



## 2018-19 Budget for District 99

### Our Mission



*We build new clubs and support all clubs in achieving excellence.*

## District 99 Budget Overview for 2018-19



The message this year from our International President was clear. Spend the bulk of your time and resources on building healthy clubs. We think this budget reflects that we are serious about doing just that. The budget for the district is planned to be a deficit of \$41,199, but that is purposeful. The district has been carrying a large surplus for many years. We start this year with a cash and cash equivalents balance of \$119,579.54. This represents a significant sum to be carrying forward each year. At this time there is a need to spend additional funds on training to ensure that we help our clubs grow and strengthen and help to push the adoption of the pathways program. This does not mean we will spend money without concern for effective use of the funds. That will always be foremost in our decision making. Even if we hit our targets for spending, the district will still be left with a substantial amount of money (\$78,380.83) to fund future years operations.

### Results of the voting.

Results of the vote are in and thank you to all those that participated. We have 149 active clubs. There would be 298 possible club votes. We would require 1/3 of these votes to constitute a quorum. That would mean we need 100 club votes. 137 club votes were cast out of the 172 total ballots. That means we achieved quorum. The final results were: 169 Aye and 3 Nay. The Ayes have it. Motion to accept the recommendation to adopt the budget passed.

The budget for 2018-19 is hereby adopted and will be forwarded to Toastmasters International. You can see the published results on Election Runner at <https://vote.electionrunner.com/election/qyQph/results>





## Fundraising



It is not anticipated that the district will do any fundraising during the 2018-19 year.



Account	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Total
Exp 10 - Administration													
Exp 11 - Information Systems													
Exp 12 - Marketing & Publicity													
Exp 13 - Professional Services													
Exp 14 - Travel													
Exp 15 - Entertainment													
Exp 16 - Office Supplies													
Exp 17 - Printing													
Exp 18 - Postage													
Exp 19 - Telephone													
Exp 20 - Utilities													
Exp 21 - Insurance													
Exp 22 - Depreciation													
Exp 23 - Other													
Exp 24 - Total Expenses													
Exp 25 - Net Income													

5 - TLI Expenses and Net Income (Loss)

## District Store



The district no longer runs a district store and will therefore not be budgeting any amounts for this area.

## Other Revenue



The district is not anticipating any other revenue for this year.













TUPERS INTERNATIONAL												
MONTHLY BUDGET												
2015												
2015												
Account	Account Name	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	Total
Program Quality Director	1000 Lodging Expense											100
	1000 Lodging Expense	1,200						100				1,300
	1000 Transportation - Airfare Expense											20
	1000 Transportation - Airfare Expense	1,200										1,200
	1000 Transportation - Airfare Expense											20
	1000 Transportation - Taxi/Other Expense											100
	1000 Transportation - Rail Expense											100
	1000 Transportation - Other Expense											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
	1000 Travel/Other Expense (incl. GST, VAT)	1,200										1,200
Finance Manager	1000 Lodging Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Taxi/Other Expense											100
	1000 Transportation - Rail Expense											100
	1000 Transportation - Other Expense											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
PR Manager	1000 Lodging Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Taxi/Other Expense											100
	1000 Transportation - Rail Expense											100
	1000 Transportation - Other Expense											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
	1000 Travel/Other Expense (incl. GST, VAT)											100

16 - Travel - Program Quality Director, Finance Manager and PR Manager

TUPERS INTERNATIONAL												
MONTHLY BUDGET												
2015												
2015												
Account	Account Name	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Mar 16	Apr 16	Total
Administration Manager	1000 Lodging Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Taxi/Other Expense											100
	1000 Transportation - Rail Expense											100
	1000 Transportation - Other Expense											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
Division Director	1000 Lodging Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Airfare Expense	1,300										1,300
	1000 Transportation - Taxi/Other Expense											1,000
	1000 Transportation - Rail Expense											1,000
	1000 Transportation - Other Expense											1,000
	1000 Travel/Other Expense (incl. GST, VAT)											1,000
	1000 Travel/Other Expense (incl. GST, VAT)											1,000
Area Director	1000 Lodging Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Airfare Expense	1,100										1,100
	1000 Transportation - Taxi/Other Expense											1,000
	1000 Transportation - Rail Expense											1,000
	1000 Transportation - Other Expense											1,000
	1000 Travel/Other Expense (incl. GST, VAT)											1,000
	1000 Travel/Other Expense (incl. GST, VAT)											1,000

17 - Travel - Administration Manager, Division Directors and Area Directors

TUPERS INTERNATIONAL												
MONTHLY BUDGET												
2015												
2015												
Account	Account Name	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Jan 16	Feb 16	Total
IPDG	1000 Lodging Expense											1,000
	1000 Transportation - Airfare Expense											100
	1000 Transportation - Airfare Expense											100
	1000 Transportation - Taxi/Other Expense											100
	1000 Transportation - Rail Expense											100
	1000 Transportation - Other Expense											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
Keynote Speaker	1000 Lodging Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Taxi/Other Expense											500
	1000 Transportation - Rail Expense											500
	1000 Transportation - Other Expense											500
	1000 Travel/Other Expense (incl. GST, VAT)											500
	1000 Travel/Other Expense (incl. GST, VAT)											500
Other Member	1000 Lodging Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Airfare Expense											
	1000 Transportation - Taxi/Other Expense											100
	1000 Transportation - Rail Expense											100
	1000 Transportation - Other Expense											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
	1000 Travel/Other Expense (incl. GST, VAT)											100
Total Travel Expenses		401	170	11,000	401	401	1,054	11,000	400	400	400	48,121

18 - IPDG, Keynote Speaker, Other and Total Travel Expenses.



