



**ITS Heartland
Treasurer's Report March 2021
Ending March 31, 2021**



Revenue	Budget (January 1 - December 31, 2021)		ACTUAL (January 1 - December 31, 2021)			Quantity
	Budget Amount	Comments	Budget Amount	Actual Income	Variance	
Membership Dues	\$26,340.00		\$26,340.00	\$17,260.00	(\$9,080.00)	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$12,000.00	(\$6,000.00)	KS, MO, NE
Corporate/Public Agency Group (5 members)	\$7,200.00	36 @ \$200	\$7,200.00	\$4,800.00	(\$2,400.00)	24
Individual Public	\$300.00	6 @ \$50	\$300.00	\$100.00	(\$200.00)	2
Individual Private	\$840.00	14 @ \$60	\$840.00	\$360.00	(\$480.00)	6
Annual Meeting	\$70,415.00		\$70,415.00	\$0.00	(\$70,415.00)	
Gold Sponsors	\$3,000.00	6 @ \$500	\$3,000.00	\$0.00	(\$3,000.00)	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	\$2,200.00	22 @ \$100	\$2,200.00	\$0.00	(\$2,200.00)	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	\$9,000.00	45 @ \$200	\$9,000.00	\$0.00	(\$9,000.00)	0
Late Registrant Member	\$6,975.00	31 @ \$225	\$6,975.00	\$0.00	(\$6,975.00)	0
Registrant non-member	\$2,750.00	10 @ \$275	\$2,750.00	\$0.00	(\$2,750.00)	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	\$0.00	(\$300.00)	
Interest Earned on Investment	\$50.00		\$50.00	\$1.54	(\$48.46)	
Supplement from ITSH Savings	\$0.00		\$0.00	\$0.00	\$0.00	
L36 Grant reimbursement	\$0.00		\$0.00	\$0.00	\$0.00	
AM Refunds for Previous Deposits Paid	\$0.00		\$0.00	\$0.00	\$0.00	
Virtual Sponsors 2020	\$0.00		\$0.00	\$0.00	\$0.00	
Total	\$97,105.00		\$97,105.00	\$17,261.54	(\$79,843.46)	

Expenses	Budget (January 1 - December 31, 2021)		ACTUAL (January 1 - December 31, 2021)			Comment
	Budget Amount	Comments	Budget Amount	Actual Expenses	Payable	
Administrative Contract	\$32,458.62	Based on contract submitted for approval	\$32,458.62	\$5,126.76		\$27,331.86
ITS America Chapter Dues	\$500.00	ITS America Chapter Dues - Due by Dec (typ)	\$500.00	\$0.00		\$500.00
Annual Meeting	\$38,000.00	Hotel food costs	\$38,000.00	\$0.00		\$38,000.00
Booth/vendor area, pipe/drape, 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, etc.	\$6,200.00	\$0.00		\$6,200.00
Vendor Prizes	\$400.00	Gift Cards, Prizes	\$400.00	\$0.00		\$400.00
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
Insurance	\$800.00	Board Insurance - Due Sept (typ)	\$800.00	\$0.00		\$800.00
Operations Working Group	\$0.00	For Meeting expenses	\$0.00	\$0.00		\$0.00
President's Discretionary Funds	\$2,500.00	ITS Travel, NRITS Travel, Other mtgs	\$2,500.00	\$0.00		\$2,500.00
Support for ITSA State Chapter Travel	\$750.00	ITS travel support for State Chapter Vice Chair	\$750.00	\$0.00		\$750.00
Student Outreach	\$2,500.00	2021 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	\$0.00	Estimate only, TBD if needed	\$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
Anticipated Operating Margin	\$2,181.38	For Future Unforeseen Activities	\$2,181.38	\$0.00		\$2,181.38
Total	\$97,105.00		\$97,105.00	\$5,126.76	\$0.00	\$91,978.24 OK if equal

Bank Account Activity FY 2021	Balance 1-1-21	Deposits/Transfers	Withdrawals/Transfers	Balance 3-31-21
Checking	\$6,373.98	\$200.09	\$2,622.74	\$3,951.33
Savings	\$52,461.05	\$17,061.45	\$2,504.02	\$67,018.48
Bank Account Totals	\$58,835.03	\$17,261.54	\$5,126.76	\$70,969.81
			Total of All Accounts =	\$70,969.81

March 2021 Bank Activity:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Interest	3/31/2021	\$0.03		Checking	y	Interest
Sub-Total Checking Account		\$0.03	\$0.00	Checking		
SAVINGS:						
Memberships/Renewals	3/11/2021	\$6,510.00		Savings	y	Memberships
MNW Services	3/25/2021		\$1,281.25	Savings	y	MNW
Interest	3/31/2021	\$0.55		Savings	y	Interest
Sub-Total Savings Account		\$6,510.55	\$1,281.25	Savings		
Totals		\$6,510.58	\$1,281.25			

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