



**ITS Heartland  
Treasurer's Report October 2019  
Ending October 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	\$25,970.00	(\$370.00)	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$18,000.00	\$0.00	KS,OK,NE,MO,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	\$55,850.00		\$55,850.00	\$65,675.00	\$9,825.00	
Gold Sponsors	\$1,500.00	3 @ \$500	\$1,500.00	\$2,500.00	\$1,000.00	5
Platinum Sponsors	\$1,000.00	1 @ \$1000 (Comp suites to offer?)	\$1,000.00	\$4,000.00	\$3,000.00	4
Gold Sponsor-Vendor Combo	\$7,650.00	9 @ \$850 (\$150 discount)	\$7,650.00	\$9,775.00	\$2,125.00	11.5
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	\$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	\$3,825.00	17 @ \$225	\$3,825.00	\$9,225.00	\$5,400.00	41
Registrant non-member	\$5,775.00	21 @ \$275	\$5,775.00	\$4,675.00	(\$1,100.00)	17
Late Registrant non-member	\$5,100.00	17 @ \$300 each	\$5,100.00	\$8,400.00	\$3,300.00	28
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	\$300.00	(\$200.00)	
Interest Earned on Investment	\$75.00		\$75.00	\$62.39	(\$12.61)	
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>\$92,007.39</b>	<b>\$9,242.39</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	\$28,394.79		(\$1,394.79)	
ITS America Chapter Dues	\$500.00	ITS Chapter Dues - Due Dec 2019	\$500.00	\$500.00		\$0.00	
Annual Meeting	\$40,000.00	Hotel food costs	\$40,000.00	\$58,983.00		(\$18,983.00)	
Booth/vendor area, pipe and drape, Meeting A/V	\$8,500.00	All meeting A/V, booth pipe, drape, electricity	\$8,500.00	\$1,927.00		\$6,573.00	
Icebreaker	\$7,500.00	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 2019 Annual Meeting in Kansas City	\$0.00			\$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	
<b>Total</b>	<b>\$90,365.00</b>		<b>\$90,365.00</b>	<b>\$101,970.58</b>	<b>\$0.00</b>	<b>(\$11,605.58)</b>	<b>OK if equal</b>

Bank Account Activity FY 2019	Balance 1-1-19	Deposits/Transfers	Withdrawals/Transfers	Balance 10-31-19
Checking	\$951.98	\$30,196.98	\$29,220.79	\$1,928.17
Savings	\$65,577.65	\$109,631.34	\$117,432.83	\$57,776.16
<b>Bank Account Totals</b>	<b>\$66,529.63</b>	<b>\$139,828.32</b>	<b>\$146,653.62</b>	<b>\$59,704.33</b>
			<b>Total of All Accounts =</b>	<b>\$59,704.33</b>

October 2019 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Interest	10/31/2019	\$0.08		Checking	y	Interest
Sub-Total Checking Account		\$0.08	\$0.00	Checking		
SAVINGS:						
Check	10/18/2019		\$1,000.00	savings	y	Soc event dep
check	10/22/2019		\$2,934.35	savings	y	MNW
Interest	10/31/2019	\$4.09		Savings	y	Interest
Sub-Total Savings Account		\$4.09	\$3,934.35	Savings		
<b>Totals</b>		<b>\$4.17</b>	<b>\$3,934.35</b>			

Matthew Baker, Treasurer, ITS Heartland

