

**District 109**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in EUR)**

Month Ending 03/31/2020			07/01/2019 Through 03/31/2020		
Actual	Budget	Variance	Actual	Budget	Variance
<b>District Revenue</b>					
Membership Revenue					
11,482.94	15,595.00	(4,112.06)	47,831.84	46,943.00	888.84
11,482.94	15,595.00	(4,112.06)	47,831.84	46,943.00	888.84
Fundraising Revenue					
Registration & Tickets					
0.00	0.00	0.00	0.00	8,325.00	(8,325.00)
0.00	0.00	0.00	0.00	8,325.00	(8,325.00)
0.00	0.00	0.00	0.00	8,325.00	(8,325.00)
TLI Revenue					
Registration & Tickets					
Registration - No Item					
0.00	0.00	0.00	7,862.76	0.00	7,862.76
0.00	0.00	0.00	7,862.76	0.00	7,862.76
0.00	0.00	0.00	7,862.76	0.00	7,862.76
0.00	0.00	0.00	7,862.76	0.00	7,862.76
Total TLI Revenue					
0.00	0.00	0.00	(462.00)	0.00	(462.00)
0.00	0.00	0.00	(462.00)	0.00	(462.00)
Other Revenue					
6020-000000 - Miscellaneous Income					
0.00	0.00	0.00	(621.44)	0.00	(621.44)
0.00	0.00	0.00	(621.44)	0.00	(621.44)
11,482.94	15,595.00	(4,112.06)	54,611.16	55,268.00	(656.84)
<b>District Expenses</b>					
Conference Expenses					
0.00	0.00	0.00	22.58	0.00	22.58
0.00	0.00	0.00	7,400.00	0.00	7,400.00
0.00	0.00	0.00	7,422.58	0.00	7,422.58
Fundraising Expenses					
0.00	0.00	0.00	0.00	550.00	(550.00)
0.00	0.00	0.00	0.00	200.00	(200.00)
0.00	0.00	0.00	0.00	562.00	(562.00)
0.00	0.00	0.00	0.00	1,013.00	(1,013.00)
0.00	0.00	0.00	0.00	5,893.00	(5,893.00)
0.00	0.00	0.00	0.00	100.00	(100.00)
0.00	0.00	0.00	0.00	8,318.00	(8,318.00)
TLI Expenses					
0.00	0.00	0.00	4.95	0.00	4.95
0.00	0.00	0.00	4,887.02	0.00	4,887.02
0.00	0.00	0.00	12.42	0.00	12.42
0.00	0.00	0.00	7.76	0.00	7.76
0.00	0.00	0.00	83.33	0.00	83.33
0.00	0.00	0.00	0.52	0.00	0.52
0.00	0.00	0.00	4,996.00	0.00	4,996.00
District Store Expenses					
7074-000000 - Gain/Loss - Realized					
0.00	0.00	0.00	(4.34)	0.00	(4.34)
0.00	0.00	0.00	(4.34)	0.00	(4.34)
Marketing Expense					
Building New Clubs					

