



April 15, 2015

Dear Founder's District Officers:

In order for us to utilize our time more effectively at the Business Meeting on Saturday, April 25, we have put together some of the routine items discussed into a Consent Agenda. These routine items are packaged and accepted as a group. In this package are items that do not need any discussion or a vote. Any District Officer can request the removal of an item from the Consent Agenda if they feel that we should vote on it independently. However, the idea here is to be able to focus on items that need more attention and limit the time spent on the items that are general in nature.

Please take a few moments to review the attached package. If you have any concerns, please send your request in writing to Gwen Earle, Founder's District Secretary, prior to our Business Meeting.

The items that are included in the Consent Agenda are as follows:

1. Approval of the Fall Conference meeting minutes
2. Revision to the District budget

Attached are all of the supporting documents.

Respectfully,

Linda Ulrich, DTM
2014-2015 Founder's District Governor

"Elevate Your Potential"



**Meeting Minutes
2014-2015 Founder's District Council
La Mirada, California
November 8, 2014**

The 2014-2015 Toastmasters Founder's District Council met on November 8, 2014 at 11:20 a.m. with District Governor, Linda Ulrich, DTM presiding.

The District Council meeting was held at the Holiday Inn, 14299 Firestone Blvd, La Mirada, CA

- Assistant Sergeant-At-Arms, Jill Briscoe, assembled the attendees at 11:20 a.m.
- District Governor, Linda Ulrich called the District Council meeting to order at 11:20 a.m.

DISTRICT COUNCIL

District Governor, Linda Ulrich thanked all for representing their clubs and attending the Founder's District Business Meeting. The District Governor announced the consent agenda and new business for adding to the agenda. The consent agenda was sent to voting members with a packet containing pertinent materials. All were asked to refer to this packet throughout the business meeting. The business meeting procedures was reviewed.

CREDENTIALS COMMITTEE REPORT

District Secretary, Gwen Earle provided the credentials committee report outlining the district council possible votes. Total clubs in the Founder's District was 227. Each club is eligible for two votes for a total of 454 possible votes. One-third is required for a quorum with the total being 152. There was a delay in determining a quorum due to the determination of the total of registered voting delegated at the credentials desk.

MEMBERS ELIGIBLE TO VOTE

District Governor, Linda Ulrich read the rules for eligible voting members.

APPOINTMENT OF MINUTES APPROVAL COMMITTEE

District Governor, Linda Ulrich announced the Minutes Approval Committee
Valerie Ojeman, ACB, ALB (Chair)
Gayle Larkin, DTM (Assistant)
Jeanne Cassidy, DTM (Assistant)

APPOINTMENT OF TIMER

The appointment of timer was Edith Alson, ACB, ALB with a correction to the agenda from Mary Berg, DTM.

ADOPTION OF BUSINESS MEETING AGENDA

District Governor, Linda Ulrich added one item to the agenda. Linda announced that after the adoption of district audit report, the Council would appoint the new Division F Governor. Norm Cook, DTM Club #6275 stated that the vote for the business meeting consent agenda had to wait until quorum was determined.

The quorum report was provided to the District Governor from the credentials desk and indicated a quorum. 1/3 is required for a quorum which is 152. Reported on November 8, 2014 were 177 registered voting delegates.



Note: An audit revealed a change in the total in registered voting delegates from 177 to 162. Attachment 1 provides a summary of the credentials desk audit.

ADOPTION OF BUSINESS MEETING GROUND RULES

District Governor, Linda Ulrich, noted the business meeting ground rules were contained in page 3 of the business packet. Linda called attention to Rule III-B, new business may be presented by voting delegates only. A voting delegate wishing to propose any new business must present it in writing to the District Secretary, Gwen Earle, before the minutes committee report has been approved.

On occasion, the Chair will use a procedure called "unanimous consent" to expedite business not considered controversial. You will hear the phrase "without objection" or "if there is no objection" in each case. If you wish the issue to be debated and voted on, just call out "I object" or simply "objection."

ADOPTION OF CONSENT AGENDA

District Governor, Linda Ulrich called for a motion to accept the consent agenda. Past District Governor, Wes Hoover and Club #6570, VP-E proposed a motion to accept the consent agenda. The motion was seconded by Division A Governor, Lori Shapiro.

Division D Governor, Donald Herrera, requested to pull out item 6, the District Club alignment because it referred to 9 Divisions in Founder's District; Donald requested more information on this additional division. District Governor, Linda Ulrich, noted that she is only concerned with the current club alignment approved by Toastmasters International.

