ITS Heartland FINAL Budget July 2017 to December 2017 Version Date: July 20, 2017



Revenue	Budget (J	uly 1, 2017-December 31, 2017)	ACTUAL FY 2017 (as of June 30, 2017)		2017 Quantity	Jun-Dec 2017 Notes
	Budget Amount	Comments	Budget FY 2017	Actual Income	Varia			
Membership Dues	\$6,750.00		\$26,700.00	\$27,780.00	\$1,080			
State Corporate/Public Agency	\$4,000.00	1 state - MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$18,000.00	\$0.0	0	Paid: MO,OK,KS,NE,IA	Assume 1 state by De
Group (5 members)	\$2,000.00	10 @ \$200	\$7,000.00	\$8,400.00	\$1,400	0.00	42	Assume 10 by Dec
Individual Public	\$150.00	3 @ \$50	\$500.00	\$300.00	(\$200	.00)	6	Assume 3 by Dec
Individual Private		10 @ \$60	\$1,200.00	\$1,080.00	(\$120		18	Assume 10 by Dec
Annual Meeting	\$0.00	0.0.4700	\$45,050.00	\$57,312.50	\$12,26			
Gold Sponsors Platinum Sponsors		0 @ \$500 0 @ \$1000 (Comp suites to offer?)	\$2,000.00 \$0.00	\$2,500.00 \$3,000.00	\$500. \$3,000		5 3	Assume none by Dec Assume none by Dec
Gold Sponsor-Vendor Combo		0 @ \$850 (\$150 discount)	\$6,800.00	\$10,200.00	\$3,400		12	Assume none by Dec
Platinum Sponsor-Vendor Combo		0 @ \$1250 (\$250 discount)	\$2,500.00	\$2,500.00	\$0.0		2	Assume none by Dec
Demo Slot		0 @ \$500 (Doing this?)	\$1,000.00	\$0.00	(\$1,000	0.00)		Assume none by Dec
Vendors		0 @ \$500	\$9,000.00	\$8,500.00	(\$500	•	17	Assume none by Dec
Registrant Member		0 @ \$200	\$13,000.00	\$9,800.00	(\$3,200	•	48	Assume none by Dec
Late Registrant Member	\$0.00	0 @ \$225	\$2,250.00	\$4,725.00	\$2,475		21	Assume none by Dec
Registrant non-member	\$0.00	0 @ \$275	\$2,750.00	\$5,087.50			20	Assume none by Dec
Late Registrant non-member	\$0.00	0 @ \$300 each	\$1,500.00	\$5,000.00			17	Assume none by Dec
Vendor non member	\$0.00	0 @ \$750 each	\$3,000.00	\$3,000.00	\$0.0		4 1	Assume none by Dec
Vendor Gold-Sponsor Non member	\$0.00 \$0.00	0 @ \$1250 each	\$1,250.00 \$0.00	\$1,250.00	\$0.0			Assume none by Dec
Vendor Plat-Sponsor Non member	\$0.00	0 @ \$1750 each		\$1,750.00	\$1,750		1	Assume none by Dec
Silent Auction at AM ITSA Rebate	\$0.00		\$200.00 \$600.00	\$1,045.00 \$530.00	\$845. (\$70.		Silent Auction Proceeds Rebate from member	N/A by Dec Auume \$200 by Dec
Interest Earned on Investment	\$200.00		\$60.00	\$76.34	\$16.3		nepate nom member	\$40 by Dec
Miscellaneous Revenue	\$0.00		\$0.00	\$86.00	\$86.0		OD fee refund	Assume \$0
FY 2017 revenue holdover	\$0.00		\$0.00	\$4,450.00	\$4,450		MO dues, 2016 AM rev.	Assume \$0
Total	\$6,990.00		\$72,610.00	\$91,279.84	\$18,669	9.84		
Expenses	Budget (J	uly 1, 2017-December 31, 2017)		ACTUA	L FY 2017			
			Budget Amount FY	Actual				
•	Budget Amount	Comments	2017	Expenses	Payable	Variance		
Administrative Contract		For July-Dec 2017 only	\$27,000.00	\$23,750.63		\$3,249.37		Contract Amount
ITS America Chapter Dues	\$550.00	ITSA Chapter Dues - Due Dec 2017	\$270.00	\$385.00		(\$115.00)		New ITSA Dues
Annual Meeting	\$0.00	Hotel food costs	\$21,000.00	\$44,184.67		(\$23,184.67)		N/A by Dec
Booth/vendor area, pipe and drape, Meeting A/V	\$0.00	All meeting A/V, booth pipe, drape, electricity	\$8,000.00	\$1,887.16		\$6,112.84		N/A by Dec
_		Location rental, food, beverages, entertainment,	\$8,000.00					
Icebreaker	\$0.00							N/A by Dec
		bus rental	\$4,000.00	\$505.50		\$3,494.50		N/A by Dec
Vendor Prizes		Gift Cards, Prizes	\$4,000.00 \$0.00	\$505.50 \$290.51		\$3,494.50 (\$290.51)		N/A by Dec
Vendor Prizes Annual Meeting Supplies	\$0.00							
Annual Meeting Supplies	\$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc.	\$0.00			(\$290.51) \$2,500.00		N/A by Dec
Annual Meeting Supplies Annual Meeting Supplies	\$0.00	Gift Cards, Prizes	\$0.00			(\$290.51) \$2,500.00 \$2,700.00		N/A by Dec N/A by Dec N/A by Dec
Annual Meeting Supplies Annual Meeting Supplies Website	\$0.00 \$0.00 \$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc.	\$0.00			\$2,500.00 \$2,700.00 \$0.00		N/A by Dec N/A by Dec N/A by Dec \$0
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses	\$0.00 \$0.00 \$0.00 \$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees	\$0.00 \$2,500.00 \$2,700.00 \$0.00	\$290.51		\$2,500.00 \$2,700.00 \$0.00		N/A by Dec N/A by Dec N/A by Dec S0 S0
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc.	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$0.00 \$20.00			\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$1,000		N/A by Dec N/A by Dec N/A by Dec S0 S0 S0
