



**ITS Heartland  
Treasurer's Report March 2019  
Ending March 31, 2019**



Revenue	Budget 2019 (January 1 - December 31, 2019)		ACTUAL (January 1 - December 31, 2019)			Quantity
	Budget Amount	Comments	Budget Amount	Actual Income	Variance	
Membership Dues	\$26,340.00		\$26,340.00	\$10,870.00	(\$15,470.00)	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$6,000.00	(\$12,000.00)	KS,OK
Corporate/Public Agency Group (5 members)	\$7,200.00	36 @ \$200	\$7,200.00	\$4,400.00	(\$2,800.00)	22
Individual Public	\$300.00	6 @ \$50	\$300.00	\$50.00	(\$250.00)	1
Individual Private	\$840.00	14 @ \$60	\$840.00	\$420.00	(\$420.00)	7
Annual Meeting	\$55,850.00		\$55,850.00	\$29,275.00	(\$26,575.00)	
Gold Sponsors	\$1,500.00	3 @ \$500	\$1,500.00	\$1,500.00	\$0.00	3
Platinum Sponsors	\$1,000.00	1 @ \$1000 (Comp suites to offer?)	\$1,000.00	\$3,000.00	\$2,000.00	3
Gold Sponsor-Vendor Combo	\$7,650.00	9 @ \$850 (\$150 discount)	\$7,650.00	\$7,225.00	(\$425.00)	8.5
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	\$9,500.00	19 @ \$500	\$9,500.00	\$7,500.00	(\$2,000.00)	15
Registrant Member	\$10,000.00	50 @ \$200	\$10,000.00	\$2,000.00	(\$8,000.00)	10
Late Registrant Member	\$3,825.00	17 @ \$225	\$3,825.00	\$0.00	(\$3,825.00)	
Registrant non-member	\$5,775.00	21 @ \$275	\$5,775.00	\$550.00	(\$5,225.00)	2
Late Registrant non-member	\$5,100.00	17 @ \$300 each	\$5,100.00	\$0.00	(\$5,100.00)	
Vendor non member	\$5,250.00	7 @ \$750 each	\$5,250.00	\$3,750.00	(\$1,500.00)	5
Vendor Gold-Sponsor Non member	\$3,750.00	3 @ \$1250 each	\$3,750.00	\$1,250.00	(\$2,500.00)	1
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	\$16.74	(\$58.26)	
Supplement from ITSH Savings	\$0.00		\$0.00	\$0.00	\$0.00	
2018 revenue holdover	\$0.00		\$0.00	\$0.00	\$0.00	
<b>Total</b>	<b>\$82,765.00</b>		<b>\$82,765.00</b>	<b>\$40,161.74</b>	<b>(\$42,603.26)</b>	

Expenses	Budget 2019 (January 1 - December 31, 2019)		ACTUAL (January 1 - December 31, 2019)				Comment
	Budget Amount	Comments	Budget Amount	Actual Expenses	Payable	Variance	
Administrative Contract	\$27,000.00	Based on contract submitted for approval	\$27,000.00	\$6,711.88		\$20,288.12	
ITS America Chapter Dues	\$500.00	ITS Chapter Dues - Due Dec 2019	\$500.00	\$0.00		\$500.00	
Annual Meeting	\$40,000.00	Hotel food costs	\$40,000.00	\$5,000.00		\$35,000.00	
Booth/vendor area, pipe and drape, Meeting A/V	\$8,500.00	All meeting A/V, booth pipe, drape, electricity	\$8,500.00	\$0.00		\$8,500.00	
Icebreaker	\$7,500.00	Location rental, food, beverages, entertainment, bus rental	\$7,500.00	\$0.00		\$7,500.00	
Vendor Prizes	\$0.00	Gift Cards, Prizes	\$0.00			\$0.00	
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	\$0.00	Support for a rep from ARDOT to attend the 2019 Annual Meeting in Kansas City	\$0.00			\$0.00	
Insurance	\$800.00	Board Insurance - Due August 2019	\$800.00			\$800.00	
Operations Working Group Organizational Funding	\$0.00	For Meeting expenses	\$0.00			\$0.00	
President's Discretionary Funds	\$2,500.00	ITSA Travel, NRITS Travel, Other mtgs	\$2,500.00	\$0.00		\$2,500.00	
Support for ITSA State Chapter Travel	\$750.00	ITSA travel support for State Chapter Vice Chair	\$750.00			\$750.00	
Student Outreach	\$2,500.00	2019 Prize/Activity Fund/Contest Support	\$2,500.00	\$0.00		\$2,500.00	
Miscellaneous Expense	\$300.00	Board meeting lunch + misc.	\$300.00	\$23.00		\$277.00	
Education and Outreach	\$0.00	Travel, Class Catering, Meeting Rooms, Etc.	\$0.00			\$0.00	
Revenue Excess	\$0.00	Revenue (Projected Only, for Savings Acct.)	\$0.00			\$0.00	
MCOMP or TSMO Grant Contract Supplement	\$0.00	Estimate only, TBD - Rev. line item can be supplemented	\$0.00			\$0.00	
<b>Total</b>	<b>\$90,365.00</b>		<b>\$90,365.00</b>	<b>\$11,734.88</b>	<b>\$0.00</b>	<b>\$78,630.12</b>	<b>OK if equal</b>

Bank Account Activity FY 2019	Balance 1-1-19	Deposits/Transfers	Withdrawals/Transfers	Balance 3-31-19
Checking	\$951.98	\$0.11	\$23.00	\$929.09
Savings	\$65,577.65	\$40,086.63	\$14,163.12	\$91,501.16
<b>Bank Account Totals</b>	<b>\$66,529.63</b>	<b>\$40,086.74</b>	<b>\$14,186.12</b>	<b>\$92,430.25</b>
			<b>Total of All Accounts =</b>	<b>\$92,430.25</b>

March 2019 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Payment	3/21/2019		\$23.00	Checking	y	Taxes
Interest	3/29/2019	\$0.04		Checking	y	Interest
Sub-Total Checking Account		\$0.04	\$23.00	Checking		
SAVINGS:						
Check	3/1/2019		\$258.02	Savings	n/a	L36/reimburse
Deposit	3/5/2019	\$14,180.00		Savings	y	member/event
Check	3/18/2019		\$7,826.94	Savings	y	MNW
Interest	3/29/2019	\$6.38		Savings	y	Interest
Sub-Total Savings Account		\$14,186.38	\$8,084.96	Savings		
<b>Totals</b>		<b>\$14,186.42</b>	<b>\$8,107.96</b>			

Matthew Baker, Treasurer ITS Heartland