

District 18

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

Month Ending 01/31/2020			07/01/2019 Through 01/31/2020			
Actual	Budget	Variance		Actual	Budget	Variance
			District Revenue			
			Membership Revenue			
560.26	1,526.00	(965.74)	6005-000000 - Membership Revenue	24,930.06	29,206.00	(4,275.94)
560.26	1,526.00	(965.74)	Total Membership Revenue	24,930.06	29,206.00	(4,275.94)
			TLI Revenue			
			Registration & Tickets			
			Registration - Member			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	0.00	4,720.00	(4,720.00)
0.00	0.00	0.00	Total Registration - Member	0.00	4,720.00	(4,720.00)
			Registration - No Item			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	2,160.50	0.00	2,160.50
0.00	0.00	0.00	Total Registration - No Item	2,160.50	0.00	2,160.50
0.00	0.00	0.00	Total Registration & Tickets	2,160.50	4,720.00	(2,559.50)
0.00	0.00	0.00	Total TLI Revenue	2,160.50	4,720.00	(2,559.50)
			Other Revenue			
0.00	0.00	0.00	6010-000000 - Donation Revenue	0.00	500.00	(500.00)
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	1,602.18	0.00	1,602.18
0.00	0.00	0.00	Total Other Revenue	1,602.18	500.00	1,102.18
560.26	1,526.00	(965.74)	Total District Revenue	28,692.74	34,426.00	(5,733.26)
			District Expenses			
			TLI Expenses			
0.00	0.00	0.00	7008-000000 - Promotional Materials	639.00	0.00	639.00
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	0.00	100.00	(100.00)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	0.00	900.00	(900.00)
150.00	0.00	150.00	7016-000000 - Meal Event Expense	2,850.00	7,300.00	(4,450.00)
0.00	0.00	0.00	7020-000000 - Printing Expense	149.12	0.00	149.12
0.00	0.00	0.00	7030-000000 - Photocopying Expense	0.00	160.00	(160.00)
0.00	0.00	0.00	7078-000000 - Food Expense	150.00	0.00	150.00
0.00	0.00	0.00	7080-000000 - Gifts & Thank Yous	0.00	150.00	(150.00)
0.00	0.00	0.00	7090-000000 - Equipment Rental	0.00	585.00	(585.00)
150.00	0.00	150.00	Total TLI Expenses	3,788.12	9,195.00	(5,406.88)
			Marketing Expense			
			Building New Clubs			
0.00	200.00	(200.00)	7008-000000 - Promotional Materials	797.92	900.00	(102.08)
0.00	175.00	(175.00)	7012-000000 - Supplies & Stationery Expense	0.00	1,225.00	(1,225.00)
0.00	0.00	0.00	7082-000000 - Incentives	0.00	700.00	(700.00)
0.00	375.00	(375.00)	Total Building New Clubs	797.92	2,825.00	(2,027.08)
			Membership Growth			
0.00	175.00	(175.00)	7008-000000 - Promotional Materials	0.00	1,225.00	(1,225.00)
50.00	0.00	50.00	7016-000000 - Meal Event Expense	50.00	0.00	50.00
98.94	0.00	98.94	7036-000000 - Advertising Expense	4,554.00	3,500.00	1,054.00
0.00	0.00	0.00	7078-000000 - Food Expense	50.00	0.00	50.00
148.94	175.00	(26.06)	Total Membership Growth	4,654.00	4,725.00	(71.00)
			Rebuilding			
0.00	0.00	0.00	7020-000000 - Printing Expense	0.00	300.00	(300.00)
0.00	0.00	0.00	Total Rebuilding	0.00	300.00	(300.00)
			Recognition			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	(283.32)	0.00	(283.32)
0.00	0.00	0.00	7004-000000 - Badges & Pins	442.89	0.00	442.89
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	2,047.44	0.00	2,047.44

