

Toastmasters International District 72
Financial Statements
For the six months ended 31 December 2021

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Notice to the Financial Statements

Commentary

Compiled by Tony Cross
District Finance Manager
January 2022.

Toastmasters International District 72

Entity Information

Reporting Entity

The reporting entity is Toastmasters International District 72 (“District 72”)

Entity Mission

The Mission of District 72 is to build new clubs and to support all Clubs in achieving excellence.

The District aims to enhance the performance and extend the network of clubs, thereby offering greater numbers of people the opportunity to benefit from the Toastmasters educational program by;

- 1 Focusing on the critical success factors specified by the District educational and membership goals.
- 2 Ensuring that each Club effectively fulfils its responsibilities to its members.
- 3 providing effective training and leadership development opportunities for Club and District Officers.

Entity Structure

District 72 is currently led by seven senior officers. These officers guide the activities and support functions of the District. The District Director, Program Quality Director and Club Growth Director are elected each May at the Annual Business Meeting.

The Immediate Past District Director (IPPD) is an automatic position. The IPDD acts as an advisor to the current three elected officers- who may also be referred to as the” Trio “.

The Public Relations Manager is also elected at the May Annual Business Meeting

The two remaining senior officers who are appointed by the District Director- are the Administration Manager and District Finance Manager.

The Senior officers are also Supported by a District Parliamentarian, appointed by the District Director.

District 72 covers the South Island and the Wellington region

There are five Divisions in the District, and the Divisions are broken in to twenty-four Areas. A Division Director heads each of the Divisions and the Division Directors are elected at the May annual Business Meeting.

Each Area consists of between three and six Toastmasters Clubs and is headed by an Area Director who reports to the Division Director heading the Division in which reside. Area Directors are elected by their Area Councils (consisting of club Representatives) before the May Business Meeting. Area Directors not elected before the May Annual Business Meeting maybe appointed by the incoming District 72 Director.

Sources of cash and Resources

Club Members pay subscription fee to their clubs, part of which are paid direct to Toastmasters International in the United States. Toastmasters International supports its network of Toastmaster Districts throughout the world by holding a “District Reserve Account” for each District at its Headquarters in Colorado. Districts submit a budget each year and may requisition funds from their District reserve Account in order to operate within the confines of the agreed budget.

Fundraising

The District may carry out other fundraising events to supplement subscriptions.

Volunteer Services

The District is fully reliant on volunteers as it does not employ any staff to carry out the District officers roles. The District does not receive any donated goods of any material value.

Toastmasters International District 72**Statement of Service performance****Financial Statements****Outcomes**

The outcomes that District 72 seek are reflected in the mission statement below.

Toastmasters International also sets goals for each District to achieve, which are the outcomes that the District is currently working towards. The outcomes are achieved by members achieving educational and leadership awards, attending club leadership training, and attracting new members to clubs. Ensuring that administrative duties such as the payment of subscriptions and logging of club leadership and membership information is also part of the required outcomes.

Mission

The Mission of Toastmasters International:

We empower individuals to become more effective communicators and leaders

The Mission of the District:

We build new clubs and support all clubs to achieve excellence.

The Mission of a Toastmasters Club:

We provide a supportive and positive learning experience in which members are empowered to develop communication and leadership skills, resulting in greater self-confidence and personal growth.

Outputs

There are three key measurements that Toastmasters International uses to track the progress of Districts.

1 “Paid Clubs” is existing clubs which have paid club dues for at least 8 members and newly chartered clubs.

2 ‘Payments ‘consists of subscriptions received from continuing existing members and new members.

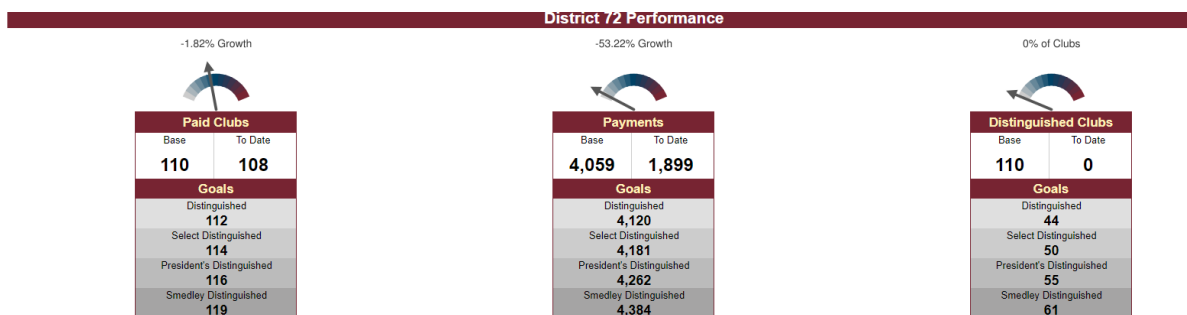
3 ‘Distinguished Clubs ‘measures the health of clubs by allocating points for members completing education and leadership awards, attending club leadership training and attracting new members to clubs.

