

**ITS Heartland**  
**Budget January 2020 to December 2020**  
**Version Date: December 10, 2019**



Revenue	Budget (January 1, 2020-December 31, 2020)		ACTUAL FY 2019 (as of November 30, 2019)			2019 Quantity	Notes
	Budget Amount	Comments	Budget FY 2019	Actual Income	Variance		
Membership Dues	\$26,340.00		\$26,340.00	\$25,970.00	(\$370.00)		
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$18,000.00	\$0.00		Paid: MO,OK,KS,NE,IA
Corporate/Public Agency Group (5 members)	\$7,200.00	36 @ \$200	\$7,200.00	\$6,400.00	(\$800.00)	32	
Individual Public	\$300.00	6 @ \$50	\$300.00	\$550.00	\$250.00	11	
Individual Private	\$840.00	14 @ \$60	\$840.00	\$1,020.00	\$180.00	17	
Annual Meeting	\$75,800.00		\$55,850.00	\$68,600.00	\$12,750.00		
Gold Sponsors	\$2,500.00	5 @ \$500	\$1,500.00	\$2,500.00	\$1,000.00	5	
Platinum Sponsors	\$3,000.00	3 @ \$1000	\$1,000.00	\$4,000.00	\$3,000.00	4	
Diamond Sponsors	\$2,000.00	1 @ \$2000	\$0.00	\$0.00			
Gold Sponsor-Vendor Combo	\$9,350.00	11 @ \$850 (\$150 discount)	\$7,650.00	\$9,700.00	\$2,050.00	11+\$350	
Platinum Sponsor-Vendor Combo	\$2,500.00	2 @ \$1250 (\$250 discount)	\$2,500.00	\$2,500.00	\$0.00	2	
Diamond Sponsor-Vendor Combo	\$2,250.00	1 @ \$2250 (\$250 discount)	\$0.00	\$0.00			
Walk-up registration fee	\$3,400.00	34 @ \$100	\$0.00	\$0.00			
Vendors	\$9,000.00	18 @ \$500	\$9,500.00	\$9,000.00	(\$500.00)	18	
Registrant Member	\$10,000.00	50 @ \$200	\$10,000.00	\$10,600.00	\$600.00	53	
Late Registrant Member	\$9,225.00	41 @ \$225	\$3,825.00	\$9,225.00	\$5,400.00	41	
Registrant non-member	\$4,675.00	17 @ \$275	\$5,775.00	\$4,675.00	(\$1,100.00)	17	
Late Registrant non-member	\$8,400.00	28 @ \$300 each	\$5,100.00	\$8,400.00	\$3,300.00	28	
Vendor non member	\$3,750.00	5 @ \$750 each	\$5,250.00	\$6,750.00	\$1,500.00	9	
Vendor Gold-Sponsor Non member	\$1,250.00	1 @ \$1250 each	\$3,750.00	\$1,250.00	(\$2,500.00)	1	
Vendor Plat-Sponsor Non member	\$1,750.00	1 @ \$1750 each	\$0.00	\$0.00			
Vendor Dia-Sponsor Non member	\$2,750.00	1 @ \$2750 each	\$0.00	\$0.00			
Silent Auction at AM	\$0.00		\$0.00	\$0.00	\$0.00		
ITSA Rebate	\$300.00		\$500.00	\$300.00	(\$200.00)		
Interest Earned on Investment	\$72.00		\$75.00	\$69.96	(\$5.04)		
Supplement from ITSH Savings	\$0.00		\$0.00	\$0.00	\$0.00		
L36 Grant reimbursement	\$14,683.04		\$12,444.69	\$14,895.93	\$2,451.24		
2019 revenue holdover	\$0.00		\$0.00	\$0.00	\$0.00		
<b>Total</b>	<b>\$117,195.04</b>		<b>\$95,209.69</b>	<b>\$109,835.89</b>	<b>\$12,174.96</b>		

Expenses	Budget (January 1, 2020-December 31, 2020)		ACTUAL FY 2019				Notes
	Budget Amount	Comments	Budget Amount FY 2019	Actual Expenses	Payable	Variance	
Administrative Contract	\$32,577.50	Based on contract submitted for approval	\$27,000.00	\$29,425.62		(\$2,425.62)	Contract Amount
ITS America Chapter Dues	\$500.00	ITSA Chapter Dues - Due Dec 2019	\$500.00	\$500.00		\$0.00	New ITSA Dues
Annual Meeting	\$49,500.00	Hotel food costs	\$40,000.00	\$61,983.00		(\$21,983.00)	
Booth/vendor area, pipe and drape, Meeting A/V	\$10,500.00	All meeting A/V, booth pipe, drape, electricity	\$8,500.00	\$1,927.00		\$6,573.00	
Icebreaker	\$5,400.00	Location rental, food, beverages, entertainment, bus rental	\$7,500.00	\$8,201.91		(\$701.91)	
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	\$48.00		(\$33.00)	
Support for AR Rep ITSH Attendance	\$0.00	Support for a rep from ARDOT to attend the 2020 Annual Meeting	\$0.00				
Insurance	\$800.00	Board Insurance - Due August 2019	\$800.00	\$800.00		\$0.00	
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	\$660.70		\$1,839.30	
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	\$2,400.00		\$100.00	
Miscellaneous Expense	\$300.00	Board meeting lunch + misc.	\$300.00	\$55.18		\$244.82	
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	
L36 Grant payments to participants	\$0.00	Payments made, to be reimbursed later by grant	\$0.00	\$14,683.04		(\$14,683.04)	
<b>Total</b>	<b>\$105,342.50</b>		<b>\$90,365.00</b>	<b>\$120,684.45</b>	<b>\$0.00</b>	<b>(\$30,319.45)</b>	

Bank Account Activity 2019	1-1-19 Balance	Deposits/Transfers	Withdrawals/Transf.	Balance 11-30-2019
Checking	\$951.98	\$30,197.13	\$29,220.79	\$1,928.32
Savings	\$65,577.65	\$109,638.76	\$121,463.66	\$53,752.75
<b>Bank Account Totals</b>	<b>\$66,529.63</b>	<b>\$139,835.89</b>	<b>\$150,684.45</b>	<b>\$55,681.07</b>
			<b>Total of All Accounts =</b>	<b>\$55,681.07</b>

Amended Budget Approved by Board  
1-14-2020  
Matthew Baker  
Treasurer, ITS Heartland