

ITS Heartland
FINAL Budget January 2018 to December 2018
Version Date: December 21, 2017



Revenue	Budget (January 1, 2018-December 31, 2018)		ACTUAL FY 2017 (July 1, 2016 to June 30, 2017)			2017 Quantity	Notes
	Budget Amount	Comments	Budget FY 2017	Actual Income	Variance		
Membership Dues	\$26,380.00		\$26,700.00	\$27,780.00	\$1,080.00		
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$18,000.00	\$0.00		Paid: MO,OK,KS,NE,IA
Corporate/Public Agency Group (5 members)	\$7,000.00	35 @ \$200	\$7,000.00	\$8,400.00	\$1,400.00	42	
Individual Public	\$300.00	6 @ \$50	\$500.00	\$300.00	(\$200.00)	6	
Individual Private	\$1,080.00	18 @ \$60	\$1,200.00	\$1,080.00	(\$120.00)	18	
Annual Meeting	\$54,700.00		\$45,050.00	\$57,312.50	\$12,262.50		
Gold Sponsors	\$2,500.00	5 @ \$500	\$2,000.00	\$2,500.00	\$500.00	5	
Platinum Sponsors	\$2,000.00	2 @ \$1000 (Comp suites to offer?)	\$0.00	\$3,000.00	\$3,000.00	3	
Gold Sponsor-Vendor Combo	\$10,200.00	12 @ \$850 (\$150 discount)	\$6,800.00	\$10,200.00	\$3,400.00	12	
Platinum Sponsor-Vendor Combo	\$2,500.00	2 @ \$1250 (\$250 discount)	\$2,500.00	\$2,500.00	\$0.00	2	
Demo Slot	\$0.00	0 @ \$500 (Doing this?)	\$1,000.00	\$0.00	(\$1,000.00)		
Vendors	\$13,000.00	26 @ \$500	\$9,000.00	\$8,500.00	(\$500.00)	17	Have 40 booths total
Registrant Member	\$10,000.00	50 @ \$200	\$13,000.00	\$9,800.00	(\$3,200.00)	48	
Late Registrant Member	\$4,500.00	20 @ \$225	\$2,250.00	\$4,725.00	\$2,475.00	21	
Registrant non-member	\$5,500.00	20 @ \$275	\$2,750.00	\$5,087.50	\$2,337.50	20	
Late Registrant non-member	\$4,500.00	15 @ \$300 each	\$1,500.00	\$5,000.00	\$3,500.00	17	
Vendor non member	\$0.00	0 @ \$750 each	\$3,000.00	\$3,000.00	\$0.00	4	
Vendor Gold-Sponsor Non member	\$0.00	0 @ \$1250 each	\$1,250.00	\$1,250.00	\$0.00	1	
Vendor Plat-Sponsor Non member	\$0.00	0 @ \$1750 each	\$0.00	\$1,750.00	\$1,750.00	1	
Silent Auction at AM	\$0.00		\$200.00	\$1,045.00	\$845.00		Silent Auction Proceeds
ITSA Rebate	\$500.00		\$600.00	\$530.00	(\$70.00)		Rebate from members
Interest Earned on Investment	\$75.00		\$60.00	\$76.34	\$16.34		
Supplement from ITSH Savings	\$12,500.00		\$0.00	\$86.00	\$86.00		
2017 revenue holdover	\$0.00		\$0.00	\$4,450.00	\$4,450.00		
Total	\$94,155.00		\$72,610.00	\$91,279.84	\$18,669.84		

Expenses	Budget (January 1, 2018-December 31, 2018)		ACTUAL FY 2017 (July 1, 2016 to June 30, 2017)				2017 Quantity	Notes
	Budget Amount	Comments	Budget Amount 2017	FY	Actual Expenses	Payable		
Administrative Contract	\$27,000.00	Based on contract submitted for approval	\$27,000.00		\$23,750.63		\$3,249.37	Contract Amount
ITS America Chapter Dues	\$500.00	ITSA Chapter Dues - Due Dec 2018	\$270.00		\$385.00		(\$115.00)	New ITSA Dues
Annual Meeting	\$30,000.00	Hotel food costs		\$21,000.00	\$44,184.67		(\$23,184.67)	
Booth/vendor area, pipe and drape, Meeting A/V	\$8,000.00	All meeting A/V, booth pipe, drape, electricity	\$8,000.00		\$1,887.16		\$6,112.84	
Icebreaker	\$4,500.00	Location rental, food, beverages, entertainment, bus rental	\$4,000.00		\$505.50		\$3,494.50	
Vendor Prizes	\$300.00	Gift Cards, Prizes	\$0.00		\$290.51		(\$290.51)	
Annual Meeting Supplies	\$0.00	Included in MNW budget	\$2,500.00				\$2,500.00	
Annual Meeting Supplies	\$0.00	Included in MNW budget	\$2,700.00				\$2,700.00	
Website	\$0.00	Included in MNW budget	\$0.00				\$0.00	
Bank Fees - Savings & CD	\$15.00	Checks, fees, etc.	\$20.00		\$36.00		(\$16.00)	
Support for AR Rep ITSH Attendance	\$740.00	Support for a rep from ARDOT to attend the 2018 Annual Meeting in Lincoln, NE	\$0.00					
Insurance	\$800.00	Board Insurance - Due August 2018	\$800.00		\$800.00		\$0.00	Due Aug 2018
Operations Working Group								
Organizational Funding	\$1,000.00	For Meeting expenses	\$1,500.00				\$1,500.00	
President's Discretionary Funds	\$2,500.00	ITSA Travel, NRITS Travel, Other mtgs	\$2,000.00				\$2,000.00	
Support for ITSA State Chapter Travel	\$1,500.00	ITSA travel support for State Chapter Vice Chair	\$0.00				\$0.00	
Student Outreach	\$4,000.00	2018 Prize/Activity Fund/Contest Support	\$1,500.00		\$1,825.00		(\$325.00)	
Miscellaneous Expense	\$300.00	Board meeting lunch + misc.	\$300.00		\$83.10		\$216.90	
Education and Outreach	\$3,000.00	Travel, Class Catering, Meeting Rooms, Etc.	\$100.00				\$100.00	
Revenue Excess	\$0.00	Revenue (Projected Only, for Savings Acct.)	\$1,685.00				\$1,685.00	
MCOMP or TSMO Grant Contract Supplement	\$10,000.00	Estimate only, TBD - Rev. line item can be supplemented	\$0.00				\$0.00	
Total	\$94,155.00		\$73,375.00		\$73,747.57	\$0.00	(\$372.57)	

Bank Account Activity 2017	1-1-17 Balance	Deposits/Transfers	Withdrawals/Transf.	Balance 11-30-17
Checking	\$1,318.26			\$736.65
Savings	\$80,757.43			\$76,063.71
Bank Account Totals	\$82,075.69	\$0.00	\$0.00	\$76,800.36
Total of All Accounts =				\$76,800.36

FY 2018 Budget
Approved by ITSH Board
December 21, 2017

Matthew A. Volz
Treasurer, ITS Heartland

Matthew A. Volz