

**District 17**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in AUD)**

Month Ending 06/30/2020			07/01/2019 Through 06/30/2020		
Actual	Budget	Variance	Actual	Budget	Variance
<b>District Revenue</b>					
Membership Revenue					
1,242.24	2,438.00	(1,195.76)	47,773.45	50,360.00	(2,586.55)
1,242.24	2,438.00	(1,195.76)	47,773.45	50,360.00	(2,586.55)
Total Membership Revenue					
Conference Revenue					
Registration & Tickets					
Registration - Member					
0.00	0.00	0.00	0.00	36,700.00	(36,700.00)
0.00	0.00	0.00	0.00	36,700.00	(36,700.00)
0.00	0.00	0.00	0.00	36,700.00	(36,700.00)
Total Registration - Member					
Total Registration & Tickets					
Non Registration					
Non Registration					
0.00	0.00	0.00	0.00	1,500.00	(1,500.00)
0.00	0.00	0.00	0.00	14,750.00	(14,750.00)
0.00	0.00	0.00	0.00	3,500.00	(3,500.00)
0.00	0.00	0.00	0.00	19,750.00	(19,750.00)
0.00	0.00	0.00	0.00	19,750.00	(19,750.00)
0.00	0.00	0.00	0.00	56,450.00	(56,450.00)
Total Conference Revenue					
Fundraising Revenue					
Non Registration					
Other					
0.00	0.00	0.00	3,464.20	6,000.00	(2,535.80)
0.00	0.00	0.00	0.00	600.00	(600.00)
0.00	0.00	0.00	3,464.20	6,600.00	(3,135.80)
0.00	0.00	0.00	3,464.20	6,600.00	(3,135.80)
0.00	0.00	0.00	3,464.20	6,600.00	(3,135.80)
Total Fundraising Revenue					
TLI Revenue					
Non Registration					
Non Registration					
0.00	0.00	0.00	150.00	0.00	150.00
0.00	0.00	0.00	150.00	0.00	150.00
0.00	0.00	0.00	150.00	0.00	150.00
0.00	0.00	0.00	150.00	0.00	150.00
Total TLI Revenue					
Other Revenue					
1.66	35.00	(33.34)	60.30	420.00	(359.70)
0.00	0.00	0.00	200.00	0.00	200.00
0.00	0.00	0.00	3,690.20	0.00	3,690.20
0.00	0.00	0.00	690.00	0.00	690.00
1.66	35.00	(33.34)	4,640.50	420.00	4,220.50
1,243.90	2,473.00	(1,229.10)	56,028.15	113,830.00	(57,801.85)
<b>District Expenses</b>					
Conference Expenses					
0.00	0.00	0.00	0.00	800.00	(800.00)
0.00	0.00	0.00	0.00	2,000.00	(2,000.00)
0.00	0.00	0.00	0.00	2,250.00	(2,250.00)
0.00	0.00	0.00	820.56	1,500.00	(679.44)
0.00	0.00	0.00	0.00	29,000.00	(29,000.00)
0.00	0.00	0.00	0.00	300.00	(300.00)
0.00	0.00	0.00	0.00	1,000.00	(1,000.00)