## Summary



The budget this year is a reflection of the need to spend some money to deal with the current needs in our district. We have a large number of clubs that are low membership and require assistance in the form of coaches. We also need to ensure that clubs make a smooth transition to the new pathways program. These two things require a commitment of resources to ensure we get training and assistance out where it needs to be. Our continued emphasis on educational excellence through the expansion of the Education Development Team / Program to include training for Coaches, Sponsors and Mentors will help us to build stronger clubs from the start and help our existing clubs to recover when they need coaching. The District Executive Committee met on September 15th and voted in favor of a motion to recommend the budget proposal to the District Council. That was the first step to getting the budget proposal moved forward for consideration by the Council. If you have questions related to budget, please forward them to the Administration Manager at [am@d99tm.org](mailto:am@d99tm.org)<sup>1</sup> and we will do our best to answer those questions.. Here is a link to a PDF of the full budget submission document.

<https://district99tm.sharepoint.com/:b:/g/Ed5k-aXuiYIMITunXfX8XeQBAnCcT0-GXugl-1pT5xGB3Q?e=ofXnhN>

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<sup>1</sup><mailto:am@d99tm.org>

## Questions and Answers



We will post questions and answers here for everyone to see. Send your questions to [am@d99tm.org](mailto:am@d99tm.org)<sup>2</sup> and we will attempt to answer them all so that you can make an informed decision on your vote.

Q: Why are we running a deficit?

A: The district has a large surplus which it has been carrying for several years. This budget was formulated with a specific view of putting some of that money to work for the clubs that are part of our district. We obviously can't afford deficits forever, but at a time where membership growth seems to be slow and many clubs are experiencing low membership it only makes sense to put some of that surplus to work for the members.

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<sup>2</sup><mailto:am@d99tm.org>

Q: Under education and training it mentions HPL kits for clubs. Who gets those?

A: The High Performance Leadership kits are being made available to clubs that see membership building as a challenge and a member within the club is willing to spearhead a project to rebuild the membership of the club to charter strength (20+ members). If a member wishes to tackle this as a project and get credit for completing a High Performance Leadership project, the district will be more than happy to provide an HPL kit to the member. This program is designed to provide an incentive for clubs to recognize a need to build membership before they reach the point of requiring a coach which is a separate program. Clearly, a club that tackles a membership challenge before it gets to that point will be better off in the long run.

Q: Has Toastmasters International reviewed this budget and did they have any items that they noted?

A: Yes. Toastmasters International was asked to review the budget and did point out three items as indicated below: From Greg Wingrove, Senior Accountant - Districts

- Travel
  - Please enter the district director's convention registration expense for August 2018.
  - If you are having a keynote speaker at the conference, please budget for the their travel costs here.
- SC – Speech Contest
  - Please ensure to budget for the equipment purchase or rental to have the contest filmed.

The budget was updated to reflect the move of expenses to the travel section. At the same time, an allowance was also included in the conference budget for the gratuity that the hotel did not include in the estimate, but is in the conditions of the contract. An amount was included to purchase a camera for the taping of the International Speech Contest. This accommodates the new selection method which will be used for selecting contestants that attend the International Convention to compete. Contestants will be judged from their video presentation and selected to compete at the International Competition. The net result was that the budget deficit increased to \$40,709 to accommodate these expenses. We hope to see a better result for the conference once the amount of the gratuity is negotiated and sponsorship dollars are realised.

Q: What are the Recognition or Incentives proposed for 2018-19? For example: are Ribbons for Sunshine Club available? Will Members earn a Triple Crown Award up to June 2020?

A: Sunshine Ribbons for clubs that registered their club (found on [d99tm.org](http://d99tm.org) - Find A Club - Sunshine Clubs) will be given to the Area Directors at training on Sat Sept 17th 2018. Triple Crown pins will continue to be awarded. In addition, other incentives such a purchase of the banner for newly chartered clubs will also be continued. The incentive sheet will be updated once we have a budget in place that will support the incentives. It should be noted that the criteria for the Triple Crown Award under the new program has not been determined as of yet. We are waiting for guidance from Toastmasters International before we finalize the criteria.

Q: Is the budget in alignment with the District Success Plan and will it be distributed, as well?

A: Yes, the budget reflects alignment with the District Success Plan. The commentaries provided reflect a synopsis of the plans that are included in the DSP. However, the DSP does not provide specifics about travel and administration. That detail is included here and those expenses are intended to reinforce the activities in other areas.