



**ITS Heartland
Treasurer's Report November 2021
Ending November 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 | \$28,830.00 | \$2,490.00 | |
| 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 | \$9,200.00 | \$2,000.00 | 46 |
| Individual Public | \$300.00 | 6 @ \$50 | \$300.00 | \$250.00 | (\$50.00) | 5 |
| Individual Private | \$840.00 | 14 @ \$60 | \$840.00 | \$1,380.00 | \$540.00 | 23 |
| Annual Meeting | \$70,415.00 | | \$70,415.00 | \$63,075.00 | (\$7,340.00) | |
| 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 | \$5,950.00 | (\$3,400.00) | 7 |
| 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 | \$2,250.00 | \$0.00 | 1 |
| 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 | \$7,650.00 | (\$1,350.00) | 33 |
| Late Registrant Member | \$6,975.00 | 31 @ \$225 | \$6,975.00 | \$2,475.00 | (\$4,500.00) | 11 |
| Registrant non-member | \$2,750.00 | 10 @ \$275 | \$2,750.00 | \$3,300.00 | \$550.00 | 12 |
| Late Registrant non-member | \$8,400.00 | 28 @ \$300 each | \$8,400.00 | \$1,500.00 | (\$6,900.00) | 5 |
| Vendor non member | \$3,750.00 | 5 @ \$750 each | \$3,750.00 | \$7,700.00 | \$3,950.00 | 10 |
| 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 | \$6.98 | (\$43.02) | |
| 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 | \$91,911.98 | (\$5,193.02) | |

| 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 | \$27,381.43 | | \$5,077.19 |
| 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 | \$39,457.79 | | (\$1,457.79) |
| Booth/vendor area, pipe/drape, A/V | \$10,500.00 | All meeting A/V, booth pipe, drape, electricity | \$10,500.00 | \$5,847.25 | | \$4,652.75 |
| Icebreaker | \$6,200.00 | Location rental, food, beverages, etc. | \$6,200.00 | \$6,200.00 | | \$0.00 |
| 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 | \$2,150.00 | | \$350.00 |
| Miscellaneous Expense/Mail/IRS Taxes | \$300.00 | Board meeting lunch + misc. | \$300.00 | \$398.53 | | (\$98.53) |
| 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 | \$82,735.00 | \$0.00 | \$14,370.00 OK if equal |

| Bank Account Activity FY 2021 | Balance 1-1-21 | Deposits/Transfers | Withdrawals/Transfers | Balance 11-30-21 |
|-------------------------------|--------------------|---------------------|--------------------------------|--------------------|
| Checking | \$6,373.98 | \$61,900.40 | \$59,859.75 | \$8,414.63 |
| Savings | \$52,461.05 | \$88,011.58 | \$80,875.25 | \$59,597.38 |
| Bank Account Totals | \$58,835.03 | \$149,911.98 | \$140,735.00 | \$68,012.01 |
| | | | Total of All Accounts = | \$68,012.01 |

| November 2021 Bank Activity: | | | | | | |
|---------------------------------|------------|--------------------|---------------------|------------|------------------|----------------|
| Detail: | Date: | Deposits: | Withdrawals: | Acct. Type | Acctd for Above? | Reason |
| CHECKING: | | | | | | |
| Savings Transfer | 11/5/2021 | \$50,000.00 | | | | |
| Ice Breaker/Social | 11/9/2021 | | \$6,200.00 | | | |
| Convention Center F+B, AV, etc. | 11/10/2021 | | \$39,457.79 | | | |
| Certified mail for IRS | 11/18/2021 | | \$5.58 | | | |
| Pipe + Drape | 11/22/2021 | | \$5,847.25 | | | |
| Sponsor for Lincoln '22 | 11/24/2021 | \$2,250.00 | | | | |
| Interest | 11/30/2021 | \$0.07 | | Checking | y | Interest |
| Sub-Total Checking Account | | \$52,250.07 | \$51,510.62 | Checking | | |
| SAVINGS: | | | | | | |
| Student Awards Cash | 11/3/2021 | | \$2,150.00 | Savings | y | Annual Meeting |
| Checking Transfer | 11/5/2021 | | \$50,000.00 | Savings | y | Annual Meeting |
| Deposit | 11/12/2021 | \$19,805.00 | | Savings | y | AM/Members |
| MNW Services | 11/30/2021 | | \$6,515.80 | Savings | y | MNW |
| Interest | 11/30/2021 | \$0.52 | | Savings | y | Interest |
| Sub-Total Savings Account | | \$19,805.52 | \$58,665.80 | Savings | | |
| Totals | | \$72,055.59 | \$110,176.42 | | | |

Matthew T. McLaughlin, Treasurer ITS Heartland