

District 102
Profit & Loss Statement (Actual vs. Budget GL Detail) (in MYR)

Month Ending 02/28/2019			07/01/2018 Through 02/28/2019		
Actual	Budget	Variance	Actual	Budget	Variance
			District Revenue		
			Membership Revenue		
6,278.77	6,935.00	(656.23)	154,274.99	140,990.00	13,284.99
6,278.77	6,935.00	(656.23)	154,274.99	140,990.00	13,284.99
6,278.77	6,935.00	(656.23)	154,274.99	140,990.00	13,284.99
			District Expenses		
			TLI Expenses		
0.00	1,000.00	(1,000.00)	100.00	2,000.00	(1,900.00)
0.00	7,000.00	(7,000.00)	1,980.15	14,000.00	(12,019.85)
0.00	1,000.00	(1,000.00)	177.75	2,000.00	(1,822.25)
0.00	9,000.00	(9,000.00)	2,257.90	18,000.00	(15,742.10)
			Marketing Expense		
			Building New Clubs		
0.00	0.00	0.00	0.00	2,150.00	(2,150.00)
249.04	600.00	(350.96)	1,769.04	4,200.00	(2,430.96)
52.20	200.00	(147.80)	120.30	1,200.00	(1,079.70)
0.00	0.00	0.00	31.41	0.00	31.41
0.00	0.00	0.00	125.00	0.00	125.00
0.00	1,000.00	(1,000.00)	0.00	3,000.00	(3,000.00)
0.00	500.00	(500.00)	0.00	4,500.00	(4,500.00)
2,950.00	0.00	2,950.00	5,840.06	14,000.00	(8,159.94)
3,251.24	2,300.00	951.24	7,885.81	29,050.00	(21,164.19)
			Total Building New Clubs		
			Membership Growth		
0.00	0.00	0.00	6,524.40	20,000.00	(13,475.60)
0.00	0.00	0.00	1,469.14	3,500.00	(2,030.86)
			(Trophies, Plaques, Ribbons & Certificates)		
0.00	0.00	0.00	2,400.00	0.00	2,400.00
0.00	0.00	0.00	119.46	0.00	119.46
0.00	0.00	0.00	10,513.00	23,500.00	(12,987.00)
			Total Membership Growth		
			Club Coaches		
0.00	0.00	0.00	0.00	2,000.00	(2,000.00)
0.00	0.00	0.00	0.00	2,000.00	(2,000.00)
3,251.24	2,300.00	951.24	18,398.81	54,550.00	(36,151.19)
			Total Marketing Expense		
			Communications & PR Expenses		
0.00	0.00	0.00	235.87	3,000.00	(2,764.13)
0.00	0.00	0.00	20.00	0.00	20.00
0.00	0.00	0.00	255.87	3,000.00	(2,744.13)
			Total Communications & PR Expenses		
			Education & Training Expense		
			Distinguished Clubs		
0.00	0.00	0.00	(60.00)	0.00	(60.00)
			Revenue		
0.00	3,500.00	(3,500.00)	900.50	15,000.00	(14,099.50)
0.00	0.00	0.00	3,354.00	4,500.00	(1,146.00)
0.00	0.00	0.00	140.00	0.00	140.00
			(Trophies, Plaques, Ribbons & Certificates)		
50.40	0.00	50.40	413.85	0.00	413.85
0.00	0.00	0.00	990.00	0.00	990.00
0.00	0.00	0.00	1,275.35	0.00	1,275.35

