

District 112
Profit & Loss Statement (Actual vs. Budget)
For quarter ending 30 September 2019

	Notes	Actual	Budget	Variance
District Revenue				
Membership Revenue	1	\$43,414.80	\$38,440.00	\$4,974.80
Conference Revenue	2	\$1,680.00	\$0.00	\$1,680.00
Other Revenue	3	\$14.57	\$15.00	-\$0.43
Total District Revenue		\$45,109.37	\$38,455.00	\$6,654.37
District Expenses				
Marketing Expense	4	-\$245.96	\$5,685.00	-\$5,930.96
Communications & PR Expenses	5	\$248.86	\$3,336.00	-\$3,087.14
Education & Training Expense	6	\$3,154.95	\$11,294.00	-\$8,139.05
Speech Contest Expenses	7	\$0.00	\$3,074.00	-\$3,074.00
Administration Expenses	8	-\$2,516.23	\$5,840.00	-\$8,356.23
Travel Expense	9	\$10,257.30	\$21,802.00	-\$11,544.70
Other Expenses	10	\$2,595.70	\$1,250.01	\$1,345.69
Total District Expenses		\$13,494.62	\$52,281.01	-\$38,786.39
Total Net Income		\$31,614.75	-\$13,826.01	\$45,440.76

Notes to Financial Accounts

1 Membership Revenue

Membership Revenue is \$ 4,079 over budget for the month and \$ 4,975 for YTD. The District had a successful September renewal round with a high member retention.

2 Conference Net Income/(Loss)

Conference revenue is over for the month and YTD. Early Bird registrations were posted to this period in error, whereas they should have been posted as ay 2020 revenue. Is it appropriate to do GJ entries to shift these to May? No conference expenses were incurred in this quarter. The conference is budgeted to make a very small surplus. There are appropriate controls in place.

3 Other Revenue

Interest was below budget as a result of very low bank balances.

4 Marketing

Marketing is \$ 750 under budget for the month and \$ 5,930 under YTD. The quarter benefited from intense marketing activity in June, which had a flow on effect. The focus in the quarter was on finalising the budget and the marketing plan. Key leaders were overseas for a significant portion of this quarter.

5 Communications and Public Relations

CPR is \$2,550 under for the month and \$ 3,087 under YTD. The main CPR focus has been on Facebook boosting of club and division Facebook pages. As this boosting is linked to events in the clubs and divisions, it was very difficult to budget which month the various activities would occur. Some boosting has been done, however no expense claims were received in this quarter.

6

Education and Training

ET is \$3,691 under for the month and \$8,139 under YTD. The invoices for the training of incoming District officers and the September DOT have not been received. The venue has been reminded. There are likely to be some expense claims for COT still to come.

7

Speech contests

There was no activity in speech contests during this quarter. In the budget we had anticipated that some areas would split into two finals and may hold contests in the first quarter. Several contests are scheduled for the second quarter.

8

Administration

Administration is \$7,808 under for the month and \$8,356 under for YTD. The District Awards dinner was held in September and the income was allocated to Administration. The invoice for the dinner has not been received (same venue as the September DOT).

9

Travel

September was \$861 over and YTD was \$11,545 under. The DD had not submitted his Denver accommodation claim. The PQD and CGD had not submitted their Denver meal claims. Very few Area Directors had submitted their claims for the official club visits or travel to Training.

10

Other Expenses

The TI allocation is a bit higher than we estimated. The GST figure is largely irrelevant and this is reconciled at the end of the second quarter and a tax refund sought.