



**ITS Heartland  
Treasurer's Report October 2021  
Ending October 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                            | \$28,150.00        | \$1,810.00           |                    |
| 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                             | \$9,000.00         | \$1,800.00           | 45                 |
| Individual Public                         | \$300.00                               | 6 @ \$50                             | \$300.00                               | \$250.00           | (\$50.00)            | 5                  |
| Individual Private                        | \$840.00                               | 14 @ \$60                            | \$840.00                               | \$900.00           | \$60.00              | 15                 |
| Annual Meeting                            | \$70,415.00                            |                                      | \$70,415.00                            | \$41,700.00        | (\$28,715.00)        |                    |
| 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                             | \$6,000.00         | \$4,000.00           | 3                  |
| Gold Sponsor-Vendor Combo                 | \$9,350.00                             | 11 @ \$850 (\$150 discount)          | \$9,350.00                             | \$3,400.00         | (\$5,950.00)         | 4                  |
| 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                             | \$5,000.00         | (\$4,000.00)         | 10                 |
| 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                             | \$800.00           | (\$8,200.00)         | 4                  |
| 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                             | \$550.00           | (\$2,200.00)         | 2                  |
| 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                             | \$4,700.00         | \$950.00             | 6                  |
| Vendor Gold-Sponsor Non member            | \$1,250.00                             | 1 @ \$1250 each                      | \$1,250.00                             | \$3,750.00         | \$2,500.00           | 3                  |
| Vendor Plat-Sponsor Non member            | \$1,750.00                             | 1 @ \$1750 each                      | \$1,750.00                             | \$5,250.00         | \$3,500.00           | 3                  |
| 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                                | \$6.39             | (\$43.61)            |                    |
| 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               |                    |
| <b>Total</b>                              | <b>\$97,105.00</b>                     |                                      | <b>\$97,105.00</b>                     | <b>\$69,856.39</b> | <b>(\$27,248.61)</b> |                    |

| 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                            | \$18,080.24        |               | \$14,378.38                       |
| 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                               | \$800.00           |               | \$0.00                            |
| 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 Activies                   | \$2,181.38                             | \$0.00             |               | \$2,181.38                        |
| <b>Total</b>                          | <b>\$97,105.00</b>                     |  | <b>\$97,105.00</b>                     | <b>\$19,773.19</b> | <b>\$0.00</b> | <b>\$77,331.81</b><br>OK if equal |

| Bank Account Activity FY 2021 | Balance 1-1-21     | Deposits/Transfers | Withdrawals/Transfers          | Balance 10-31-21    |
|-------------------------------|--------------------|--------------------|--------------------------------|---------------------|
| Checking                      | \$6,373.98         | \$9,650.33         | \$8,349.13                     | \$7,675.18          |
| Savings                       | \$52,461.05        | \$68,206.06        | \$22,209.45                    | \$98,457.66         |
| <b>Bank Account Totals</b>    | <b>\$58,835.03</b> | <b>\$77,856.39</b> | <b>\$30,558.58</b>             | <b>\$106,132.84</b> |
|                               |                    |                    | <b>Total of All Accounts =</b> | <b>\$106,132.84</b> |

| October 2021 Bank Activity: |            |                   |                   |            |                  |            |
|-----------------------------|------------|-------------------|-------------------|------------|------------------|------------|
| Detail:                     | Date:      | Deposits:         | Withdrawals:      | Acct. Type | Acctd for Above? | Reason     |
| CHECKING:                   |            |                   |                   |            |                  |            |
| Interest                    | 10/29/2021 | \$0.03            |                   | Checking   | y                | Interest   |
| Sub-Total Checking Account  |            | \$0.03            | \$0.00            | Checking   |                  |            |
| SAVINGS:                    |            |                   |                   |            |                  |            |
| Deposit                     | 10/20/2021 | \$7,210.00        |                   | Savings    | y                | AM/Members |
| MNW Services                | 10/21/2021 |                   | \$2,785.39        | Savings    | y                | MNW        |
| Interest                    | 10/29/2021 | \$0.81            |                   | Savings    | y                | Interest   |
| Sub-Total Savings Account   |            | \$7,210.81        | \$2,785.39        | Savings    |                  |            |
| <b>Totals</b>               |            | <b>\$7,210.84</b> | <b>\$2,785.39</b> |            |                  |            |

Matthew T. McLaughlin, Treasurer ITS Heartland