



**ITS Heartland
Budget January 2023 to December 2023
Ending March 31, 2023**



Revenue	Budget (January 1 - December 31, 2023)		Actual (January 1 - December 31, 2023)			Quantity
	Budget Amount	Comments	Budget Amount	Actual Income	Variance	
Membership Dues	\$38,650.00		\$38,650.00	\$26,915.00	(\$11,735.00)	
State	\$25,000.00	MO, KS, NE, IA, OK - \$5000	\$25,000.00	\$20,000.00	(\$5,000.00)	OK, MO, KS, NE
Corp./Public Group (5 members)	\$11,250.00	45 @ \$250	\$11,250.00	\$6,000.00	(\$5,250.00)	24
Individual Public	\$900.00	15 @ \$60	\$900.00	\$240.00	(\$660.00)	4
Individual Private	\$1,500.00	20 @ \$75	\$1,500.00	\$675.00	(\$825.00)	9
Annual Meeting	\$86,650.00		\$86,650.00	\$31,550.00	(\$55,100.00)	
Bronze Sponsors	\$1,650.00	3 @ \$550	\$1,650.00	\$3,300.00	\$1,650.00	6
Silver Sponsors	\$1,100.00	1 @ \$1100	\$1,100.00	\$2,200.00	\$1,100.00	2
Gold Sponsors	\$4,400.00	2 @ \$2200	\$4,400.00	\$4,400.00	\$0.00	2
Bronze Sponsor-Vendor Combo	\$10,450.00	11 @ \$950	\$10,450.00	\$2,850.00	(\$7,600.00)	3
Silver Sponsor-Vendor Combo	\$8,100.00	6 @ \$1350	\$8,100.00	\$4,050.00	(\$4,050.00)	3
Gold Sponsor-Vendor Combo	\$7,200.00	3 @ \$2400	\$7,200.00	\$3,050.00	(\$4,150.00)	1
Vendors	\$7,150.00	13 @ \$550	\$7,150.00	\$4,950.00	(\$2,200.00)	9
Vendor - End Cap Member	\$4,000.00	4 @ \$1000	\$4,000.00	\$0.00	(\$4,000.00)	
Vendor - End Cap Non-Member	\$1,500.00	1 @ \$1500	\$1,500.00	\$0.00	(\$1,500.00)	
Vendor - Vehicle Member	\$2,000.00	2 @ \$1000	\$2,000.00	\$0.00	(\$2,000.00)	
Vendor - Vehicle Non-Member	\$0.00	0 @ \$1500	\$0.00	\$0.00	\$0.00	
Vendor Non-Member	\$4,125.00	5 @ \$825	\$4,125.00	\$1,650.00	(\$2,475.00)	2
Vendor Bronze-Sponsor Non-Member	\$1,350.00	1 @ \$1350	\$1,350.00	\$0.00	(\$1,350.00)	
Vendor Silver-Sponsor Non-Member	\$0.00	0 @ \$1900	\$0.00	\$0.00	\$0.00	
Vendor Gold-Sponsor Non-Member	\$0.00	0 @ \$3000	\$0.00	\$0.00	\$0.00	
Registrant Member	\$12,500.00	50 @ \$250	\$12,500.00	\$4,750.00	(\$7,750.00)	19
Late Registrant Member	\$5,500.00	20 @ \$275	\$5,500.00	\$0.00	(\$5,500.00)	
Registrant Non-Member	\$5,250.00	15 @ \$350	\$5,250.00	\$350.00	(\$4,900.00)	1
Late Registrant Non-Member	\$5,625.00	15 @ \$375	\$5,625.00	\$0.00	(\$5,625.00)	
On-Site Member	\$2,250.00	5 @ \$450	\$2,250.00	\$0.00	(\$2,250.00)	
On-Site Non-Member	\$2,500.00	5 @ \$500	\$2,500.00	\$0.00	(\$2,500.00)	
State Employees, Students, Speakers	\$0.00	60, 5, 30 @ \$0	\$0.00	\$0.00	\$0.00	
ITSA Rebate	\$100.00		\$100.00	\$0.00	(\$100.00)	
Interest Earned on Checking/Savings	\$20.00		\$20.00	\$12.83	(\$7.17)	
Funding from Reserves	\$0.00		\$0.00	\$0.00	\$0.00	
Miscellaneous	\$0.00		\$0.00	\$0.00	\$0.00	
Total	\$125,420.00		\$125,420.00	\$58,477.83	(\$66,942.17)	

