



# November 2018 Board Transition Meeting Documentation

ITS Georgia Monthly Board Meeting  
November 27, 2018  
10:00 am – 1:30 pm  
Kimley-Horn, Peachtree Corners

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## ITS GEORGIA BOARD OF DIRECTORS

### Officers / Directors (2018–2019):

- Jenny Johnson, *President***  
Kimley-Horn
- Winter Horbal, *Vice President***  
Temple
- Marc Start, *Secretary***  
AECOM
- Xuewen Le, *Treasurer***  
Jacobs
- Michael Holt, *Past President***  
WSP

### Directors (2018-2019):

- Dee Taylor**  
AECOM
- Bill Andrews**  
City of Sandy Springs
- Mark Demidovich**  
GDOT
- Matt Glasser**  
GDOT

### Directors (2019-2020):

- Kofi Wakhisi**  
ARC
- Kristin Phillips**  
Gwinnett County
- Derrick Crowder**  
City of Roswell
- Whitney Nottage**  
Intelight
- Billy Stalcup**  
360ns
- Tom Udell**  
CH2M

### State Chapter Representative:

- Jim Tolson**  
ARCADIS

### Ex-Officio:

- Greg Morris**  
FHWA

✓ *Indicates present at meeting*

### Other Attendees Present:

Bill Wells – ITS GA  
Kenn Fink, Kimley-Horn  
Alvin James, Kimley-Horn

Issues Discussed	Action
<p><b>Welcome</b></p> <ul style="list-style-type: none"> <li>• <b>Welcome new members:</b> Kristin Phillips, Kofi Wakhisi, Derrick Crowder</li> <li>• <b>Thank outgoing members:</b> Kenn Fink, Alvin James, Keary Lord,</li> <li>• Jenny read the ITS GA mission and goals.</li> <li>• A motion to approve meeting minutes for November (motion by Dee Taylor, Alvin James support) – the motion was approved unanimously.</li> </ul>	
<p><b>Budget/Financials</b></p> <ul style="list-style-type: none"> <li>• <b>2018 financial statement:</b> no changes to the financial statement since last meeting; waiting for final payout for ITS 5C (still being settled). A \$25K check from ITS 5C was sent to ITS GA three weeks ago. For the June meeting, a sponsorship check from Vaisala has not been received, and payment is not expected. The current status is 83 paid members, and the goal was 90 members. The numbers will be finalized after the last training event. Taxes are due in August 2019.</li> <li>• <b>2019 budget:</b> the contract with FUZE is no longer necessary, since YouTube can provide the same service for free. The Wells Communication contract was \$2,350 per month in 2018. Motion to increase the contract to \$2,500 per month (6.5% increase) for 2019 (motion by Jenny Tassan, Kofi Wakhisi support ) – the motion passed unanimously. The scholarship budget is \$15K for eligible students at in-state schools; the board may consider separating the scholarship competition into undergrad and graduate levels, and possibly also a technician/technical college category. With the changes described in the meeting summary, motion to approve the budget (motion by Winter Horbal, Kristin Phillips support) – the motion passed unanimously.</li> </ul>	<p><i>Xuewen Le to update the 2018 financial report.</i></p> <p><i>Jenny Tassan to finalize the 2019 budget based on the Board decisions.</i></p>
<p><b>Committee Updates</b></p> <ul style="list-style-type: none"> <li>• <b>Activities:</b> <u>May Thumaty to serve as chair (will be confirmed); Derrick Crowder is the board representative, and Winter Horbal will assist.</u> March is the next meeting for which arrangements are needed. Derrick to coordinate with Matt and Billy for the hand-off. Winter requested that everyone send 3 ideas for speakers, venues, and sponsors. There is interest in doing the distributed meeting among multiple GDOT District offices, which was held in July 2018.</li> <li>• <b>Potential Meeting Locations:</b> Sandy Springs and ARC; two months available at ARC Kofi will check the room schedule and share with Derrick, for the dates of May 29 and July 31. Jenny will lock down Nov 13, 2019 at Maggiano's.</li> <li>• <b>Whirlyball Event:</b> scheduled for December 7; it is a go.</li> <li>• <b>Awards:</b> <u>Jenny Tassan will remain as board representative. Winnie Long will be the chair.</u></li> <li>• <b>Communication and Outreach:</b> <u>Jenny Tassan and Bill Wells will continue in their current roles.</u></li> <li>• <b>Elections:</b> <u>Winter Horbal will be the chair and board representative, and supported by Whitney Nottage and Kristin Phillips.</u></li> </ul>	<p><i>Send project photos, press releases, and/or new hire info to Bill Wells for the GA Engineering magazine.</i></p> <p><i>Derrick Crowder to coordinate Activities Chair transition with Matt Glasser and Billy Stalcup.</i></p> <p><i>Send social activity ideas to Rachel Cohen.</i></p>

