

Q1 2011 (Q3) District 55 Finances Commentary

If you have questions on the District finances please feel free to call me, Roger Storer, District 55 Treasurer at 512-653-9039 or email to Treasurer@tmd55.org

Balance Sheet

The **Cash Asset** portion shows the bank account balances.

The **TI Reserve Account** is the amount of funds held at TI that can be used for cash disbursements to the District and for paying for items purchased from the TI store.

Restricted District Funds is a fixed amount calculated by TI that is held in reserve for the next District administration. This amount is subtracted from the TI reserve account to yield the amount of funds that are actually available to the current District administration.

Equipment Reserve is a new concept that the District Treasurer has introduced to fund the replacement of District equipment. It will be funded later in the year from member income from TI that is above the budgeted amount.

Other Assets consist primarily of **District owned equipment** and **Bookstore Inventory** at replacement value. **Customer Invoices** are unpaid invoices at the time of this balance sheet, which will be reflected in the cash balance when (if) they are paid. These invoices are for an NSF check and fees incurred by a conference attendee, and an inappropriately filed expense reimbursement.

Other Liabilities consists entirely of issued, but uncashed District 55 Gift Certificates. As the certificates are used they are expensed to Marketing and relieve the Bookstore inventory.

Income Statement (accrual accounting has been used throughout)

Income

Member Revenue. TI issues the expected member revenue budget based on historical data. During Q3 we have exceeded the amount of member payments by approximately 8%, due to the addition of new clubs and on-time member payments. (Go Team Go, and especially Sharon Brown)

Conference Income. It proves difficult to break out the conference income into the categories of guest, spouse, late etc.. Look at the total revenue, which is the important factor. In Q3 we are below the projected conference revenue by \$984.71, however Spring Conference 2011 registrations have picked up in April and early May. I fully expect our Spring Conference income to exceed the budgeted amount

District Store Revenue. Shows \$791.20 of direct sales in Q3 generated at TLIs. Bookstore revenue is above the projected budget of zero. Our Bookstore Manager took the Bookstore to the TLI meetings in January, which generated sales of Bookstore items that was not anticipated at budgeting time. Thank you Ken Estes.

Expenses

Administration. Slightly over budget by \$69.42 due to copier toner purchases

Communications and PR. We decided to buy banners and stands (\$432.50) for future Trade Shows and exhibits. This was not anticipated at budgeting time.

Conference Expenses. Conference expenses are minimal at this point (\$390.87). Significantly under budget as there was no prepay requirement in the Spring Conference contract

District Store Expense. Purchases from TI to stock our District Store. We chose to exceed the budget by increasing the Bookstore inventory. This has been greatly appreciated by members, who have a greater choice of items to purchase directly, at conferences, and TLI's.

Education and Training. Over budget due to the fact that TI changed the rules regarding the training costs for the Senior Trio at mid-year after the budgeting process was complete.

TLI. Although TLI expenses show \$90.13 over budget, this was more than offset by the \$258.01 of TLI income shown in the income section of the Income and Expense Statement

Marketing. Under budget primarily due to the fact that 110 (\$2750) marketing- issued gift certificates remain unused by the end of Q3. I anticipate that this will change following the Spring Conference when used gift certificates will be charged to the Marketing account.

Equipment Purchases. Under budget. Repairs only. Equipment purchases are shown as assets on the balance sheet.

Speech Contest. Trophies etc. Purchased earlier than budgeted for the spring contest season.

Travel. Less travel than budgeted. Good use of conference calls and travel at own individual expense.