District #: 46
Budget Currency: USD
Fiscal Year 2019-2020

	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Membership revenue	1,514	5,460	37,452	10,734	3,608	2,271	3,254	8,107	34,239	11,753	4,075	4,935	127,402
Conference revenue	-	-	-	-	-	-	-	1,000	3,000	21,200	4,000	-	29,200
Fundraising revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
TLI revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
District store revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Speech contest revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Other revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Total revenue	1,514	5,460	37,452	10,734	3,608	2,271	3,254	9,107	37,239	32,953	8,075	4,935	156,602
Conference expense	-	-	-	-	2,600	100	2,900	-	400	62,750	-	-	68,750
Fundraising expense	-	-	-	-	-	-	-	-	-	-	-	-	-
TLI expense	-	-	-	-	-	-	-	-	-	-	-	-	-
District store expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Marketing expense	4,650	-	900	1,775	2,925	2,750	2,925	2,725	2,725	2,585	7,665	2,625	34,250
Communications & public relations expense	750	600	600	2,850	2,600	2,600	2,850	2,600	600	850	600	500	18,000
Education & training expense	2,450	2,300	-	1,200	2,225	2,275	1,950	2,400	-	450	350	150	15,750
Speech contest expense	-	-	-	-	-	-	-	-	5,400	1,950	-	-	7,350
Administration expense	750	650	740	590	140	540	140	590	140	440	1,140	140	6,000
Travel expense	250	20,225	250	250	-	-	8,350	-	250	250	2,500	-	32,325
Other expense	-	-	-	-	-	-	-	-	-	-	-	-	-
	8,850	23,775	2,490	6,665	10,490	8,265	19,115	8,315	9,515	69,275	12,255	3,415	182,425
District net income/(loss)	(7,336)	(18,315)	34,962	4,069	(6,882)	(5,994)	(15,861)	792	27,724	(36,322)	(4,180)	1,520	(25,823)

We, the undersigned, certify that this budget and narrative cover estimated receipts and expenditures for the district year. This budget directs the financial resources entrusted to the district toward achieving the district mission and will be presented to the district council for approval at its next meeting.

District Director — Date

Program Quality Director — Date

Club Growth Director — Date

Finance Manager — Date

	Total	Budget %	Policy Max %
Conference expense	68,750		
Fundraising expense	-		
District store expense	-		
Marketing expense	34,250		
	103,000	**56.5%**	**Unlimited**
TLI expense	-		
Education & training expense	15,750		
	15,750	**8.6%**	**30.0%**
Communications & public relations expense	18,000	9.9%	25.0%
Speech contest expense	7,350	4.0%	10.0%
Administration expense	6,000	3.3%	20.0%
Travel expense	32,325	17.7%	30.0%
Other expense	-	0.0%	10.0%
	63,675		
Total Expenses	**182,425**	**100.0%**	

Total Stockholders Equity per Balance Sheet as of June 30, 2019	154,327.41
Retention amount needed on June 30, 2020*	32,792.59
Remaining funds at Year-end (estimated)**	95,712.06

*This amount is provided by World Headquarters in an email.

**The goal is to budget the Remaining funds at Year-end to be as close to zero as possible without creating a loss. This amount should not be negative.

TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET **DISTRICT 46**
2019-2020

Following below is a brief description/explanation of the estimated income and estimated expenses based on the goals outlined in the district success plan. The white rows are not password protected. Users may adjust the white area as necessary by adjusting the row height. Alternatively, a separate sheet may be used. **Each section of this narrative page must be completed in order for this report to be considered complete and counted as received by WHQ.** There are example questions to answer in each box. These can be deleted and replaced by your answers.

(Numbers are pulled from Summary tab)

	Budgeted
Membership Revenue	**127,402**

What is the district's goals for the year regarding membership? ANSWER: To reverse net membership losses during 2017-2018 and 2018-2019 and net club loss during 2018-2019; increase net membership in 2019-2020 by 5% to 8%; and increase net paid clubs in 2019-2020 by 5% to 8%. ..... Since these numbers are based off prior year's actual totals, what strategies have changed or remained the same compared to last year to ensure this budgeted revenue is met? ANSWER: (1) Increasing the number of new club prospects by appealing to all members to assist with developing new club leads and through cold-call prospecting, in addition to developing all leads from TI WHQ; (2) Expanding efforts to grow membership by strengthening club quality and Pathways adoption; (3) increasing community contacts and free media outreach; (4) supporting club efforts to organize open house meetings and use Meetup; and, (5) aggressive advertising on social media.