Norm Cook, DTM, with Club #6245, requested to pull the district budget report because as a proxy voter he did not receive copy of budget. District Governor Linda Ulrich agreed to pull the district budget from consent agenda and make it a separate new business agenda item. The meeting members accepted the corrected consent agenda with none opposed.

APPROVAL OF DISTRICT COUNCIL MEETING MINUTES

Immediate Past District Secretary, Sandy MacLain presented the May 3, 2014 Founder's District Council Meeting Minutes. District Governor Linda Ulrich, DTM asked for discussion or comments regarding meeting minutes. There were no objections and the minutes were adopted.

REFERENCE DISTRICT AND DIVISION REPORTS

The DEC Reports from October 29th meeting was included in packet.

ADOPTION OF DISTRICT AUDIT REPORT

District Treasurer, Diane Beall, noted the audit report dated 8/30/14 started on page 17 of packet. The District Audit Committee consisted of Jody Ristrom, Lee Lance and Debi Morales who were all present at the August 9th meeting to review Founder's District books. The Committee did not find anything big missing during the audit of the books and any missing documents had been received from Debi Morales. District Treasurer, Diane Beall, made a recommendation be given to Toastmasters International that one signature be required for treasury business.



There was a question from the audience about how the number of findings in the audit compared to previous audits. District Treasurer, Diane Beall commented that there were a low number of items and issues. Diane Beall motioned that audit be accepted as presented. Peg Klink, Club #9941, seconded the motion.

Wilma Springer, DTM, Club #8860 commented on the need for two signatures for the treasurer. Wilma indicated that she always welcomed a second signature in Toastmasters and other organizations she served in. Steve Itzkowitz, Club President, BrewMeisters, Area D-1, asked what the need was for two signatures for treasury functions. District Treasurer, Diane Beall, responded with protocol, checks and balances. The audit report was adopted with no opposition.

APPOINTMENT OF VACANT POSITION FOR DIVISION F GOVERNOR

Sawarnjit Singh, ACG, CL was nominated Division F Governor and accepted the responsibility. David Moore, Area F-6 Governor, proposed the motion to install Sawarnjit Singh, ACG, CL, as the Division F Governor. Austin Hacht Club #1, Smedley Chapter One Club, seconded the motion. The motion was carried.

The confirmation of the District Officer appointments was conducted by District Governor, Linda Ulrich. This information is available in page 19 of packet. Division D Governor, Donald Herrera, made a motion to adopt the confirmation of District Leaders. Bob Gazley, President Club #7368, seconded the motion. Mike Alexander Club #3664 noted Hiram Araoz, Area B-7 Governor, currently holds position but will be replaced later. The motion for the appointment of the Division F Governor was passed.

DISTRICT BUDGET REPORT – NEW BUSINESS

District Treasurer, Diane Beall noted the short version of the District Budget is on page 16. This is a limited view of the budget; the District Treasurer has a complete electronic file on her PC with details of the budget that is 100 pages of input. Diane noted last year's budget started with deficit of \$11,000 but ended with \$8,000 profit. Laura Scott, Club #1952, asked that future budget reports have year-to-date column added. Diane answered the year-to-date column is on another part of the report.

Glen Yasukochi, Club #7849 asked, for the amount currently in treasury. District Treasurer, Diane Beall responded that currently the bank account is down to \$1,000 but expecting \$12,600 from the PayPal account. Diane would be better able to answer the question in one week. Norm Cook, DTM Club #6275, noted this discussion satisfied his questions. Gladys Batan, Area B-2 Governor, proposed a motion to approve the budget. Jeff Devore, Club #417, seconded the motion. Robert Lee, Club #615 noted to all members that this is good work. The budget was approved.

District Treasurer, Diane Beall, noted that it would be helpful if members attending conference would register online, so the committee could have accurate attendance numbers and all paperwork would be prepared accurately.

PUBLIC RELATIONS OFFICER REPORT

The following are the main points presented by Public Relations Officer, Robert Kelleman, DTM.

- Current Newsletter 28 pages; 12 pages same time last year.
- Check website for photos of conference by photographers Richard Daugherty and Linda Daugherty.
- Social media usage in Founder's District is low at 20% of member usage. Other Districts average 27-30% usage. Please 'Like' Founder's District media pages.
- January 2015 is Open House month in Founder's District.



LT. GOVERNOR OF MARKETING REPORT

The following are the main points presented by Lt. Governor Marketing, Siri Payakapan, DTM.