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Month Ending 06/30/2020			07/01/2019 Through 06/30/2020			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7022-000000 - Audio Visual Expense	0.00	10,000.00	(10,000.00)
0.00	0.00	0.00	7030-000000 - Photocopying Expense	0.00	800.00	(800.00)
0.00	0.00	0.00	7042-000000 - Outside Contractor Expense	0.00	3,500.00	(3,500.00)
0.00	0.00	0.00	7048-000000 - Equipment Purchase Expense (Less than \$500)	0.00	50.00	(50.00)
0.00	0.00	0.00	7080-000000 - Gifts & Thank You	0.00	300.00	(300.00)
0.00	0.00	0.00	Total Conference Expenses	820.56	51,500.00	(50,679.44)
			Fundraising Expenses			
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	550.00	480.00	70.00
0.00	0.00	0.00	Total Fundraising Expenses	550.00	480.00	70.00
			TLI Expenses			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	800.00	(800.00)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	233.20	1,320.00	(1,086.80)
72.48	0.00	72.48	7014-000000 - Room Rental Event Expense	1,548.74	3,900.00	(2,351.26)
0.00	0.00	0.00	7016-000000 - Meal Event Expense	1,324.34	3,100.00	(1,775.66)
0.00	0.00	0.00	7020-000000 - Printing Expense	0.00	1,100.00	(1,100.00)
0.00	0.00	0.00	7030-000000 - Photocopying Expense	0.00	500.00	(500.00)
72.48	0.00	72.48	Total TLI Expenses	3,106.28	10,720.00	(7,613.72)
			Marketing Expense			
			Building New Clubs			
0.00	0.00	0.00	7004-000000 - Badges & Pins	44.00	0.00	44.00
0.00	0.00	0.00	7008-000000 - Promotional Materials	2,005.48	4,000.00	(1,994.52)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	1,200.00	(1,200.00)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	98.72	1,500.00	(1,401.28)
0.00	0.00	0.00	7036-000000 - Advertising Expense	1,719.63	3,000.00	(1,280.37)
0.00	0.00	0.00	7082-000000 - Incentives	0.00	2,000.00	(2,000.00)
0.00	0.00	0.00	Total Building New Clubs	3,867.83	11,700.00	(7,832.17)
			Membership Growth			
0.00	0.00	0.00	7004-000000 - Badges & Pins	62.00	800.00	(738.00)
0.00	0.00	0.00	7006-000000 - Educational Materials	22.59	100.00	(77.41)
0.00	0.00	0.00	7008-000000 - Promotional Materials	0.00	2,100.00	(2,100.00)
0.00	0.00	0.00	7036-000000 - Advertising Expense	6,862.03	0.00	6,862.03
0.00	0.00	0.00	7040-000000 - Trade Show Registration Expense	0.00	1,500.00	(1,500.00)
0.00	0.00	0.00	Total Membership Growth	6,946.62	4,500.00	2,446.62
			Club Coaches			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	1,000.00	(1,000.00)
0.00	0.00	0.00	Total Club Coaches	0.00	1,000.00	(1,000.00)
			Rebuilding			
0.00	0.00	0.00	7004-000000 - Badges & Pins	200.00	100.00	100.00
0.00	0.00	0.00	7006-000000 - Educational Materials	300.00	2,050.00	(1,750.00)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	2,000.00	(2,000.00)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	400.83	0.00	400.83
300.00	0.00	300.00	7036-000000 - Advertising Expense	0.00	0.00	0.00
300.00	0.00	300.00	Total Rebuilding Recognition	900.83	4,150.00	(3,249.17)

