



**ITS Heartland
Treasurer's Report November 2018
Ending November 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	\$26,340.00	(\$40.00)	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$18,000.00	\$0.00	5
Corporate/Public Agency Group (5 members)	\$7,000.00	35 @ \$200	\$7,000.00	\$7,200.00	\$200.00	36
Individual Public	\$300.00	6 @ \$50	\$300.00	\$300.00	\$0.00	6
Individual Private	\$1,080.00	18 @ \$60	\$1,080.00	\$840.00	(\$240.00)	14
Annual Meeting	\$54,700.00		\$54,700.00	\$55,950.00	\$1,250.00	
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	\$7,650.00	(\$2,550.00)	9
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	\$10,100.00	\$100.00	50.5
Late Registrant Member	\$4,500.00	20 @ \$225	\$4,500.00	\$3,825.00	(\$675.00)	17
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	\$5,100.00	\$600.00	17
Vendor non member	\$0.00	0 @ \$750 each	\$0.00	\$5,250.00	\$5,250.00	7
Vendor Gold-Sponsor Non member	\$0.00	0 @ \$1250 each	\$0.00	\$3,750.00	\$3,750.00	3
Vendor Plat-Sponsor Non member	\$0.00	0 @ \$1750 each	\$0.00	\$0.00	\$0.00	
Silent Auction at AM	\$0.00		\$0.00	\$465.00	\$465.00	
ITSA Rebate	\$500.00		\$500.00		(\$500.00)	
Interest Earned on Investment	\$75.00		\$75.00	\$65.67	(\$9.33)	
Supplement from ITSH Savings	\$12,500.00		\$12,500.00		(\$12,500.00)	
2017 revenue holdover	\$0.00		\$0.00		\$0.00	
Total	\$94,155.00		\$94,155.00	\$82,820.67	(\$11,334.33)	

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	\$35,957.46		(\$8,957.46)	Includes pre-Jan Inv.
ITS America Chapter Dues	\$500.00	ITS Chapter Dues - Due Dec 2018	\$500.00			\$0.00	
Annual Meeting	\$30,000.00	Hotel food costs	\$30,000.00	\$27,797.49		\$2,202.51	
Booth/vendor area, pipe and drape, Meeting A/V	\$8,000.00	All meeting A/V, booth pipe, drape, electricity	\$8,000.00	\$6,473.60		\$1,526.40	
Icebreaker	\$4,500.00	Location rental, food, beverages, entertainment, bus rental	\$4,500.00	\$5,883.05		(\$1,383.05)	\$1,000 dep for 2019 social event
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	\$2,091.06		\$408.94	
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	\$6.27		\$293.73	
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	
Total	\$94,155.00		\$94,155.00	\$80,908.93	\$0.00	\$13,246.07	\$13,246.07 OK if equal

Bank Account Activity FY 2018	Balance 1-1-18	Deposits/Transfers	Withdrawals/Transfers	Balance 11-30-18
Checking	\$1,818.49	\$76,572.12	\$77,438.67	\$951.94
Savings	\$75,568.86	\$82,824.32	\$92,484.81	\$65,908.37
Bank Account Totals	\$77,387.35	\$159,396.44	\$169,923.48	\$66,860.31
			Total of All Accounts =	\$66,860.31

November 2018 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Interest	11/30/2018	\$0.03		Checking	y	Interest
Sub-Total Checking Account		\$0.03	\$0.00	Checking		
SAVINGS:						
Check	11/9/2018		\$367.20	Savings	N/A	TSMO L36
Check	11/16/2018		\$633.70	Savings	y	MNW
Check	11/26/2018		\$2,322.03	Savings	N/A	TSMO L36
Check	11/29/2018		\$1,802.81	Savings	N/A	TSMO L36
Interest	11/30/2018	\$4.59		Savings	y	Interest
Sub-Total Savings Account		\$4.59	\$5,125.74	Savings		
Totals		\$4.62	\$5,125.74			

Matthew Baker
Matthew Baker, Treasurer ITS Heartland