- 25 strong leaders to elevate potential.
- Most important focus is member retention and new clubs.
- Chartered 6 new clubs.
- 3 clubs were suspended.
- Ensure that clubs submit their dues.
- 57 awards to be given out at Hall of Fame Luncheon.
- At the July 2014 Marketing Workshop there was 75 participants.
- March 7, 2015 Marketing workshop there are 100 spaces.
- November 1st Retention Workshop 60 leaders for Division A, C, D & E.
- March 21st 2nd Retention Workshop for Division B, F, G & H.

LT GOVERNOR OF EDUCATION AND TRAINING REPORT

The following are the main points presented by Lt. Governor of Education and Training, Pan Kao, DTM.

- Pan indicated that he is the DCP Man and wore a cape and a crown.
- Use all resources to motivate all members and clubs to achieve goals in the Distinguished Club Plan.
- Recognized clubs reaching 5 goals on page 2 of the business packet.
- 3 clubs achieved 6 goals.
- Founder's District wants to be recognized as the number one district in world and will be if we charter more clubs and more clubs reach DCP.

DISTRICT GOVERNOR REPORT

The following are the main points presented by District Governor, Linda Ulrich, DTM.

- New clubs are needed. It is the responsibility of each member to see the need for new clubs. Contact Siri and her team about potential new clubs.
- Retention equals keeping members in clubs. Founder's District is way down in renewals. Idea: Each person contact one member who hasn't renewed and we can get 254 new members.
- Area Governors are contacting clubs to see what they are doing well and where they need help. Make sure members get what they need to succeed.
- Need 28-30 clubs to be Select Distinguished.
- Need 30+ new clubs to be President's Distinguished.
- LACE and workshops upcoming – look for post cards in the next few weeks.
- Our Theme: Elevate Your Potential.
- Wants to help every member to reach that goal.

DISTRICT CLUB ALIGNMENT REPORT

Past District Governor, Bob Hudack, presented the club alignment report. This consisted of the District Club Alignment for 2014-2015. The proposal is listed on page 21 of the business packet. Mike Kunysz, President, Club #2387, requested the changes. District Governor, Linda Ulrich, indicated that this is for the approval of the current



alignment. Motion to approve District Club Alignment was proposed by Shelly Blair, VP-E, South Orange County Toastmaster Club 3944186. Motion seconded by Kian Coloori, President at Club #7097. Diana Dee, DTM Club #9873, requested to clarify if what we are voting for includes or excludes what is on top of page 21. District Governor, Linda Ulrich, noted we are approving the current alignment sent to Toastmasters International on July 1 2014, plus the addition of new clubs listed on page 21.

Norm Cook, DTM, Club #6275 noted the report listed only the new clubs and not the entire District. PDG, Bob Hudack was asked to speak to the omission. The alignment was reviewed June 20-July 10 and that part was submitted to Toastmasters International by July 15th and has been reflected in the published District Directory. It could out send out the entire District to the members if necessary. This is in addition to what was adopted on July 15. This cannot be changed at this time.

PID, PDG, Alfred Herzing, indicated that the information is on the Founder's District website. The motion was passed with one member opposing the motion.

NEW BUSINESS

The "Spirit of Excellence" Award was presented by District Governor, Linda Ulrich. A current member, who best portrays the "Spirit of Excellence" as exemplified by the first five recipients; will be presented with a plaque and their name recorded in the district's history. The recognition will take place at the afternoon Hall of Fame luncheon.

Richard Elliot, DTM
Chris Gregory, DTM
John Latin, DTM, PIP
Ed Mikalka, DTM (X7)
H. AL. Richardson, DTM, PID

At the Spring Conference 2015, one member will be presented with a plaque and it will be carried forward.

District Contest Co-Chair, Laura Scott, asked for an explanation of the selection process. No process for the first five honorees. The committee of PDG, Collette Gardner, PDG, Wes Hoover, and District Governor, Linda Ulrich, felt they are members who touched our hearts. There will be criteria for next nominees to be determined by the District Leadership. In the future, the Fall Conference will honor 5 members; the Spring Conference will honor one individual.

REPORT FROM FOUNDER'S DISTRICT SPLIT COMMITTEE REPRESENTATIVE

PID, PDG, Alfred Herzing, DTM, presented a PowerPoint presentation on splitting the Founder's District. The District Split history is included as a separate document with the business packet.

Glen Yasukochi, from Club #7849, raised a question regarding the District split. District Governor, Linda Ulrich, responded that the presentation is not to vote on the split, it is only a presentation on the idea. Glen withdrew the question.

