



**ITS Heartland
Treasurer's Report August 2021
Ending August 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	\$27,710.00	\$1,370.00	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$18,000.00	\$0.00	KS, MO, NE, IA, OK
Corporate/Public Agency Group (5 members)	\$7,200.00	36 @ \$200	\$7,200.00	\$8,800.00	\$1,600.00	44
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	\$70,415.00		\$70,415.00	\$26,800.00	(\$43,615.00)	
Gold Sponsors	\$3,000.00	6 @ \$500	\$3,000.00	\$1,500.00	(\$1,500.00)	3
Platinum Sponsors	\$3,000.00	3 @ \$1000	\$3,000.00	\$3,000.00	\$0.00	3
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	\$2,550.00	(\$6,800.00)	3
Platinum Sponsor-Vendor Combo	\$2,500.00	2 @ \$1250 (\$250 discount)	\$2,500.00	\$3,750.00	\$1,250.00	3
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	\$3,000.00	(\$6,000.00)	6
Vendor - Large	\$0.00	0 @ \$900	\$0.00	\$4,000.00	\$4,000.00	5
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	\$1,500.00	(\$2,250.00)	2
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	\$3,500.00	\$1,750.00	2
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	\$4.76	(\$45.24)	
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	\$54,514.76	(\$42,590.24)	

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	\$15,102.74		\$17,355.88
ITS America Chapter Dues	\$500.00	ITS America Chapter Dues - Due by Dec (typ)	\$500.00	\$500.00		\$0.00
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	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	2021 Prize/Activity Fund/Contest Support	\$2,500.00	\$0.00		\$2,500.00
Miscellaneous Expense/Mail/IRS Taxes	\$300.00	Board meeting lunch + misc.	\$300.00	\$392.95		(\$92.95)
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	\$15,995.69	\$0.00	\$81,109.31 OK if equal

Bank Account Activity FY 2021	Balance 1-1-21	Deposits/Transfers	Withdrawals/Transfers	Balance 8-31-21
Checking	\$6,373.98	\$9,650.27	\$8,349.13	\$7,675.12
Savings	\$52,461.05	\$52,864.49	\$15,646.56	\$89,678.98
Bank Account Totals	\$58,835.03	\$62,514.76	\$23,995.69	\$97,354.10
			Total of All Accounts =	\$97,354.10

August 2021 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Interest	8/31/2021	\$0.05		Checking	y	Interest
Sub-Total Checking Account		\$0.05	\$0.00	Checking		
SAVINGS:						
Deposit	8/4/2021	\$12,430.00		Savings	y	AM/Members
MNW Services	8/18/2021		\$2,360.94	Savings	y	MNW
Interest	8/31/2021	\$0.75		Savings	y	Interest
Sub-Total Savings Account		\$12,430.75	\$2,360.94	Savings		
Totals		\$12,430.80	\$2,360.94			

Matthew T. McLaughlin, Treasurer ITS Heartland