



**ITS Heartland
Budget January 2022 to December 2022
Ending March 31, 2022**



Revenue	Budget (January 1 - December 31, 2022)		Actual (January 1 - December 31, 2022)			Quantity
	Budget Amount	Comments	Budget Amount	Actual Income	Variance	
Membership Dues	\$27,500.00		\$27,500.00	\$15,580.00	(\$11,920.00)	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$8,000.00	(\$10,000.00)	MO, NE
Corp./Public Group (5 members)	\$8,000.00	40 @ \$200	\$8,000.00	\$6,600.00	(\$1,400.00)	33
Individual Public	\$300.00	6 @ \$50	\$300.00	\$200.00	(\$100.00)	4
Individual Private	\$1,200.00	20 @ \$60	\$1,200.00	\$780.00	(\$420.00)	13
Annual Meeting	\$74,150.00		\$74,150.00	\$17,350.00	(\$56,800.00)	
Gold Sponsors	\$1,500.00	3 @ \$500	\$1,500.00	\$0.00	(\$1,500.00)	
Platinum Sponsors	\$1,000.00	1 @ \$1000	\$1,000.00	\$1,000.00	\$0.00	1
Diamond Sponsors	\$4,000.00	2 @ \$2000	\$4,000.00	\$0.00	(\$4,000.00)	
Gold Sponsor-Vendor Combo	\$8,500.00	10 @ \$850 (\$150 discount)	\$8,500.00	\$3,400.00	(\$5,100.00)	4
Platinum Sponsor-Vendor Combo	\$6,250.00	5 @ \$1250 (\$250 discount)	\$6,250.00	\$3,750.00	(\$2,500.00)	3
Diamond Sponsor-Vendor Combo	\$4,500.00	2 @ \$2250 (\$250 discount)	\$4,500.00	\$0.00	(\$4,500.00)	
Walk-up registration fee	\$3,000.00	30 @ \$100	\$3,000.00	\$0.00	(\$3,000.00)	
Vendor Booth Accessories	\$0.00	0 @ \$98	\$0.00	\$0.00	\$0.00	
Vendors	\$9,000.00	18 @ \$500	\$9,000.00	\$4,500.00	(\$4,500.00)	9
Vendor - Large	\$0.00	0 @ \$900	\$0.00	\$0.00	\$0.00	
Registrant Member	\$10,000.00	50 @ \$200	\$10,000.00	\$1,400.00	(\$8,600.00)	7
Late Registrant Member	\$7,875.00	35 @ \$225	\$7,875.00	\$0.00	(\$7,875.00)	
Registrant non-member	\$4,125.00	15 @ \$275	\$4,125.00	\$550.00	(\$3,575.00)	2
Late Registrant non-member	\$9,900.00	33 @ \$300	\$9,900.00	\$0.00	(\$9,900.00)	
Vendor non member	\$1,500.00	2 @ \$750	\$1,500.00	\$1,500.00	\$0.00	2
Vendor Gold-Sponsor Non member	\$1,250.00	1 @ \$1250	\$1,250.00	\$1,250.00	\$0.00	1
Vendor Plat-Sponsor Non member	\$1,750.00	1 @ \$1750	\$1,750.00	\$0.00	(\$1,750.00)	
Vendor Dia-Sponsor Non member	\$0.00	0 @ \$2750	\$0.00	\$0.00	\$0.00	
ITSA Rebate	\$300.00		\$300.00	\$0.00	(\$300.00)	
Interest Earned on Investment	\$50.00		\$50.00	\$1.78	(\$48.22)	
Funding from Reserves	\$7,760.90		\$7,760.90	\$0.00	(\$7,760.90)	
Miscellaneous	\$0.00		\$0.00	\$0.00	\$0.00	
Total	\$109,760.90		\$109,760.90	\$32,931.78	(\$76,829.12)	

Expenses	Budget (January 1 - December 31, 2022)		Actual (January 1 - December 31, 2022)				Comment
	Budget Amount	Comments	Budget Amount	Actual Expenses	Payable	Variance	
Administrative Contract	\$41,045.90	MNW, Website, Direct Costs for Meeting	\$41,045.90	\$10,961.73		\$30,084.17	
ITS America Chapter Dues	\$500.00	ITSA Chapter Dues - Due by Dec (typ)	\$500.00	\$0.00		\$500.00	
Annual Meeting Food & Beverage	\$37,000.00	Convention Center food costs (includes rent)	\$37,000.00	\$0.00		\$37,000.00	
Annual Meeting Audio Visual	\$10,000.00	AV technology/management fees (no hybrid)	\$10,000.00	\$0.00		\$10,000.00	
Annual Meeting Operations/Set-up	\$3,200.00	Guest Services, Cleaning, Comm/Electrical	\$3,200.00	\$0.00		\$3,200.00	
Annual Meeting Pipe/Drape	\$3,200.00	Booths and hall preparation	\$3,200.00	\$0.00		\$3,200.00	
Tour Transportation & Photographer	\$800.00	Annual Meeting supplementals	\$800.00	\$0.00		\$800.00	
Welcome Reception	\$6,500.00	Location rental, food, beverages, etc.	\$6,500.00	\$0.00		\$6,500.00	
Vendor Prizes	\$650.00	Gift Cards, Prizes	\$650.00	\$0.00		\$650.00	
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	
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 Chapter Vice Chair	\$750.00	\$0.00		\$750.00	
Student Outreach	\$2,500.00	2022 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	
Anticipated Operating Margin	\$0.00	For Future Unforeseen Activities	\$0.00	\$0.00		\$0.00	
Total	\$109,760.90		\$109,760.90	\$10,961.73	\$0.00	\$98,799.17	OK if equal

Bank Account Activity FY 2022	Balance 1-1-22	Deposits/Transfers	Withdrawals/Transfers	Balance 3-31-22
Checking	\$8,828.15	\$400.09	\$0.00	\$9,228.24
Savings	\$55,103.55	\$32,531.69	\$10,961.73	\$76,673.51
Bank Account Totals	\$63,931.70	\$32,931.78	\$10,961.73	\$85,901.75
			Total of All Accounts =	\$85,901.75

March 2022 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Interest	3/31/2022	\$0.03		Checking	y	Interest
Sub-Total Checking Account		\$0.03	\$0.00	Checking		
SAVINGS:						
Deposit (Memberships/Conference)	2/9/2022	\$12,790.00		Savings	y	Mem/AM
MNW February Invoice	2/23/2022		\$5,418.35	Savings	y	MNW
Interest	2/28/2022	\$0.67		Savings	y	Interest
Sub-Total Savings Account		\$12,790.67	\$5,418.35	Savings		
Totals		\$12,790.70	\$5,418.35			

Matthew T. McClung
Matthew T. McClung, Treasurer ITS Heartland