Issues Discussed	Action
<ul style="list-style-type: none"> <li>• <b>Legislative:</b> <u>Tommy Udell will be the chair and board representative, and Kofi Wahkisi will assist.</u> This is a very active area during the legislative session, and outreach/education can be accomplished when the legislative session closes.</li> <li>• <b>Member and Finance:</b> <u>Tom Glueckert will be the chair. Billy Stalcup and Matt Glasser will be the board representatives.</u> Dues and fees were discussed. Membership cost is \$150 less than 100K population, \$350 for greater than 100K. Goal for 2019: 90 members. Bill will send out invoices in December to jump-start the payment process.</li> <li>• <b>Social:</b> <u>Rachel Cohen will serve as chair, and Whitney Nottage will remain the board representative.</u> A tour at Mercedes-Benz Stadium and happy hour is in the planning phase.</li> <li>• <b>Scholarship:</b> <u>Dee Taylor will remain the chair and board representative, and Kristin Phillips will support.</u></li> <li>• <b>GA Tech Chapter Liaison:</b> <u>Jim Tolson will remain the chair and board representative.</u> There is a request for ITS GA members to provide a panel discussion for mid-levels and senior. Kofi and Marc will attend.</li> <li>• <b>Holiday party:</b> the event is Jan 19, 2019 (Saturday evening) at Sandy Springs. Prices are \$35 for 1, \$50 for two (to encourage couples to attend). Rachel Cohen will arrange door prizes, and Matt Glasser is looking for a DJ. Registration will be coordinated with GA ITE (joint event), and costs will be split with GA ITE.</li> <li>• <b>Training opportunity:</b> Ideas on training for 2019: train policy makers; discover focus areas by local educators; visionary panel for the future of transportation; information from start-ups; autonomous shuttles; Bird scooters; Uber/Lyft; panel for Superbowl; in-car telematics..</li> <li>• <b>2019 ITSGA Annual Meeting:</b> in Athens, October 6-8, 2019. KCI (Chuck Bailey) will serve as the conference chair for next year. Mike Holt and Jim Tolson will assist with the transition. Historically, the lead firm gets ½ price platinum and no comp registrations related to sponsorships, however comp hotel rooms are available to be distributed to those that need them. The consensus of the board is that no change is needed with respect to the benefits associated with the lead firm.</li> <li>• <b>2020 Site Selection.</b> Kristin will assist Jenny and Winter with the venue selection. Outside of Atlanta, the practical options are Savannah, Jekyll Island, Westin near Jekyll, and the Augusta Marriott. The location should be identified in early 2019.</li> <li>• <b>Next XC Summit (2022).</b> The board agreed to pursue consideration for hosting in Atlanta. Planning activity should start in early 2020.</li> <li>• <b>Forsyth County Career Event:</b> Forsyth County will hold an event on Friday, December 14, 9 AM - 4 PM. Tommy Udell will attend and provide a traffic signal. Others who are interested should contact Tommy Udell.</li> </ul>	<p><i>Contact Jim Tolson if you would like to be a speaker at a Georgia Tech student chapter meeting.</i></p> <p><i>Jenny Tassan to add training opportunity brainstorming to the January meeting.</i></p> <p><i>Bill Wells will invoice members in December to jump-start the payment process.</i></p> <p><i>Contact Tommy Udell about attending the Forsyth County event.</i></p>
<p><b>Closing Remarks</b></p> <ul style="list-style-type: none"> <li>• Jenny closed the meeting.</li> </ul>	



