



P&L Report from Finance Manager

Saeko VonBehren, MBA, DTM, PMP

April 9, 2025

Good afternoon, fellow District Council (DC) members,

- ◆ I am reporting the Profit and Loss (P&L) statement on behalf of our District Finance Manager. Lisa Palmersheim resigned from her role at the end of January due to increased work demands.
- ◆ This report covers financial performance from July 1, 2024, to February 28, 2025. Overall, we had a budgeted net loss of approximately \$1,900, but our actual net loss so far is about \$3,400, resulting in a variance of roughly \$1,400 higher than expected.
- ◆ Membership revenue was budgeted at \$9,700, but actual revenue so far is about \$8,700, creating a shortfall of roughly \$1,100. This reflects ongoing challenges many clubs face in acquiring new members, a trend impacting revenue generation.
- ◆ Total expenses were budgeted at \$11,650, but actual expenses are about \$12,057, leading to a variance of approximately \$407. A major factor is recognition expenses, which were budgeted at \$615, but actual costs were \$2,522, resulting in a variance of roughly \$1,900. This was due to purchasing incentives from the previous Toastmasters program year after this program year began, as well as providing district leaders with Toastmasters gear to recognize their service.
- ◆ Lodging expenses for Trio District Leader Training were budgeted at \$2,250, but actual costs were \$5,388, creating an overage of about \$3,100. However, we have not yet used the Club Growth budget, as demo meetings have been conducted online, helping offset some costs.
- ◆ In summary, while our net loss is higher than expected, this is largely due to timing of purchases and leadership recognition expenses. At the same time, cost offsets in other areas, like the Club Growth budget, help balance our financial position. We will continue monitoring our budget closely to ensure we support our members while maintaining financial responsibility.

Respectfully submitted,

Saeko VonBehren, MBA, DTM, PMP
District Director, 2024-2025
Toastmasters, District 19

District 19
Profit & Loss (Actual vs. Budget Summary) (In USD)

Month Ending 02/28/2025			07/01/2024 Through 02/28/2025			
Actual	Budget	Variance		Actual	Budget	Variance
			District Revenue			
0.00	1,019.48	(1,019.48)	Membership Revenue	8,657.50	9,731.62	(1,074.12)
0.00	0.00	0.00	Other Revenue	0.14	0.00	0.14
<u>0.00</u>	<u>1,019.48</u>	<u>(1,019.48)</u>	Total District Revenue	<u>8,657.64</u>	<u>9,731.62</u>	<u>(1,073.98)</u>
			District Expenses			
0.00	275.00	(275.00)	Recognition	2,522.14	615.00	1,907.14
0.00	100.00	(100.00)	Club Growth	0.00	1,980.00	(1,980.00)
0.00	140.00	(140.00)	Marketing Outside of Toastmasters Expenses	0.00	560.00	(560.00)
0.00	148.00	(148.00)	Public Relations Expense	237.05	1,051.00	(813.95)
0.00	0.00	0.00	Education & Training Expense	0.00	320.00	(320.00)
0.00	0.00	0.00	Speech Contest Expenses	0.00	50.00	(50.00)
0.00	0.00	0.00	Administration Expenses	49.17	680.00	(630.83)
0.00	0.00	0.00	Food and Meals Expense	764.86	1,400.00	(635.14)
0.00	150.00	(150.00)	Travel Expense	2,505.63	2,170.00	335.63
0.00	0.00	0.00	Lodging Expense	5,388.67	2,250.00	3,138.67
0.00	0.00	0.00	Other Expenses	87.69	0.00	87.69
0.00	71.75	(71.75)	Allocation Expenses	502.25	574.00	(71.75)
<u>0.00</u>	<u>884.75</u>	<u>(884.75)</u>	Total District Expenses	<u>12,057.46</u>	<u>11,650.00</u>	<u>407.46</u>
<u>0.00</u>	<u>134.73</u>	<u>(134.73)</u>	Total Net Income	<u>(3,399.82)</u>	<u>(1,918.38)</u>	<u>(1,481.44)</u>