The purpose of Alfred's presentation was to make members aware of the discussion surrounding splitting Founder's District into two separate districts. Alfred and Linda assured the Council that it has until the Spring Conference to make a decision.



The main points Alfred made in the presentation were:

- Who started the process, why it was started and the committee members include himself, Mary Berg, DTM, Alanda Dyer, DTM, PDG, Colette Gardner, DTM, PDG, Wes Hoover, DTM, PDG, Bob Hudack, DTM, PDG.
- Why the 22 freeway was used as the dividing line.
- Criteria that determines the district that keeps the Founder's District name.
- Emphasized that we can't let emotions keep us from moving forward.
- First Alfred heard of this discussion was when he was asked to serve on the committee.
- Past District Governor, Colette Gardner has experience in splitting districts (Founder's/District 12).

Reasons for the split:

- Easier workload for District Staff Team (~120 clubs vs 240 clubs).
- More top leadership opportunities.
- Another opportunity for one more person to attend International Speech Contest.
- Each District becomes self- supporting.

ANNOUNCEMENTS

District Governor, Linda Ulrich, provided and opened the floor for announcements.

ACTION ITEMS

Present at the Spring 2015 District Council Meeting the proposal to split the Founder's District.

CONCLUSION

District Governor, Linda Ulrich, DTM, adjourned the DEC meeting at 12:43 p.m., November 8, 2014.

Submitted By:

Gwen Earle

Gwen Earle, DTM
2014-2015 Founder's District Secretary
Attachment (1)

Distribution: District Officers, District Chairs, Club Officers

Approved by:

Valerie Ojeman

Valerie Ojeman, ACB, ALB, Minutes Approval Committee Chair

Jeanne Cassidy

Jeanne Cassidy, DTM, Minutes Approval Committee Member

Gayle Larkin

Gayle Larkin, DTM, Minutes Approval Committee Member

3/22/15

Date

3/22/15

Date

3/22/15

Date



Attachment 1

Credentials Desk Audit Report

Audit conducted based on District Bylaws - Article X: Council Meetings, Quorum, Proxies and Voting, Section (C):

227 clubs in the district having two votes each for a possible of 454

1/3 is required for a quorum which is 152

Reported on November 8, 2014 - 177 registered voting delegates

Completed audit dated on February 22, 2015 - reported 162 registered voting delegates

Results: Quorum stands at 162 registered voting delegates

Audit Findings: 10 Items

Area B-5 Club #425 - Proxy form signed by proxy holder and not club president - 2 votes not counted

Area C-1 Club #2094157 - Proxy signed by proxy holder and not club president - 2 votes not counted

Area C-1 Club #5803 - Two proxy holders exceeded maximum of 2 votes each - 2 votes not counted

Area C-2 Club #4007 - Miscalculation - 3 votes counted - removal of 1 vote

Area C-5 Club #8951 - Miscalculation - 3 votes counted - removal of 1 vote

Area E-6 Club #1456 - Proxy form not signed by club president - 1 vote not counted

Area E-6 Club #587 - Proxy form not signed by club president - 1 vote not counted

Area F-4 Club #3723606 - Proxy holder not in good standing with club - graced - 1 vote not counted

Area G-3 Club #425 - Proxy form designated to a non-member of the club - 2 votes not counted

Area G-3 Club #5639 - Miscalculation - 4 votes counted - removal of 2 votes

Total Votes Removed: 15

177 - Registered Voting Delegates - 11/8/14

-15 - Audit Findings

162 - Registered Voting Delegates - 2/22/15

District administrative Bylaws, Article X for which this audit utilized as the guidelines. Vote/Proxy limits.

- Proxies for club leaders may only be carried by active members of that club.
- No member (DEC or not) may carry proxies for clubs of which they are not a member.
- Club Officers (and club members with proxies) are limited to 2 votes or proxies, regardless of how many clubs in which they are an active member.
- DEC members are limited to a maximum of 3 votes.
 - 1 vote as DEC.
 - 2 as club leaders/proxies.
 - This is regardless of how many clubs they are an active member of, or how many "spots" they fill on the DEC.
 - Double AG is still limited to 3, total, which may be 2 AG + 1 club or 1 AG + 2 club
 - No member may carry 3 club votes, as that is prohibited above.

