

District 99 2017- 2018 Budget

Cheryl Persson, ACS, ALB
District Finance Manager, 2017-2018



Agenda

- Starting position
- Revenue
- Expenses

Starting Position

| | |
|--|--------|
| Cash & Cash Equivalents, June 30 2017 | 97,460 |
| Required Retention, June 30 2018* | 17,706 |
| Projected year-end Balance ** | 51,148 |

*This amount is provided by World Headquarters in an e-mail

**The goal is to budget the remaining funds as close to zero as possible without creating a loss. This number should never be negative

Revenue

| | |
|--------------------|---------|
| Membership Revenue | 70,823 |
| Conference Revenue | 78,920 |
| TLI Revenue | 3,150 |
| | |
| Total Revenue | 152,893 |

Revenue

Projected Membership Revenue

- By June 30, 2018 - \$70,823
- Provided by Toastmasters International
- Based on expected membership payments

Expenses

| | Total | Budget % | Policy Max |
|----------------------|----------------|----------|------------|
| Conference | 79,077 | | |
| Marketing | 19,065 | | |
| | 98,242 | 54.1% | Unlimited |
| TLI | 3,150 | | |
| Education & Training | 26,222 | | |
| | 29,372 | 16.2% | 30% |
| Communication & PR | 3,120 | 1.7% | 25% |
| Speech Contest | 3,536 | 1.9% | 10% |
| Administration | 5,230 | 2.9% | 20% |
| Travel | 42,098 | 23.2% | 30% |
| | 53,984 | | |
| Total Expense | 141,498 | | |

Conferences

- Revenue & Expenses – target \$0 net income
- Fall Conference
 - Based on 60 full registrations
 - Projected net income of \$201
- Spring Convention
 - Based on 120 full registrations
 - Projected net income of \$41

Leadership Institute

- Three Leadership training days for the year.
- Planned \$0 impact to budget



Marketing

Major expense areas include

- Building new clubs
- Retention of existing members
- Membership Growth

\$19,065 (No maximum %)

Communications & Public Relations

Major expense areas include

- D99 website
- Survey Monkey
- Mail Chimp
- Meet Up

Total CPR expense is \$3,120 (1.7% of 25% max)

Speech Contest

Major expense areas include

- Certificates
- Trophies
- Room Rentals

Total speech contest expense is \$3,536 (1.9% of 10% max)

Education

Major expense areas include

- Recognition and Awards
- Training Area & Division Directors
- Training Club officers

Total education expense is \$26,222 (14.4% of 30% max)

Administration

Major expense areas include

- UPS / courier
- Postage & ExpressPost
- Stationary & supplies

Total administration expense is \$5,250 (3.0% of 20% max)

Travel

Major expense areas include

- DD, PQD, & CGD training and travel
- District Executive travel

Total travel expense is \$42,098 (23.2% of 30% max)

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Questions & Answers