



**ITS Heartland  
Treasurer's Report April 2018  
Ending April 30, 2018**



Revenue	Budget 2018 (January 1 - December 31, 2018)		ACTUAL (January 1 - December 31, 2018)			Quantity
	Budget Amount	Comments	Budget Amount	Actual Income	Variance	
Membership Dues	\$26,380.00		\$26,380.00	\$17,720.00	(\$8,660.00)	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$10,000.00	(\$8,000.00)	3(NE, OK, MO)
Corporate/Public Agency Group (5 members)	\$7,000.00	35 @ \$200	\$7,000.00	\$6,800.00	(\$200.00)	34
Individual Public	\$300.00	6 @ \$50	\$300.00	\$200.00	(\$100.00)	4
Individual Private	\$1,080.00	18 @ \$60	\$1,080.00	\$720.00	(\$360.00)	12
Annual Meeting	\$54,700.00		\$54,700.00	\$42,675.00	(\$12,025.00)	
Gold Sponsors	\$2,500.00	5 @ \$500	\$2,500.00	\$1,500.00	(\$1,000.00)	3
Platinum Sponsors	\$2,000.00	2 @ \$1000 (Comp suites to offer?)	\$2,000.00	\$1,000.00	(\$1,000.00)	1
Gold Sponsor-Vendor Combo	\$10,200.00	12 @ \$850 (\$150 discount)	\$10,200.00	\$6,800.00	(\$3,400.00)	8
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?)	\$0.00	\$0.00	\$0.00	
Vendors	\$13,000.00	26 @ \$500	\$13,000.00	\$9,500.00	(\$3,500.00)	19
Registrant Member	\$10,000.00	50 @ \$200	\$10,000.00	\$8,600.00	(\$1,400.00)	43
Late Registrant Member	\$4,500.00	20 @ \$225	\$4,500.00	\$0.00	(\$4,500.00)	
Registrant non-member	\$5,500.00	20 @ \$275	\$5,500.00	\$5,775.00	\$275.00	21
Late Registrant non-member	\$4,500.00	15 @ \$300 each	\$4,500.00	\$0.00	(\$4,500.00)	
Vendor non member	\$0.00	0 @ \$750 each	\$0.00	\$4,500.00	\$4,500.00	6
Vendor Gold-Sponsor Non member	\$0.00	0 @ \$1250 each	\$0.00	\$2,500.00	\$2,500.00	2
Vendor Plat-Sponsor Non member	\$0.00	0 @ \$1750 each	\$0.00	\$0.00	\$0.00	
Silent Auction at AM	\$0.00		\$0.00	\$0.00	\$0.00	
ITSA Rebate	\$500.00		\$500.00	\$0.00	(\$500.00)	
Interest Earned on Investment	\$75.00		\$75.00	\$29.72	(\$45.28)	
Supplement from ITSH Savings	\$12,500.00		\$12,500.00	\$0.00	(\$12,500.00)	
2017 revenue holdover	\$0.00		\$0.00	\$0.00	\$0.00	
<b>Total</b>	<b>\$94,155.00</b>		<b>\$94,155.00</b>	<b>\$60,424.72</b>	<b>(\$33,730.28)</b>	