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Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7078-000000 - Food Expense	2,894.25	0.00	2,894.25
0.00	0.00	0.00	7080-000000 - Gifts & Thank Yous	143.90	0.00	143.90
0.00	0.00	0.00	7082-000000 - Incentives	9,781.04	7,292.00	2,489.04
50.40	3,500.00	(3,449.60)	Total Distinguished Clubs	19,832.89	26,792.00	(6,959.11)
			Training Club Officers			
0.00	0.00	0.00	6060-000000 - Reimbursments - Registration & Tickets	100.00	0.00	100.00
0.00	1,000.00	(1,000.00)	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Cer- tificates)	0.00	2,000.00	(2,000.00)
0.00	1,000.00	(1,000.00)	Total Training Club Officers	100.00	2,000.00	(1,900.00)
			Training Division & Area Governors			
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	9,598.00	10,000.00	(402.00)
0.00	0.00	0.00	Total Training Division & Area Governors	9,598.00	10,000.00	(402.00)
			Training Areas & Divisions			
0.00	0.00	0.00	6025-000000 - Registration & Ticket Revenue	(6,828.96)	0.00	(6,828.96)
0.00	0.00	0.00	7014-000000 - Room Rental Event Expense	7,616.74	0.00	7,616.74
0.00	0.00	0.00	Total Training Areas & Divisions	787.78	0.00	787.78
50.40	4,500.00	(4,449.60)	Total Education & Training Expense	30,318.67	38,792.00	(8,473.33)
			Speech Contest Expenses			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	300.00	(300.00)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certifi- cates)	450.00	2,600.00	(2,150.00)
0.00	0.00	0.00	7016-000000 - Meal Event Expense	360.00	0.00	360.00
0.00	0.00	0.00	Total Speech Contest Expenses	810.00	2,900.00	(2,090.00)
			Administration Expenses			
(43.89)	0.00	(43.89)	6015-000000 - Interest Income	(219.82)	0.00	(219.82)
0.00	0.00	0.00	7004-000000 - Badges & Pins	2,074.80	2,500.00	(425.20)
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	0.00	100.00	(100.00)
0.00	0.00	0.00	7014-000000 - Room Rental Event Ex- pense	2,239.80	2,000.00	239.80
0.00	0.00	0.00	7020-000000 - Printing Expense	0.00	4,100.00	(4,100.00)
0.00	0.00	0.00	7028-000000 - Directory Expense	3,200.00	0.00	3,200.00
0.00	0.00	0.00	7032-000000 - Telephone Expense	10.00	0.00	10.00
0.00	0.00	0.00	7034-000000 - Conference Calls & Webinars Expense	641.58	700.00	(58.42)
2.50	0.00	2.50	7070-000000 - Bank Charges & Credit Card Fee Expense	16.00	0.00	16.00
0.00	0.00	0.00	7078-000000 - Food Expense	601.10	100.00	501.10
0.00	0.00	0.00	7084-000000 - Sympathy Expense	200.00	0.00	200.00
0.00	0.00	0.00	7086-000000 - Miscellaneous Ex- penses	0.00	300.00	(300.00)
(41.39)	0.00	(41.39)	Total Administration Expenses	8,763.46	9,800.00	(1,036.54)
			Travel Expense			
			District Director			
0.00	0.00	0.00	7056-000000 - Convention Registra- tion Fees Expense	0.00	3,200.00	(3,200.00)
0.00	200.00	(200.00)	7058-000000 - Lodging Expense	8,874.00	7,000.00	1,874.00
0.00	0.00	0.00	7060-000000 - Transportation - Air- fare Expense	466.80	1,600.00	(1,133.20)
0.00	200.00	(200.00)	7062-000000 - Transportation - Mileage Expense	66.60	1,200.00	(1,133.40)

