

District 55
Profit & Loss (Actual vs. Budget Summary) (in USD)

Month Ending 06/30/2017			07/01/2016 Through 06/30/2017			
Actual	Budget	Variance		Actual	Budget	Variance
			District Revenue			
3,069.43	3,327.00	(257.57)	Membership Revenue	87,153.87	76,935.00	10,218.87
1,083.00	0.00	1,083.00	Conference Revenue	32,629.62	47,940.00	(15,310.38)
0.00	0.00	0.00	Fundraising Revenue	220.00	0.00	220.00
541.58	0.00	541.58	TLI Revenue	2,823.13	0.00	2,823.13
1,614.30	800.00	814.30	District Store Revenue	3,820.22	5,600.00	(1,779.78)
0.90	0.00	0.90	Other Revenue	2,101.40	0.00	2,101.40
<u>6,309.21</u>	<u>4,127.00</u>	<u>2,182.21</u>	Total District Revenue	<u>128,748.24</u>	<u>130,475.00</u>	<u>(1,726.76)</u>
			District Expenses			
7,076.67	0.00	7,076.67	Conference Expenses	39,596.49	40,575.00	(978.51)
2,146.62	2,840.00	(693.38)	TLI Expenses	3,393.95	5,130.00	(1,736.05)
0.00	0.00	0.00	District Store Expenses	9,555.06	5,600.00	3,955.06
2,686.40	1,040.00	1,646.40	Marketing Expense	16,042.71	17,797.00	(1,754.29)
0.00	0.00	0.00	Communications & PR Expenses	353.06	4,189.00	(3,835.94)
9,395.18	730.00	8,665.18	Education & Training Expense	13,826.70	24,410.00	(10,583.30)
153.92	0.00	153.92	Speech Contest Expenses	3,783.61	8,950.00	(5,166.39)
720.69	340.50	380.19	Administration Expenses	3,824.13	5,615.56	(1,791.43)
1,442.84	0.00	1,442.84	Travel Expense	18,435.13	18,208.29	226.84
25.00	0.00	25.00	Other Expenses	183.50	0.00	183.50
<u>23,647.32</u>	<u>4,950.50</u>	<u>18,696.82</u>	Total District Expenses	<u>108,994.34</u>	<u>130,474.85</u>	<u>(21,480.51)</u>
<u>(17,338.11)</u>	<u>(823.50)</u>	<u>(16,514.61)</u>	Total Net Income	<u>19,753.90</u>	<u>0.15</u>	<u>19,753.75</u>

District 55
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 06/30/2017			07/01/2016 Through 06/30/2017			
Actual	Budget	Variance		Actual	Budget	Variance
			District Revenue			
			Membership Revenue			
3,069.43	3,327.00	(257.57)	6005-000000 - Membership Revenue	87,153.87	76,935.00	10,218.87
3,069.43	3,327.00	(257.57)	Total Membership Revenue	87,153.87	76,935.00	10,218.87
			Conference Revenue			
			Registration & Tickets			
			Registration - Member			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	0.00	37,800.00	(37,800.00)
0.00	0.00	0.00	Total Registration - Member	0.00	37,800.00	(37,800.00)
			Registration - Spouse/Guest			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	0.00	2,200.00	(2,200.00)
0.00	0.00	0.00	Total Registration - Spouse/Guest	0.00	2,200.00	(2,200.00)
			Registration - Meal Events			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	0.00	2,500.00	(2,500.00)
0.00	0.00	0.00	Total Registration - Meal Events	0.00	2,500.00	(2,500.00)
			Registration - Speech Contests			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	0.00	750.00	(750.00)
0.00	0.00	0.00	Total Registration - Speech Contests	0.00	750.00	(750.00)
			Registration - Training			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	0.00	750.00	(750.00)
0.00	0.00	0.00	Total Registration - Training	0.00	750.00	(750.00)
			Registration - No Item			
1,083.00	0.00	1,083.00	6025-000000 - Registration & Ticket Revenue	32,274.62	0.00	32,274.62
1,083.00	0.00	1,083.00	Total Registration - No Item	32,274.62	0.00	32,274.62