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

Month Ending 01/31/2020				07/01/2019 Through 01/31/2020		
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7016-000000 - Meal Event Expense	1,526.40	0.00	1,526.40
0.00	150.00	(150.00)	7082-000000 - Incentives	67.72	750.00	(682.28)
0.00	150.00	(150.00)	Total Recognition	3,801.13	750.00	3,051.13
			Other			
0.00	0.00	0.00	7020-000000 - Printing Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7036-000000 - Advertising Expense	0.00	4,545.00	(4,545.00)
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7078-000000 - Food Expense	30.00	0.00	30.00
0.00	0.00	0.00	Total Other	30.00	4,945.00	(4,915.00)
148.94	700.00	(551.06)	Total Marketing Expense	9,283.05	13,545.00	(4,261.95)
			Communications & PR Expenses			
0.00	0.00	0.00	6020-000000 - Miscellaneous Income	(142.36)	0.00	(142.36)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	0.00	200.00	(200.00)
0.00	20.00	(20.00)	7024-000000 - Newsletter Expense	0.00	140.00	(140.00)
0.00	69.98	(69.98)	7026-000000 - Website Expense	179.40	489.88	(310.48)
0.00	0.00	0.00	7028-000000 - Directory Expense	997.50	0.00	997.50
0.00	89.98	(89.98)	Total Communications & PR Expenses	1,034.54	829.88	204.66
			Education & Training Expense			
			Distinguished Clubs			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	645.00	(645.00)
0.00	0.00	0.00	7082-000000 - Incentives	630.00	0.00	630.00
0.00	0.00	0.00	Total Distinguished Clubs	630.00	645.00	(15.00)
			Training Club Officers			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	1,750.00	(1,750.00)
0.00	200.00	(200.00)	7014-000000 - Room Rental Event Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7018-000000 - Decorations Expense	15.00	0.00	15.00
0.00	0.00	0.00	7030-000000 - Photocopying Expense	148.75	0.00	148.75
0.00	600.00	(600.00)	7078-000000 - Food Expense	254.34	2,175.00	(1,920.66)
0.00	800.00	(800.00)	Total Training Club Officers	418.09	4,125.00	(3,706.91)
			Training Division & Area Governors			
0.00	0.00	0.00	7016-000000 - Meal Event Expense	156.15	0.00	156.15
0.00	0.00	0.00	7078-000000 - Food Expense	261.48	0.00	261.48
0.00	0.00	0.00	Total Training Division & Area Governors	417.63	0.00	417.63
			Training Areas & Divisions			
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	29.79	0.00	29.79
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	6,160.10	0.00	6,160.10
0.00	0.00	0.00	7016-000000 - Meal Event Expense	221.96	0.00	221.96
0.00	0.00	0.00	7080-000000 - Gifts & Thank Yous	128.38	0.00	128.38
0.00	0.00	0.00	Total Training Areas & Divisions	6,540.23	0.00	6,540.23
			Other			
0.00	600.00	(600.00)	7004-000000 - Badges & Pins	0.00	600.00	(600.00)
0.00	80.00	(80.00)	7006-000000 - Educational Materials	0.00	155.00	(155.00)
0.00	0.00	0.00	7008-000000 - Promotional Materials	0.00	400.00	(400.00)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	2.11	0.00	2.11
0.00	500.00	(500.00)	7016-000000 - Meal Event Expense	0.00	1,600.00	(1,600.00)
0.00	91.70	(91.70)	7020-000000 - Printing Expense	0.00	346.85	(346.85)
0.00	0.00	0.00	7078-000000 - Food Expense	24.73	0.00	24.73

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Month Ending 01/31/2020			07/01/2019 Through 01/31/2020		
Actual	Budget	Variance	Actual	Budget	Variance
0.00	630.00	(630.00)	(630.00)	3,630.00	(4,260.00)
0.00	1,901.70	(1,901.70)	(603.16)	6,731.85	(7,335.01)
0.00	2,701.70	(2,701.70)	7,402.79	11,501.85	(4,099.06)
0.00	0.00	0.00	0.00	400.00	(400.00)
0.00	0.00	0.00	1,382.25	400.00	982.25
0.00	0.00	0.00	57.28	100.00	(42.72)
0.00	0.00	0.00	40.00	380.00	(340.00)
0.00	0.00	0.00	389.83	0.00	389.83
67.21	0.00	67.21	500.34	200.00	300.34
0.00	0.00	0.00	74.69	0.00	74.69
67.21	0.00	67.21	2,444.39	1,480.00	964.39
0.00	0.00	0.00	344.61	350.00	(5.39)
0.00	0.00	0.00	4.76	0.00	4.76
0.00	0.00	0.00	602.75	60.00	542.75
0.00	0.00	0.00	0.00	70.00	(70.00)
0.00	0.00	0.00	0.00	80.00	(80.00)
0.00	0.00	0.00	38.76	0.00	38.76
0.00	0.00	0.00	0.00	300.00	(300.00)
0.00	75.00	(75.00)	32.85	375.00	(342.15)
0.00	0.00	0.00	472.05	0.00	472.05
4.00	4.00	0.00	28.00	28.00	0.00
0.00	0.00	0.00	39.99	60.00	(20.01)
0.00	25.00	(25.00)	0.00	50.00	(50.00)
4.00	104.00	(100.00)	1,563.77	1,373.00	190.77
0.00	0.00	0.00	33.83	0.00	33.83
0.00	0.00	0.00	405.00	900.00	(495.00)
0.00	1,000.00	(1,000.00)	1,685.88	2,489.00	(803.12)
0.00	0.00	0.00	141.85	0.00	141.85
0.00	150.00	(150.00)	259.58	800.00	(540.42)
0.00	50.00	(50.00)	67.72	100.00	(32.28)
0.00	30.00	(30.00)	213.05	180.00	33.05
0.00	90.00	(90.00)	158.20	300.00	(141.80)
0.00	1,320.00	(1,320.00)	2,965.11	4,769.00	(1,803.89)
0.00	0.00	0.00		970.00	900.00