Conference Net Income/(Loss)	**(39,550)**

At this time, what is the plan for both conferences and what city/state will they be held? ANSWER: We hold a single ticketed annual conference, held in May at the LaGuardia Airport Marriott Hotel in Queens, New York, which lies near the geographic center of District 46 (until June 30, 2020). ..... If conferences are not budgeted to net zero, explain why; what is the profit for; how do you justify the loss? ANSWER: The category of "Conference" for District 46 has in recent years included an annual awards & recognition breakfast ("Hail & Farewell") in July, which operates at a loss; a free-of-charge all-day Saturday mini-conference in January; and an annual May conference which is subsidized by the District. We will continue with these practices in 2019-2020, though we will look for ways to incur fewer costs. NOTE: During 2018-2019, "conference" revenues/expenses also included a non-educational social event ("holiday party") that incurred a net loss of $5,500 to $6,000; no such stand-alone non-educational social event is planned for 2019-2020 at a financial loss to the District.

Fundraising Net Income/(Loss)

How many events will be held? ANSWER: None. Based on past practice, we have not organized fund-raising efforts and instead rely largely on revenues from membership fees and conferences, though we are open to practical possibilities in this area. NOTE: During 2018-2019 we published a May conference journal that cost $2,500 to print/ship against $1,100 in revenue from journal ads.

TLI Net Income/(Loss)

See section below, "Education and Training," for full details regarding TLIs. ..... NOTE: Unlike many other Districts, we don't charge members to attend TLIs; if we did, it is not likely many would attend. The main costs for TLIs in District 46 have generally been food/refreshments and copying of handouts.

District Store Net Income/(Loss)

Does the district have a District Store? If not, why? ANSWER: No; there is no expressed interest for this by our members.

Other Revenue

What other revenue is expected? ANSWER: Based on past practice, we have not generated revenues from sources other than membership fees and conferences, though we are open to practical possibilities in this area.

Marketing	**34,250**

What is the main focus for your district? ANSWER: Increase net membership in 2019-2020 by 5% to 8%; and increase net paid clubs in 2019-2020 by 5% to 8%. ..... What is being done differently or the same as last year? ANSWER: Use of marketing incentives; the organization of 30-to-35 TLI events to promote club quality and "best practices;" training in marketing at midyear mini-conference; promotion of new club lead prospecting among all District members and cold-call prospecting to supplement the new club lead prospects from TI WHQ; and paid advertising on social media platforms, including FB, LinkedIn and Google search.

DISTRICT 46

Communications and Public Relations **18,000**

What is the main focus for your district? ANSWER: Promote the Toastmasters brand in order to attract more guests to club meetings. ..... What is being done differently or the same as last year? ANSWER: Increased community contacts and free media outreach; boosting club efforts to organize open house meetings and use Meetup; and paid advertising on social media platforms, including FB and LinkedIn.

Education and Training **15,750**

What is the main focus for your district? ANSWER: To get as many club officers trained as possible during June-August and November-February. ..... What events are planned? ANSWER: The organization of 30-to-35 TLI (club officer training) events to promote club quality and "best practices," as well as a midyear mini-conference (an all-day Saturday event, 8-5) to train members and officers to deal with marketing and educational challenges and opportunities and, finally, deployment of webinar and other on-line training opportunities, including in Pathways training. ..... What is being done differently or the same as last year? ANSWER: The midyear all-day Saturday "mini-conference" will be programmed to meet specific training needs of clubs and the District, focusing on advancing the District mission, and will include TLI (club officer training); we will attempt to do the same with an all-day Saturday training event (TLI) in November.

Speech contests **7,350**

What is the main focus for your district? ANSWER: Organize and fund two speech contests (International Speech Contest and a second contest organized from club-to-District only) in the winter/spring. ..... What events are planned? ANSWER: Club-level contests in January and February; Area contests in March; Division contests in April; District contest at the May District conference. ..... What is being done differently or the same as last year? ANSWER: (1) Increase the funding of refreshments for Area and Division contests; (2) Conduct, as before, best possible videotaping of District's International Speech contest winner, in conformity with guidelines issued by TI in 2018, for submission to the taped Region 9 quarterfinal competition.