**District 17**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in AUD)**

Month Ending 06/30/2020			07/01/2019 Through 06/30/2020			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	1,000.00	(1,000.00)	7004-000000 - Badges & Pins	0.00	1,000.00	(1,000.00)
0.00	500.00	(500.00)	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	528.65	500.00	28.65
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	37.21	0.00	37.21
0.00	0.00	0.00	7018-000000 - Decorations Expense	(67.78)	0.00	(67.78)
0.00	0.00	0.00	7020-000000 - Printing Expense	0.00	300.00	(300.00)
0.00	0.00	0.00	7080-000000 - Gifts & Thank You's	201.36	300.00	(98.64)
0.00	2,500.00	(2,500.00)	7082-000000 - Incentives	0.00	2,500.00	(2,500.00)
0.00	4,000.00	(4,000.00)	Total Recognition	699.44	4,600.00	(3,900.56)
			Other			
0.00	0.00	0.00	7004-000000 - Badges & Pins	135.00	0.00	135.00
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	352.00	0.00	352.00
0.00	0.00	0.00	Total Other	487.00	0.00	487.00
300.00	4,000.00	(3,700.00)	Total Marketing Expense	12,901.72	25,950.00	(13,048.28)
			Communications & PR Expenses			
0.00	0.00	0.00	7008-000000 - Promotional Materials	47.00	1,400.00	(1,353.00)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	0.00	300.00	(300.00)
0.00	50.00	(50.00)	7024-000000 - Newsletter Expense	0.00	600.00	(600.00)
0.00	90.00	(90.00)	7026-000000 - Website Expense	910.80	1,080.00	(169.20)
0.00	0.00	0.00	7028-000000 - Directory Expense	0.00	200.00	(200.00)
0.00	140.00	(140.00)	Total Communications & PR Expenses	957.80	3,580.00	(2,622.20)
			Education & Training Expense			
			Distinguished Clubs			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	400.00	(400.00)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	730.26	0.00	730.26
0.00	0.00	0.00	7078-000000 - Food Expense	0.00	800.00	(800.00)
0.00	4,000.00	(4,000.00)	7082-000000 - Incentives	0.00	4,000.00	(4,000.00)
0.00	4,000.00	(4,000.00)	Total Distinguished Clubs	730.26	5,200.00	(4,469.74)
			Training Club Officers			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	1,000.00	(1,000.00)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	482.00	3,800.00	(3,318.00)
0.00	0.00	0.00	7016-000000 - Meal Event Expense	338.62	3,550.00	(3,211.38)
0.00	0.00	0.00	7042-000000 - Outside Contractor Expense	0.00	1,000.00	(1,000.00)
0.00	250.00	(250.00)	7078-000000 - Food Expense	219.06	1,250.00	(1,030.94)
0.00	250.00	(250.00)	Total Training Club Officers	1,039.68	10,600.00	(9,560.32)
			Training Division & Area Governors			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	100.00	(100.00)
1,368.35	0.00	1,368.35	7012-000000 - Supplies & Stationery Expense	1,590.74	650.00	940.74
340.00	0.00	340.00	7014-000000 - Room Rental Event Expense	440.00	700.00	(260.00)
0.00	250.00	(250.00)	7016-000000 - Meal Event Expense	0.00	900.00	(900.00)
300.00	0.00	300.00	7036-000000 - Advertising Expense	300.00	0.00	300.00
377.25	250.00	127.25	7078-000000 - Food Expense	377.25	700.00	(322.75)
2,385.60	500.00	1,885.60	Total Training Division & Area Governors	2,707.99	3,050.00	(342.01)
			Training Areas & Divisions			
0.00	500.00	(500.00)	7006-000000 - Educational Materials	111.20	900.00	(788.80)
0.00	3,000.00	(3,000.00)	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	5,400.00	6,300.00	(900.00)

**District 17**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in AUD)**

Month Ending 06/30/2020			07/01/2019 Through 06/30/2020			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	315.96	0.00	315.96
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	875.00	0.00	875.00
0.00	0.00	0.00	7016-000000 - Meal Event Expense	97.65	0.00	97.65
0.00	0.00	0.00	7078-000000 - Food Expense	14.00	600.00	(586.00)
0.00	3,500.00	(3,500.00)	Total Training Areas & Divisions	6,813.81	7,800.00	(986.19)
2,385.60	8,250.00	(5,864.40)	Total Education & Training Expense	11,291.74	26,650.00	(15,358.26)
			Speech Contest Expenses			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	6,642.00	9,200.00	(2,558.00)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	946.75	2,500.00	(1,553.25)
0.00	0.00	0.00	7078-000000 - Food Expense	624.13	1,000.00	(375.87)
0.00	0.00	0.00	Total Speech Contest Expenses	8,212.88	12,700.00	(4,487.12)
			Administration Expenses			
0.00	0.00	0.00	6015-000000 - Interest Income	(1.65)	0.00	(1.65)
304.00	200.00	104.00	7004-000000 - Badges & Pins	304.00	200.00	104.00
0.00	150.00	(150.00)	7008-000000 - Promotional Materials	0.00	150.00	(150.00)
0.00	500.00	(500.00)	7012-000000 - Supplies & Stationery Expense	208.72	500.00	(291.28)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	240.00	0.00	240.00
0.00	0.00	0.00	7016-000000 - Meal Event Expense	72.00	0.00	72.00
0.00	0.00	0.00	7020-000000 - Printing Expense	3,103.53	1,500.00	1,603.53
573.31	90.00	483.31	7026-000000 - Website Expense	1,921.30	1,080.00	841.30
0.00	0.00	0.00	7032-000000 - Telephone Expense	121.17	0.00	121.17
0.00	0.00	0.00	7034-000000 - Conference Calls & Webinars Expense	341.05	500.00	(158.95)
0.00	0.00	0.00	7046-000000 - Express Mail/Courier Expense	65.55	500.00	(434.45)
0.00	0.00	0.00	7048-000000 - Equipment Purchase Expense (Less than \$500)	338.00	1,030.00	(692.00)
0.00	30.00	(30.00)	7070-000000 - Bank Charges & Credit Card Fee Expense	20.20	360.00	(339.80)
0.00	50.00	(50.00)	7078-000000 - Food Expense	841.30	600.00	241.30
0.00	0.00	0.00	7084-000000 - Sympathy Expense	0.00	100.00	(100.00)
716.16	0.00	716.16	7086-000000 - Miscellaneous Expenses	803.16	0.00	803.16
0.00	0.00	0.00	7088-000000 - Storage Expenses	966.40	1,100.00	(133.60)
1,593.47	1,020.00	573.47	Total Administration Expenses	9,344.73	7,620.00	1,724.73
			Travel Expense			
			District Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	258.94	300.00	(41.06)
0.00	0.00	0.00	7058-000000 - Lodging Expense	2,567.45	2,800.00	(232.55)
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	1,099.38	200.00	899.38
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	126.17	200.00	(73.83)
0.00	0.00	0.00	Total District Director	4,051.94	3,500.00	551.94
			Program Quality Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	0.00	950.00	(950.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	3,420.51	2,800.00	620.51
0.00	0.00	0.00	7062-000000 - Transportation -	107.49	200.00	(92.51)

