

**District 57 Toastmasters Budget Comparison 2019-2020 as of 9/20/2019**

Revenues	2019-2020		2018-19		2017-18		
	Budget	Variance	Actual	Budget	Variance	Actual	Budget
Membership Revenue	62.8	1.9	62.8	60.9	-7	67.6	60.6
Conference Revenue	36.2	20.2	42.2	22	11.3	31.5	42.8
TLI Revenue	2	0.6	2.1	1.6			
Other Revenue	4.2	-3.5	0.5	3.9			
<b>Total Revenues</b>	105.2	107.6	19.2	88.4	5.2	100.3	105.8
<b>Expenses</b>							
Conference	27.4	16.9	38.1	21.2	7.7	33.4	41.1
TLI	28.5	-1.6	14.1	15.6	-8.9	19.2	10.3
Marketing	31.6	-10	8.1	18.1	9.1	2.2	11.3
Communication & public relations	6.6	1.3	5.1	3.7	-1.4	9.8	8.4
Education & Training	16	-10.3	5.4	15.7	15.7	9.2	24.9
Speech Contest	8.3	1.6	6.7	5.1	-1.1	2.8	1.7
Administration	8.8	-1.8	6.8	8.7	-0.4	11.4	11.1
Travel	19.1	-3.4	10.5	13.9	4.6	10.5	15
Other	3.9	-5.5	3.1	8.6	-0.1	0.1	0
<b>Total Expenses</b>	150.3	-12.7	97.9	110.7	25.2	98.6	123.8
<b>Net Income (Deficit)</b>	-45.1	31.9	9.7	-22.3	-20	1.7	-18.3

**Note: All figures in thousands**

**2019-2020 Budget by categories as of 9/20/2019**

<b>Revenues</b>	<b>Budget</b>	<b>Line item description</b>
Membership Revenue	62,752	Projected membership revenue is based on actual results of prior year. TI specifies this revenue amount. We plan to grow membership to become a Select Distinguished District
Conference Revenue	36,186	The District will host its Annual Conference on April 25, 2019 at the Roundhouse Conference Center in San Ramon.
TLI Revenue	1,980	The District does not charge admission to TLI. This line item includes ticket sales for the Train the Trainer events.
Other Revenue	4,183	This is revenue from the Districts Awards & Installation Dinner

<b>Total Revenue</b>	105,101
----------------------	---------

<b>Expenses</b>	<b>Budget</b>	<b>Line item description</b>
Conference	27,360	The bulk of Conference expenses are for the venue rental and food.
TLI	28,506	District 57 delivered two TLIs in the Summer and is planning for three TLI's in the Winter. Category also includes expenses related to the Train the Trainer events to improve the quality of club officer trainers.
Marketing	31,588	Marketing involves numerous incentives, programs and recognition awards including: 1) \$50 in credit for clubs that hold open houses during the promotional periods - \$7500 allocated. 2) \$20 in credit for club officers that complete a Plan of Excellence for the year - \$1050 allocated 3) Incentives to recognize distinguished clubs by April 15th and June 1st - \$4975 allocated 4) Contests for clubs to improve their online website and Meetup social presence - \$450 allocated 5) Food, rental and supplies for kick off meetings that support the growth of new clubs - \$8488 allocated

Communications & Public Relations	6,627	Category includes costs associated with web and Meetup sites, Zoom conference calls, newsletter, and Toastmaster TV
Education & Training	16,076	Category provides for officer make-up training sessions, pathways training, prospective area director learning event, and numerous awards for outstanding achievement.
Speech Contest	8,306	Category supports area, division, and district speech contests including contest awards. \$2,500 is allocated to video-recording the speech contest in April 2020 as mandated by TI.
Administration	8,804	Category includes costs related to District Executive Council meetings such as facility rental, snacks, and miscellaneous administrative expenses. Category also includes payment to storage facility to secure district assets.
Travel	19,100	Category provides travel funds for the District Leadership Team to participate in the international convention in Denver, mid-year training in Dallas, and reimbursement for limited mileage expenses within our geographically large district.
Other (TI claw back)	3,907	District 57 receives 25% of membership fees paid to Toastmasters International. Due to increasing costs at TI Head Quarters, TI reclaims 5% of the District's membership dues in monthly

<b>Total Expenses</b>	150,274
-----------------------	---------

<b>Net Income</b>	(45,173)
-------------------	----------