Administration **6,000**

What is the main focus for your district? ANSWER: To keep "overhead" at a minimum. ..... What is being done differently or the same as last year? ANSWER: Our budget for this expense is well below the percentage cap of 20% imposed by TI.

Travel **32,325**

What is the main focus for your district? ANSWER: District 46 will meet its obligation to fund costs mandated by TI for training senior District leaders at locations far outside of the District. We will also fund: (1) travel/lodging expenses of outside speakers to our main District events; (2) mileage expenses for Division and Area Directors; and (3) travel by IPDD to the TI Convention immediately following the end of their term, a District practice since 2008-2009. ..... Are there any maximums for your district to keep travel costs at a minimum? ANSWER: Our budgeted expense is well below the percentage cap of 30% imposed by TI. ..... What is being done differently or the same as last year? ANSWER: We went from a Trio (DD, PQD, CGD) to a Quintet (DD, two PQDs, two CGDs) during 2019-2020, resulting in a 66% increase in the number of senior leaders who must be reimbursed for travel/lodging/meals at required trainings held by TI outside of District 46. Despite this 66% increase in the number to be trained, we kept the percentage increase in travel costs to 33%.

Other Expenses **-**

What other expenses are expected? ANSWER: None at this time.

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DISTRICT **46**

Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
		USD												
6005	**Membership Revenue**	1,514	5,460	37,452	10,734	3,608	2,271	3,254	8,107	34,239	11,753	4,075	4,935	**127,402**

**This amount is provided by World Headquarters in an email.

TOASTMASTERS INTERNATIONAL
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DISTRICT 46

USD

Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Conference Revenue														
6025	Conference Registration-Member registrations								1,000	3,000	20,000	4,000		28,000
6025	Conference Registration-Spouse / guest													-
6025	Conference-Late registrations													-
6025	Conference Registration -Meal Events													-
6025	Conference Registration-Speech contest													-
6025	Conference Registration -Other													-
6025	Conference Registration-Training													-
6050	Conference Refunds - Registration & Tickets													-
6055	Conference Refunds - Other													-
6060	Reimbursments - Registration & Tickets													-
6030	Conference-Sponsorship/Advertising										1,200			1,200
6035	Conference-Raffle													-
6040	Conference-Auction													-
6010	Conference-Donation													-
6020	Conference-Other Revenue													-
Total Conference Revenue		**-**	**-**	**-**	**-**	**-**	**-**	**-**	**1,000**	**3,000**	**21,200**	**4,000**	**-**	**29,200**
Conference Expenses														
7004	Conference-Badges & Pins													-
7008	Conference-Promotional Materials						100	100		100	200			500
7010	Conference-Awards Expense (Trophies, Plaques,					400		400		300	900			2,000
7012	Conference-Supplies & Stationery Expense					300		300			400			1,000
7014	Conference-Room Rental Event Expense					200		300			4,500			5,000
7016	Conference-Meal Event Expense					1,000		1,000			47,000			49,000
7018	Conference-Decorations Expense										250			250
7020	Conference-Printing Expense					300		400			2,000			2,700
7022	Conference-Audio Visual Expense					250		250			3,500			4,000
7030	Conference-Photocopying Expense													-
7042	Conference-Outside Contractor Expense					150		150			700			1,000
7048	Conference-Equipment Purchase Expense (Less													-
7070	Conference-Bank Charges & Credit Card Fee										600			600
7072	Conference-Sales Tax Expense (incl. GST, VAT,													-
7078	Conference-Food Expense													-
7080	Conference-Gifts & Thank Yous										200			200
7086	Conference-Miscellaneous Expenses													-
7090	Equipment Rental													-
7036	Conference-Advertising Expense										2,500			2,500
														-
														-
Total Conference Expenses		**-**	**-**	**-**	**-**	**2,600**	**100**	**2,900**	**-**	**400**	**62,750**	**-**	**-**	**68,750**
Conference Net Income/(Loss)		**-**	**-**	**-**	**-**	**(2,600)**	**(100)**	**(2,900)**	**1,000**	**2,600**	**(41,550)**	**4,000**	**-**	**(39,550)**