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years	\$0.00 \$2,500.00 \$2,700.00 \$0.00	\$290.51		\$2,500.00 \$2,700.00 \$0.00		N/A by Dec N/A by Dec N/A by Dec S0 \$0
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$0.00 \$20.00 \$0.00	\$290.51		\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$1.00 \$0.00		N/A by Dec N/A by Dec N/A by Dec S0 S0 S0 S0 Due Aug 2017
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$80.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$20.00 \$0.00 \$800.00 \$1,500.00	\$290.51		\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1,500.00		N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 \$0 Due Aug 2017 N/A by Dec
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$2.00 \$0.00 \$2.100.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses ITSA Travel, NRITS Travel, Other mtgs	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$0.00 \$20.00 \$0.00 \$800.00 \$1,500.00 \$2,000.00	\$290.51 \$36.00 \$800.00		\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,000.00		N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 \$0 Due Aug 2017 N/A by Dec \$2054 for ITSWC
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds Student Outreach	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$800.00 \$2.100.00 \$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses ITSA Travel, NRITS Travel, Other mtgs 2017 Prize/Activity Fund	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$2,000 \$0.00 \$30.00 \$1,500.00 \$1,500.00	\$290.51 \$36.00 \$800.00		\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,200.00 \$325.00		N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 \$0 Due Aug 2017 N/A by Dec \$2054 for ITSWC \$0
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds Student Outreach Miscellaneous Expense	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$800.00 \$2,100.00 \$300.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses ITSA Travel, NRITS Travel, Other mtgs 2017 Prize/Activity Fund Board meeting lunch + misc.	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$20.00 \$20.00 \$800.00 \$1,500.00 \$1,500.00 \$300.00	\$290.51 \$36.00 \$800.00		\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,000.00 \$2,000.00 \$2,200.00		N/A by Dec N/A by Dec N/A by Dec S0 S0 S0 Due Aug 2017 N/A by Dec \$25254 for ITSWC \$0 Lincoln Mtg in Sept
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$2,100.00 \$300.00 \$300.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses ITSA Travel, NRITS Travel, Other mtgs 2017 Prize/Activity Fund	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$2,000 \$0.00 \$30.00 \$1,500.00 \$1,500.00	\$290.51 \$36.00 \$800.00		\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,200.00 \$325.00		N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 \$0 Due Aug 2017 N/A by Dec \$2054 for ITSWC \$0
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds Student Outreach Miscellaneous Expense Education	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$80.00 \$2,100.00 \$300.00 \$100.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses 2017 Prize/Activity Fund Board meeting lunch + misc. Class Catering Revenue (Projected Only, for Savings Acct.) Estimate only, TBD - Rev. line item can be	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$20.00 \$20.00 \$300.00 \$1,500.00 \$300.00 \$1,500.00 \$1,500.00 \$1,500.00	\$290.51 \$36.00 \$800.00		\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,000.00 \$216.90 \$100.00 \$1,685.00		N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 \$0 Due Aug 2017 N/A by Dec \$2054 for ITSWC \$0 Lincoln Mtg in Sept If we have a class
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds Student Outreach Miscellaneous Expense Education Revenue Generation MCOMP or TSMO Grant Administration	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$2,100.00 \$300.00 \$300.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses ITSA Travel, NRITS Travel, Other mtgs 2017 Prize/Activity Fund Board meeting lunch + misc. Class Catering Revenue (Projected Only, for Savings Acct.)	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$0.00 \$20.00 \$0.00 \$20.00 \$1,500.00 \$2,000.00 \$1,500.00 \$300.00 \$300.00	\$290.51 \$36.00 \$800.00		\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,000.00 \$21,500.00 \$21,500.00 \$21,500.00		N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 Due Aug 2017 N/A by Dec \$2054 for ITSWC \$0 Lincoln Mtg in Sept If we have a class
