



**ITS Heartland
Treasurer's Report March 2020
Ending March 31, 2020**



Revenue	Budget 2020 (January 1 - December 31, 2020)		ACTUAL (January 1 - December 31, 2020)			Quantity
	Budget Amount	Comments	Budget Amount	Actual Income	Variance	
Membership Dues	\$26,340.00		\$26,340.00	\$16,770.00	(\$9,570.00)	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$12,000.00	(\$6,000.00)	KS, IA, NE
Corporate/Public Agency Group (5 members)	\$7,200.00	36 @ \$200	\$7,200.00	\$4,200.00	(\$3,000.00)	21
Individual Public	\$300.00	6 @ \$50	\$300.00	\$150.00	(\$150.00)	3
Individual Private	\$840.00	14 @ \$60	\$840.00	\$420.00	(\$420.00)	7
Annual Meeting	\$76,290.00		\$76,290.00	\$42,964.00	(\$33,326.00)	
Gold Sponsors	\$2,500.00	5 @ \$500	\$2,500.00	\$500.00	(\$2,000.00)	1
Platinum Sponsors	\$3,000.00	3 @ \$1000	\$3,000.00	\$1,000.00	(\$2,000.00)	1
Diamond Sponsors	\$2,000.00	1 @ \$2000	\$2,000.00	\$4,000.00	\$2,000.00	2
Gold Sponsor-Vendor Combo	\$9,350.00	11 @ \$850 (\$150 discount)	\$9,350.00	\$7,650.00	(\$1,700.00)	9
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)	\$2,250.00	\$0.00	(\$2,250.00)	
Walk-up registration fee	\$3,400.00	34 @ \$100	\$3,400.00	\$0.00	(\$3,400.00)	
Vendor Booth Accessories	\$490.00	5 @ \$98	\$490.00	\$294.00	(\$196.00)	3
Vendor Booth Accessories	\$0.00	0 @ \$115	\$0.00	\$1,495.00	\$1,495.00	13
Vendors	\$9,000.00	18 @ \$500	\$9,000.00	\$8,500.00	(\$500.00)	17
Vendor - Large	\$0.00	0 @ \$900	\$0.00	\$1,800.00	\$1,800.00	2
Registrant Member	\$10,000.00	50 @ \$200	\$10,000.00	\$5,200.00	(\$4,800.00)	26
Late Registrant Member	\$9,225.00	41 @ \$225	\$9,225.00	\$0.00	(\$9,225.00)	
Registrant non-member	\$4,675.00	17 @ \$275	\$4,675.00	\$3,025.00	(\$1,650.00)	11
Late Registrant non-member	\$8,400.00	28 @ \$300 each	\$8,400.00	\$0.00	(\$8,400.00)	
Vendor non member	\$3,750.00	5 @ \$750 each	\$3,750.00	\$5,250.00	\$1,500.00	7
Vendor Gold-Sponsor Non member	\$1,250.00	1 @ \$1250 each	\$1,250.00	\$0.00	(\$1,250.00)	
Vendor Plat-Sponsor Non member	\$1,750.00	1 @ \$1750 each	\$1,750.00	\$1,750.00	\$0.00	1
Vendor Dia-Sponsor Non member	\$2,750.00	1 @ \$2750 each	\$2,750.00	\$0.00	(\$2,750.00)	
Silent Auction at AM	\$0.00		\$0.00		\$0.00	
ITSA Rebate	\$300.00		\$300.00		(\$300.00)	
Interest Earned on Investment	\$72.00		\$72.00	\$15.27	(\$56.73)	
Supplement from ITSH Savings	\$0.00		\$0.00		\$0.00	
L36 Grant reimbursement	\$12,231.80		\$12,231.80	\$12,231.80	\$0.00	
2018 revenue holdover	\$0.00		\$0.00		\$0.00	
Total	\$115,233.80		\$115,233.80	\$71,981.07	(\$43,252.73)	

Expenses	Budget 2020 (January 1 - December 31, 2020)		ACTUAL (January 1 - December 31, 2020)			Comment
	Budget Amount	Comments	Budget Amount	Actual Expenses	Payable	
Administrative Contract	\$32,577.50	Based on contract submitted for approval	\$32,577.50	\$9,899.43		\$22,678.07
ITS America Chapter Dues	\$500.00	ITS America Chapter Dues - Due Dec 2019	\$500.00	\$500.00		\$0.00
Annual Meeting	\$49,500.00	Hotel food costs	\$49,500.00	\$0.00		\$49,500.00
Booth/vendor area, pipe and drape, Meeting A/V	\$10,500.00	All meeting A/V, booth pipe, drape, electricity	\$10,500.00	\$0.00		\$10,500.00
Icebreaker	\$5,400.00	Location rental, food, beverages, entertainment, bus rental	\$5,400.00	\$0.00		\$5,400.00
Vendor Prizes	\$0.00	Gift Cards, Prizes	\$0.00	\$0.00		\$0.00
Annual Meeting Supplies	\$0.00	Included in MNW budget	\$0.00	\$0.00		\$0.00
Annual Meeting Supplies	\$0.00	Included in MNW budget	\$0.00	\$0.00		\$0.00
Website	\$0.00	Included in MNW budget	\$0.00	\$0.00		\$0.00
Bank Fees - Savings & CD	\$15.00	Checks, fees, etc.	\$15.00	\$0.00		\$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		\$0.00
Insurance	\$800.00	Board Insurance - Due August 2019	\$800.00	\$0.00		\$800.00
Operations Working Group Organizational Funding	\$0.00	For Meeting expenses	\$0.00	\$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	\$0.00		\$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	\$0.00		\$300.00
Education and Outreach	\$0.00	Travel, Class Catering, Meeting Rooms, Etc.	\$0.00	\$0.00		\$0.00
Revenue Excess	\$0.00	Revenue (Projected Only, for Savings Acct.)	\$0.00	\$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		\$0.00
L36 Grant payments to participants	\$0.00	Payments made, to be reimbursed later by grant	\$0.00	\$0.00		\$0.00
Total	\$105,342.50		\$105,342.50	\$10,399.43	\$0.00	\$94,943.07 OK if equal

Bank Account Activity FY 2020	Balance 1-1-20	Deposits/Transfers	Withdrawals/Transfers	Balance 3-31-20
Checking	\$1,928.32	\$12,232.53	\$9,557.18	\$4,603.67
Savings	\$53,752.75	\$59,748.54	\$842.25	\$112,659.04
Bank Account Totals	\$55,681.07	\$71,981.07	\$10,399.43	\$117,262.71
			Total of All Accounts =	\$117,262.71

March 2020 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Check	3/10/2020		\$500.00	Checking	y	ITSA dues
Check	3/19/2020		\$3,373.15	Checking	y	MNW
Interest	3/31/2020	\$0.28		Checking	y	Interest
Sub-Total Checking Account		\$0.28	\$3,873.15	Checking		
SAVINGS:						
Deposit	3/13/2020	\$31,910.00		Savings	y	dues/annual mtg
Interest	3/31/2020	\$5.45		Savings	y	Interest
Sub-Total Savings Account		\$31,915.45	\$0.00	Savings		
Totals		\$31,915.73	\$3,873.15			

Matthew J. Baker, Treasurer ITS Heartland