



**ITS Heartland
Treasurer's Report June 2020
Ending June 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 | \$20,650.00 | (\$5,690.00) | |
| State | \$18,000.00 | MO, KS, NE, IA - \$4000, OK - \$2000 | \$18,000.00 | \$14,000.00 | (\$4,000.00) | 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 | \$660.00 | (\$180.00) | 11 |
| 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 | \$0.00 | |
| ITSa Rebate | \$300.00 | | \$300.00 | \$300.00 | \$0.00 | |
| Interest Earned on Investment | \$72.00 | | \$72.00 | \$27.90 | (\$44.10) | |
| 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 | |
| 2018 revenue holdover | \$0.00 | | \$0.00 | \$0.00 | \$0.00 | |
| Total | \$115,233.80 | | \$115,233.80 | \$76,173.70 | (\$39,060.10) | |

| 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 | \$18,100.22 | | \$14,477.28 | |
| 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 | \$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 | \$18,600.22 | \$0.00 | \$86,742.28 | OK if equal |

| Bank Account Activity FY 2020 | Balance 1-1-20 | Deposits/Transfers | Withdrawals/Transfers | Balance 6-30-20 |
|-------------------------------|--------------------|--------------------|--------------------------------|---------------------|
| Checking | \$1,928.32 | \$12,233.01 | \$13,107.33 | \$1,054.00 |
| Savings | \$53,752.75 | \$63,940.69 | \$5,492.89 | \$112,200.55 |
| Bank Account Totals | \$55,681.07 | \$76,173.70 | \$18,600.22 | \$113,254.55 |
| | | | Total of All Accounts = | \$113,254.55 |

| June 2020 Bank Activity: | | | | | | |
|----------------------------|-----------|-------------------|-------------------|------------|------------------|----------|
| Detail: | Date: | Deposits: | Withdrawals: | Acct. Type | Acctd for Above? | Reason |
| CHECKING: | | | | | | |
| Check | 6/29/2020 | | \$3,550.15 | Checking | y | MNW |
| Interest | 6/30/2020 | \$0.11 | | Checking | y | Interest |
| Sub-Total Checking Account | | \$0.11 | \$3,550.15 | Checking | | |
| SAVINGS: | | | | | | |
| Check | 6/16/2020 | \$2,740.00 | | Savings | y | Deposit |
| Interest | 6/30/2020 | \$2.82 | | Savings | y | Interest |
| Sub-Total Savings Account | | \$2,742.82 | \$0.00 | Savings | | |
| Totals | | \$2,742.93 | \$3,550.15 | | | |

Matthew T. McLaughlin, Treasurer ITS Heartland