## 2019 ITS Georgia Strategic Planning Session

November 27, 2018 at 11:00 AM

Kimley-Horn – Peachtree Corners Office

### ITS GEORGIA BOARD OF DIRECTORS

Officers/Directors (2018-2019):

Jenny Johnson, President  
Winter Horbal, Vice President  
Marc Start, Secretary  
Xuewen Le, Treasurer  
Mike Holt, Past President

Directors 2019-2020:

Whitney Nottage  
Billy Stalcup  
Tom Udell  
Kristin Phillips  
Kofi Wakhisi  
Derrick Crowder

Directors 2018-2019:

Bill Andrews  
Dee Taylor  
Mark Demidovich  
Matt Glasser

State Chapter Representative

Jim Tolson

Ex-Officio

Greg Morris, FHWA

## AGENDA

- 11:00 Welcome New Officers and Board Members (Johnson)
- 11:05 Brief Review of Mission and Goals (Horbal)
- 11:15 Recap & Close-Out of 2018
- Approve November 2018 meeting minutes (Johnson)
  - 2018 ITS5C Summit debrief/final financials (Holt)
  - Recap of 2018 Budget Financials (Le/Johnson)
  - 2018 Membership – outstanding member dues / total 2018 membership? (James/Wells)
  - 2018 Sponsorships – outstanding monthly meeting sponsorship (Glasser/Stalcup)
- 11:45 2019 Financial Report
- 2018 Taxes – Xuewen to file in early 2019; deadline to file? (Le)
  - 2019 Budget Outlook → BOARD APPROVAL (Le/Johnson/Committee Chairs)
    - a. Approval of contract renewals
      - i. Fuze + Buffer Media (\$425)
      - ii. SOS Insurance Policy (\$550)
      - iii. ACEC Membership + GA Engineering Magazine (\$1,104)
      - iv. Bill Wells
    - b. Approval of 2019 scholarship amounts (2018 = \$15,000)
      - i. Separate undergrad & grad scholarships? Technician scholarship?
      - ii. Limit on how many times one person can win a scholarship?
    - c. Approvals of sponsorships
      - i. ACEC GA Engineering Awards (\$500)
      - ii. GA Tech Student Chapter (\$100/meeting x6 meetings)
      - iii. GT Exploring Engineering Academy (\$1,000)
      - iv. TIME Sponsorship (\$600)
- 12:30 LUNCH Break
- 12:45 Strategic Planning Session
- 2019 committee chair and board member manager assignments (Johnson)
  - 2019 Holiday Hangover (Andrews)
    - a. City Springs, Saturday 1/19/19, Time?
    - b. Registration costs – \$35/member + \$15/spouse
    - c. Wells to open registration (send registration link to GAITE) – allow pay-at-door?
    - d. Open bar (hr before dinner); cash bar (dinner); plated dinner
    - e. DJ (Matt Glasser); Door Prizes (Rachel Cohen?)



- Activities (Glasser/Stalcup)
  - a. WhirleyBall + ATSPM Training
    - i. December 7<sup>th</sup> from 12-6pm (4 hrs class + 2 hrs whirley)
    - ii. How many registered (at least 30)? Go, no-go event?
  - b. Suggested monthly meeting topics & speakers
    - i. January – Holiday Hangover; February – Scholarship presentations
    - ii. Speaker ideas for 2019?
    - iii. Training workshop ideas for 2019? (no-go ITSA training for 2019)
  - c. Suggested monthly meeting venue
    - i. City Springs – room rental cost? Catering costs? Capacity? (Andrews)
    - ii. Return to Northpark?
    - iii. Other venue ideas for 2019?
  - d. November 2019 Awards banquet – date & location?
- Membership & Finance (Johnson/James)
  - a. Finalize 2019 membership levels & costs (remote Fuze membership?)
  - b. Schedule when to send 2019 invoices
  - c. 2019 membership goal
- Networking/Social Activities – 2019 plans & goals (Nottage)
  - a. Next event - ???
- GA Tech ITS Student Chapter – 2019 plans & goals (Tolson)
- 2019 ITSGA Annual Meeting – Oct. 6-8, 2019, Athens, GA
  - a. 2019 Conference Chair – KCI (Chuck Bailey) – KCI next steps?
  - b. What benefits should the conference chair receive?
    - i. Sponsorship level?
    - ii. # of comped registrations?
    - iii. Getting expenses reimbursed (i.e. – printing materials, etc.)?
    - iv. Other benefits?
  - c. Sponsorships
    - i. How many of each level of sponsorship?
    - ii. Cost of each sponsorship level?
    - iii. Benefits given to each sponsor for varying levels?
  - d. When/how do we want to start securing exhibitors/sponsorships?
- 2020 Annual Meeting site selection (Johnson/Horbal/Holt/?) - When? Where?
- Future ITS?C Summit – does ITSGA want to host? What year (2022?) (Holt)

