

District 65
Profit & Loss (Actual vs. Budget Summary) (in USD)

| Month Ending 03/31/2017 | | | 07/01/2016 Through 03/31/2017 | | | |
|----------------------------|------------------------|------------------------|----------------------------------|-------------------------|--------------------------|-------------------------|
| Actual | Budget | Variance | | Actual | Budget | Variance |
| | | | District Revenue | | | |
| 12,634.05 | 9,872.00 | 2,762.05 | Membership Revenue | 33,003.30 | 29,014.00 | 3,989.30 |
| 2,035.00 | 0.00 | 2,035.00 | Conference Revenue | 22,812.89 | 18,953.00 | 3,859.89 |
| 0.00 | 0.00 | 0.00 | Fundraising Revenue | 9.00 | 0.00 | 9.00 |
| 47.00 | 0.00 | 47.00 | Speech Contest Revenue | 98.00 | 0.00 | 98.00 |
| <u>14,716.05</u> | <u>9,872.00</u> | <u>4,844.05</u> | Total District Revenue | <u>55,923.19</u> | <u>47,967.00</u> | <u>7,956.19</u> |
| | | | District Expenses | | | |
| 0.00 | 0.00 | 0.00 | Conference Expenses | 14,046.75 | 16,125.00 | (2,078.25) |
| 0.00 | 0.00 | 0.00 | TLI Expenses | 1,351.38 | 1,800.00 | (448.62) |
| 572.82 | 0.00 | 572.82 | Marketing Expense | 1,317.62 | 1,950.00 | (632.38) |
| 0.00 | 0.00 | 0.00 | Communications & PR Expenses | 569.00 | 1,250.00 | (681.00) |
| 0.00 | 0.00 | 0.00 | Education & Training Expense | 1,624.35 | 2,850.00 | (1,225.65) |
| 333.71 | 375.00 | (41.29) | Speech Contest Expenses | 3,299.30 | 6,850.00 | (3,550.70) |
| 131.20 | 65.00 | 66.20 | Administration Expenses | 5,370.05 | 2,932.00 | 2,438.05 |
| 576.56 | 950.00 | (373.44) | Travel Expense | 11,165.32 | 16,532.00 | (5,366.68) |
| 0.00 | 0.00 | 0.00 | Other Expenses | 262.00 | 0.00 | 262.00 |
| <u>1,614.29</u> | <u>1,390.00</u> | <u>224.29</u> | Total District Expenses | <u>39,005.77</u> | <u>50,289.00</u> | <u>(11,283.23)</u> |
| <u>13,101.76</u> | <u>8,482.00</u> | <u>4,619.76</u> | Total Net Income | <u>16,917.42</u> | <u>(2,322.00)</u> | <u>19,239.42</u> |