



**ITS Heartland
Budget January 2022 to December 2022
Ending September 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 | \$30,080.00 | \$2,580.00 | |
| 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 | \$9,800.00 | \$1,800.00 | 49 |
| Individual Public | \$300.00 | 6 @ \$50 | \$300.00 | \$900.00 | \$600.00 | 18 |
| 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 | \$4.08 | (\$45.92) | |
| 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 | \$84,501.22 | (\$25,259.68) | |

| 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 | \$35,882.12 | \$5,163.78 | |
| 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 | \$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 | \$0.00 | \$800.00 | |
| President's Discretionary Funds | \$2,500.00 | ITSA Travel, NRITS Travel, Other mtgs | \$2,500.00 | \$2,318.87 | \$181.13 | |
| Support for ITSA State Chapter Travel | \$750.00 | ITSA 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 | \$124,907.50 | (\$15,146.60) | (\$15,146.60) OK if equal |

| Bank Account Activity FY 2022 | Balance 1-1-22 | Deposits/Transfers | Withdrawals/Transfers | Balance 9-30-22 |
|-------------------------------|--------------------|---------------------|--------------------------------|--------------------|
| Checking | \$8,828.15 | \$88,400.53 | \$90,447.80 | \$6,780.88 |
| Savings | \$55,103.55 | \$81,850.69 | \$120,209.70 | \$16,744.54 |
| Bank Account Totals | \$63,931.70 | \$170,251.22 | \$210,657.50 | \$23,525.42 |
| | | | Total of All Accounts = | \$23,525.42 |

| September 2022 Bank Activity: | | | | | | |
|-------------------------------|-----------|-------------------|-------------------|------------|------------------|----------------|
| Detail: | Date: | Deposits: | Withdrawals: | Acct. Type | Acctd for Above? | Reason |
| CHECKING: | | | | | | |
| Diamond Sponsorship | 9/14/2022 | \$2,250.00 | | Checking | y | AM Sponsor '23 |
| Cash Leftover from Lincoln | 9/15/2022 | \$750.00 | | Checking | y | Student Prizes |
| ITS World Congress | 9/15/2022 | | \$3,068.87 | Checking | y | ITSWC Travel |
| Interest | 9/30/2022 | \$0.02 | | Checking | y | Interest |
| Sub-Total Checking Account | | \$3,000.02 | \$3,068.87 | Checking | | |
| SAVINGS: | | | | | | |
| Interest | 9/30/2022 | \$0.13 | | Savings | y | Interest |
| Sub-Total Savings Account | | \$0.13 | \$0.00 | Savings | | |
| Totals | | \$3,000.15 | \$3,068.87 | | | |

Matthew T. McLaughlin
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 | \$ 30,080.00 | Stabilized |
| B | Annual Meeting | MNW Post Event Report | Annualized | \$ 67,050.00 | Finished |
| C | Miscellaneous | Treasurer's Report | Calendar Year | \$ 496.22 | Stabilized |

Subtotal Revenue \$ 97,626.22

| Expenses | | | | | |
|-----------------|----------------------------|------------------------|---------------|----------------|----------|
| Code | Item | Source | Type | Actuals | |
| W | Meeting Northwest Contract | MNW Invoice/Projection | Calendar Year | \$ 32,639.04 | Open |
| X | ITSA Chapter Dues | Treasurer's Report | Calendar Year | \$ - | Open |
| Y | Annual Meeting | MNW Post Event Report | Annualized | \$ 62,892.66 | Finished |
| Z | Miscellaneous | Treasurer's Report | Calendar Year | \$ 4,390.19 | Open |

Subtotal Expenses \$ 99,921.89

Annual Loss (Ant.) \$ (2,295.67)