



**ITS Heartland
Treasurer's Report November 2020
Ending November 30, 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	\$24,710.00	(\$1,630.00)	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$18,000.00	\$0.00	MO, KS, IA, NE, OK
Corporate/Public Agency Group (5 members)	\$7,200.00	36 @ \$200	\$7,200.00	\$5,740.00	(\$1,460.00)	28
Individual Public	\$300.00	6 @ \$50	\$300.00	\$250.00	(\$50.00)	5
Individual Private	\$840.00	14 @ \$60	\$840.00	\$720.00	(\$120.00)	12
Annual Meeting	\$76,290.00		\$76,290.00	\$0.00	(\$76,290.00)	
Gold Sponsors	\$2,500.00	5 @ \$500	\$2,500.00	\$0.00	(\$2,500.00)	0
Platinum Sponsors	\$3,000.00	3 @ \$1000	\$3,000.00	\$0.00	(\$3,000.00)	0
Diamond Sponsors	\$2,000.00	1 @ \$2000	\$2,000.00	\$0.00	(\$2,000.00)	0
Gold Sponsor-Vendor Combo	\$9,350.00	11 @ \$850 (\$150 discount)	\$9,350.00	\$0.00	(\$9,350.00)	0
Platinum Sponsor-Vendor Combo	\$2,500.00	2 @ \$1250 (\$250 discount)	\$2,500.00	\$0.00	(\$2,500.00)	0
Diamond Sponsor-Vendor Combo	\$2,250.00	1 @ \$2250 (\$250 discount)	\$2,250.00	\$0.00	(\$2,250.00)	0
Walk-up registration fee	\$3,400.00	34 @ \$100	\$3,400.00	\$0.00	(\$3,400.00)	0
Vendor Booth Accessories	\$490.00	5 @ \$98	\$490.00	\$0.00	(\$490.00)	0
Vendor Booth Accessories	\$0.00	0 @ \$115	\$0.00	\$0.00	\$0.00	0
Vendors	\$9,000.00	18 @ \$500	\$9,000.00	\$0.00	(\$9,000.00)	0
Vendor - Large	\$0.00	0 @ \$900	\$0.00	\$0.00	\$0.00	0
Registrant Member	\$10,000.00	50 @ \$200	\$10,000.00	\$0.00	(\$10,000.00)	0
Late Registrant Member	\$9,225.00	41 @ \$225	\$9,225.00	\$0.00	(\$9,225.00)	0
Registrant non-member	\$4,675.00	17 @ \$275	\$4,675.00	\$0.00	(\$4,675.00)	0
Late Registrant non-member	\$8,400.00	28 @ \$300 each	\$8,400.00	\$0.00	(\$8,400.00)	0
Vendor non member	\$3,750.00	5 @ \$750 each	\$3,750.00	\$0.00	(\$3,750.00)	0
Vendor Gold-Sponsor Non member	\$1,250.00	1 @ \$1250 each	\$1,250.00	\$0.00	(\$1,250.00)	0
Vendor Plat-Sponsor Non member	\$1,750.00	1 @ \$1750 each	\$1,750.00	\$0.00	(\$1,750.00)	0
Vendor Dia-Sponsor Non member	\$2,750.00	1 @ \$2750 each	\$2,750.00	\$0.00	(\$2,750.00)	0
Silent Auction at AM	\$0.00		\$0.00	\$0.00	\$0.00	
ITSa Rebate	\$300.00		\$300.00	\$300.00	\$0.00	
Interest Earned on Investment	\$72.00		\$72.00	\$31.67	(\$40.33)	
Supplement from ITSH Savings	\$0.00		\$0.00	\$0.00	\$0.00	
L36 Grant reimbursement	\$12,231.80		\$12,231.80	\$12,231.80	\$0.00	
AM Refunds for Previous Deposits Paid	\$0.00		\$0.00	\$1,000.00	\$1,000.00	
Virtual Sponsors 2020	\$0.00		\$0.00	\$3,700.00	\$3,700.00	
Total	\$115,233.80		\$115,233.80	\$41,973.47	(\$73,260.33)	

Expenses	Budget 2020 (January 1 - December 31, 2020)		ACTUAL (January 1 - December 31, 2020)				Comment
	Budget Amount	Comments	Budget Amount	Actual Expenses	Payable	Variance	
Administrative Contract	\$32,577.50	Based on contract submitted for approval	\$32,577.50	\$26,310.80		\$6,266.70	
ITS America Chapter Dues	\$500.00	ITSA Chapter Dues - Due Dec 2019	\$500.00	\$500.00		\$0.00	
Annual Meeting	\$49,500.00	Hotel food costs	\$49,500.00	\$12,000.00		\$37,500.00	
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 September 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	\$9.20		\$290.80	
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	\$38,820.00	\$0.00	\$66,522.50	OK if equal

Bank Account Activity FY 2020	Balance 1-1-20	Deposits/Transfers	Withdrawals/Transfers	Balance 11-30-20
Checking	\$1,928.32	\$77,233.32	\$72,787.71	\$6,373.93
Savings	\$53,752.75	\$72,704.15	\$73,996.29	\$52,460.61
Bank Account Totals	\$55,681.07	\$149,937.47	\$146,784.00	\$58,834.54
			Total of All Accounts =	\$58,834.54

November 2020 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Transfer for 2021 AM Deposit	11/4/2020	\$15,000.00		Checking	y	Transfer
Taxes Postage 1	11/10/2020		\$4.95	Checking	y	Taxes Postage
Taxes Postage 2	11/10/2020		\$4.25	Checking	y	Taxes Postage
Deposit for 2021 AM - Overland Park	11/13/2020		\$12,000.00	Checking	y	AM Deposit
Interest	11/30/2020	\$0.07		Checking	y	Interest
Sub-Total Checking Account		\$15,000.07	\$12,009.20	Checking		
SAVINGS:						
Transfer for 2021 AM Deposit	11/4/2020		\$15,000.00	Savings	y	Transfer
Virtual Sponsors 2020	11/10/2020	\$3,760.00		Savings	y	Sponsorships
Meetings Northwest Admin	11/30/2020		\$3,503.40	Savings	y	MINW
Interest	11/30/2020	\$0.45		Savings	y	Interest
Sub-Total Savings Account		\$3,760.45	\$18,503.40	Savings		
Totals		\$18,760.52	\$30,512.60			

Matthew T. McLaughlin
Matthew T. McLaughlin, Treasurer ITS Heartland