

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

Reporting Book: ACCRUAL
 As of Date: 03/31/2016
 Cost Center: District F

Month Ending 03/31/2016			07/01/2015 Through 03/31/2016		
Actual	Budget	Variance	Actual	Budget	Variance
District Revenue					
24,454.50	22,162.00	2,292.50	66,172.50	61,437.00	4,735.50
0.00	0.00	0.00	12,597.72	15,800.00	(3,202.28)
0.00	0.00	0.00	12,589.79	12,500.00	89.79
3,207.00	10,295.00	(7,088.00)	12,754.62	27,497.00	(14,742.38)
0.00	0.00	0.00	1,309.32	0.00	1,309.32
27,661.50	32,457.00	(4,795.50)	105,423.95	117,234.00	(11,810.05)
District Expenses					
0.00	0.00	0.00	11,760.42	15,300.00	(3,539.58)
937.09	0.00	937.09	14,312.38	14,100.00	212.38
1,012.81	3,490.00	(2,477.19)	13,736.19	30,065.00	(16,328.81)
221.70	980.00	(758.30)	3,155.68	11,440.00	(8,284.32)
(517.23)	1,056.00	(1,573.23)	3,366.49	13,098.00	(9,731.51)
2,939.60	4,700.00	(1,760.40)	11,398.92	12,400.00	(1,001.08)
467.98	370.00	97.98	9,076.69	10,650.00	(1,573.31)
1,200.00	150.00	1,050.00	7,981.58	11,075.00	(3,093.42)
97.00	0.00	97.00	143.09	0.00	143.09
6,358.95	10,746.00	(4,387.05)	74,931.44	118,128.00	(43,196.56)
21,302.55	21,711.00	(408.45)	30,492.51	(894.00)	31,386.51

District F
Available Funds (in USD)

Month Ending 03/31/2016

Available Funds

Cash & District Reserve	
Cash	
Cash - Union Bank (7334)	45,901.61
Cash - PayPal (PP D0F)	3,006.37
Cash - Union Bank (0017)	2,202.70
Cash - Union Bank (9915)	2,161.38
Cash - Union Bank (0418)	1,220.17
Cash - Union Bank (9816)	1,849.36
Cash - Union Bank (0285)	1,236.06
Cash - Union Bank (9824)	2,481.27
Cash - Union Bank (9360)	2,050.93
Cash - Union Bank (0061)	1,202.76
Total Cash	<u>63,312.61</u>
District Reserve	104,529.99
Total Cash & District Reserve	<u>167,842.60</u>
Minimum District Reserve Required at Year End	<u>(19,469.19)</u>
Total Available Funds	<u><u>148,373.41</u></u>



**Founder's District DEC
Business Report
April 30, 2016**

**Pan Kao, DTM
District Director**

Southern California (as of 2016-04-22)

District Goal (to be dist)	Actual to date	Year's goal	Needs more	Percent complete		Rank in world	Percentile in world	Rank in region
Paid clubs	210	235	25	89.4%	Clubs			
Mem payments	9059	9974	915	90.8%	Paym	40	60.6%	4
Dist. clubs	51	92	41	55.4%	DistC	33	67.7%	4
						43	57.6%	3

Progress on achieving district goals last month:

1. District Mid-Year Audit Report was submitted to TI on time.
2. Mid-Year Division / Area Directors Training was conducted on January 16.
3. As of April 22, there are 9059 membership payments, 1792 new members, and 307 members from new clubs YTD. Total membership payments are 9059, 90.8% complete.
4. There are 210 paid clubs, including 13 new clubs YTD.
5. LACE in January and Talk Up Toastmasters campaign were very successful.
6. Nominating Committee, led by Bob Hudack, successfully nominated candidates for district officers for both Founder's District and District 100. There is at least one candidate for all positions, except Division H Director.

Plan of action to achieve goals this month:

1. Reiterate this year's vision that the importance of one good new club lead per area to Division / Area Directors within the next three months.
2. Start Beat the Clock membership campaign for May and June.
3. Quite a few clubs are yet to pay April Membership Dues. The Membership Team plans to reach out to those clubs. So we can achieve our Distinguish goal this year.
4. Plan and execute a transition plan with District Officers next year.

