



District 72 Toastmasters

Financial Report for the 12 months ended 30 June 2023

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Overview

For the 12 months ended 30 June 2023 Revenue is down by approx. **\$1,700** mainly due to member dues being down \$2,400k offset by \$700 which includes interest received, donations received & a small refund. Conference revenue is up \$3,300 although this is offset by the \$3,300 historic District Service Charge.

Expenses exceed budget by approx. **\$5,600** with Club Growth, Conference, Lodging & Travel seeing the largest variances.

This results in Net Income of approx. **\$7,300k deficit**.

Owing to the External Reporting Board publishing new standards for Financial Reporting, a Financial report with commentary has been provided for year end. Revenue and Expenditure reports to the same bottom line as the Profit & Loss Report in the Sage Intacct Accounting System used by Toastmasters International.

Numbers for 2021-2022 have been populated using last year's Financial Statements, and supplementary financial information.

Statement of Revenue and Expenditure

		Year-to-date 30-Jun-23 Actual NZD\$	Year-to-date 30-Jun-23 Budget NZD\$	Year-to-date 30-Jun-23 Variance NZD\$	Year-to-date 30-Jun-22 Actual NZD\$
District Revenue					
Membership	1	56,141	58,542	- 2,401	52,901
Conference	2	19,743	16,413	3,330	252
Other Revenue	3	2,600	-	- 2,600	36
Total District Revenue		73,283	74,955	- 1,671	53,189
District Expenses					
Conference	4	18,721	16,413	2,308	534
Recognition	5	5,834	6,250	- 416	1,962
Club Growth	6	8,024	4,673	3,351	8,463
Marketing Outside	7	4,803	4,110	693	6,205
Public Relations	8	2,411	3,500	- 1,089	780
Education & Training	9	6,129	7,500	- 1,371	2,429
Speech Contests	10	2,228	2,927	- 699	579
Administration	11	4,690	5,854	- 1,164	1,093
Food and Meals	12	5,240	5,666	- 425	3,813
Travel	13	16,765	14,635	2,130	9,354
Lodging	14	2,766	500	2,266	111
Allocation Expenses	15	2,990	2,927	63	3,200
Total District Expenses		80,601	74,955	5,646	38,523
Total Net Income		- 7,317	0	- 7,318	14,666

Statement of Revenue & Expenditure Commentary

District Revenue:

1. Membership Revenue

Membership dues are behind budget by approx. \$2,400, a reflection of the reduced number of membership payments from 3,492 to 3,198

2. Conference Revenue

We budgeted for 95 in person attendees however attendance surpassed expectation accounting for the bulk of the additional revenue which includes meal events e.g. the dine and dance. The "meal events" such as dine and dance are fully funded by dine and dance attendees.

3. Other Revenue

Comprises -\$3,300 historic District Service Charge offset by \$700 (interest received \$480, Donations \$180, Stuff Refund \$40)

District Expenses:

4. Conference

Cost exceeded budget by approx. \$2,300. With the increased attendance, variable costs such as food also increased. However additional dine and dance revenue allowed us to spend more on the band than budgeted. Extra Conference registrations allowed us to pay for stage lighting and the videographer not specifically budgeted.

5. Recognition

Recognition is approx. \$400 under budget with the main expenditure including incentive gift certificates, ribbons, scrolls, plaques, trophies, engraving, postage & pins (for club and district officers).

6. Club Growth

Cost exceeded budget by approx \$3,300 mainly due to an additional 1500 visitor booklets \$2,300 and distribution costs including courier tickets over \$1k

7. Marketing Outside

Cost exceeded budget by approx \$700. Major spends included approx. \$1,300 Listener ads, \$800 reusable cups, \$400 drink bottles, \$300 comedy events, \$200 for 100 fridge magnet pens, but we did not account for the large uptake by the District for mini flyers costing approx. \$1,700

8. Public Relations

Costs are under budget approx. \$1,100 mainly due to significantly less money spent on social media than budgeted. Main costs included website hosting, promotional materials such as stylus & gel pens; facebook ads & bulk mailing tools.

9. Education & Training

Costs included Senior Leader planning weekends July & June, District Officer training Nov, May & June. Although costs are under budget approx \$500, owing to the additional promotional spend in Club Growth we were happy with this result.

10. Speech Contests

Costs are under budget approx. \$700 owing to \$700 room rental costs being covered by the Admin budget in expectation that hybrid would incur additional costs.