TOASTMASTERS INTERNATIONAL
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DISTRICT 46

		USD												
Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Fundraising Revenue														
6025	Fundraising Registration													-
6010	Fundraising Donations - Individual													-
6010	Fundraising Donations - Corporate													-
6010	Fundraising Donations - Other													-
6050	Fundraising Refunds - Registration & Tickets													-
6055	Fundraising Refunds - Other													-
6060	Reimbursments - Registration & Tickets													-
6020	Fundraising Other Revenue													-
6030	Fundraising Sponsorship/Advertising Revenue													-
6035	Fundraising Raffle Revenue													-
6040	Fundraising Auction Revenue													-
Total Fundraising Revenue		-	-	-	-	-	-	-	-	-	-	-	-	-
Fundraising Expenses														
7008	Fundraising-Promotional Materials													-
7010	Fundraising-Awards Expense (Trophies, Plaques,													-
7012	Fundraising-Supplies & Stationery Expense													-
7014	Fundraising-Room Rental Event Expense													-
7018	Fundraising-Decorations Expense													-
7022	Fundraising-Audio Visual Expense													-
7042	Fundraising-Outside Contractor Expense													-
7070	Fundraising-Bank Charges & Credit Card Fee													-
7078	Fundraising-Food Expense													-
7086	Fundraising-Miscellaneous Expenses													-
7090	Equipment Rental													-
														-
														-
														-
Total Fundraising Expenses		-	-	-	-	-	-	-	-	-	-	-	-	-
Fundraising Net Income/(Loss)		-	-	-	-	-	-	-	-	-	-	-	-	-

TOASTMASTERS INTERNATIONAL
ANNUAL BUDGET
2019-2020

DISTRICT 46

USD

Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
TLI Revenue														
6025	TLI Registration-Member registrations													-
6025	TLI Registration-Spouse / guest registrations													-
6025	TLI Registration-Late registrations													-
6025	TLI Registration-Meal Events													-
6025	TLI Registration-Speech contest													-
6025	TLI Registration-Other													-
6025	TLI Registration-Training													-
6025	TLI Registration-Speechcraft													-
6050	TLI Refunds - Registration & Tickets													-
6055	TLI Refunds - Other													-
6060	Reimbursments - Registration & Tickets													-
6030	TLI Sponsorship/Advertising													-
6035	TLI Raffle													-
6010	TLI Donation													-
6020	TLI Other Revenue													-
Total TLI Revenue		-	-	-	-	-	-	-	-	-	-	-	-	-
TLI Expenses														
7006	TLI-Educational Materials													-
7010	TLI-Awards Expense (Trophies, Plaques, Ribbons													-
7012	TLI-Supplies & Stationery Expense													-
7014	TLI-Room Rental Event Expense													-
7016	TLI-Meal Event Expense													-
7020	TLI-Printing Expense													-
7030	TLI-Photocopying Expense													-
7070	TLI-Bank Charges & Credit Card Fee Expense													-
7072	TLI-Sales Tax Expense (incl. GST, VAT, etc.)													-
7080	TLI-Gifts & Thank Yous													-
7086	TLI-Miscellaneous Expenses													-
7090	Equipment Rental													-
														-
														-
														-
Total TLI Expenses		-	-	-	-	-	-	-	-	-	-	-	-	-
TLI Net Income/(Loss)		-	-	-	-	-	-	-	-	-	-	-	-	-

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Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
		USD												
6045	District Store Revenue													-
7002	Cost of Sales Expense - District Store													-
District Store Net Income/(Loss)		-	-	-	-	-	-	-	-	-	-	-	-	-

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DISTRICT 46

		USD												
Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Other Revenue														
6010	Donation Revenue													-
6015	Interest Income													-
6020	Miscellaneous Income													-
6025	Registration & Ticket Revenue													-
6030	Sponsorship/Advertising Revenue													-
6035	Raffle Revenue													-
6050	Refunds - Registration & Tickets													-
6055	Refunds - Other													-
District Store Net Income/(Loss)		-	-	-	-	-	-	-	-	-	-	-	-	-

