



**ITS Heartland
Budget January 2022 to December 2022
Ending November 30, 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	\$30,330.00	\$2,830.00	
State	\$18,000.00	MO, KS, NE, IA - \$4000, OK - \$2000	\$18,000.00	\$18,000.00	\$0.00	IA, KS, MO, NE, OK
Corp./Public Group (5 members)	\$8,000.00	40 @ \$200	\$8,000.00	\$10,000.00	\$2,000.00	50
Individual Public	\$300.00	6 @ \$50	\$300.00	\$950.00	\$650.00	19
Individual Private	\$1,200.00	20 @ \$60	\$1,200.00	\$1,380.00	\$180.00	23
Annual Meeting	\$74,150.00		\$74,150.00	\$53,925.00	(\$20,225.00)	
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	\$7,650.00	(\$850.00)	9
Platinum Sponsor-Vendor Combo	\$6,250.00	5 @ \$1250 (\$250 discount)	\$6,250.00	\$5,000.00	(\$1,250.00)	4
Diamond Sponsor-Vendor Combo	\$4,500.00	2 @ \$2250 (\$250 discount)	\$4,500.00	\$2,250.00	(\$2,250.00)	1
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	\$7,000.00	(\$2,000.00)	14
Vendor - Large	\$0.00	0 @ \$900	\$0.00	\$0.00	\$0.00	
Registrant Member	\$10,000.00	50 @ \$200	\$10,000.00	\$13,400.00	\$3,400.00	67
Late Registrant Member	\$7,875.00	35 @ \$225	\$7,875.00	\$2,025.00	(\$5,850.00)	9
Registrant non-member	\$4,125.00	15 @ \$275	\$4,125.00	\$7,975.00	\$3,850.00	29
Late Registrant non-member	\$9,900.00	33 @ \$300	\$9,900.00	\$1,875.00	(\$8,025.00)	6
Vendor non member	\$1,500.00	2 @ \$750	\$1,500.00	\$4,500.00	\$3,000.00	6
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	\$100.00	(\$200.00)	
Interest Earned on Investment	\$50.00		\$50.00	\$4.36	(\$45.64)	
Funding from Reserves	\$7,760.90		\$7,760.90	\$0.00	(\$7,760.90)	
Miscellaneous	\$0.00		\$0.00	\$392.14	\$392.14	IRS Refund Pen.
Total	\$109,760.90		\$109,760.90	\$84,751.50	(\$25,009.40)	

Expenses	Budget (January 1 - December 31, 2022)		Actual (January 1 - December 31, 2022)			Comment
	Budget Amount	Comments	Budget Amount	Actual Expenses	Variance	
Administrative Contract	\$41,045.90	MNW, Website, Direct Costs for Meeting	\$41,045.90	\$40,499.67	\$546.23	
ITS America Chapter Dues	\$500.00	ITS Chapter Dues - Due by Dec (typ)	\$500.00	\$500.00	\$0.00	
Annual Meeting Food & Beverage	\$37,000.00	Convention Center food costs (includes rent)	\$37,000.00	\$63,299.04	(\$26,299.04)	\$13k+\$10k...STL+IA Dep.
Annual Meeting Audio Visual	\$10,000.00	AV technology/management fees (no hybrid)	\$10,000.00	\$11,400.95	(\$1,400.95)	
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	\$1,930.50	\$1,269.50	
Tour Transportation & Photographer	\$800.00	Annual Meeting supplementals	\$800.00	\$778.68	\$21.32	
Welcome Reception	\$6,500.00	Location rental, food, beverages, etc.	\$6,500.00	\$4,976.02	\$1,523.98	
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	\$800.00	\$0.00	
President's Discretionary Funds	\$2,500.00	ITS Travel, NRITS Travel, Other mtgs	\$2,500.00	\$2,499.68	\$0.32	
Support for ITSA State Chapter Travel	\$750.00	ITS travel support for Chapter Vice Chair	\$750.00	\$750.00	\$0.00	
Student Outreach	\$2,500.00	2022 Prize/Activity Fund/Contest Support	\$2,500.00	\$2,250.00	\$250.00	
Miscellaneous Expense	\$300.00	Board meeting lunch + misc.	\$300.00	\$1,321.32	(\$1,021.32)	
Anticipated Operating Margin	\$0.00	For Future Unforeseen Activities	\$0.00	\$0.00	\$0.00	
Total	\$109,760.90		\$109,760.90	\$131,005.86	(\$21,244.96)	(\$21,244.96) OK if equal

Bank Account Activity FY 2022	Balance 1-1-22	Deposits/Transfers	Withdrawals/Transfers	Balance 11-30-22
Checking	\$8,828.15	\$88,400.57	\$92,941.06	\$4,287.66
Savings	\$55,103.55	\$82,100.93	\$123,814.80	\$13,389.68
Bank Account Totals	\$63,931.70	\$170,501.50	\$216,755.86	\$17,677.34
Total of All Accounts =				\$17,677.34

November 2022 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
MNW Sept Invoice	11/15/2022		\$1,812.45	Checking	y	MNW Costs
Interest	11/30/2022	\$0.02		Checking	y	Interest
Sub-Total Checking Account		\$0.02	\$1,812.45	Checking		
SAVINGS:						
MNW Oct Invoice	11/29/2022		\$1,620.49	Savings	y	MNW Costs
Interest	11/30/2022	\$0.12		Savings	y	Interest
Sub-Total Savings Account		\$0.12	\$1,620.49	Savings		
Totals		\$0.14	\$3,432.94			

Matthew T. McLaughlin, Treasurer, ITS Heartland

"How Are We Doing" Formula (Loss or Gain)

Revenue					
Code	Item	Source	Type	Actuals	
A	Memberships	Treasurer's Report	Calendar Year	\$ 30,330.00	Stabilized
B	Annual Meeting	MNW Post Event Report	Annualized	\$ 67,050.00	Finished
C	Miscellaneous	Treasurer's Report	Calendar Year	\$496.50	Stabilized

Subtotal Revenue \$ 97,876.50

Expenses					
Code	Item	Source	Type	Actuals	
W	Meeting Northwest Contract	MNW Invoice/Projection	Calendar Year	\$ 36,016.97	Open
X	ITSA Chapter Dues	Treasurer's Report	Calendar Year	\$500.00	Finished
Y	Annual Meeting	MNW Post Event Report	Annualized	\$ 62,892.66	Finished
Z	Miscellaneous	Treasurer's Report	Calendar Year	\$5,371.00	Open

Subtotal Expenses \$ 104,780.63

Annual Loss (Ant.) \$ (6,904.13)