Narrative

Membership Revenue

WHQ's suggested revenue at 8,138,322 yen is 4,000,000 yen less than our expectation because yen is so strong currently and this amount is based on the payment of the last term. Therefore we expect the revenue will increase by recovering changing those elements. We have a goal to have increase more than 14 clubs and 714 payments. The budget is prepared accordingly with such growth. A risk may be high bearing some conditions we should make big efforts to overcome and some elements which we can not manage.

Conference Net Income/(Loss)

Fall conference is to be held in Hiroshima, Japan. Spring conference in Tokyo, Japan. The conferences are budgeted to net zero. 400 attendees for the Fall Conference are expected. And main revenues are of the ticket, 2,400,000 and meal events, 2,000,000. About the Spring Conference, 500 attendees are expected. Tickets' revenue is 2,500,000 yen and meal event's revenue is 2,100,000 yen based on actual amount of the last Spring Conference. The venues in Hiroshima budgeted to cost 1,500,000 yen, because it is a private institution while the spring one is 200,000 yen because it is a national institution. We could pay the keynote speakers' travel were covered conference profit in the past. This term the expenses 430,000 yen are budgeted for them in travel expenses in case there's not enough profit. All expenses of the conferences are little bit more budgeted in case there are less attendees. So usually it could be payed from the conference profit as usual. We have budgeted the outside contractor expenses relate to lunch boxes for the attendees for two days, special conference T shirts or other promotion goods such as paper bags. The meal event expenses and food expenses budgeted for two kinds of party and gathering including foods such as a main party on Saturday and a workshop with food on Friday night. The miscellaneous expenses relate to restting the room including the cost for waste.

Marketing

District focuses two Membership Building Contests (Smedley Award and Talk Up Toastmasters) for recognition. The budget for building new club will be used for Speechcraft program. The extra line under marketing-other now has an accounting label. District will purchase speakerphones for supporting on-line meeting and its budget is under marketing miscellaneous expenses.

Communications and Public Relations

Our main focus is to promote TOASTMASTERS brand in Japan and make people find clubs easily.

Education and Training

We focus on achieving excellence of distinguished club program. Until last year, we have been achieved more than 50% of distinguished program. In order to continue this efforts, we are going to provide incentives to education achievers and encourage them to achieve further program. We provide variety of training, such as judge training, using Successful Club Series, and monthly webinar.

Speech contests

In this year, we are going to have table topics contests in English and in Japanese, Japanese speech contest and International speech contest. To hold speech contests, for area level, the average cost was 15,000 JPY/area and for division level, the average cost was 25,000 JPY/division, last year. We estimated this budget with based on the last years expense.

Administration

We focus on sending support material and information to help weak and small clubs.

Travel

We focus on achieving our goals to increase membership and club.

Other Expenses

Other expenses are not really expected but just for emergency. The last term we had a little interest from the bank account. But the interest rate in Japan is minus (negative) and no expectation of the other revenue.

<table>
<thead>
<tr>
<th>Membership Revenue</th>
<th>Conference Net Income/(Loss)</th>
<th>Marketing</th>
<th>Communications and Public Relations</th>
<th>Education and Training</th>
<th>Speech contests</th>
<th>Administration</th>
<th>Travel</th>
<th>Other Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>8,138,322 yen</td>
<td>Fall conference in Hiroshima, Japan. Spring conference in Tokyo, Japan.</td>
<td>1,164,000 yen</td>
<td>500,000 yen</td>
<td>2,450,000 yen</td>
<td>2,010,000 yen</td>
<td>635,000 yen</td>
<td>7,100,000 yen</td>
<td>100,000 yen</td>
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