

ITS Heartland
FINAL Budget FY 2017
Version Date: September 15, 2016



Revenue	Budget FY 2017 (July 1, 2016-June 30, 2017)		ACTUAL FY 2016 (as of June 30, 2016)			2016 Quantity	2017 Budget Notes
	Budget Amount	Comments	Budget 2016	Actual Income	Variance		
Membership Dues	\$26,700.00		\$26,400.00	\$24,070.00	(\$2,330.00)		
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$14,000.00	(\$4,000.00)	KS, IA, OK, NE	MO paid in FY 17
Corporate/Public Agency Group (5 members)	\$7,000.00	35 @ \$200	\$7,000.00	\$8,400.00	\$1,400.00	42	
Individual Public	\$500.00	10 @ \$50	\$500.00	\$350.00	(\$150.00)	7	
Individual Private	\$1,200.00	20 @ \$60	\$900.00	\$1,320.00	\$420.00	22	15 to 20
Annual Meeting	\$45,050.00		\$51,550.00	\$50,500.00	(\$1,050.00)		
Gold Sponsors	\$2,000.00	4 @ \$500	\$4,000.00	\$1,500.00	(\$2,500.00)	3	8 to 4
Platinum Sponsors	\$0.00	0 @ \$1000 (Comp suites to offer?)	\$0.00	\$1,000.00	\$1,000.00	1	
Gold Sponsor-Vendor Combo	\$6,800.00	8 @ \$850 (\$150 discount)	\$6,800.00	\$7,650.00	\$850.00	9	
Platinum Sponsor-Vendor Combo	\$2,500.00	2 @ \$1250 (\$250 discount)	\$6,250.00	\$2,500.00	(\$3,750.00)	2	5 to 2
Demo Slot	\$1,000.00	2 @ \$500 (Doing this?)	\$1,000.00	\$0.00	(\$1,000.00)	0	
Vendors	\$9,000.00	18 @ \$500	\$9,000.00	\$9,500.00	\$500.00	19	
Registrant Member	\$13,000.00	65 @ \$200	\$15,000.00	\$10,800.00	(\$4,200.00)	54	75 to 65
Late Registrant Member	\$2,250.00	10 @ \$225	\$2,250.00	\$4,275.00	\$2,025.00	19	
Registrant non-member	\$2,750.00	10 @ \$275	\$2,750.00	\$5,225.00	\$2,475.00	19	
Late Registrant non-member	\$1,500.00	5 @ \$300 each	\$1,500.00	\$3,300.00	\$1,800.00	11	
Vendor non member	\$3,000.00	4 @ \$750 each	\$3,000.00	\$2,250.00	(\$750.00)	3	
Vendor Gold-Sponsor Non member	\$1,250.00	1 @ \$1250 each	\$0.00	\$2,500.00	\$2,500.00	2	0 to 1
Classes	\$200.00		\$200.00	\$195.00	(\$5.00)		CV training class
ITSA Rebate	\$600.00		\$0.00	\$600.00	\$600.00		ITSA Rebates \$600 \$0 to \$600
Interest Earned on Investment	\$60.00		\$75.00	\$63.79	(\$11.21)		\$75 to \$60
Miscellaneous Revenue	\$0.00		\$0.00	\$300.00	\$300.00	4 guests at AM	
	\$0.00		\$0.00	\$0.00	\$0.00		
Total	\$72,610.00		\$78,225.00	\$75,728.79	(\$2,496.21)		

Expenses	Budget FY 2017 (July 1, 2016-June 30, 2017)		ACTUAL FY 2016				2016 Quantity	2017 Budget Notes
	Budget Amount	Comments	Budget 2016	Actual Expenses	Payable	Variance		
Administrative Contract	\$27,000.00	For FY 2017 only	\$24,500.00	\$32,081.72		(\$7,581.72)		\$24500 to \$27000
ITS America Chapter Dues	\$270.00	ITSA Chapter Dues - Due Dec 2016	\$270.00			\$270.00		
Annual Meeting	\$21,000.00	Hotel food costs	\$18,000.00	\$23,215.00		(\$5,215.00)		\$18000 to \$21000
Booth/vendor area, pipe and drape, Meeting A/V	\$8,000.00	All meeting A/V, booth pipe, drape, electricity	\$8,000.00	\$5,326.78		\$2,673.22		
Icebreaker	\$4,000.00	Location rental, food, beverages, entertainment, bus rental	\$4,000.00	\$4,817.12		(\$817.12)		
Vendor Prizes	\$0.00	Gift Cards, Prizes	\$0.00			\$0.00		Rolled up into MNW invoices
Annual Meeting Supplies	\$2,500.00	Tote bags, giveaways, meeting gifts, etc.	\$2,500.00			\$2,500.00		Rolled up into MNW invoices
Annual Meeting Credit Card Fees/Postage	\$2,700.00	Credit card processing, postage, teleconference fees	\$2,700.00			\$2,700.00		Rolled up into MNW invoices
Website	\$0.00		\$0.00			\$0.00		Rolled up into MNW invoices
Membership Expenses	\$0.00		\$0.00			\$0.00		
Bank Fees - Savings & CD	\$20.00	Checks, fees, etc.	\$20.00			\$20.00		
Membership Outreach	\$0.00	Have not used in past three years	\$0.00			\$0.00		
Insurance	\$800.00	Board Insurance - Due August 2016	\$800.00			\$800.00		
Operations Working Group	\$1,500.00	For Meeting expenses	\$2,000.00	\$1,238.36		\$761.64		2000 to 1500
Organizational Funding	\$1,235.00	ITSA Travel, NRITS Travel, Other mtgs	\$1,235.00	\$1,600.00		(\$365.00)		
President's Discretionary Funds	\$1,500.00	2017 Prize/Activity Fund	\$1,500.00	\$1,000.00		\$500.00		
Student Outreach	\$300.00	Board meeting lunch + misc.	\$500.00			\$500.00		\$500 to \$300
Miscellaneous Expense	\$100.00	Class Catering	\$500.00	\$399.90		\$100.10		\$500 to \$100
Education	\$1,685.00	Revenue (Projected Only, for Savings Acct.)	\$1,700.00			\$1,700.00		
Revenue Generation	\$0.00	Estimate only, TBD - Rev. line item can be supplemented	\$10,000.00			\$10,000.00		\$10,000 to \$0
Grant Administration Contract	\$0.00							
Total	\$72,610.00		\$78,225.00	\$69,678.88	\$0.00	\$8,546.12		\$8,546.12 <-----Check

Bank Account Activity FY 2016	7-1-15 Balance	Deposits/Transfers	Withdrawals/Transf.	Balance 6-30-16
Checking	\$2,005.18	\$84,647.62	\$84,784.18	\$1,868.62
Savings	\$75,804.44	\$74,935.61	\$83,850.00	\$66,890.05
Bank Account Totals	\$77,809.62	\$159,583.23	\$168,634.18	\$68,758.67
			Total of All Accounts =	\$68,758.67

FY 2017 Budget
Approved by ITSH Board
September 15, 2016

Matthew A. Volz
Treasurer, ITS Heartland

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