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Month Ending 06/30/2020			07/01/2019 Through 06/30/2020			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	Mileage Expense	106.43	200.00	(93.57)
			7064-000000 - Transportation - Taxis/Shuttle Expense			
0.00	0.00	0.00	Total PQD	3,634.43	4,150.00	(515.57)
			Club Growth Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	1,822.60	950.00	872.60
0.00	0.00	0.00	7058-000000 - Lodging Expense	3,666.51	2,800.00	866.51
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	8.08	200.00	(191.92)
0.00	0.00	0.00	Total CGD	5,497.19	3,950.00	1,547.19
			Public Relations Manager			
0.00	120.00	(120.00)	7062-000000 - Transportation - Mileage Expense	0.00	960.00	(960.00)
0.00	120.00	(120.00)	Total PR Manager	0.00	960.00	(960.00)
			Area Director			
0.00	0.00	0.00	7058-000000 - Lodging Expense	0.00	1,000.00	(1,000.00)
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	0.00	1,600.00	(1,600.00)
0.00	0.00	0.00	Total Area Director	0.00	2,600.00	(2,600.00)
			IPDD			
0.00	0.00	0.00	7058-000000 - Lodging Expense	0.00	1,800.00	(1,800.00)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	0.00	100.00	(100.00)
0.00	0.00	0.00	Total IPDD	0.00	1,900.00	(1,900.00)
			Keynote Speaker			
0.00	0.00	0.00	7058-000000 - Lodging Expense	0.00	4,000.00	(4,000.00)
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	0.00	3,500.00	(3,500.00)
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	700.00	(700.00)
0.00	0.00	0.00	Total Keynote Speaker	0.00	8,200.00	(8,200.00)
			Other Member			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	168.61	300.00	(131.39)
0.00	0.00	0.00	Total Other Member	168.61	300.00	(131.39)
0.00	120.00	(120.00)	Total Travel Expense	13,352.17	25,560.00	(12,207.83)
			Other Expenses			
0.00	0.00	0.00	7006-000000 - Educational Materials	1,240.46	0.00	1,240.46
0.00	0.00	0.00	7074-000000 - Gain/Loss - Realized	4.59	0.00	4.59
214.76	215.00	(0.24)	7092-000000 - TI Allocation	2,640.76	2,580.00	60.76
214.76	215.00	(0.24)	Total Other Expenses	3,885.81	2,580.00	1,305.81
4,566.31	13,745.00	(9,178.69)	Total District Expenses	64,423.69	167,340.00	(102,916.31)
<b>(3,322.41)</b>	<b>(11,272.00)</b>	<b>7,949.59</b>	<b>Total Net Income</b>	<b>(8,395.54)</b>	<b>(53,510.00)</b>	<b>45,114.46</b>