



District 72 Toastmasters

Interim Profit & Loss Report for the 11 months ended 31 May 2023

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Overview

For the 11 months ended 31 May 2023 Revenue exceeds budget by approx. \$3,700 mainly due to the increased Conference Revenue.

Operationally, the cost unders and overs net to approx. \$1k behind budget in spend, which for 11 months of the year is pleasing to see. This is offset by the Conference cost variance of \$2,300, resulting in Total District Expenses exceeding budget by \$1,300.

This results in Net Income exceeding budget by approx. \$2,400.

This report is an interim report, due to TI being so far behind, having only received notification 28th June that April and May credit card costs had been posted. We are still waiting on the April-June Reserve Statements.

Numbers for 2021-2022 have been populated from our Financial Reporting System Sage Intacct which exclude manual adjustments, if any.

Statement of Revenue and Expenditure

		Year-to-date 31-May-23 Actual NZD\$	Year-to-date 31-May-23 Budget NZD\$	Year-to-date 31-May-23 Variance NZD\$	Year-to-date 31-May-22 Actual NZD\$	Total Annual 2022-23 Budget NZD\$
District Revenue						
Membership	1	59,809	57,148	2,661	51,417	58,542
Conference	2	20,325	16,413	3,912	1,206	16,413
Other Revenue	3	2,871	-	2,871		
Total District Revenue		77,263	73,561	3,702	52,623	74,955
District Expenses						
Conference	4	18,702	16,413	2,289	534	16,413
Recognition	5	5,872	6,200	328	934	6,250
Club Growth	6	5,740	4,673	1,067	446	4,673
Marketing Outside	7	3,785	4,110	325	10,283	4,110
Public Relations	8	1,506	3,200	1,694	780	3,500
Education & Training	9	2,892	5,500	2,608	2,069	7,500
Speech Contests	10	2,228	2,927	699	429	2,927
Administration	11	3,629	3,723	94	262	5,854
Food and Meals	12	3,252	2,866	387	1,566	5,666
Travel	13	9,576	7,660	1,916	4,837	14,635
Lodging	14	1,866	500	1,366	111	500
Allocation Expenses	15	2,726	2,683	43	2,911	2,927
Other Expenses					2,526	
Total District Expenses		61,776	60,455	1,322	27,688	74,955
Total Net Income		15,487	13,106	2,381	24,935	0

Statement of Revenue & Expenditure Commentary

District Revenue:

1. Membership Revenue

As TI have not issued the April and May Reserve Statements, membership revenue has not been posted and the budget has been used. There has been a steady increase in membership payments from February to May and dues tentatively exceed budget by \$2700.

2. Conference Revenue

Turnout for the conference was a huge success and the increased attendance has caused revenue to exceed budget by \$3900.

3. Other Revenue

Other Revenue mainly comprises accounting for the Historic District Service Charge Refund. Clubs have since been contacted and where requested, refunds issued in June.

District Expenses:

4. Conference

With the increased number of attendees, variable costs, for example number of tote bags (including contents), lanyards and programmes also increased for the conference. Costs also include the videographer and new values banner.

5. Recognition

Under budget approx. \$300. Since February costs include scrolls, medallions, ribbons, gift certificates, club officer pin sets, triple crown pins, Division Director pins, gifts, engraving and postage/freight.

6. Club Growth

We purchased 2750 visitor booklets for approx. \$4200 + GST. Actual exceeds budget by almost \$1100 mainly due to an additional \$900 spent on courier tickets, rural delivery, boxes and distribution costs

7. Marketing Outside

We have closed the gap in underspend since Feb from \$2500 to just over \$300. Costs since Feb include \$1300 on ads in the Listener, \$800 on reusable cups and \$180 on fridge magnet pens, \$325 Comedy event promotion & with the remainder being on mini flyers

8. Public Relations

PR is under budget by \$1700 and little cost is expected for June. Costs to date include website hosting, facebook ads, meetup subscription, social media scheduling and bulk mailing tools

9. Education & Training

Education and Training is under budget \$2600, although District Officer Training and the Senior Leader Training in June will see the variance significantly reduced

10. Speech Contests

Speech Contests are under budget \$700 owing to Area Directors being frugal with their budgets and the other cost being taken under Food expenses with catering.

11. Administration

It is pleasing to see that Admin is near on budget with a small variance of under \$100. Costs since February include room rental, stationery supplies, microphones for Divisions/District, bank fees, customs fees, zoom and website email address expenses

12. Food & Meals

Actual exceeds budget approx. \$400. Although we increased the budget for Area Directors' contests in anticipation of increased costs for hybrid, room & equipment rental was less than expected and budget was utilised with contest catering expenses.

13. Travel

Travel exceeds budget by approx. \$1900 mainly due to Club Growth and Programme Quality Director travel. With little cost required for the first round of District Officer Training it was decided the Trio would represent the District in person at the Division Conferences. This was not budgeted for.

14. Lodging

Lodging exceeds budget by \$1400. This was mainly due to the Trio attending midyear training in Kuala Lumpur.

15. Allocation Expenses

A portion of our budget contributes to running TI and it is pleasing to see this is only slightly over budget by less than \$100