**District 109**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in EUR)**

Month Ending 03/31/2020			07/01/2019 Through 03/31/2020			
Actual	Budget	Variance		Actual	Budget	Variance
112.32	0.00	112.32	6060-000000 - Reimbursements - Registration & Tickets	112.32	0.00	112.32
0.00	280.00	(280.00)	7008-000000 - Promotional Materials	17.43	1,960.00	(1,942.57)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	8.62	0.00	8.62
0.00	0.00	0.00	7016-000000 - Meal Event Expense	93.00	0.00	93.00
0.00	0.00	0.00	7082-000000 - Incentives	1,397.23	0.00	1,397.23
0.00	0.00	0.00	7084-000000 - Sympathy Expense	7.00	0.00	7.00
112.32	280.00	(167.68)	Total Building New Clubs Membership Growth	1,635.60	1,960.00	(324.40)
0.00	390.00	(390.00)	7008-000000 - Promotional Materials	0.00	2,730.00	(2,730.00)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	200.00	0.00	200.00
0.00	0.00	0.00	7016-000000 - Meal Event Expense	(37.70)	0.00	(37.70)
0.00	0.00	0.00	7036-000000 - Advertising Expense	(53.01)	0.00	(53.01)
50.78	0.00	50.78	7078-000000 - Food Expense	50.78	0.00	50.78
100.00	0.00	100.00	7082-000000 - Incentives	100.00	0.00	100.00
150.78	390.00	(239.22)	Total Membership Growth	260.07	2,730.00	(2,469.93)
0.00	0.00	0.00	Rebuilding			
0.00	0.00	0.00	7020-000000 - Printing Expense	30.00	0.00	30.00
0.00	0.00	0.00	Total Rebuilding	30.00	0.00	30.00
0.00	0.00	0.00	Recognition			
0.00	0.00	0.00	7082-000000 - Incentives	1,189.56	0.00	1,189.56
0.00	0.00	0.00	Total Recognition	1,189.56	0.00	1,189.56
0.00	0.00	0.00	Other			
0.00	0.00	0.00	7026-000000 - Website Expense	74.34	0.00	74.34
0.00	0.00	0.00	7046-000000 - Express Mail/Courier Expense	70.46	0.00	70.46
0.00	0.00	0.00	7074-000000 - Gain/Loss - Realized	(0.26)	0.00	(0.26)
0.00	0.00	0.00	Total Other	144.54	0.00	144.54
263.10	670.00	(406.90)	Total Marketing Expense	3,259.77	4,690.00	(1,430.23)
0.00	50.00	(50.00)	Communications & PR Expenses			
75.81	58.00	17.81	7008-000000 - Promotional Materials	0.00	450.00	(450.00)
0.00	0.00	0.00	7026-000000 - Website Expense	426.16	522.00	(95.84)
0.00	77.00	(77.00)	7034-000000 - Conference Calls & Webinars Expense	76.59	0.00	76.59
(0.38)	0.00	(0.38)	7042-000000 - Outside Contractor Expense	0.00	693.00	(693.00)
75.43	185.00	(109.57)	7074-000000 - Gain/Loss - Realized	(2.31)	0.00	(2.31)
0.00	10.00	(10.00)	Total Communications & PR Expenses	500.44	1,665.00	(1,164.56)
0.00	10.00	(10.00)	Education & Training Expense			
0.00	20.00	(20.00)	Distinguished Clubs			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	90.00	(90.00)
0.00	0.00	0.00	7082-000000 - Incentives	0.00	90.00	(90.00)
0.00	0.00	0.00	Total Distinguished Clubs	0.00	180.00	(180.00)
0.00	0.00	0.00	Training Club Officers			
0.00	38.00	(38.00)	7004-000000 - Badges & Pins	27.74	0.00	27.74
0.00	20.00	(20.00)	7006-000000 - Educational Materials	32.50	341.00	(308.50)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	56.79	179.00	(122.21)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	122.90	0.00	122.90
549.90	220.00	329.90	7014-000000 - Room Rental Event Expense	1,075.20	1,980.00	(904.80)
90.00	200.00	(110.00)	7016-000000 - Meal Event Expense	1,536.63	1,797.00	(260.37)
0.00	0.00	0.00	7020-000000 - Printing Expense	1.96	0.00	1.96
0.00	0.00	0.00	7030-000000 - Photocopying Ex-	4.50	0.00	4.50