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USD

Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Marketing Expenses														
	Marketing - Building New Clubs													
7006	Marketing-Educational Materials				100	100	100	100	100	100	100	100	100	900
7008	Marketing-Promotional Materials			50	50	50	50	50	50	50	50	50	50	500
7010	Marketing-Awards Expense (Trophies, Plaques,					250	250	250	250	250	250	500	500	2,500
7012	Marketing-Supplies & Stationery Expense			50	50	50	50	50	50	50	50	50	50	500
7036	Marketing-Advertising Expense			300	300	300	300	300	300	300				2,100
7044	Marketing-Postage & Shipping Expense													-
7082	Marketing-Incentives				150	150	150	150	150	150	150	150	150	1,350
7004	Marketing-Badges & Pins			100		100		100		100		100		500
														-
														-
		-	-	500	650	1,000	900	1,000	900	1,000	600	950	850	8,350
	Marketing - Membership Growth													
7004	Marketing-Badges & Pins													-
7006	Marketing-Educational Materials													-
7008	Marketing-Promotional Materials			50	50	50	50	50	50	50	50	50	50	500
7010	Marketing-Awards Expense (Trophies, Plaques,					750	750	750	750	750	750	750	750	6,000
7036	Marketing-Advertising Expense				200	225	225	225	225	225	225	225	225	2,000
7040	Marketing-Trade Show Registration Expense													-
7086	Marketing-Miscellaneous Expenses													-
7078	Marketing-Food Expense			100	100	100	100	100	100	100	100	100	100	1,000
7082	Marketing-Incentives			200	200	200	200	200	200	200	200	200	200	2,000
														-
		-	-	350	550	1,325	1,325	1,325	1,325	1,325	1,325	1,325	1,325	11,500
	Marketing-Club coaches													
7006	Marketing-Educational Materials				75	100	75	100	50					400
7010	Marketing-Awards Expense (Trophies, Plaques,										50	100	250	400
7020	Marketing-Printing Expense				50	50		50	50					200
7004	Marketing-Badges & Pins				50	50	50	50						200
														-
														-
		-	-	-	175	200	125	200	100	-	50	100	250	1,200
	Marketing-Rebuilding													
7004	Marketing-Badges & Pins													-
7006	Marketing-Educational Materials			50	50	50	50	50	50	50	50	40		440
7010	Marketing-Awards Expense (Trophies, Plaques,										260	400		660
														-
														-
														-
		-	-	50	50	50	50	50	50	50	310	440	-	1,100
	Marketing-Recognition													
7004	Marketing-Badges & Pins													-
7008	Marketing-Promotional Materials													-
7010	Marketing-Awards Expense (Trophies, Plaques,	1,350										1,350		2,700
7020	Marketing-Printing Expense	800										800		1,600
7080	Marketing-Gifts & Thank Yous													-
7082	Marketing-Incentives				200	200	200	200	200	200	200	200	200	1,800
7086	Marketing-Miscellaneous Expenses													-
7016	Marketing-Meal Event Expense	2,500										2,500		5,000
														-

													-
	4,650	-	-	200	200	200	200	200	200	200	4,850	200	11,100
Marketing-Other Expense													
7008 Marketing-Promotional Materials				150	150	150	150	150	150	100			1,000
7010 Marketing-Awards Expense (Trophies, Plaques,													-
7036 Marketing-Advertising Expense													-
7048 Marketing-Equipment Purchase Expense (Less													-
7078 Marketing-Food Expense													-
7080 Marketing-Gifts & Thank Yous													-
7086 Marketing-Miscellaneous Expenses													-
													-
													-
													-
	-	-	-	150	150	150	150	150	150	100	-	-	1,000
Total Marketing Expenses	**4,650**	**-**	**900**	**1,775**	**2,925**	**2,750**	**2,925**	**2,725**	**2,725**	**2,585**	**7,665**	**2,625**	**34,250**

TOASTMASTERS INTERNATIONAL
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DISTRICT 46

Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
		USD												
Communications & PR Expenses														
7008	CPR-Promotional Materials													-
7012	CPR-Supplies & Stationery Expense													-
7014	CPR-Room Rental Event Expense													-
7020	CPR-Printing Expense													-
7024	CPR-Newsletter Expense													-
7026	CPR-Website Expense	750	500	500	750	500	500	750	500	500	750	500	500	7,000
7028	CPR-Directory Expense													-
7042	CPR-Outside Contractor Expense													-
7044	CPR-Postage & Shipping Expense													-
7086	CPR-Miscellaneous Expenses													-
7036	CPR-Advertising Expense				2,000	2,000	2,000	2,000	2,000					10,000
7034	CPR-Conference Calls & Webinars Expense		100	100	100	100	100	100	100	100	100	100		1,000
														-
														-
														-
														-
														-
														-
														-
														-
	Total Communications & PR Expenses	750	600	600	2,850	2,600	2,600	2,850	2,600	600	850	600	500	18,000