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds Student Outreach Miscellaneous Expense Education Revenue Generation MCOMP or TSMO Grant Administration Contract	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$2,100.00 \$300.00 \$100.00 \$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses 2017 Prize/Activity Fund Board meeting lunch + misc. Class Catering Revenue (Projected Only, for Savings Acct.) Estimate only, TBD - Rev. line item can be	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$0.00 \$20.00 \$0.00 \$1,500.00 \$2,000.00 \$1,500.00 \$300.00 \$100.00 \$1,685.00	\$290.51 \$36.00 \$800.00 \$1,825.00 \$83.10	\$0.00	\$2,500.00 \$2,700.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,000.00 \$21,500.00 \$21,500.00 \$21,690 \$100.00 \$1,685.00		N/A by Dec N/A by Dec N/A by Dec SO SO SO Due Aug 2017 N/A by Dec \$2054 for ITSWC SO Lincoln Mtg in Sept If we have a class
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds Student Outreach Miscellaneous Expense Education Revenue Generation MCOMP or TSMO Grant Administration Contract	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$80.00 \$2,100.00 \$300.00 \$100.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses 2017 Prize/Activity Fund Board meeting lunch + misc. Class Catering Revenue (Projected Only, for Savings Acct.) Estimate only, TBD - Rev. line item can be	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$20.00 \$20.00 \$300.00 \$1,500.00 \$300.00 \$1,500.00 \$1,500.00 \$1,500.00	\$290.51 \$36.00 \$800.00	\$0.00	\$2,500.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,000.00 \$216.90 \$100.00 \$1,685.00		N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 \$0 Due Aug 2017 N/A by Dec \$2054 for ITSWC \$0 Lincoln Mtg in Sept If we have a class
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds Student Outreach Miscellaneous Expense Education Revenue Generation MCOMP or TSMO Grant Administration Contract Total	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$2,100.00 \$300.00 \$100.00 \$0.00 \$100.00 \$100.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses ITSA Travel, NRITS Travel, Other mtgs 2017 Prize/Activity Fund Board meeting lunch + misc. Class Catering Revenue (Projected Only, for Savings Acct.) Estimate only, TBD - Rev. line item can be supplemented	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$2,000 \$20.00 \$30.00 \$1,500.00 \$1,500.00 \$1,500.00 \$1,500.00 \$300.00 \$1,685.00 \$0.00	\$290.51 \$36.00 \$800.00 \$1,825.00 \$83.10		\$2,500.00 \$2,700.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,000.00 \$21,500.00 \$21,500.00 \$21,690 \$100.00 \$1,685.00		N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 \$0 Due Aug 2017 N/A by Dec \$2054 for ITSWC \$0 Lincoln Mtg in Sept If we have a class
Annual Meeting Supplies Annual Meeting Supplies Website Membership Expenses Bank Fees - Savings & CD Membership Outreach Insurance Operations Working Group Organizational Funding President's Discretionary Funds Student Outreach Miscellaneous Expense Education Revenue Generation MCOMP or TSMO Grant Administration Contract	\$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$2,100.00 \$300.00 \$100.00 \$0.00	Gift Cards, Prizes Tote bags, giveaways, meeting gifts, etc. Credit card processing, postage, teleconference fees Checks, fees, etc. Have not used in past three years Board Insurance - Due August 2017 For Meeting expenses 2017 Prize/Activity Fund Board meeting lunch + misc. Class Catering Revenue (Projected Only, for Savings Acct.) Estimate only, TBD - Rev. line item can be	\$0.00 \$2,500.00 \$2,700.00 \$0.00 \$0.00 \$20.00 \$0.00 \$1,500.00 \$2,000.00 \$1,500.00 \$300.00 \$100.00 \$1,685.00	\$290.51 \$36.00 \$800.00 \$1,825.00 \$83.10	\$0.00 Balance 6-30-17 \$1,688.97	\$2,500.00 \$2,700.00 \$2,700.00 \$0.00 \$0.00 \$0.00 \$1,500.00 \$2,000.00 \$21,500.00 \$21,500.00 \$21,690 \$100.00 \$1,685.00	FY 2017 Approved by	N/A by Dec N/A by Dec N/A by Dec \$0 \$0 \$0 Due Aug 2017 N/A by Dec \$2054 for ITSWC \$0 Lincoln Mtg in Sept If we have a class \$0 \$0

\$73,000.00

\$146,747.27

\$85,856.81

\$87,545.78

\$66,890.05

\$68,758.67

Savings

Bank Account Totals

\$91,966.76

\$165,534.38

July 20, 2017

Matthew A. Volz Treasurer, ITS Heartland

Matthew a. Vos