



**ITS Heartland
Treasurer's Report September 2021
Ending September 30, 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	\$27,890.00	\$1,550.00	
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	\$840.00	\$0.00	14
Annual Meeting	\$70,415.00		\$70,415.00	\$34,750.00	(\$35,665.00)	
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	\$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	\$4,500.00	(\$4,500.00)	9
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	\$1,700.00	(\$2,050.00)	2
Vendor Gold-Sponsor Non member	\$1,250.00	1 @ \$1250 each	\$1,250.00	\$2,500.00	\$1,250.00	2
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	\$5.55	(\$44.45)	
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	\$62,645.55	(\$34,459.45)	

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	\$18,880.24		\$13,578.38
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	\$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 Activies	\$2,181.38	\$0.00		\$2,181.38
Total	\$97,105.00		\$97,105.00	\$19,773.19	\$0.00	\$77,331.81 OK if equal

Bank Account Activity FY 2021	Balance 1-1-21	Deposits/Transfers	Withdrawals/Transfers	Balance 9-30-21
Checking	\$6,373.98	\$9,650.30	\$8,349.13	\$7,675.15
Savings	\$52,461.05	\$60,995.25	\$19,424.06	\$94,032.24
Bank Account Totals	\$58,835.03	\$70,645.55	\$27,773.19	\$101,707.39
			Total of All Accounts =	\$101,707.39

August 2021 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Interest	9/30/2021	\$0.03		Checking	y	Interest
Sub-Total Checking Account		\$0.03	\$0.00	Checking		
SAVINGS:						
Deposit	9/10/2021	\$8,130.00		Savings	y	AM/Members
MNW Services	9/23/2021		\$3,777.50	Savings	y	MNW
Interest	9/30/2021	\$0.76		Savings	y	Interest
Sub-Total Savings Account		\$8,130.76	\$3,777.50	Savings		
Totals		\$8,130.79	\$3,777.50			

Matthew T. McLaughlin, Treasurer ITS Heartland