District F Amended 2014-2015 Budget

| | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Dec-14 | Jan-15 | Feb-15 | Mar-15 | Apr-15 | May-15 | Jun-15 | Total |
|------------------------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|---------------|---------------|--------------|---------------|----------------|
| Membership revenue | 1,038 | 806 | 20,361 | 9,375 | 2,694 | 1,012 | 1,478 | 1,552 | 22,380 | 8,927 | 3,515 | 3,936 | 77,074 |
| Conference revenue | - | - | - | - | 26,200 | - | - | - | - | 17,300 | - | - | 43,500 |
| Fundraising revenue | - | - | - | - | - | - | - | - | - | - | - | - | - |
| TLI revenue | - | - | - | - | - | - | 12,500 | - | - | - | - | 12,500 | 25,000 |
| District store revenue | - | - | - | - | 1,200 | - | 1,500 | - | - | - | 1,200 | 1,200 | 5,100 |
| Speech contest revenue | - | - | 10,295 | 6,907 | - | - | - | - | 10,295 | 6,907 | - | - | 34,404 |
| Other revenue | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total revenue | 1,038 | 806 | 30,656 | 16,282 | 30,094 | 1,012 | 15,478 | 1,552 | 32,675 | 33,134 | 4,715 | 17,636 | 185,078 |
| Conference expense | - | 400 | - | - | 22,850 | - | - | 400 | - | 15,250 | - | - | 38,900 |
| Fundraising expense | - | - | - | - | - | - | - | - | - | - | - | - | - |
| TLI expense | - | - | - | - | - | - | 12,650 | - | - | - | - | 12,650 | 25,300 |
| District store expense | - | - | - | 1,200 | - | 1,500 | - | - | - | 1,200 | - | - | 5,100 |
| Marketing expense | 4,472 | 4,808 | 2,217 | 1,199 | 3,329 | 1,002 | 1,265 | 1,268 | 5,460 | 3,378 | 1,898 | 1,564 | 31,860 |
| Comm & PR expense | 283 | 233 | 2,353 | 2,459 | 273 | 2,533 | 513 | 1,833 | 1,967 | 1,883 | 243 | 1,056 | 15,639 |
| Education & training expense | 2,687 | 5,068 | 1,056 | 1,298 | 357 | 3,373 | 1,501 | 2,702 | 1,056 | 1,999 | 357 | 8,664 | 30,118 |
| Speech contest expense | - | - | 5,500 | 3,900 | - | - | - | - | 5,500 | 3,900 | - | - | 18,800 |
| Administration expense | 2,885 | 4,065 | 365 | 365 | 565 | 365 | 1,265 | 365 | 365 | 565 | 585 | 365 | 12,120 |
| Travel expense | 300 | 16,670 | 300 | 300 | 1,400 | 300 | 570 | 300 | 300 | 1,400 | 300 | 1,300 | 23,440 |
| Other expense | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Expenses | 10,627 | 31,244 | 11,791 | 10,731 | 28,774 | 9,073 | 17,764 | 6,868 | 14,648 | 29,575 | 4,583 | 25,599 | 201,277 |
| District net income/(loss) | (9,589) | (30,438) | 18,865 | 5,551 | 1,320 | (8,061) | (2,286) | (5,316) | 18,027 | 3,559 | 132 | (7,963) | (16,199) |

| | Total | Budget | % | Policy Max |
|---|----------------|---------------|------------------|------------|
| Conference expense | 38,900 | | | |
| Fundraising expense | 5,100 | | | |
| District store expense | 31,860 | | | |
| Marketing expense | 75,860 | 37.7% | Unlimited | |
| TLI expense | 25,300 | | | |
| Education & training expense | 30,118 | 27.5% | 30.0% | |
| Communications & public relations expense | 15,639 | 7.8% | 25.0% | |
| Speech contest expense | 18,800 | 9.3% | 10.0% | |
| Administration expense | 12,120 | 6.0% | 20.0% | |
| Travel expense | 23,440 | 11.6% | 30.0% | |
| Other expense | - | 0.0% | 10.0% | |
| Total Expenses | 201,277 | 100.0% | | |

Cash & Cash Equivalents
Per Balance Sheet as of
June 30, 2014: 128,364.66

Retention amount needed on
June 30, 2015*: 19259

Remaining funds at Year-end
(estimated)**: 92,896.66

*This amount is provided by World
Headquarters in an email.

**The goal is to budget the Remaining funds at
Year-end to be as close to zero as possible
without creating a loss. This amount should
not be negative.

