

District 19 P&L  
2019-2020 Fiscal Year to Date  
Unaudited

	Mar-20	YTD	Budget	Difference		12 month Budget	Remaining to Spend/ Receive
<b>District Revenue</b>							
Membership Revenue	5,183	20,190	23,529	(3,339)	Due date for payment extended to April 30	26,694	6,504
Conference Revenue	0	0	0	0	In line with expectations	10,900	10,900
District Store Revenue	0	13	0	13	In line with expectations	400	387
Other Revenue	0	1,774	1,200	574	Huddle revenue, offset in Education & Training	1,200	(574)
Total District Revenue	5,183	21,977	24,729	(2,752)	Delay in collecting member dues	39,194	17,217
<b>District Expenses</b>							
Conference Expenses		500	0	(500)	Expense budeted in April	10,100	9,600
District Store Expense	0	0	0	0	In line with expectations	400	400
TLI Expenses		0	940	940	Did not need room rental	940	940
Total Marketing Expense	265	4,209	8,772	4,563	Advertising delays and Incentives not pre-ordered	16,120	11,911
Communications & PR Expenses	59	831	970	139	In line with expectations	1,150	319
Total Education & Training Expenses	694	6,324	8,700	2,376	Incentives & Ed material delayed & lower costs	14,039	7,715
Speech Contest Expenses	1,318	1,765	1,500	(265)	In line with expectations	2,215	450
Administration Expenses	33	163	2,132	1,969	Website, printing & awards delayed	2,590	2,427
Total Travel Expense	34	10,616	11,325	709	DEC meeting online, CGD did not attend mid-year	12,850	2,234
Other Expenses	111	1,035	1,001	(34)	In line with expectations	1,335	300
Total District Expenses	2,514	25,443	35,340	9,897	Delayed advertising & incentives	61,739	36,296
<b>Total Net Income</b>	<b>2,668</b>	<b>(3,466)</b>	<b>(10,611)</b>	<b>7,145</b>		<b>(22,545)</b>	<b>(19,079)</b>