Success stories to share related to achieving Leader of the Pack Award:

1. **Five Clubs who have achieve 10 DCP goals as of April 22.**
 - a. A2, 231, Newport Center Toastmasters Club
 - b. C2, 9331, Achievers Toastmasters Club
 - c. F4, 316, Articulates Club
 - d. G2, 3944816, South Orange County Toastmasters
 - e. G3, 86, Saddleback Sunrise Spk Club



Siri Payakapan, DTM, Ph.D.

Program Quality Director

Program Quality Business Report

April 30, 2016

LACE

- LACE -South 500+ attended, January 9th, Chapman University, Orange
- LACE -North 250+ attended, January 30th, California Institute of Technology, Pasadena

CLUB OFFICER TRAINING

- 4+ officers trained (Dec-Feb) 172 clubs (69.9%)
- Division B (Director Michelle Bender, DTM) leading with 81.57% trained
- Area B6 (Director Hector Mascorro, DTM) had 100% trained

MIDYEAR TRAINING

- 40 area/division directors trained, January 16th, National University, Costa Mesa
- Division F leading with Director David Moore, ACS, ALB and all 6 area directors trained

CONTEST TRAINING

- 45+ trained, February 6th, National University

DISTINGUISHED PROGRAMS

- 41 clubs achieved distinguished status, ranking 3rd in Region 10
- Division G (Director Marie-Noelle Palermo, ACB, ALB) leading with 14 distinguished clubs
- Area G3 (Director Yousef Alinaghian, ACS, CL) leading with 5 distinguished clubs and achieving President's Distinguished

EDUCATIONAL INCENTIVES

- Area Director and Division Director achieving the highest percentage distinguished clubs by June 30th to receive Distinguished Area and Division Awards at August Award Night



Daniel Cossack, DTM

Club Growth Director
Founder's District

email: daniel.cossack@me.com

Club Growth Business Report

April 15, 2016

New Clubs Chartered in March 2016

Cathay Bank - Division H
OC Debaters - Division D

New Club Opportunities

This year we have 13 clubs chartered so far. We have 6 clubs that have finished their demo meetings and have possible charter dates in April or May. An additional 5 clubs are confirmed and waiting to have their demo meetings scheduled in April with possible charter dates in April or May. 8 more clubs are currently in the works to begin the process of forming and we are optimistic these will be completed by end of June. One of the new leads is Blizzard Entertainment in Irvine. I expect a total of 25 to 30 new clubs for the year.

Renewals

We have 27 clubs that have not yet submitted dues but are expected to, two clubs that may not be able to renew, and 15 clubs that we know will not renew. We currently have 205 paid clubs. If the 27 unpaid clubs submit their dues and the 6 pending new clubs are chartered, that will put us in Distinguished territory. We'll need to add 9 more clubs to get us to President's Distinguished.

Club Coaches

We have assigned 5 new club coaches this month, though we still have 50 clubs that are in need of coaches. Our team has been working hard putting together our own hand-made club repair kits that we'll soon be delivering to selected clubs in need. These kits have all of the tools and information clubs need to help rebuild and strengthen their clubs.

Incentives - Talk Up Toastmasters

1. Members of all clubs adding 5 or more members during Feb-Mar are invited to Pizza Party.
2. New members entered into a drawing to win two free tickets to the Spring Conference
3. All members paying dues by March 31 entered into drawing to win private speech coaching sessions.
4. Club with most members added by March 31 wins \$50 gift certificate.

Membership Payments

We have 8,919 payments to date and just need to reach 10,458 by June 30 for President's Distinguished. We are very much on target to hit that goal as renewals begin on April 1 and the rest of our new clubs complete chartering.

Talk Up Toastmasters Award

So far we have added more than 400 new members during February and March. 23 clubs qualified for the Talk Up Toastmasters award.

Pizza Party Planning

The pizza party is scheduled for Friday night May 6 in Anaheim. Cindy Carpenter is the keynote speaker with a brand new educational and interactive presentation to help you unleash your creative potential. We will also conduct the drawing for our private speech coaching giveaways. The main event will be a 40 minute immersive light and sound show celebrating space exploration and scientific innovation.

Over 800 people will be invited but there is a 200 person limit at this venue, so if the number of RSVPs exceed 200 we will consider adding a second show in the north area of the district.