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Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	719.94	700.00	19.94
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	46.30	600.00	(553.70)
0.00	0.00	0.00	7078-000000 - Food Expense	940.30	700.00	240.30
0.00	400.00	(400.00)	Total District Director	11,113.94	15,000.00	(3,886.06)
			Program Quality Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	3,234.00	3,200.00	34.00
0.00	0.00	0.00	7058-000000 - Lodging Expense	5,000.62	5,300.00	(299.38)
0.00	310.00	(310.00)	7062-000000 - Transportation - Mileage Expense	514.80	3,340.00	(2,825.20)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	366.00	0.00	366.00
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	340.00	300.00	40.00
0.00	0.00	0.00	7078-000000 - Food Expense	688.05	1,250.00	(561.95)
0.00	310.00	(310.00)	Total PQD	10,143.47	13,390.00	(3,246.53)
			Club Growth Director			
3,141.41	0.00	3,141.41	7056-000000 - Convention Registration Fees Expense	3,141.41	3,200.00	(58.59)
324.72	0.00	324.72	7058-000000 - Lodging Expense	5,435.74	5,300.00	135.74
0.00	300.00	(300.00)	7060-000000 - Transportation - Airfare Expense	0.00	1,500.00	(1,500.00)
900.10	500.00	400.10	7062-000000 - Transportation - Mileage Expense	1,599.30	3,500.00	(1,900.70)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	294.00	0.00	294.00
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	380.10	500.00	(119.90)
211.90	0.00	211.90	7078-000000 - Food Expense	815.44	1,250.00	(434.56)
4,578.13	800.00	3,778.13	Total CGD	11,665.99	15,250.00	(3,584.01)
			Finance Manager			
0.00	0.00	0.00	7058-000000 - Lodging Expense	55.00	0.00	55.00
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	766.50	450.00	316.50
0.00	0.00	0.00	Total FM	821.50	450.00	371.50
			Public Relations Manager			
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	466.80	0.00	466.80
245.00	150.00	95.00	7062-000000 - Transportation - Mileage Expense	1,171.18	1,400.00	(228.82)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	99.50	0.00	99.50
33.90	0.00	33.90	7068-000000 - Transportation - Other Expense	80.30	0.00	80.30
37.50	0.00	37.50	7078-000000 - Food Expense	115.35	0.00	115.35
316.40	150.00	166.40	Total PR Manager	1,933.13	1,400.00	533.13
			Administration Manager			
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	0.00	600.00	(600.00)
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	200.00	(200.00)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	0.00	300.00	(300.00)
0.00	0.00	0.00	Total Admin Manager	0.00	1,100.00	(1,100.00)
			Area Director			

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Actual	Budget	Variance		Actual	Budget	Variance
0.00	2,419.00	(2,419.00)	7062-000000 - Transportation - Mileage Expense	0.00	4,838.00	(4,838.00)
0.00	2,419.00	(2,419.00)	Total Area Director Region Advisor	0.00	4,838.00	(4,838.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	836.75	0.00	836.75
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	463.54	0.00	463.54
0.00	0.00	0.00	Total Region Advisor Other Member	1,300.29	0.00	1,300.29
0.00	1,000.00	(1,000.00)	7058-000000 - Lodging Expense	584.40	2,000.00	(1,415.60)
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	159.00	0.00	159.00
0.00	2,000.00	(2,000.00)	7062-000000 - Transportation - Mileage Expense	1,890.40	4,000.00	(2,109.60)
0.00	0.00	0.00	7064-000000 - Transportation - Taxis/Shuttle Expense	80.00	0.00	80.00
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	16.00	630.00	(614.00)
0.00	3,000.00	(3,000.00)	Total Other Member	2,729.80	6,630.00	(3,900.20)
4,894.53	7,079.00	(2,184.47)	Total Travel Expense	39,708.12	58,058.00	(18,349.88)
0.00	0.00	0.00	Other Expenses			
			7086-000000 - Miscellaneous Expenses	9,484.19	9,574.00	(89.81)
1,190.96	1,200.00	(9.04)	7092-000000 - TI Allocation	9,657.68	9,600.00	57.68
1,190.96	1,200.00	(9.04)	Total Other Expenses	19,141.87	19,174.00	(32.13)
9,345.74	24,079.00	(14,733.26)	Total District Expenses	119,654.70	204,274.00	(84,619.30)
(3,066.97)	(17,144.00)	14,077.03	Total Net Income	34,620.29	(63,284.00)	97,904.29