



District #: 35
 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	338	1,276	10,407	2,122	454	370	1,379	1,987	8,238	1,699	541	1,369	30,180
Conference revenue	-	-	-	-	-	-	-	-	-	15,000	-	-	15,000
Fundraising revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Education and Training revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
District store revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Speech contest revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Total revenue	338	1,276	10,407	2,122	454	370	1,379	1,987	8,238	16,699	541	1,369	45,180
TI Allocation Expense	114	114	114	114	114	114	114	114	114	114	114	114	1,372
Conference expense	-	-	-	-	-	-	-	-	-	15,000	-	-	15,000
Fundraising expense	-	-	-	-	-	-	-	-	-	-	-	-	-
District store expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing Outside Toastmasters expense	389	239	239	239	239	239	239	239	239	239	239	238	3,017
Recognition expense	188	188	188	188	188	188	188	188	188	188	188	188	2,250
Club Growth expense	233	233	333	333	333	333	333	333	333	333	333	333	3,800
Public Relations expense	175	175	175	175	175	175	175	175	175	175	175	175	2,100
Education & training expense	150	150	150	150	150	650	150	150	150	150	150	1,910	4,060
Speech contest expense	-	-	-	-	-	-	1,200	-	-	-	-	-	1,200
Administration expense	150	150	300	150	150	150	150	150	150	200	150	150	2,000
Food and Meals expense	213	613	213	213	-	-	600	-	427	-	213	216	2,710
Travel expense	116	507	116	116	116	116	266	116	116	116	116	116	1,931
Lodging expense	-	3,341	-	-	-	-	2,400	-	-	-	-	-	5,741
	1,728	5,711	1,828	1,678	1,465	1,965	5,815	1,465	1,892	16,515	1,678	3,440	45,180
District net income/(loss)	(1,390)	(4,434)	8,579	444	(1,011)	(1,595)	(4,436)	522	6,347	184	(1,138)	(2,072)	0

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 _____

Break even	Revenue	Expense	Net	Policy	
Conference	15,000	15,000	-	Meets Policy	
Fundraising	-	-	-	Meets Policy	
District Store	-	-	-	Meets Policy	
Minimum Expense Type		Expense	%	Policy	
Marketing Outside Toastmasters		3,017	10.0%	5.0%	0
Maximum Expense Type		Expense	%	Policy	
Education and Training		4,060	13.5%	15.0%	0
Marketing Outside Toastmasters		3,017	10.0%	10.0%	0
Club Growth		3,800	12.6%	15.0%	0
Public Relations		2,100	7.0%	10.0%	0
Recognition		2,250	7.5%	20.0%	0
Travel		1,931	6.4%	25.0%	0
Lodging		5,741	19.0%	15.0%	1
Food and Meals		2,710	9.0%	15.0%	0
Speech Contest		1,200	4.0%	5.0%	0
Administration		2,000	6.6%	10.0%	0
Total Membership Dues		30,180	100.0%		

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



**TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET
2023-2024**

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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

30,180

TI Budgeted Dues Allocation \$30,180
Membership has been on the decline over the last 6 years, last year was almost flat. Our goal is to at least remain flat and start growing year over year, ideally growing back to the point of being a Distinguished District.

Conference Net Income/(Loss)

-

Spring Conference this year will be at the Embassy Suites Hotel in Brookfield, WI.
The Conference is planned to be a Net \$0 Event

Fundraising Net Income/(Loss)

-

District 35 Does not Plan to Fundraise outside of the Spring Conference

District Store Net Income/(Loss)

-

District 35 Does not Have a District Store



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	<u>Budgeted</u>
Marketing Outside of Toastmasters	3,017
\$2,700 - Participation in 90 Day Global Marketing Program \$150 - SHRM Advertising \$167 - Other Marketing Opportunites	
Public Relations	2,100
\$50 per Month Mail Chimp - (Weekly News & Other email campaigns) - \$600 \$25 per Month District Meetup - \$300 \$100 per Month Linked in Ads - \$1,200	
Club Growth	3,800
\$1000 - Building New Clubs - 10 New Club Banners @ \$100 \$800 Club Growth Mailing \$2,000 Other Club Growth Incentives	
Recognition	2,250
\$2,250 District and Program Quality Incentives	
Education and Training	(4,060)
\$1,000 - Distinguished Club Incentives \$1,260 - Incoming DEC name Tags & Recognition \$1,800 - DEC Recognition & Incentives	
Speech contests	(1,200)
2 Contests \$760 Area Contests - 4 Trophies per area x 22 Areas = 88 Trophies @ \$8.63 per Trophy \$280 Division Contests - 4 Trophies per Division x 7 Divisions = 28 Trophies @ \$10 per Trophy \$160 District Contests - 4 Trophies @ \$20 per Trophy = \$80; \$80 Certificates, other expenses, etc.	
Administration	2,000
\$100 - Voting Platform and Business Meeting Expenses \$100 - Web Site Expenses \$900 - District Zoom Licenses \$900 - Postage to Distribute Awards & Recognition	
Food and Meals	2,710



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Budgeted

\$50 per day per diem for each for DD for Training - $\$50 \times 4 = \200.00
 \$50 per day per diem each for CGD for Training - $\$50 \times 4 = \200.00
 \$50 per day per diem for each trio member for Mid-Year Training - $\$50 \times 4 \times 3 = \600
 \$10 Per Person for Each Hybrid DEC Meeting = $2/3$ in person attendance = \$1,710

Travel

1,931

Travel Expenses Budget for Trio International Convention Registrations In person – DD - \$181.00, Virtual - PQD \$55 & CGD \$55 = \$291
 \$200 mileage per trio member - $\$200 \times 3 = \600
 Airport Transportation - \$50 Per Person Per Training - \$250
 \$50 in Mileage Admin, Finance, & PR = \$150
 \$25 IPDD Mileage
 \$614 other Mileage

Lodging

5,741

Budget Exceeds Maximum Due to high costs of Hotels - Exception Requested
 Lodging Expenses for District Leader Training & Mid-Year Training
 DD Summer Training & International Convention - 7 Nights @ \$334 per night = \$2,338
 CGD - Summer training 3 Nights @ \$334 Per night = \$1002 Total Includes Taxes & Fees
 Trio - Winter training 3 Nights @ \$266.67 Per night = \$800 x 3 Trio Members = \$2,400 Total Includes Taxes & Fees