

**District 28 Toastmasters International  
Profit & Loss (Actual vs. Budget Summary) (in USD)**

**07/01/2017 - 12/31/2017**

	<u>07/01/17 - 12/31/17</u>			<u>07/01/16 - 12/31/16</u>	<u>12/31/16 12/31/17</u>
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Variance</u>
<b>District Revenue</b>					
Membership Revenue	23,778.90	24,281.00	(502.10)	24,305.45	(526.55)
Conference Revenue	17,127.00	17,946.00	(819.00)	8,764.46	8,362.54
District Store Revenue	1,738.81	2,000.00	(261.19)	2,704.75	(965.94)
Other Revenue	0.00	400.00	(400.00)	627.00	(627.00)
<b>Total District Revenue</b>	<b>42,644.71</b>	<b>44,627.00</b>	<b>(1,982.29)</b>	<b>36,401.66</b>	<b>6,243.05</b>
<b>District Expenses</b>					
Conference Expenses	12,838.34	17,946.00	(5,107.66)	13,163.73	(325.39)
TLI Expenses	4,435.82	8,335.00	(3,899.18)	5,085.05	(649.23)
District Store Expenses	299.86	1,000.00	(700.14)	2,744.86	(2,445.00)
Marketing Expense	2,351.86	5,970.00	(3,618.14)	3,480.55	(1,128.69)
Communications & PR Expenses	0.00	1,415.00	(1,415.00)	237.48	(237.48)
Education & Training Expense	2,786.83	6,075.00	(3,288.17)	2,897.77	(110.94)
Speech Contest Expenses	1,183.58	2,110.00	(926.42)	1,206.25	(22.67)
Administration Expenses	3,237.65	4,780.00	(1,542.35)	2,992.33	245.32
Travel Expense	13,881.38	13,911.00	(29.62)	7,163.40	6,717.98
<b>Total District Expenses</b>	<b>41,015.32</b>	<b>61,542.00</b>	<b>(20,526.68)</b>	<b>38,971.42</b>	<b>2,043.90</b>
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<b>Total Net Income</b>	<b>1,629.39</b>	<b>(16,915.00)</b>	<b>18,544.39</b>	<b>(2,569.76)</b>	<b>4,199.15</b>