1,083.00	0.00	1,083.00	Total Registration & Tickets	32,274.62	44,000.00	(11,725.38)
			Non Registration			
			Non Registration			
0.00	0.00	0.00	6010-000000 - Donation Revenue	215.00	0.00	215.00
0.00	0.00	0.00	6030-000000 - Sponsorship/Advertising Revenue	255.00	3,000.00	(2,745.00)
0.00	0.00	0.00	6035-000000 - Raffle Revenue	0.00	1,000.00	(1,000.00)
0.00	0.00	0.00	6040-000000 - Auction Revenue	0.00	500.00	(500.00)
0.00	0.00	0.00	6060-000000 - Reimbursements - Registration & Tickets	(115.00)	(560.00)	445.00
0.00	0.00	0.00	Total Non Registration	355.00	3,940.00	(3,585.00)
0.00	0.00	0.00	Total Non Registration	355.00	3,940.00	(3,585.00)
1,083.00	0.00	1,083.00	Total Conference Revenue	32,629.62	47,940.00	(15,310.38)
			Fundraising Revenue			
			Non Registration			
			Other			
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	220.00	0.00	220.00
0.00	0.00	0.00	Total Other	220.00	0.00	220.00
0.00	0.00	0.00	Total Non Registration	220.00	0.00	220.00
0.00	0.00	0.00	Total Fundraising Revenue	220.00	0.00	220.00
			TLI Revenue			
			Registration & Tickets			
			Registration - No Item			
541.58	0.00	541.58	6025-000000 - Registration & Ticket Revenue	2,803.13	0.00	2,803.13
541.58	0.00	541.58	Total Registration - No Item	2,803.13	0.00	2,803.13
541.58	0.00	541.58	Total Registration & Tickets	2,803.13	0.00	2,803.13
			Non Registration			
			Non Registration			
0.00	0.00	0.00	6020-000000 - Miscellaneous In-	20.00	0.00	20.00

District 55
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 06/30/2017			07/01/2016 Through 06/30/2017			
Actual	Budget	Variance		Actual	Budget	Variance
			come			
0.00	0.00	0.00	Total Non Registration	20.00	0.00	20.00
0.00	0.00	0.00	Total Non Registration	20.00	0.00	20.00
541.58	0.00	541.58	Total TLI Revenue	2,823.13	0.00	2,823.13
			District Store Revenue			
1,614.30	800.00	814.30	6045-000000 - District Store Revenue	3,820.22	5,600.00	(1,779.78)
1,614.30	800.00	814.30	Total District Store Revenue	3,820.22	5,600.00	(1,779.78)
			Other Revenue			
0.00	0.00	0.00	6010-000000 - Donation Revenue	1,091.70	0.00	1,091.70
0.90	0.00	0.90	6015-000000 - Interest Income	9.70	0.00	9.70
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	1,000.00	0.00	1,000.00
0.90	0.00	0.90	Total Other Revenue	2,101.40	0.00	2,101.40
6,309.21	4,127.00	2,182.21	Total District Revenue	128,748.24	130,475.00	(1,726.76)
			District Expenses			
			Conference Expenses			
76.00	0.00	76.00	7004-000000 - Badges & Pins	261.97	1,400.00	(1,138.03)
0.00	0.00	0.00	7008-000000 - Promotional Materials	102.81	800.00	(697.19)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	1,460.00	675.00	785.00
127.12	0.00	127.12	7012-000000 - Supplies & Stationery Expense	127.12	350.00	(222.88)
6,273.45	0.00	6,273.45	7014-000000 - Room Rental Event Expense	34,206.65	0.00	34,206.65
0.00	0.00	0.00	7016-000000 - Meal Event Expense	1,000.00	30,900.00	(29,900.00)
150.00	0.00	150.00	7018-000000 - Decorations Expense	369.67	550.00	(180.33)
213.44	0.00	213.44	7020-000000 - Printing Expense	1,521.72	1,300.00	221.72
66.19	0.00	66.19	7046-000000 - Express Mail/Courier Expense	66.19	0.00	66.19
0.00	0.00	0.00	7048-000000 - Equipment Purchase Expense (Less than \$500)	52.80	600.00	(547.20)
