

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

| Month Ending 03/31/2016 | | | 07/01/2015 Through 03/31/2016 | | | |
|----------------------------|------------------|-------------------|----------------------------------|------------------|--------------------|--------------------|
| Actual | Budget | Variance | | Actual | Budget | Variance |
| | | | District Revenue | | | |
| 11,470.50 | 12,336.00 | (865.50) | Membership Revenue | 34,069.50 | 34,482.00 | (412.50) |
| (1,532.00) | 0.00 | (1,532.00) | Conference Revenue | 15,233.48 | 14,350.00 | 883.48 |
| 0.00 | 0.00 | 0.00 | TLI Revenue | 490.00 | 0.00 | 490.00 |
| 0.00 | 0.00 | 0.00 | District Store Revenue | 3,266.58 | 1,000.00 | 2,266.58 |
| <u>9,938.50</u> | <u>12,336.00</u> | <u>(2,397.50)</u> | Total District Revenue | <u>53,059.56</u> | <u>49,832.00</u> | <u>3,227.56</u> |
| | | | District Expenses | | | |
| 425.62 | 0.00 | 425.62 | Conference Expenses | 13,779.38 | 14,350.00 | (570.62) |
| 0.00 | 0.00 | 0.00 | TLI Expenses | 6,065.77 | 6,585.00 | (519.23) |
| 0.00 | 500.00 | (500.00) | District Store Expenses | 5,208.72 | 3,000.00 | 2,208.72 |
| 0.00 | 1,045.00 | (1,045.00) | Marketing Expense | 1,791.71 | 7,740.00 | (5,948.29) |
| 260.00 | 575.00 | (315.00) | Communications & PR Expenses | 566.00 | 3,770.00 | (3,204.00) |
| 660.25 | 525.00 | 135.25 | Education & Training Expense | 2,310.08 | 5,800.00 | (3,489.92) |
| 0.00 | 250.00 | (250.00) | Speech Contest Expenses | 1,472.61 | 2,800.00 | (1,327.39) |
| 502.16 | 425.00 | 77.16 | Administration Expenses | 1,433.09 | 1,170.00 | 263.09 |
| 510.50 | 2,177.00 | (1,666.50) | Travel Expense | 8,209.55 | 16,196.00 | (7,986.45) |
| <u>2,358.53</u> | <u>5,497.00</u> | <u>(3,138.47)</u> | Total District Expenses | <u>40,836.91</u> | <u>61,411.00</u> | <u>(20,574.09)</u> |
| <u>7,579.97</u> | <u>6,839.00</u> | <u>740.97</u> | Total Net Income | <u>12,222.65</u> | <u>(11,579.00)</u> | <u>23,801.65</u> |