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DISTRICT 46

USD

Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Education & Training Expenses														
	Distinguished Clubs													
7006	ET-Educational Materials	50	50			25	25	50	50					250
7008	ET-Promotional Materials	100	100			50	50	100	100					500
7010	ET-Awards Expense (Trophies, Plaques, Ribbons							50	50			250	150	500
7078	ET-Food Expense													-
7080	ET-Gifts & Thank Yous													-
7082	ET-Incentives													-
														-
														-
														-
														-
		150	150	-	-	75	75	200	200	-	-	250	150	1,250
	Training Club Officers													
7006	ET-Educational Materials													-
7010	ET-Awards Expense (Trophies, Plaques, Ribbons													-
7014	ET-Room Rental Event Expense													-
7016	ET-Meal Event Expense													-
7042	ET-Outside Contractor Expense													-
7078	ET-Food Expense	1,300	1,300			1,300	1,300	1,300	1,300					7,800
7030	ET-Photocopying Expense	250	250			250	250	250	250					1,500
														-
														-
														-
		1,550	1,550	-	-	1,550	1,550	1,550	1,550	-	-	-	-	9,300
	Training Division & Area Directors													
7004	ET-Badges & Pins													-
7006	ET-Educational Materials	200	150		250		200		150		150	100		1,200
7012	ET-Supplies & Stationery Expense													-
7014	ET-Room Rental Event Expense													-
7016	ET-Meal Event Expense													-
7078	ET-Food Expense	200	150		200		150		150		150			1,000
7030	ET-Photocopying Expense	200	150		200		150		150		150			1,000
														-
														-
														-
		600	450	-	650	-	500	-	450	-	450	100	-	3,200
	Training Areas & Divisions													
7006	ET-Educational Materials													-
7010	ET-Awards Expense (Trophies, Plaques, Ribbons				200	200								400
7078	ET-Food Expense													-
														-
														-
														-
														-
		-	-	-	200	200	-	-	-	-	-	-	-	400
	Other Expenses													
7004	ET-Badges & Pins													-
7006	ET-Educational Materials													-
7010	ET-Awards Expense (Trophies, Plaques, Ribbons													-
7016	ET-Meal Event Expense				200	200								400
7082	ET-Incentives													-
7086	ET-Miscellaneous Expenses	150	150		150	200	150	200	200					1,200
														-
														-

													-
													-
	150	150	-	350	400	150	200	200	-	-	-	-	1,600
Total Education & Training Expenses	**2,450**	**2,300**	**-**	**1,200**	**2,225**	**2,275**	**1,950**	**2,400**	**-**	**450**	**350**	**150**	**15,750**

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Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
		USD												
Speech Contest Revenue														
6010	SC-Donation Revenue													-
6015	SC-Interest Income													-
6020	SC-Miscellaneous Income													-
6025	SC-Registration & Ticket Revenue													-
6030	SC-Sponsorship/Advertising Revenue													-
6035	SC-Raffle Revenue													-
6050	SC-Refunds - Registration & Tickets													-
6055	SC-Refunds - Other													-
	Total Speech Contest Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Speech Contest Expenses														
7006	SC-Educational Materials													-
7010	SC-Awards Expense (Trophies, Plaques, Ribbons									1,500	500			2,000
7012	SC-Supplies & Stationery Expense													-
7014	SC-Room Rental Event Expense													-
7078	SC-Food Expense									3,500	1,250			4,750
7086	SC-Miscellaneous Expenses													-
7090	Equipment Rental													-
7030	SC-Photocopying Expense									400	200			600
														-
														-
	Total Speech Contest Expenses	-	-	-	-	-	-	-	-	5,400	1,950	-	-	7,350
	Speech Contest Net Income/(Loss)	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**(5,400)**	**(1,950)**	**-**	**-**	**(7,350)**

