

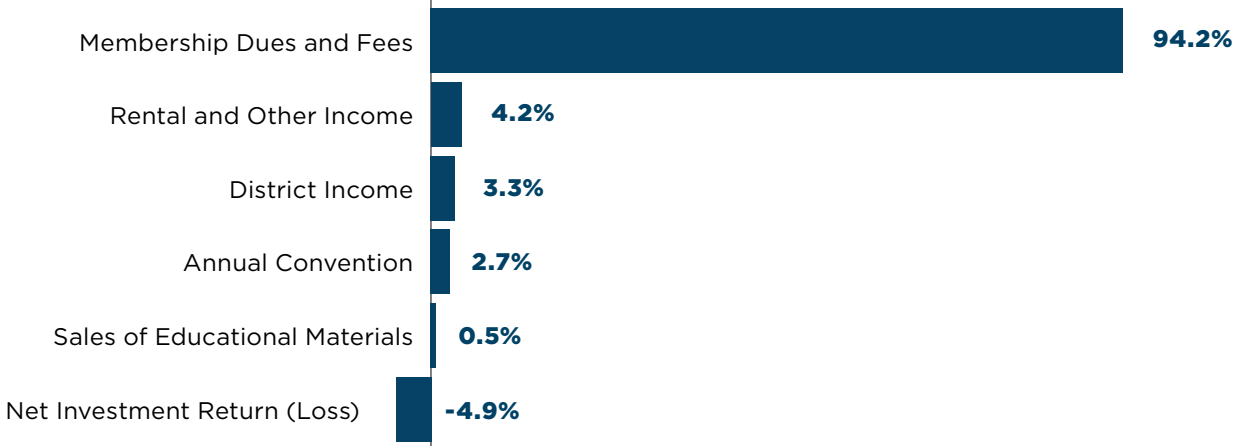
# 2022 FINANCIAL REPORT

The consolidated financial statements of Toastmasters International were audited by the independent certified public accounting firm of Eide Bailly, LLP. The auditors stated that the 2022 consolidated financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America.

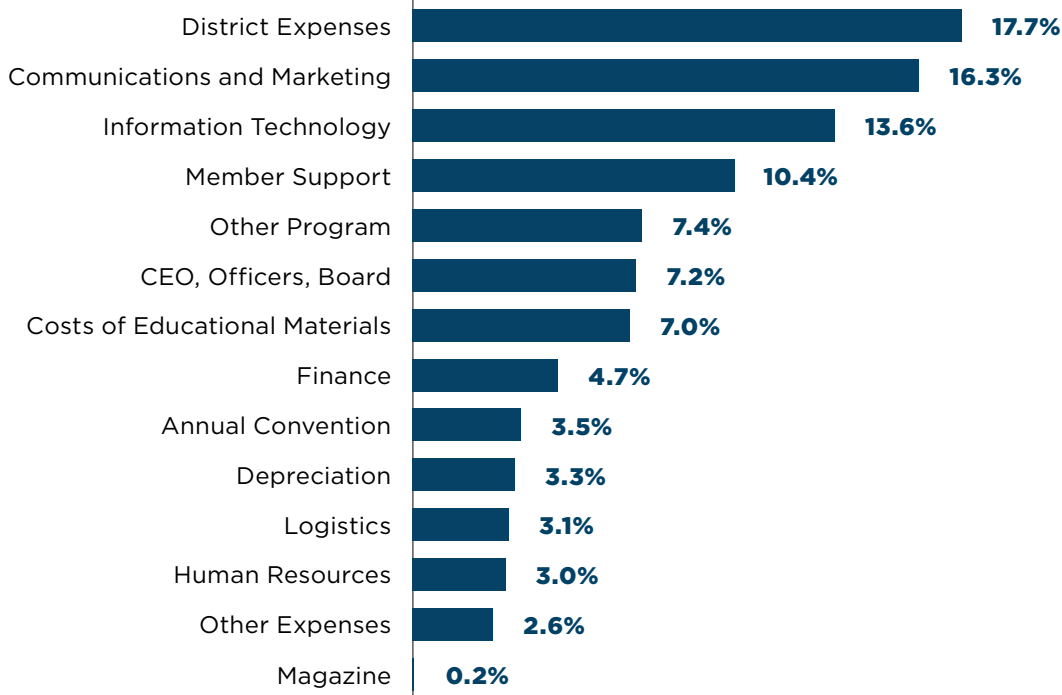
The majority of the organization's revenue is derived from membership dues and fees. This revenue category consists of membership dues, new member fees, and charter fees. Rental and other income is the second-largest revenue source which was derived primarily from rental income from tenants occupying space within the Colorado building owned by the organization. District income is the third-largest source; it is earned from registration to District events, sponsorships, donations, District store sales, and fundraising.

