



Attendees listed in **bold** below

BOARD MEMBERS		
Kurt Rotering (Past Pres.)	Slade Engstrom (President)	Lonnie Burklund (VP)
Lee Baer (Secretary)	Matt McLaughlin (Treasurer)	Lindsay Francis (Cons. Dir. #1)
Anthony Gallo (Cons. Dir. #2)	Henry Brown (Acad. Dir. #1)	Ron Barnes (Acad. Dir.# 2)
Austin Yates (Iowa Dir.)	Shari Hilliard (Kansas Dir.)	Alex Wassman (Missouri Dir.)
Matt Baker (Neb. Dir.)	Marty Farris (Okla. Dir.)	Jamie Gilbert (Vendor Dir.)
Sara Peters (Comm. Dir.)	John Gibson (FHWA Rep.)	Amy Lucke (Chapter Admin.)
GUESTS		
Genevieve Kulaski (Admin.)		

Agenda – Minutes – **ACTION ITEMS**

1. Roll Call
2. Renewal time is here!
 - **Please get memberships renewed, especially board members.**
3. Website update message.
4. ITS America Update
 - Various chapter meetings are being posted to ITS America Website
5. 2021 Annual Meeting (Overland Park, Nov. 8-10)
 - Work on developing calendar/timeline for events
6. 2022 Annual Meeting (Lincoln, TBD)
 - Lincoln –Cornhusker
7. Treasurer's Report
 - Budget approval for next year
 - **Year End Report**
 - **Motion: Shari H. 2nd: Kurt R. None Opposed**
 - **2021 Budget**
 - **Motion: Anthony G. 2nd: Lindsay F. None Opposed**
8. **We should announce open position in February and get a slate of candidates in March.**
9. **Gen reviewed other ITS Chapters, and most are on Twitter. We should discuss if we need to be using this.**
10. **Action Items**

- January will be the call for officers; elections final March timeframe.
Looking for Missouri VP, Vice President, Secretary, Communications Director, Vendor Sector Director, Consultant Director #2, Academic Director #2, Kansas State Director, Missouri State Director
- Pulse Update and schedule for new LinkedIn rollout

11. Adjourn

12:32pm



ITS Heartland
Treasurer's Report December 2020
Ending December 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	\$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	\$32.16	(\$39.84)	
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	
AIM 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	\$41,973.96	(\$73,259.84)	

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 12-31-20
Checking	\$1,928.32	\$77,233.37	\$72,787.71	\$6,373.98
Savings	\$53,752.75	\$72,704.59	\$73,996.29	\$52,461.05
Bank Account Totals	\$55,681.07	\$149,937.96	\$146,784.00	\$58,835.03
			Total of All Accounts =	\$58,835.03

December 2020 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Interest	12/31/2020	\$0.05		Checking	y	Interest
Sub-Total Checking Account		\$0.05	\$0.00	Checking		
SAVINGS:						
Interest	12/31/2020	\$0.44		Savings	y	Interest
Sub-Total Savings Account		\$0.44	\$0.00	Savings		
Totals		\$0.49	\$0.00			

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



ITS Heartland
Budget January 2021 to December 2021
Version Date: January 12, 2021



Revenue	Budget (January 1 - December 31, 2021)		ACTUAL FY 2020 (January 1 - December 31, 2020)			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	\$70,415.00		\$76,290.00	\$0.00	(\$76,290.00)	
Gold Sponsors	\$3,000.00	6 @ \$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
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Walk-up registration fee	\$2,200.00	22 @ \$100	\$3,400.00	\$0.00	(\$3,400.00)	
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	\$9,000.00	45 @ \$200	\$10,000.00	\$0.00	(\$10,000.00)	0
Late Registrant Member	\$6,975.00	31 @ \$225	\$9,225.00	\$0.00	(\$9,225.00)	
Registrant non-member	\$2,750.00	10 @ \$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)	
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)	
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L36 Grant reimbursement	\$0.00		\$12,231.80	\$12,231.80	\$0.00	
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	Budget Amount	Comments	Budget Amount	Actual Expenses	Payable	Variance	
Administrative Contract	\$32,458.62	Based on contract submitted for approval	\$32,577.50	\$25,510.80		\$7,066.70	
ITS America Chapter Dues	\$500.00	ITSA Chapter Dues - Due by Dec (typ)	\$500.00	\$500.00		\$0.00	
Annual Meeting	\$38,000.00	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	\$6,200.00	Location rental, food, beverages, entertainment, bus rental	\$5,400.00	\$0.00		\$5,400.00	
Vendor Prizes	\$400.00	Gift Cards, Prizes	\$0.00	\$0.00		\$0.00	
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Insurance	\$800.00	Board Insurance - Due Sept (typ)	\$800.00	\$800.00		\$0.00	
Operations Working Group Organizational Funding	\$0.00	For Meeting expenses	\$0.00	\$0.00		\$0.00	
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L36 Grant payments to participants	\$0.00	Payments made, to be reimbursed later by grant	\$0.00	\$0.00		\$0.00	
Anticipated Operating Margin	\$2,181.38	For Future Unforeseen Activities	\$0.00	\$0.00		\$0.00	
Total	\$97,105.00		\$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 12-31-20
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Bank Account Totals	\$55,681.07	\$149,937.96	\$146,784.00	\$58,835.03
			Total of All Accounts =	\$58,835.03

Matthew T. McLaughlin, Treasurer ITS Heartland