0.00	0.00	0.00	7070-000000 - Bank Charges & Credit Card Fee Expense	0.00	2,000.00	(2,000.00)
50.00	0.00	50.00	7080-000000 - Gifts & Thank Yous	124.99	1,000.00	(875.01)
120.47	0.00	120.47	7086-000000 - Miscellaneous Expenses	302.57	1,000.00	(697.43)
7,076.67	0.00	7,076.67	Total Conference Expenses	39,596.49	40,575.00	(978.51)
			TLI Expenses			
0.00	500.00	(500.00)	7006-000000 - Educational Materials	57.99	1,000.00	(942.01)
0.00	0.00	0.00	7008-000000 - Promotional Materials	14.01	0.00	14.01
0.00	160.00	(160.00)	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	320.00	(320.00)
75.68	200.00	(124.32)	7012-000000 - Supplies & Stationery Expense	80.01	300.00	(219.99)
585.00	950.00	(365.00)	7014-000000 - Room Rental Event Expense	1,033.50	1,750.00	(716.50)
1,235.44	0.00	1,235.44	7016-000000 - Meal Event Expense	1,380.44	0.00	1,380.44
133.25	200.00	(66.75)	7020-000000 - Printing Expense	319.73	300.00	19.73
0.00	180.00	(180.00)	7070-000000 - Bank Charges & Credit Card Fee Expense	0.00	360.00	(360.00)
0.00	0.00	0.00	7078-000000 - Food Expense	100.00	0.00	100.00
99.97	350.00	(250.03)	7080-000000 - Gifts & Thank Yous	99.97	500.00	(400.03)
17.28	300.00	(282.72)	7086-000000 - Miscellaneous Expenses	308.30	600.00	(291.70)
2,146.62	2,840.00	(693.38)	Total TLI Expenses	3,393.95	5,130.00	(1,736.05)
			District Store Expenses			

District 55
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 06/30/2017			07/01/2016 Through 06/30/2017			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7002-000000 - Cost of Sales Expense	9,555.06	5,600.00	3,955.06
			- District Store			
0.00	0.00	0.00	Total District Store Expenses	9,555.06	5,600.00	3,955.06
			Marketing Expense			
			Building New Clubs			
9.00	0.00	9.00	7012-000000 - Supplies & Stationery Expense	9.00	0.00	9.00
1,974.95	800.00	1,174.95	7082-000000 - Incentives	2,501.50	6,430.00	(3,928.50)
1,983.95	800.00	1,183.95	Total Building New Clubs	2,510.50	6,430.00	(3,919.50)
			Membership Growth			
0.00	0.00	0.00	7006-000000 - Educational Materials	1,054.00	0.00	1,054.00
0.00	0.00	0.00	7036-000000 - Advertising Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7048-000000 - Equipment Purchase Expense (Less than \$500)	1,574.25	0.00	1,574.25
256.32	175.00	81.32	7082-000000 - Incentives	6,063.06	6,205.00	(141.94)
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	230.35	0.00	230.35
256.32	175.00	81.32	Total Membership Growth	8,921.66	6,405.00	2,516.66
			Recognition			
0.00	0.00	0.00	7004-000000 - Badges & Pins	1,040.28	0.00	1,040.28
0.00	0.00	0.00	7008-000000 - Promotional Materials	99.01	100.00	(0.99)
201.76	0.00	201.76	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	201.76	1,935.00	(1,733.24)
			7082-000000 - Incentives	2,915.74	2,150.00	765.74
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	0.00	292.00	(292.00)
201.76	0.00	201.76	Total Recognition	4,256.79	4,477.00	(220.21)
			Other			
0.00	0.00	0.00	7008-000000 - Promotional Materials	0.00	100.00	(100.00)
0.00	0.00	0.00	7078-000000 - Food Expense	88.49	30.00	58.49
0.00	0.00	0.00	7080-000000 - Gifts & Thank Yous	20.90	40.00	(19.10)
244.37	65.00	179.37	7086-000000 - Miscellaneous Expenses	244.37	315.00	(70.63)
244.37	65.00	179.37	Total Other	353.76	485.00	(131.24)