Expenses	Budget (January 1 - December 31, 2023)		Actual (January 1 - December 31, 2023)			Comment
	Budget Amount	Comments	Budget Amount	Actual Expenses	Variance	
Administrative Contract	\$37,545.40	MNW, Website, Direct Costs for Meeting	\$37,545.40	\$5,400.09	\$32,145.31	
ITS America Chapter Dues	\$500.00	ITS Chapter Dues - Due by Dec (typ)	\$500.00	\$0.00	\$500.00	
Annual Meeting Center Rental Fee	\$12,337.15	Fee for Conference (separate from hotel)	\$12,337.15	\$0.00	\$12,337.15	
Annual Meeting Food & Beverage	\$40,354.30	Convention Center food costs	\$40,354.30	\$0.00	\$40,354.30	
Annual Meeting Audio Visual	\$11,429.98	AV technology/management fees (no hybrid)	\$11,429.98	\$0.00	\$11,429.98	
Annual Meeting Operations/Set-up	\$4,442.40	Guest Services, Cleaning, Comm/Electrical	\$4,442.40	\$0.00	\$4,442.40	
Annual Meeting Pipe/Drape	\$2,646.00	Booths and hall preparation	\$2,646.00	\$0.00	\$2,646.00	
Annual Meeting Lanyards/Cups	\$962.50	Lanyards for Attendees and Coffee Cups	\$962.50	\$0.00	\$962.50	
Tour Transportation & Photographer	\$800.00	Annual Meeting supplementals	\$800.00	\$0.00	\$800.00	
Welcome Reception (food, bev, rent)	\$0.00	Use free Embassy Suites Happy Hour	\$0.00	\$0.00	\$0.00	
Vendor Prizes/Speaker Handouts	\$650.00	Reception Gift Cards, Prizes, Speaker	\$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 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	\$28.00	\$272.00	
Anticipated Operating Margin	\$6,887.27	For Future Unforeseen Expenses	\$6,887.27	\$0.00	\$6,887.27	
Total	\$125,420.00		\$125,420.00	\$5,428.09	\$119,991.91	OK if equal

Bank Account Activity FY 2023	Balance 1-1-23	Deposits/Transfers	Withdrawals/Transfers	Balance 3-31-23
Checking	\$4,287.67	\$150.03	\$1,101.33	\$3,336.37
Savings	\$13,589.79	\$58,327.80	\$4,326.76	\$67,590.83
Bank Account Totals	\$17,877.46	\$58,477.83	\$5,428.09	\$70,927.20
			Total of All Accounts =	\$70,927.20

March 2023 Bank Activity:						
Detail:	Date:	Deposits:	Withdrawals:	Acct. Type	Acctd for Above?	Reason
CHECKING:						
Sponsorship	3/8/2023	\$150.00		Checking	y	Sponsor for AM
Interest	3/31/2023	\$0.01		Checking	y	Interest
Sub-Total Checking Account		\$150.01	\$0.00	Checking		
SAVINGS:						
MNW	3/14/2023		\$2,111.23	Savings	y	MNW
Deposit	3/15/2023	\$17,795.00		Savings	y	AM Deposit
Interest	3/31/2023	\$12.39		Savings	y	Interest
Sub-Total Savings Account		\$17,807.39	\$2,111.23	Savings		
Totals		\$17,957.40	\$2,111.23			

Matthew T. McLaughlin, Treasurer ITS Heartland