Founder's District • Where Leaders Are Made

info@foundersdistrict.org • TEL: 714-643-2490 • www.foundersdistrict.org



**Founder's District DEC
Business Report
April 10, 2016**

**Vijay Chidambaram, DTM
Division A Director**

2015-2016 Division Goal: # New Clubs												
Monthly Update	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Current Clubs #	32	32	32	30	30	30	30	30	30	30		
New Club Leads #	4	4	4	3	1	1	2	2	2	1		
New Clubs Added #			1							1		
Total Clubs #	32	32	32	30	30	30	30	30	31	32		

Progress on achieving division goals:

1. Demo meeting for AAA Auto Club at Costa Mesa
 - a. We are expecting to charter this club on Apr26 with 35 members
 - b. Area A5 Area Director Olimpo Palomino will be mentoring the club when it is operational
2. Reconnecting with TSA Club lead in Santa Ana
3. Quality is achieved by Training, and we conducted successful Club officers training through Feb 20 and here is the final status.

Division	Pres	VPE	VPM	VPPR	Sec	Tres	SAA	Total	%	# Clubs
Division A	27	25	25	19	22	25	23	166	72	33

4. Transition planning completed. It is likely some of the Area Directors would continue to serve the Founders District.

Plan of action to achieve goals this month:

1. Continue to engage the team at TSA at JohnWayne airport, for a possible new club
2. Area Directors have started the club visits to file AD report. Would be completed by Mid May.
3. Area Directors engaged to achieve Distinguished area status (payment, educational credit) a.

Success stories to share related to achieving Leader of the Pack Award:

1. **We had a successful Division A contest**, with 75 toastmasters in attendance.
2. Division A has 653 active members and we are identifying potential coach, mentors out of this pool for next club that is coming to life.
3. Education is high priority at Division A: Members secured altogether 99 Educational awards and this is the highest among all Divisions.



**Founder's District DEC
Business Report
April 10, 2016**

**Michelle Bender, DTM
Division B**

2015-2016 Division Goal: # New Clubs												
Monthly Update	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Current Clubs #	30	30	30	30	30	31	31	31	31	31		
New Club Leads #	2	3	2	3	3	3	3	3	3	3		
New Clubs Added #	0	0	0	0	0	1	1	1	1	1		
Total Clubs #	30	30	30	30	30	31	31	31	31	31		

Progress on achieving division goals last month:

1. Our new club, HCP chartered in December, charter ceremony held on Feb. 17.
2. Following up on leads at Arcadia Methodist Hospital, Tetra Tech and Women's City Club.
3. Photography club is continuing to meet monthly; they still need more members.

Plan of action to achieve goals this month:

1. Assist with the new Photography Club to find additional members.
2. Reach out to Area Directors and Div. B leaders to prospect further for new clubs.
3. All clubs in Division B renewed their dues (100% retention).
4. Encourage DCP awards/membership building/Open Houses going forward.
5. Area Directors to continue visits to clubs to encourage DCP achievements.
6. Nora Jackson has offered to coach JETS club.

Success stories to share related to achieving Leader of the Pack Award:

1. New, Dual, Reinstated or Charter Members – 923 members paid, 275 new members, 20 charter and 1,218 total.
2. Educational awards: 3 in January, 14 in February, 4 in March.
3. Officers trained – 81.57%

Other:

1. Division B contests were a highlight of the year. Areas B1/B2 was held on March 12, Areas B5/B6 on March 19, Areas B3/B4 on March 26 and Division B Contest on April 9 at Church of the Good Shepherd in Arcadia. Jim Raney and Chandra Persad were the contest co-chairs. They put together a great team, we had an excellent event with over 60 attendees and our contestants were top-notch! Thank you to our wonderful team of volunteers.
2. HPL program continues with Art Lim as the leader and 5-6 participants.
3. Communicators Club held a special 70th Anniversary event on March 15.
4. San Gabriel Valley Club held a special 75th Anniversary event on April 6.
5. On track to be a President's Distinguished Division!