Expenses	Budget 2018 (January 1 - December 31, 2018)		ACTUAL (January 1 - December 31, 2018)				Comment
	Budget Amount	Comments	Budget Amount	Actual Expenses	Payable	Variance	
Administrative Contract	\$27,000.00	Based on contract submitted for approval	\$27,000.00	\$13,949.04		\$13,050.96	Includes pre-Jan Inv.
ITS America Chapter Dues	\$500.00	ITSA Chapter Dues - Due Dec 2018	\$500.00	\$500.00		\$0.00	
Annual Meeting	\$30,000.00	Hotel food costs	\$30,000.00			\$30,000.00	
Booth/vendor area, pipe and drape, Meeting A/V	\$8,000.00	All meeting A/V, booth pipe, drape, electricity	\$8,000.00			\$8,000.00	
Icebreaker	\$4,500.00	Location rental, food, beverages, entertainment, bus rental	\$4,500.00	\$4,883.05		(\$383.05)	
Vendor Prizes	\$300.00	Gift Cards, Prizes	\$300.00			\$300.00	
Annual Meeting Supplies	\$0.00	Included in MNW budget	\$0.00			\$0.00	
Annual Meeting Supplies	\$0.00	Included in MNW budget	\$0.00			\$0.00	
Website	\$0.00	Included in MNW budget	\$0.00			\$0.00	
Bank Fees - Savings & CD	\$15.00	Checks, fees, etc.	\$15.00			\$15.00	
Support for AR Rep ITSH Attendance	\$740.00	Support for a rep from ARDOT to attend the 2018 Annual Meeting in Lincoln, NE	\$740.00			\$740.00	
Insurance	\$800.00	Board Insurance - Due August 2018	\$800.00			\$800.00	
Operations Working Group Organizational Funding	\$1,000.00	For Meeting expenses	\$1,000.00			\$1,000.00	
President's Discretionary Funds	\$2,500.00	ITSA Travel, NRITS Travel, Other mtgs	\$2,500.00			\$2,500.00	
Support for ITSA State Chapter Travel	\$1,500.00	ITSA travel support for State Chapter Vice Chair	\$1,500.00			\$1,500.00	
Student Outreach	\$4,000.00	2018 Prize/Activity Fund/Contest Support	\$4,000.00	\$2,200.00		\$1,800.00	
Miscellaneous Expense	\$300.00	Board meeting lunch + misc.	\$300.00			\$300.00	
Education and Outreach	\$3,000.00	Travel, Class Catering, Meeting Rooms, Etc.	\$3,000.00			\$3,000.00	
Revenue Excess	\$0.00	Revenue (Projected Only, for Savings Acct.)	\$0.00			\$0.00	
MCOMP or TSMO Grant Contract Supplement	\$10,000.00	Estimate only, TBD - Rev. line item can be supplemented	\$10,000.00			\$10,000.00	
<b>Total</b>	<b>\$94,155.00</b>		<b>\$94,155.00</b>	<b>\$21,532.09</b>	<b>\$0.00</b>	<b>\$72,622.91</b>	<b>\$72,622.91</b> OK if equal

Bank Account Activity FY 2018	Balance 1-1-18	Deposits/Transfers	Withdrawals/Transfers	Balance 4-30-18
Checking	\$1,818.49	\$20,500.53	\$19,332.09	\$2,986.93
Savings	\$75,568.86	\$60,424.19	\$22,700.00	\$113,293.05
<b>Bank Account Totals</b>	<b>\$77,387.35</b>	<b>\$80,924.72</b>	<b>\$42,032.09</b>	<b>\$116,279.98</b>
			<b>Total of All Accounts =</b>	<b>\$116,279.98</b>

April 2018 Bank Activity:	Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:							
	Transfer from Savings	4/5/2018	\$6,000.00		Checking	y	Transfer
	Check	4/17/2018		\$5,793.99	Checking	y	MNW
	Transfer from Savings	4/24/2018	\$5,000.00		Checking	y	Transfer
	Check	4/25/2018		\$4,883.05	Checking	y	Ice Breaker
	Interest	4/30/2018	\$0.21		Checking	y	Interest
	Sub-Total Checking Account		\$11,000.21	\$10,677.04	Checking		
SAVINGS:							
	Deposit	4/5/2018	\$17,335.00		Savings	y	Memb./Ann. Mtg
	Transfer to Checkings	4/5/2018		\$6,000.00	Savings	y	Transfer
	Withdrawal	4/24/2018		\$2,200.00	Savings	y	prizes
	Transfer to Checkings	4/25/2018		\$5,000.00	Savings	y	Transfer
	Interest	4/30/2018	\$9.59		Savings	y	Interest
	Sub-Total Savings Account		\$17,344.59	\$13,200.00	Savings		
<b>Totals</b>			<b>\$28,344.80</b>	<b>\$23,877.04</b>			

Matthew J Baker, Treasurer ITS Heartland