**District 109**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in EUR)**

Month Ending 03/31/2020			07/01/2019 Through 03/31/2020			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	4.00	(4.00)	pense			
			7042-000000 - Outside Contractor Expense	0.00	44.00	(44.00)
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	25.78	0.00	25.78
17.67	5.00	12.67	7078-000000 - Food Expense	142.93	45.00	97.93
0.00	0.00	0.00	7080-000000 - Gifts & Thank You	19.99	0.00	19.99
<u>657.57</u>	<u>487.00</u>	<u>170.57</u>	Total Training Club Officers	<u>3,046.92</u>	<u>4,386.00</u>	<u>(1,339.08)</u>
			Training Division & Area Governors			
0.00	10.00	(10.00)	7004-000000 - Badges & Pins	0.00	90.00	(90.00)
0.00	40.00	(40.00)	7006-000000 - Educational Materials	0.00	360.00	(360.00)
0.00	20.00	(20.00)	7012-000000 - Supplies & Stationery Expense	0.00	180.00	(180.00)
0.00	550.00	(550.00)	7014-000000 - Room Rental Event Expense	1,500.00	1,650.00	(150.00)
0.00	560.00	(560.00)	7016-000000 - Meal Event Expense	0.00	1,680.00	(1,680.00)
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	(19.50)	0.00	(19.50)
0.00	0.00	0.00	7074-000000 - Gain/Loss - Realized	46.40	0.00	46.40
<u>0.00</u>	<u>1,180.00</u>	<u>(1,180.00)</u>	Total Training Division & Area Governors	<u>1,526.90</u>	<u>3,960.00</u>	<u>(2,433.10)</u>
			Training Areas & Divisions			
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	12.00	0.00	12.00
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	100.00	0.00	100.00
0.00	0.00	0.00	7016-000000 - Meal Event Expense	36.64	0.00	36.64
0.00	0.00	0.00	7078-000000 - Food Expense	10.00	0.00	10.00
<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	Total Training Areas & Divisions	<u>158.64</u>	<u>0.00</u>	<u>158.64</u>
			Other			
0.00	350.00	(350.00)	7006-000000 - Educational Materials	0.00	3,150.00	(3,150.00)
84.00	0.00	84.00	7012-000000 - Supplies & Stationery Expense	84.00	0.00	84.00
0.00	208.00	(208.00)	7016-000000 - Meal Event Expense	2,272.46	1,873.00	399.46
0.00	0.00	0.00	7020-000000 - Printing Expense	17.00	0.00	17.00
0.00	0.00	0.00	7074-000000 - Gain/Loss - Realized	(11.13)	0.00	(11.13)
0.00	0.00	0.00	7078-000000 - Food Expense	46.57	0.00	46.57
0.00	0.00	0.00	7084-000000 - Sympathy Expense	107.13	0.00	107.13
<u>84.00</u>	<u>558.00</u>	<u>(474.00)</u>	Total Other	<u>2,516.03</u>	<u>5,023.00</u>	<u>(2,506.97)</u>
<u>741.57</u>	<u>2,245.00</u>	<u>(1,503.43)</u>	Total Education & Training Expense	<u>7,248.49</u>	<u>13,549.00</u>	<u>(6,300.51)</u>
			Speech Contest Expenses			
0.00	105.00	(105.00)	7006-000000 - Educational Materials	0.00	105.00	(105.00)
0.00	110.00	(110.00)	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	110.00	(110.00)
0.00	125.00	(125.00)	7012-000000 - Supplies & Stationery Expense	0.00	125.00	(125.00)
150.00	1,200.00	(1,050.00)	7014-000000 - Room Rental Event Expense	150.00	1,200.00	(1,050.00)
0.00	0.00	0.00	7020-000000 - Printing Expense	3.45	0.00	3.45
0.00	0.00	0.00	7022-000000 - Audio Visual Expense	3.02	0.00	3.02
0.00	0.00	0.00	7030-000000 - Photocopying Expense	2.34	0.00	2.34
0.00	570.00	(570.00)	7078-000000 - Food Expense	0.00	570.00	(570.00)
0.00	320.00	(320.00)	7090-000000 - Equipment Rental	0.00	320.00	(320.00)
<u>150.00</u>	<u>2,430.00</u>	<u>(2,280.00)</u>	Total Speech Contest Expenses	<u>158.81</u>	<u>2,430.00</u>	<u>(2,271.19)</u>
			Administration Expenses			
0.00	0.00	0.00	7004-000000 - Badges & Pins	377.76	0.00	377.76
0.00	0.00	0.00	7026-000000 - Website Expense	96.12	0.00	96.12