**Founder's District DEC
Business Report
August 26, 2015**

**Division Director Name
Division #**

JonClaud Pinto Div C Director

2015-2016 Division Goal: # New Clubs												
Monthly Update	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Current Clubs #										26		
New Club Leads #										2		
New Clubs Added #										0		
Total Clubs #										26		

Progress on achieving division goals last month:

1. Completed Contests successfully, except for the Division Contest that happens this Saturday the 16th of April 2016
2. Installed an Area Director for C1 and have all the Area Directors training AD replacements for the next Division Director

Plan of action to achieve goals this month:

1. Div. Dir, lost a lead at Common Grounds Community Church but continues pursue a lead at Ranch Market in Westminister
2. Asad Ali Area C5 indicated he was working on a lead.
3. Seeking a coach for one of the Clubs in Area C5

Success stories to share related to achieving Leader of the Pack Award:

1. The Club visits by the Area Directors are going very well and they promise to submit their reports on time.
- 2.

Other:

1. Our Division "C" Area Directors continue to encourage Clubs to work on their Distinguished Club Program which in turn encourages member participation.



**Founder's District DEC
Business Report
April, 2016**

**Division Director Name
Anna Shcherbak
Division #D**

2015-2016 Division Goal: # New Clubs												
Monthly Update	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Current Clubs #	27	27	27	27	28	28	28	29	29	29		
New Club Leads #	0	0	6	6	6	4	4	3	4	4		
New Clubs Added #	0	0	0	1	0	0	1	0	1	0		
Total Clubs #	27	27	27	28	28	28	29	29	30	29		

Progress on achieving division goals last month:

1. Chartered new clubs - iTalkers (January charter) and OC Debators (March charter)

Plan of action to achieve goals this month:

1. Continue to work on the leads for new clubs
2. Follow up with Leading Edge Club to make sure renewal process is complete
3. Continue working with the all the club to insure their success

Success stories to share related to achieving Leader of the Pack Award:

1. Two club leads were “worked on” and now waiting for the “Decision Maker” approval to move forward with Demo meetings.
2. Division has two demo meeting scheduled in May and we are expecting a positive outcome form them
3. We had a very successful Areas and Division Speech contest with very high attendance and positive feedback from the guests.

Other:

1. We have people and processes in place to finish year strong



**Founder's District DEC
Business Report
April 30, 2016**

**Lionnel Yamentou, ACS, ALS
Division E**

2015 - 2016 Division Goal: # New Clubs												
Monthly Update	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Current Clubs #										27		
New Club Leads #										3		
New Clubs Added #										0		
Total Clubs #										27		

Progress on achieving division goals last month:

1. Two new clubs are expected to charter before the end of the 2015/2016 year.

Plan of action to achieve goals this month:

1. Continue the mentoring process with new clubs being created.
2. Complete all club visits and encourage clubs to complete DCP goals to become Distinguished or better.

Success stories to share related to achieving Leader of the Pack Award:

1. Table Topics and International Speech Contests completed successfully. Great team work.
2. Bank account balance up to date.

Other:

1. N/A



**Founder's District DELP
Business Report
April 10, 2016**

**David Moore
Division F**

2015-2016 Division Goal: # New Clubs												
Monthly Update	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Current Clubs #	33	33	33	35	36	36	36	35	35	35		
New Club Leads #	2	0	1	1	0	0	0	1	1	1		
New Clubs Added #	0	0	2	1	0	0	0	0	0	0		
Total Clubs #	33	33	35	36	36	36	36	35	35	35		

Progress on achieving division goals last month:

1. 60 percent of Officers trained by end of February
2. Held successful Area contests on March 19th and both contests within budget
3. Held successful Division contest on April 9th. Well attended and within budget
 - a. Nancy Huynh won the Division F International Speech contest
 - b. Michelle Monroe won the Division F Table Topics contest
4. As of April 10th 86% of clubs have submitted dues for at least 8 members
5. Members completed 7 educational awards in April to bring the total YTD to 95
6. Clubs have completed 150 DCP goals YTD, and all Areas have chance to be Distinguished, determining factor will be membership
7. Waiting to hear back from Hyundai Capital America on management approval to start a club
8. Met with our lead at Balfour Beatty and scheduled Demo meeting on 4/14.
9. New club lead at Blizzard Entertainment anxious to start a club

Plan of action to achieve goals this month:

1. Hold successful Demo meeting at Balfour Beatty and start the Charter process
2. Schedule next step with Blizzard Entertainment
3. Follow up again on all new club leads to see which are still viable
4. Work with low membership clubs to increase membership
5. Work with all clubs to increase membership so they qualify for DCP
6. Encourage all Clubs to hold an Open House
7. Recruit more club mentors and coaches and promote "Adopt A Club" program
8. Encourage clubs to complete their DCP goals

Success stories to share related to achieving Leader of the Pack Award:

1. Articulates Club #316 has completed 10 DCP goals, first club in the District to accomplish that.

Other:

1. We have not heard from "The Pelican Hill Toastmasters" club in 6 months so assuming they are no longer in existence



**Founder's District DEC
Business Report
April 2016**

**Marie-Noelle Palermo
Division G**

Everything Begins and Ends with G ~ GivinG GuidinG GrowinG!

2015-2016 Division Goal: # New Clubs			
Monthly Update	Apr	May	June
Current Clubs #	33		
New Club Leads #	4		
New Clubs Added #	(3)		
Total Clubs #	33		

Progress on achieving division goals last month:

1. WOW close to chartering
2. 68.83% Officers Trained
3. **93** Educational Goals submitted, **220** new members

Plan of action to achieve goals this month:

1. WOW – Wine On Wednesdays (G2) needs 6 more dual members to charter
2. Charter at least 2 additional clubs (G1 & G5)
3. Publicize Beat the Clock Contest to prepare for May/June
4. Provide New Club Leads
5. Make sure the rest of club dues are paid

Success stories to share related to achieving Leader of the Pack Award:

Division	Distinguished Division Goals			Select Dist. Div'n Add'l Goal	Pres. Dist. Division Add'l Goals		Overall Score
	Paid clubs	Dist. clubs	Score	Dist. clubs	Paid clubs	Dist. clubs	
G	29 of 30	14 of 12	98.3%	14 of 14	29 of 31	14 of 15	106.7%

1. **220** New Members in G
2. **93** Educational Awards Submitted
3. South Orange County Toastmasters (G2) and Saddleback Sunrise Speakers (G3) have accomplished 10 DCP goals!! Congrats!
4. New Area G1 Director – Heather Frankos
5. Personalized Trophy Presentations are a continued big hit for Division G

Other:

1. Fabulous Area Contests – April 2nd at Stone Creek Christian Church in RSM
2. Division Contest Saturday, April 16th at Arbonne Auditorium – Contest Chair, Jocelyn Litiatco



**Founder's District DEC
Business Report
October 22, 2015**

**Timofey "Tima" Ovcharenko
Division H**

2015-2016 Division Goal: # New Clubs												
Monthly Update	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Current Clubs #	24	25	24	22*	20	20	20	20	20	20		
New Club Leads #	3	6	3	4	4	5	4	4	4	5		
New Clubs Added #	1	0	0	0	0	0	0	0	0	1		
Total Clubs #	25	25	24	22	20	20	20	20	20	21		

Progress on achieving division goals last month:

1. NEW CLUBS: Working on 5 New Club Leads. The Standard Bearers Club. La Fetra, William Carry University, Elevated Grounds, Caltech Professionals
2. CLUB SUPPORT: Division H had an "Insertion Team" that came also side the Dynamic Whittier Toastmasters Club together we turned the club around.
3. CLUB SUPPORT: Division H Area Directors completed their Visit Reports, reminded club about their dues, and are working on find new club leads.
4. CLUB SUPPORT: Division H regularly hold Educational Meeting during our Division Counsel Meeting. We have also used the Standard Bearers Club as a platform for Educational Meetings.
5. CONTEST: We had our Area and Division Contest.

Plan of action to achieve goals this month:

1. Pair Up club with Club Coaches.
2. Get the last members needed to charter the Standard Bearers Club

Success stories to share related to achieving Leader of the Pack Award:

1. Cathay Bank has Chartered
2. La Fetra is becoming a gavel club. This is the first gavel club in Division H.

Other:

1. Division H is building new Leaders: Most of the Division H team is stepping up to take a role in the District/ Division Offices next term.
2. Standard Bearers DTM Launch Pad: First graduates completed the DTM Mentoring Program

* Toastmasters International and Founders District Websites show 25/24 clubs.