The organization's expenses are categorized in 14 functional areas. Each functional area includes all costs associated with operating that particular area, including payroll, supplies, technology, postage, and utilities. The functional expense categories are: District Expenses; Communications and Marketing; Information Technology; Member Support; Other Program; Chief Executive Officer, Officers, and Board; Costs of Educational Materials; Finance; Annual Convention; Depreciation; Logistics; Human Resources; Other Expenses; and Magazine. The following graphs provide a percentage breakdown of 2022 revenue and expenses:

## 2022 Revenue by Category



## 2022 Expense by Functional Area



The Toastmasters International Board of Directors controls the organization's funds and, with the Chief Executive Officer, is responsible for ensuring fiduciary compliance. The following is condensed information from the 2022 audited consolidated financial statements:

## Consolidated Statement of Financial Position as of December 31, 2022

### ASSETS

#### Current assets

Cash and cash equivalents	\$23,440,067
Investments	8,681,946
Inventory, net	378,815
Prepaid expenses and other assets, net	1,856,404
Total current assets	34,357,232

#### Property and equipment, net

Total assets	<u>\$59,825,147</u>
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### LIABILITIES AND NET ASSETS

#### Current liabilities

Accounts payable and accrued liabilities	\$3,376,231
Deferred membership and other revenue	5,685,501
Total current liabilities	<u>9,061,732</u>

Total liabilities	<u>9,061,732</u>
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#### Net assets

Without donor restrictions	50,729,373
With donor restrictions	34,042
Total net assets	<u>50,763,415</u>

Total liabilities and net assets	<u>\$59,825,147</u>
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## Consolidated Statement of Activities for the Year Ended December 31, 2022

#### Net revenue

Membership dues	\$17,266,705
Membership dues – districts	5,765,068
New member fees	2,119,211
Sales of educational materials	132,847
Annual convention	719,557
District income	887,429
Charter fees	73,102
Net investment return (loss)	(1,316,872)
Contributions	10,461
Rental and other income	1,131,198
Total net revenue	<u>\$26,788,706</u>

#### Functional Expenses

##### Program-related expenses

Member support	\$3,218,485
Communications and marketing	5,036,783
District expenses	5,440,315
Costs of educational materials	2,143,934
Annual convention	1,076,686
Logistics	963,117
Magazine	42,930
Other program	2,271,898
Total program-related services	<u>\$20,194,148</u>

##### Support services

Finance	\$1,458,443
Chief executive officer, officers, board	2,219,019
Information technology	4,193,280
Human resources	912,482
Other expenses	803,833
Depreciation	1,027,721
Total support services	<u>\$10,614,778</u>
Total expenses	<u>\$30,808,926</u>

Change in net assets (See page 4)	<u>\$(4,020,220)</u>
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# Increase/(Decrease) in Net Asset Breakdown

For the Year Ended December 31, 2022 (Unaudited)

For the calendar year ended December 31, 2022, the organization realized a decrease of \$4,020,220 in net assets as outlined on the audited statement of activities. A decrease in net assets results from expenses exceeding revenues. The increase/(decrease) in net assets are shown by areas of the business in the chart below.