**District 109**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in EUR)**

Month Ending 03/31/2020			07/01/2019 Through 03/31/2020			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	166.19	0.00	166.19
0.00	8.00	(8.00)	7070-000000 - Bank Charges & Credit Card Fee Expense	6.00	74.00	(68.00)
0.00	0.00	0.00	7072-000000 - Sales Tax Expense (incl. GST, VAT, etc.)	114.68	0.00	114.68
0.00	8.00	(8.00)	Total Administration Expenses	760.75	74.00	686.75
			Travel Expense			
			District Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	310.18	840.00	(529.82)
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,960.84	940.00	1,020.84
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	193.00	1,320.00	(1,127.00)
62.00	0.00	62.00	7064-000000 - Transportation - Taxis/Shuttle Expense	154.85	0.00	154.85
0.00	0.00	0.00	7074-000000 - Gain/Loss - Realized	23.06	0.00	23.06
0.00	0.00	0.00	7078-000000 - Food Expense	72.47	154.00	(81.53)
62.00	0.00	62.00	Total District Director	2,714.40	3,254.00	(539.60)
			Program Quality Director			
0.00	0.00	0.00	6060-000000 - Reimbursements - Registration & Tickets	482.96	0.00	482.96
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	0.00	870.00	(870.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	857.35	870.00	(12.65)
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	743.63	1,320.00	(576.37)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	100.09	0.00	100.09
0.00	0.00	0.00	7066-000000 - Transportation - Rail Expense	23.20	0.00	23.20
0.00	0.00	0.00	7078-000000 - Food Expense	175.00	154.00	21.00
0.00	0.00	0.00	Total PQD	2,382.23	3,214.00	(831.77)
			Club Growth Director			
0.00	0.00	0.00	6060-000000 - Reimbursements - Registration & Tickets	589.46	0.00	589.46
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	0.00	870.00	(870.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	854.38	870.00	(15.62)
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	247.08	1,360.00	(1,112.92)
52.36	0.00	52.36	7064-000000 - Transportation - Taxis/Shuttle Expense	321.70	0.00	321.70
0.00	0.00	0.00	7066-000000 - Transportation - Rail Expense	34.20	0.00	34.20
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	12.61	0.00	12.61
0.00	0.00	0.00	7078-000000 - Food Expense	160.86	154.00	6.86
52.36	0.00	52.36	Total CGD	2,220.29	3,254.00	(1,033.71)
			Finance Manager			
0.00	50.00	(50.00)	7058-000000 - Lodging Expense	91.28	450.00	(358.72)
0.00	60.00	(60.00)	7060-000000 - Transportation - Airfare Expense	542.77	540.00	2.77
0.00	3.00	(3.00)	7064-000000 - Transportation - Taxis/Shuttle Expense	0.00	27.00	(27.00)
0.00	113.00	(113.00)	Total FM	634.05	1,017.00	(382.95)
			Public Relations Manager			