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Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
		USD												
Administration Expenses														
7004	Admin-Badges & Pins	200	200	600										1,000
7008	Admin-Promotional Materials													-
7010	Admin-Awards Expense (Trophies, Plaques,			75	75	75	75	75	75	75	75	75	75	750
7012	Admin-Supplies & Stationery Expense													-
7014	Admin-Room Rental Event Expense													-
7020	Admin-Printing Expense													-
7022	Admin-Audio Visual Expense													-
7026	Admin-Website Expense													-
7030	Admin-Photocopying Expense	250	200		250		200		250		200	650		2,000
7032	Admin-Telephone Expense													-
7034	Admin-Conference Calls & Webinars Expense	50	50	50	50	50	50	50	50	50	50	50	50	600
7044	Admin-Postage & Shipping Expense													-
7046	Admin-Express Mail/Courier Expense													-
7048	Admin-Equipment Purchase Expense (Less than													-
7070	Admin-Bank Charges & Credit Card Fee Expense													-
7078	Admin-Food Expense	250	200		200		200		200		100	350		1,500
7086	Admin-Miscellaneous Expenses													-
7084	Sympathy Expense			15	15	15	15	15	15	15	15	15	15	150
7088	Storage Expenses													-
7090	Equipment Rental													-
														-
														-
														-
														-
														-
														-
														-
														-
	Total Administration Expenses	750	650	740	590	140	540	140	590	140	440	1,140	140	6,000

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Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Travel Expenses														
District Director														
7056	Convention Registration Fees Expense		575											575
7058	Lodging Expense		2,300					700						3,000
7060	Transportation - Airfare Expense		400					350						750
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense		70					30						100
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7078	Travel-Food Expense		160					40						200
		-	3,505	-	-	-	-	1,120	-	-	-	-	-	4,625
Club Growth Director														
7056	Convention Registration Fees Expense		1,150											1,150
7058	Lodging Expense		4,600					1,400						6,000
7060	Transportation - Airfare Expense		800					700						1,500
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense		140					60						200
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7078	Travel-Food Expense		320					80						400
		-	7,010	-	-	-	-	2,240	-	-	-	-	-	9,250
Program Quality Director														
7056	Convention Registration Fees Expense		1,150											1,150
7058	Lodging Expense		4,600					1,400						6,000
7060	Transportation - Airfare Expense		800					700						1,500
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense		140					60						200
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7078	Travel-Food Expense		320					80						400
		-	7,010	-	-	-	-	2,240	-	-	-	-	-	9,250
Finance Manager														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		-	-	-	-	-	-	-	-	-	-	-	-	-

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Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
PR Manager														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Administration Manager														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Division Director														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense	150		150	150			150		150	150			900
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		150	-	150	150	-	-	150	-	150	150	-	-	900
Area Director														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense	100		100	100			100		100	100			600
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		100	-	100	100	-	-	100	-	100	100	-	-	600

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Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
		USD												
IPDG														
7058	Lodging Expense		2,000											2,000
7060	Transportation - Airfare Expense		400											400
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense		100											100
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7078	Travel-Food Expense		200											200
		-	2,700	-	-	-	-	-	-	-	-	-	-	2,700
Keynote Speaker														
7058	Lodging Expense							1,000				1,000		2,000
7060	Transportation - Airfare Expense							1,400				1,400		2,800
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense							100				100		200
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		-	-	-	-	-	-	2,500	-	-	-	2,500	-	5,000
Other Member														
7058	Lodging Expense													-
7060	Transportation - Airfare Expense													-
7062	Transportation - Mileage Expense													-
7064	Transportation - Taxis/Shuttle Expense													-
7066	Transportation - Rail Expense													-
7068	Transportation - Other Expense													-
7072	Travel-Sales Tax Expense (incl. GST, VAT, etc.)													-
		-	-	-	-	-	-	-	-	-	-	-	-	-
	Total Travel Expenses	250	20,225	250	250	-	-	8,350	-	250	250	2,500	-	32,325

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		USD												
Account #	Account Name	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Other Expenses														
7086	Miscellaneous Expenses													-
7092	Other-TI Allocation													-
														-
														-
														-
														-
														-
														-
														-
														-
														-
														-
														-
														-
														-
														-
	Total Other Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-