11. Administration

Costs included bank fees, microphones, audit letters, annual return, postage, customs fees, zoom, stationery, Trio business cards & inoculations for midyear training, badges & FM pin. We are still under budget approx. \$1,200 mainly due to not needing to utilise all the money allocated for contest room rental as some clubs opted to support their Area Contests by providing the venue at no cost.

12. Food & Meals

The main costs included food and meals for Senior Leader planning, District Officer Training Nov, May & June, catering for contests and food costs for Trio midyear training. Cost are under budget approx. \$400 due to less in person attendees for training in June.

13. Travel

We spent approx. \$2,780 mileage, \$12,683 flights, \$603 taxis/shuttles, \$699 airport parking & Trio travel insurance. Cost exceeded budget approx. \$2k mainly due to travel costs for the PQD and CGD being much higher than budgeted.

14. Lodging

Costs exceed budget by approx. \$1,400 mainly due to the higher than expected costs for the Trio to attend midyear training.

15. Allocation Expenses

A portion of our budget contributes to running TI and it is pleasing to see this is near on budget.

Statement of Financial Position

		As At 30-Jun-23 NZD\$	As At 30-Jun-22 NZD\$
Current Assets			
BNZ NZD Accounts		3,151	11,015
BNZ USD Account		57	-
District Reserve	16	15,854	33,037
District Reserve - TI	17	11,097	27,835
Prepayments	18	5,046	450
Sundry Debtors	19	-	102
GST Receivable	20	5,794	4,097
Total Current Assets		40,998	76,537
Non-Current Assets			
Fixed Assets			
Fixed Assets		938	938
Accumulated Depreciation		- 938	- 938
Total Fixed Assets	21	-	-
District Reserve - Retention	22	14,635	15,472
Total Non-Current Assets		14,635	15,472
Total Assets		55,633	92,009
Current Liabilities			
Accrued Liabilities	23	688	783
Total Current Liabilities		688	783
Total Liabilities		688	783
Net Assets		54,946	91,226
Equity			
Opening Balances		91,226	66,094
Year end adjustments	24	238	4,310
Current year surplus/deficit		- 7,317	14,904
TI Reallocation	25	- 27,835	- 3,575
Translation adjustment	26	- 1,366	9,493
Total Members Equity		54,946	91,226

Notes to the Statement of Financial Position

Assets:

16. District Reserve

TI provide income and expenditure through the District Reserve. Funds are held in the US and requisitioned within the budget and required retention.

17. District Reserve - TI

Protocol 8.4, 3B allows TI to repurpose part of the District Reserve for the organisation's mission. The amount estimated that TI could reallocate during 2023-24 is calculated as follows: Reserve Balance 30 June 23 USD \$25,267.79 less 1.25 times retention [9,117.72] 11,397.15 = 13,870.64 x 50% = USD\$6,935.32 [NZD\$11,096.51].

18. Prepayments

These are costs incurred for a future period. This year these include Meetup, Trio Bahamas International Convention costs including a 50% deposit for accommodation.

19. Sundry Debtors

Last year we had a debtor at year end which turned out to be a duplication error. TI reversed this In Nov 22 which affected our opening balance for 2022-23. There are no sundry debtors at 30 June 23.

20. GST Receivable

The District is registered for GST. Revenue and Expenditure are prepared on a GST exclusive basis. As membership dues are not subject to GST, GST claimed on costs exceed GST owed on revenue resulting in a refund due from Inland Revenue at the 30th June.

21. Fixed Assets

The Fixed Asset is a Surface Pro Tablet that has been fully depreciated and therefore has a net zero value.

22. District Reserve - Retention

A portion of the District Reserve is required to be held as a retention and therefore not available to be used in the current financial year. This is calculated at 25% budgeted membership revenue \$58,541.57.

Liabilities:

23. Accrued Liabilities

Mainly relate to outstanding cheques approx. \$662: 2010 \$372, 2011 \$250 & 2013 \$40. This year there was also a small accrual \$26 for trophy engraving.

Equity:

24. Year end adjustments

This year these relate to prior year adjustments for additional revenue and the reversal of a sundry debtor by Toastmasters International after the District Council Meeting September 2022.

25. TI Reallocation

Reallocation of the District Reserve results in a corresponding reduction in equity calculated as follows:
Reserve Balance 30 June 22 USD \$47,789.78 less 1.25 times retention [10,815.18] 13,518.97 = 34,270.81 x 50% = USD\$17,135.41, [NZD\$27,834.76].

26. Translation adjustment

District 72 reports in NZD but Toastmasters International report in USD. This creates foreign exchange gains and losses made on the translation of the District Reserve and BNZ USD account between the two currencies.