To be considered for District recognition by Toastmasters International, The District must meet two qualifying requirements:

1 Must submit the Division and Area Directors Training Report to World Headquarters by 30th September showing that 85 percent of Division and Area Directors were trained.

2 Must submit the District success plan to the world headquarters by 30th September.

Each year the District is given a base to start from in order to achieve the goals set by Toastmasters International. There are three levels of goals, from lowest to highest: Distinguished, Select Distinguished and Presidents Distinguished. District 72’s status as at the 31 December 2021 is detailed below.



**TOASTMASTERS INTERNATIONAL DISTRICT 72
STATEMENT OF FINANCIAL PERFORMANCE
FOR THE SIX MONTHS ENDED 31 DECEMBER 2021**

	Actual	Budget	Variance	30/06/2021 12 months	31/12/2020 6 months
District Revenue	\$	\$	\$	\$	\$
Membership Revenue	27,739	31,582	-3,843	62,651	32,057
District Conference Revenue				883	883
Fundraising Revenue				65	156
District Store Revenue				156	
Speech Contest Revenue					
Other Revenue	36		36	826	1,010
Total District Revenue	<u>27,775</u>	<u>31,582</u>	<u>-3,807</u>	<u>64,581</u>	<u>34,106</u>
 District Expenditure					
District Conference Expenses	1,246		1,246	870	870
Fundraising Expenses				1,041	
District stores Expenses				56	56
	<u>1,246</u>		<u>1,246</u>	<u>1,967</u>	<u>926</u>
 Recognition, Club Growth and Marketing					
Recognition	-192	1,200	-1392	8,463	-209
Club Growth	2,629	3,300	-671	5,921	1,291
Marketing outside Toastmasters	-1,113	2,000	-3,113	13,822	1,504
	<u>1,324</u>	<u>6,500</u>	<u>-5,176</u>	<u>28,206</u>	<u>2,586</u>
 Public Relations					
District Website	779	2,600	-1,821	5,960	1,618
	<u>779</u>	<u>2,600</u>	<u>-1,821</u>	<u>5,960</u>	<u>1,618</u>
 Education and Training					
Distinguished Clubs					
Training Club Officers	279	400	-242		

Training Division and Area Directors	2,227	1,900	327	3,105	1,301
Other Expenses				504	0
	<u>2,506</u>	<u>2,610</u>	<u>-104</u>	<u>3,609</u>	<u>1,301</u>
Speech Contests					
Awards and Certificates				129	-924
Other Expenses	117		117		162
	<u>117</u>		<u>117</u>	<u>129</u>	<u>-762</u>
Administration					
Printing, Stationary, and photocopying	158	400	-242	70	
Telephone	136	400	-264	747	543
Postage	-90	50	-140	268	-150
Bank charges	25		25	489	315
Other Expenses	1,497	1,847	-350	3,751	1,989
	<u>1,726</u>	<u>2,697</u>	<u>-971</u>	<u>5,325</u>	<u>2,697</u>
Food		3,310	-3,310	6,105	1,109
Lodging				585	1,043
Travel					
Senior District officers	852	1,250	-398	5,363	2,460
Division Directors	529	500	29	3,835	2,519
Area Directors	3,173	3,000	173	9,038	2,859
Other District Officers		750	-750	1,837	257
	<u>4,554</u>	<u>5,500</u>	<u>-4,837</u>	<u>20,073</u>	<u>8,095</u>
Other Expenses					
Foreign Exchange Adjustment	-4,258		-4,258	7,506	9,107
Miscellaneous Expenses	764	200	564		-2,274
Total District Expenses	<u>8,758</u>	<u>23,417</u>	<u>-14,659</u>	<u>79,464</u>	<u>25,446</u>
Net Surplus/(Deficit) for the period	<u>19,017</u>	<u>8,165</u>	<u>10,853</u>	<u>-14,884</u>	<u>8,660</u>