District F Original 2014-2015 Budget

| | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Dec-14 | Jan-15 | Feb-15 | Mar-15 | Apr-15 | May-15 | Jun-15 | Total |
|------------------------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|---------------|---------------|--------------|---------------|----------------|
| Membership revenue | 1,038 | 806 | 20,361 | 9,375 | 2,694 | 1,012 | 1,478 | 1,552 | 22,380 | 8,927 | 3,515 | 3,936 | 77,074 |
| Conference revenue | - | - | - | - | 26,200 | - | - | - | - | 17,300 | - | - | 43,500 |
| Fundraising revenue | - | - | - | - | - | - | - | - | - | - | - | - | - |
| TLI revenue | - | - | - | - | - | - | 12,500 | - | - | - | - | 12,500 | 25,000 |
| District store revenue | - | - | - | - | 1,200 | - | 1,500 | - | - | - | 1,200 | 1,200 | 5,100 |
| Speech contest revenue | - | - | 10,295 | 6,907 | - | - | - | - | 10,295 | 6,907 | - | - | 34,404 |
| Other revenue | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total revenue | 1,038 | 806 | 30,656 | 16,282 | 30,094 | 1,012 | 15,478 | 1,552 | 32,675 | 33,134 | 4,715 | 17,636 | 185,078 |
| Conference expense | - | 400 | - | - | 22,450 | - | - | 400 | - | 14,850 | - | - | 38,100 |
| Fundraising expense | - | - | - | - | - | - | - | - | - | - | - | - | - |
| TLI expense | - | - | - | - | - | - | 12,650 | - | - | - | - | 12,650 | 25,300 |
| District store expense | - | - | - | 1,200 | - | 1,500 | - | - | - | 1,200 | - | - | 5,100 |
| Marketing expense | 4,472 | 4,808 | 2,217 | 1,199 | 3,329 | 1,002 | 1,265 | 1,268 | 5,460 | 3,378 | 1,898 | 1,564 | 31,860 |
| Comm & PR expense | 283 | 233 | 1,353 | 2,469 | 273 | 1,533 | 513 | 833 | 1,967 | 883 | 243 | 1,056 | 11,639 |
| Education & training expense | 2,687 | 5,068 | 1,056 | 1,298 | 357 | 3,373 | 1,501 | 2,702 | 1,056 | 1,999 | 357 | 8,664 | 30,118 |
| Speech contest expense | - | - | 5,500 | 3,900 | - | - | - | - | 5,500 | 3,900 | - | - | 18,800 |
| Administration expense | 2,885 | 4,065 | 365 | 365 | 565 | 365 | 1,265 | 365 | 365 | 565 | 585 | 365 | 12,120 |
| Travel expense | 300 | 14,370 | 300 | 300 | 800 | 300 | 570 | 300 | 300 | 800 | 300 | 1,300 | 19,940 |
| Other expense | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Expenses | 10,627 | 28,944 | 10,791 | 10,731 | 27,774 | 8,073 | 17,764 | 5,868 | 14,648 | 27,575 | 4,583 | 25,599 | 192,977 |

District net income/(loss)

| | | | | | | | | | | | | |
|---------|----------|--------|-------|-------|---------|---------|---------|--------|-------|-----|---------|---------|
| (9,589) | (28,138) | 19,865 | 5,551 | 2,320 | (7,061) | (2,286) | (4,316) | 18,027 | 5,559 | 132 | (7,963) | (7,899) |
|---------|----------|--------|-------|-------|---------|---------|---------|--------|-------|-----|---------|---------|

| | Total | Budget | % | Policy Max |
|---|----------------|---------------|-----------|------------|
| Conference expense | 38,100 | | | |
| Fundraising expense | 5,100 | | | |
| District store expense | 31,860 | | | |
| Marketing expense | 75,060 | 38.9% | Unlimited | |
| TLI expense | 25,300 | | | |
| Education & training expense | 30,118 | 28.7% | 30.0% | |
| Communications & public relations expense | 11,639 | 6.0% | 25.0% | |
| Speech contest expense | 18,800 | 9.7% | 10.0% | |
| Administration expense | 12,120 | 6.3% | 20.0% | |
| Travel expense | 19,940 | 10.3% | 30.0% | |
| Other expense | 62,499 | 0.0% | 10.0% | |
| Total Expenses | 192,977 | 100.0% | | |

Cash & Cash Equivalents per Balance Sheet as of June 30, 2014: 128,364.66

Retention amount needed on June 30, 2015*: 19269

Remaining funds at Year-end (estimated)**: 101,196.66

**This amount is provided by World Headquarters in an email.

**The goal is to budget the Remaining funds at Year-end to be as close to zero as possible without creating a loss. This amount should not be negative.