2,686.40	1,040.00	1,646.40	Total Marketing Expense	16,042.71	17,797.00	(1,754.29)
			Communications & PR Expenses			
0.00	0.00	0.00	7008-000000 - Promotional Materials	173.18	3,175.00	(3,001.82)
0.00	0.00	0.00	7026-000000 - Website Expense	179.88	1,014.00	(834.12)
0.00	0.00	0.00	Total Communications & PR Expenses	353.06	4,189.00	(3,835.94)
			Education & Training Expense			
			Distinguished Clubs			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	1,063.01	0.00	1,063.01
0.00	0.00	0.00	7082-000000 - Incentives	755.00	14,915.00	(14,160.00)
0.00	0.00	0.00	Total Distinguished Clubs	1,818.01	14,915.00	(13,096.99)
			Training Club Officers			
(10.00)	0.00	(10.00)	6050-000000 - Refunds - Registration & Tickets	(15.00)	0.00	(15.00)
0.00	0.00	0.00	7016-000000 - Meal Event Expense	885.49	0.00	885.49
0.00	0.00	0.00	7018-000000 - Decorations Expense	96.97	0.00	96.97
0.00	0.00	0.00	7020-000000 - Printing Expense	310.78	0.00	310.78
0.00	0.00	0.00	7082-000000 - Incentives	0.00	2,840.00	(2,840.00)
(10.00)	0.00	(10.00)	Total Training Club Officers	1,278.24	2,840.00	(1,561.76)
			Training Division & Area Governors			
24.69	0.00	24.69	7006-000000 - Educational Materials	24.69	0.00	24.69
0.00	0.00	0.00	7012-000000 - Supplies & Stationery	0.00	41.00	(41.00)

District 55
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 06/30/2017			07/01/2016 Through 06/30/2017		
Actual	Budget	Variance	Actual	Budget	Variance
					Expense
100.00	0.00	100.00	100.00	450.00	(350.00)
					Expense
1,239.53	0.00	1,239.53	1,974.53	0.00	1,974.53
25.85	0.00	25.85	25.85	0.00	25.85
52.09	600.00	(547.91)	602.04	3,534.00	(2,931.96)
1,442.16	600.00	842.16	2,727.11	4,025.00	(1,297.89)
					Total Training Division & Area Governors
					Training Areas & Divisions
0.00	0.00	0.00	40.32	0.00	40.32
0.00	0.00	0.00	40.32	0.00	40.32
					Total Training Areas & Divisions
					Other
0.00	0.00	0.00	0.00	500.00	(500.00)
7,963.02	0.00	7,963.02	7,963.02	0.00	7,963.02
0.00	130.00	(130.00)	0.00	2,130.00	(2,130.00)
7,963.02	130.00	7,833.02	7,963.02	2,630.00	5,333.02
9,395.18	730.00	8,665.18	13,826.70	24,410.00	(10,583.30)
					Total Education & Training Expense
					Speech Contest Expenses
22.00	0.00	22.00	1,537.00	3,910.00	(2,373.00)
					(Trophies, Plaques, Ribbons & Certificates)
0.00	0.00	0.00	232.79	0.00	232.79
131.92	0.00	131.92	2,013.82	5,040.00	(3,026.18)
153.92	0.00	153.92	3,783.61	8,950.00	(5,166.39)
					Total Speech Contest Expenses
					Administration Expenses
0.00	0.00	0.00	0.00	442.00	(442.00)
0.00	0.00	0.00	203.78	614.00	(410.22)
					Expense
0.00	0.00	0.00	14.85	0.00	14.85
108.26	0.00	108.26	112.64	109.00	3.64
0.00	187.50	(187.50)	708.00	2,250.00	(1,542.00)
					7034-000000 - Conference Calls & Webinars Expense
0.00	0.00	0.00	57.07	0.00	57.07
					7046-000000 - Express Mail/Courier Expense
0.00	0.00	0.00	50.00	0.00	50.00
					7070-000000 - Bank Charges & Credit Card Fee Expense
53.55	0.00	53.55	418.11	364.56	53.55
					7086-000000 - Miscellaneous Expenses
558.88	153.00	405.88	2,259.68	1,836.00	423.68
720.69	340.50	380.19	3,824.13	5,615.56	(1,791.43)
					Total Administration Expenses
					Travel Expense
					District Director
0.00	0.00	0.00	625.00	100.00	525.00
					7056-000000 - Convention Registration Fees Expense