TOASTMASTERS INTERNATIONAL DISTRICT 72
STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2021

	31/12/2021	30/06/2021	31/12/2020
	\$	\$	\$
Equity			
Members Funds	85,111	66,094	89,638
Represented by			
Current Assets			
BNZ Cheque Account	17,645	23,438	5,415
BNZ Convention Bank Accounts	15,003	4,262	368
BNZ US Dollar Account	0	24,726	18,801
District Reserve Account	64,838	37,165	64,000
Total of Bank Accounts	97,486	89,591	88,584
Sundry Debtors			199
Prepayments		2,484	2,133
Goods & Services Taxation (GST)	5,090	4,270	2,421
Stock on Hand			
	5,090	6,755	4,753
Fixed Assets As per Schedule			
Total Assets	102,576	96,345	93,337
Less Liabilities			

Current Liabilities			
Accounts Payable	3,172	18,933	2,537
Accruals	661	7,623	1,162
Income in Advance	13,632	3,695	
Total Liabilities	<u>17,465</u>	<u>30,251</u>	<u>3,699</u>
Net Assets	<u>85,111</u>	<u>66,094</u>	<u>89,638</u>

**TOASTMASTERS INTERNATIONAL DISTRICT 72
STATEMENT OF MOVEMENT IN EQUITY
AS AT 31 DECEMBER 2021**

	31/12/2021	30/06/2021	31/12/2020
	\$	\$	\$
Equity			
Members Funds as at 1st July	66,094	80,978	80,978
Net Surplus/(Deficit) for the period	19,017	-14,884	8,660
Member Funds as at 31 December	<u>85,111</u>	<u>66,094</u>	<u>89,638</u>
Equity as at 31 December	<u>85,111</u>	<u>66,094</u>	<u>89,638</u>

Note To the Financial Statements

For the six months ended 31 December 2020

Membership Revenue

The District 72 membership revenue is down by \$3,843 and this reflects the tough times we are facing as a District, with October 2021 renewals down on April 2021 figures, this is not a surprise as the Covid and economic situation is affecting membership over all Divisions.

Marketing

Recognition, Club Growth and Marketing outside of Toastmasters expenditure is currently below budget by \$5,175. This is because the covid situation has caused a ripple effect as printing business etc have struggled to fulfil quotes and orders quickly because of staffing and material issues at their end. It was also affected by the Trio making the decision that we would push marketing plans back by a month to try and see if we could get more favourable conditions, as many clubs were either meeting online, Hybrid or had limited people protocols with which they had to deal with, which meant we could not guarantee guests could actually attend meetings face to face which the majority of guest wished to attend.

It is also affected by the TRIOs decision to only market Toastmasters the Brand rather than individual clubs as happened last year.

Public Relations

While we were continually running adds on the District Facebook page. It has been very cost effective and the fact that there are no setup costs associated with the District website this year.

Education and Training

Education and Training Expenditure is \$104 below budget as the District Officers only managed to get together in person once before shifting to the online platform. Only 1 Division held an in-person Club Officer Training (COT) in the first round and the rest was done online with minimal cost to the District.

Speech Contests

While the District had a mandate for face to face contests, the covid situation impacted that right from the start as most Divisions made the decision to hold all four Division level contests in the March/ April period rather than the traditional November/ April split, this was so we could hopefully postpone Area and Division contests to as late as possible so we could achieve the mandate set down by the District, unfortunately the covid situation change over the Xmas/ New Year period.

Travel

The actual budget spend on travel is also well below budgeted levels because of the changing Covid situation as the District Officers were not able to travel due to covid restrictions.

Lodging

Because of the very tight budget at the start of the year District made the early decision that we would not pay any lodging during this Toastmasters year.

Administration

Administration costs are well below budget as the District has shifted over the last few years to a digital platform, which means the District Administration Manager is no longer having the printing and postage costs of the past.

The costs associated with the District Zoom accounts has been managed effectively with the zoom accounts only extended for a month at a time when required for the likes of District council meetings, otherwise they run at the minimum.

TI Allocation costs were lower than budget in association with the lower membership renewals.

Other Expenses

Foreign exchange movements on USD balances (District Reserve and USD account until closed) resulted in loss.