Shuttle Expense		100											100	
7066	Transportation - Rail Expense													-	
7068	Transportation - Other Expense													-	
7078	Travel-Food Expense		50					40						90	
		41	2,674	44	44	44	44	484	44	44	44	44	44	3,595	
Program Quality Director															
7056	Convention Registration Fees Expense		550											550	
7058	Lodging Expense		1,830					600						2,430	
7060	Transportation - Airfare Expense													-	
7062	Transportation - Mileage Expense	60	63	44	63	63	44	63	44	63	63	44	63	677	
7064	Transportation - Taxis/Shuttle Expense		100											100	
7066	Transportation - Rail Expense													-	
7068	Transportation - Other Expense													-	
7078	Travel-Food Expense		50					40						90	
		60	2,593	44	63	63	44	703	44	63	63	44	63	3,847	
Finance Manager															
7058	Lodging Expense													-	
7060	Transportation - Airfare Expense													-	
7062	Transportation - Mileage Expense	19	19	-	19	19	-	19	-	19	19	-	19	150	
7064	Transportation - Taxis/Shuttle Expense													-	
7066	Transportation - Rail Expense													-	
7068	Transportation - Other Expense													-	
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-	
		19	19	-	19	19	-	19	-	19	19	-	19	150	



TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET
2018-2019

DISTRICT

35

USD														
Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
PR Manager														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	19	19	-	19	19	-	19	-	19	19	-	19	150
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		19	19	-	19	19	-	19	-	19	19	-	19	150
Administration Manager														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Division Director														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	131	131	-	131	131	-	131	-	131	131	-	131	1,050
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		131	131	-	131	131	-	131	-	131	131	-	131	1,050
Area Director														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	525	525	-	525	525	-	525	-	525	525	-	525	4,200
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		525	525	-	525	525	-	525	-	525	525	-	525	4,200



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ANNUAL BUDGET
2018-2019

DISTRICT

35

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Account #	Account Name	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
IPDG														
7058	Lodging Expense		1,080											1,080
7060	Transportation - Airfare Expense		-											-
7062	Transportation - Mileage Expense	13	13	13	13	13	13	13	13	13	13	13	13	150
7064	Transportation - Taxis/Shuttle Expense		50											50
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7078	Travel-Food Expense		60											60
		13	1,203	13	13	13	13	13	13	13	13	13	13	1,340
Keynote Speaker														
7058	Lodging Expense						1,000					1,000		2,000
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		-	-	-	-	-	1,000	-	-	-	-	1,000	-	2,000
Other Member														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	25	25	25	25	25	25	25	25	25	25	25	25	298
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		25	25	25	25	25	25	25	25	25	25	25	25	298
Total Travel Expenses		882	9,368	175	888	888	1,175	2,608	175	888	888	1,175	888	20,000

[illegible]