0.00	0.00	0.00	482.58	2,040.00	(1,557.42)
0.00	0.00	0.00	589.76	0.00	589.76
					7058-000000 - Lodging Expense
0.00	0.00	0.00	152.65	0.00	152.65
					7060-000000 - Transportation - Airfare Expense
0.00	0.00	0.00	144.72	128.00	16.72
					7062-000000 - Transportation - Mileage Expense
0.00	0.00	0.00	126.22	204.00	(77.78)
0.00	0.00	0.00	2,120.93	2,472.00	(351.07)
					Total District Director
					Program Quality Director
0.00	0.00	0.00	700.00	600.00	100.00
					7056-000000 - Convention Registration Fees Expense
0.00	0.00	0.00	3,779.36	1,940.00	1,839.36
0.00	0.00	0.00	45.06	0.00	45.06
					7058-000000 - Lodging Expense
					7060-000000 - Transportation - Airfare Expense

District 55
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Month Ending 06/30/2017			07/01/2016 Through 06/30/2017		
Actual	Budget	Variance	Actual	Budget	Variance
69.84	0.00	69.84			
0.00	0.00	0.00	778.54	432.00	346.54
0.00	0.00	0.00	88.00	0.00	88.00
0.00	0.00	0.00	79.35	0.00	79.35
0.00	0.00	0.00	351.11	271.00	80.11
69.84	0.00	69.84	5,821.42	3,243.00	2,578.42
0.00	0.00	0.00	600.00	600.00	0.00
200.00	0.00	200.00	2,522.26	2,240.00	282.26
0.00	0.00	0.00	51.50	0.00	51.50
22.03	0.00	22.03	469.07	200.00	269.07
0.00	0.00	0.00	78.09	82.29	(4.20)
0.00	0.00	0.00	303.61	329.00	(25.39)
222.03	0.00	222.03	4,024.53	3,451.29	573.24
0.00	0.00	0.00	0.00	200.00	(200.00)
0.00	0.00	0.00	0.00	200.00	(200.00)
0.00	0.00	0.00	0.00	400.00	(400.00)
0.00	0.00	0.00	100.00	200.00	(100.00)
0.00	0.00	0.00	123.26	200.00	(76.74)
0.00	0.00	0.00	223.26	400.00	(176.74)
0.00	0.00	0.00	100.00	200.00	(100.00)
28.08	0.00	28.08	159.12	200.00	(40.88)
28.08	0.00	28.08	259.12	400.00	(140.88)
0.00	0.00	0.00	1,000.00	800.00	200.00
121.35	0.00	121.35	771.83	699.00	72.83
121.35	0.00	121.35	1,771.83	1,499.00	272.83
170.96	0.00	170.96	771.48	2,600.00	(1,828.52)
776.80	0.00	776.80	1,799.32	1,432.00	367.32
0.00	0.00	0.00	8.64	0.00	8.64
947.76	0.00	947.76	2,579.44	4,032.00	(1,452.56)
0.00	0.00	0.00	0.00	495.00	(495.00)
0.00	0.00	0.00	99.00	0.00	99.00
0.00	0.00	0.00	0.00	83.00	(83.00)
0.00	0.00	0.00	0.00	675.00	(675.00)

District 55
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Month Ending 06/30/2017			07/01/2016 Through 06/30/2017			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7078-000000 - Food Expense	0.00	58.00	(58.00)
0.00	0.00	0.00	Total IPDD	99.00	1,311.00	(1,212.00)
0.00	0.00	0.00	Keynote Speaker			
0.00	0.00	0.00	7058-000000 - Lodging Expense	300.00	0.00	300.00
0.00	0.00	0.00	7060-000000 - Transportation - Air- fare Expense	930.61	1,000.00	(69.39)
0.00	0.00	0.00	Total Keynote Speaker	1,230.61	1,000.00	230.61
53.78	0.00	53.78	Other Member			
			7062-000000 - Transportation - Mileage Expense	304.99	0.00	304.99
53.78	0.00	53.78	Total Other Member	304.99	0.00	304.99
1,442.84	0.00	1,442.84	Total Travel Expense	18,435.13	18,208.29	226.84
0.00	0.00	0.00	Other Expenses			
0.00	0.00	0.00	7070-000000 - Bank Charges & Credit Card Fee Expense	158.50	0.00	158.50
25.00	0.00	25.00	7086-000000 - Miscellaneous Ex- penses	25.00	0.00	25.00
25.00	0.00	25.00	Total Other Expenses	183.50	0.00	183.50
23,647.32	4,950.50	18,696.82	Total District Expenses	108,994.34	130,474.85	(21,480.51)
(17,338.11)	(823.50)	(16,514.61)	Total Net Income	19,753.90	0.15	19,753.75