District 18

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

Month Ending 01/31/2020				07/01/2019 Through 01/31/2020		
Actual	Budget	Variance		Actual	Budget	Variance
0.00	1,000.00	(1,000.00)	tion Fees Expense			
0.00	175.00	(175.00)	7058-000000 - Lodging Expense	1,685.88	2,489.00	(803.12)
			7062-000000 - Transportation - Mileage Expense	196.62	800.00	(603.38)
0.00	50.00	(50.00)	7064-000000 - Transportation - Taxis/Shuttle Expense	0.00	100.00	(100.00)
0.00	30.00	(30.00)	7068-000000 - Transportation - Other Expense	92.00	180.00	(88.00)
0.00	90.00	(90.00)	7078-000000 - Food Expense	153.83	300.00	(146.17)
0.00	1,345.00	(1,345.00)	Total PQD	3,098.33	4,769.00	(1,670.67)
			Club Growth Director			
0.00	0.00	0.00	7016-000000 - Meal Event Expense	87.95	0.00	87.95
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	770.00	900.00	(130.00)
0.00	1,000.00	(1,000.00)	7058-000000 - Lodging Expense	1,685.92	2,489.00	(803.08)
0.00	175.00	(175.00)	7062-000000 - Transportation - Mileage Expense	197.99	800.00	(602.01)
21.16	50.00	(28.84)	7064-000000 - Transportation - Taxis/Shuttle Expense	21.16	100.00	(78.84)
0.00	30.00	(30.00)	7068-000000 - Transportation - Other Expense	0.00	180.00	(180.00)
0.00	90.00	(90.00)	7078-000000 - Food Expense	30.00	300.00	(270.00)
21.16	1,345.00	(1,323.84)	Total CGD	2,793.02	4,769.00	(1,975.98)
			Finance Manager			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	Total FM	0.00	200.00	(200.00)
			Public Relations Manager			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	Total PR Manager	0.00	200.00	(200.00)
			Administration Manager			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	Total Admin Manager	0.00	200.00	(200.00)
			Division Director			
0.00	210.00	(210.00)	7062-000000 - Transportation - Mileage Expense	364.23	2,450.00	(2,085.77)
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	8.00	0.00	8.00
0.00	210.00	(210.00)	Total Division Director	372.23	2,450.00	(2,077.77)
			Area Director			
0.00	463.00	(463.00)	7062-000000 - Transportation - Mileage Expense	279.90	5,742.00	(5,462.10)
0.00	0.00	0.00	7066-000000 - Transportation - Rail Expense	17.60	0.00	17.60
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	17.00	0.00	17.00
0.00	463.00	(463.00)	Total Area Director	314.50	5,742.00	(5,427.50)
			IPDD			
0.00	100.00	(100.00)	7062-000000 - Transportation - Mileage Expense	0.00	300.00	(300.00)
0.00	100.00	(100.00)	Total IPDD	0.00	300.00	(300.00)
			Keynote Speaker			
0.00	300.00	(300.00)	7058-000000 - Lodging Expense	0.00	300.00	(300.00)
0.00	400.00	(400.00)	7060-000000 - Transportation - Airfare Expense	0.00	400.00	(400.00)
0.00	700.00	(700.00)	Total Keynote Speaker	0.00	700.00	(700.00)

District 18
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Month Ending 01/31/2020			07/01/2019 Through 01/31/2020		
Actual	Budget	Variance	Actual	Budget	Variance
0.00	75.00	(75.00)	41.53	600.00	(558.47)
0.00	0.00	0.00	8.00	0.00	8.00
0.00	75.00	(75.00)	49.53	600.00	(550.47)
21.16	5,558.00	(5,536.84)	9,592.72	24,699.00	(15,106.28)
0.00	0.00	0.00	30.00	0.00	30.00
0.00	0.00	0.00	19.38	0.00	19.38
220.82	221.00	(0.18)	1,545.74	1,547.00	(1.26)
220.82	221.00	(0.18)	1,595.12	1,547.00	48.12
612.13	9,374.68	(8,762.55)	36,704.50	64,170.73	(27,466.23)
(51.87)	(7,848.68)	7,796.81	(8,011.76)	(29,744.73)	21,732.97

Other Member
7062-000000 - Transportation -
Mileage Expense
7068-000000 - Transportation - Other
Expense
Total Other Member
Total Travel Expense
Other Expenses
7014-000000 - Room Rental Event Ex-
pense
7042-000000 - Outside Contractor Ex-
pense
7092-000000 - TI Allocation
Total Other Expenses
Total District Expenses
Total Net Income