**District 109**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in EUR)**

Month Ending 03/31/2020			07/01/2019 Through 03/31/2020			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	50.00	(50.00)	7058-000000 - Lodging Expense	0.00	450.00	(450.00)
0.00	60.00	(60.00)	7060-000000 - Transportation - Airfare Expense	0.00	540.00	(540.00)
0.00	3.00	(3.00)	7066-000000 - Transportation - Rail Expense	0.00	27.00	(27.00)
0.00	113.00	(113.00)	Total PR Manager Administration Manager	0.00	1,017.00	(1,017.00)
0.00	50.00	(50.00)	7058-000000 - Lodging Expense	(293.27)	450.00	(743.27)
0.00	60.00	(60.00)	7060-000000 - Transportation - Airfare Expense	66.84	540.00	(473.16)
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	81.18	0.00	81.18
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	(0.58)	0.00	(0.58)
0.00	3.00	(3.00)	7066-000000 - Transportation - Rail Expense	(34.91)	27.00	(61.91)
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	30.00	0.00	30.00
0.00	113.00	(113.00)	Total Admin Manager	(150.74)	1,017.00	(1,167.74)
0.00	50.00	(50.00)	7058-000000 - Lodging Expense	(50.00)	450.00	(500.00)
145.44	0.00	145.44	7060-000000 - Transportation - Airfare Expense	1,860.28	0.00	1,860.28
27.54	70.00	(42.46)	7062-000000 - Transportation - Mileage Expense	98.36	630.00	(531.64)
0.00	20.00	(20.00)	7064-000000 - Transportation - Taxis/Shuttle Expense	131.37	180.00	(48.63)
146.38	10.00	136.38	7066-000000 - Transportation - Rail Expense	679.74	90.00	589.74
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	113.80	0.00	113.80
319.36	150.00	169.36	Total Division Director	2,833.55	1,350.00	1,483.55
0.00	300.00	(300.00)	7058-000000 - Lodging Expense	0.00	2,700.00	(2,700.00)
0.00	400.00	(400.00)	7060-000000 - Transportation - Airfare Expense	1,918.42	3,600.00	(1,681.58)
49.80	120.00	(70.20)	7062-000000 - Transportation - Mileage Expense	704.88	1,080.00	(375.12)
23.50	80.00	(56.50)	7064-000000 - Transportation - Taxis/Shuttle Expense	134.82	720.00	(585.18)
206.13	15.00	191.13	7066-000000 - Transportation - Rail Expense	1,042.88	142.00	900.88
135.96	0.00	135.96	7068-000000 - Transportation - Other Expense	491.42	0.00	491.42
415.39	915.00	(499.61)	Total Area Director	4,292.42	8,242.00	(3,949.58)
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	240.85	0.00	240.85
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	120.00	0.00	120.00
0.00	0.00	0.00	Total IPDD	360.85	0.00	360.85
0.00	0.00	0.00	7058-000000 - Lodging Expense	517.48	0.00	517.48
642.90	0.00	642.90	7060-000000 - Transportation - Airfare Expense	1,083.98	0.00	1,083.98
43.00	0.00	43.00	7064-000000 - Transportation - Taxis/Shuttle Expense	51.37	0.00	51.37

**District 109**  
**Profit & Loss Statement (Actual vs. Budget GL Detail) (in EUR)**

Month Ending 03/31/2020			07/01/2019 Through 03/31/2020			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7066-000000 - Transportation - Rail Expense	26.45	0.00	26.45
685.90	0.00	685.90	Total Other Member	1,679.28	0.00	1,679.28
1,535.01	1,404.00	131.01	Total Travel Expense	16,966.33	22,365.00	(5,398.67)
			Other Expenses			
300.00	0.00	300.00	7016-000000 - Meal Event Expense	300.00	0.00	300.00
0.00	0.00	0.00	7044-000000 - Postage & Shipping Expense	35.00	0.00	35.00
			7074-000000 - Gain/Loss - Realized	42.03	0.00	42.03
0.00	0.00	0.00	7078-000000 - Food Expense	1,124.73	0.00	1,124.73
156.70	0.00	156.70	7092-000000 - TI Allocation	2,097.85	2,088.00	9.85
232.96	232.00	0.96	Total Other Expenses	3,599.61	2,088.00	1,511.61
689.66	232.00	457.66	Total District Expenses	44,908.44	55,179.00	(10,270.56)
3,454.77	7,174.00	(3,719.23)	<b>Total Net Income</b>	<b>9,702.72</b>	<b>89.00</b>	<b>9,613.72</b>
<b>8,028.17</b>	<b>8,421.00</b>	<b>(392.83)</b>				