1:25 Schedule at a glance (Johnson)

- December 2018
  - a. Technical Training + WhirleyBall – Fri, 12/7/18 (12-6pm)
  - b. Forsyth County Schools College & Career Fair – Fri, 12/14/18 (9am-4pm) – Tom Udell to head event. Any board members able to assist at event &/or provide swag?
  - c. No December board meeting and no regularly scheduled monthly meeting
- January 2019
  - a. Holiday Hangover – Sat, 1/19/19 @ City Springs
  - b. No regularly scheduled monthly meeting
  - c. **Next Board Meeting – Wed, 1/30/19 at 10am at Kimley-Horn Peachtree Corners Office**

1:30 Adjourn Meeting (Johnson)



## **MISSION**

We believe that ITS is a valuable tool for improved management of any transportation system, regardless of the inherent complexity of the system. ITS can help operate, manage, and maintain the system once it has been constructed.

We believe that ITS should be systematically incorporated into the earliest stages of project development, especially into the planning and design of transportation projects.

We believe the best way to achieve this systematic incorporation into the process is through a coordinated, comprehensive program to “get out the word” on ITS to constituencies that might not otherwise consider the relevance of ITS to their transportation system.

## **GOALS**

1. Provide forums to share and coordinate ITSGA member missions and experiences
2. Educate our members of national directions and technologies
3. Develop a broader ITS constituency
4. Educate policy makers (e.g., agency administrators, county commissioners, mayors, planning commissions, etc.) on benefits of continued operations and maintenance and how ITS can help.



<b>Committee</b>	<b>2018 Committee Chair</b>	<b>2018 Board Manager</b>
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<b>Activities</b>	Billy Stalcup	Matt Glasser
<i>This committee is responsible for planning the monthly chapter luncheons and for coordinating other workshops and ITS-related activities in Georgia.</i>		

<b>Awards</b>		Jenny Johnson
<i>This committee is responsible for administering the chapter's annual recognition awards program.</i>		

<b>Communications and Outreach</b>	Bill Wells	
<i>This committee is responsible for preparing a communications plan for the year and implementing that plan. The committee coordinates outreach activities of the other committees.</i>		

<b>Elections</b>		Winter Horbal
<i>This committee is responsible for identifying and drafting a slate of candidates for the Board of Directors and Executive Committee and for administering the annual elections.</i>		

<b>Legislative</b>		Tom Udell
<i>This committee is responsible for keeping track of key issues with policy makers that may affect the organization and its members.</i>		

<b>Membership and Finance</b>	Alvin James/Mary Thumaty	Keary Lord
<i>This committee is responsible for identifying and recruiting new organizations and individuals. It will also work with the Treasurer to encourage members to pay dues in a timely manner.</i>		

<b>Networking/Social Activities</b>	Rachel Cohen	Whitney Nottage
<i>This committee is responsible for organizing special programs to enhance member professional and personal growth.</i>		

<b>Scholarships</b>	Dee Taylor	Keary Lord/Kenn Fink
<i>This committee is responsible for administering the Wayne Shackelford Scholarship program.</i>		

<b>GA Tech ITS Student Chapter Liaison</b>		Jim Tolson
<i>This committee is responsible for advising and coordinating with the GA Tech ITS Student Chapter.</i>		

Starting Balances	2018 YE		checking + paypal savings
	Checking =		
	Savings =		
		\$	

**INCOME**

		BUDGET			
CATEGORY	DESCRIPTION	INCOME	EXPENSE	NUMBER	TOTAL
<b>Administrative</b>					
Membership Dues	Small firm	\$ 150.00		10	\$ 1,500.00
Membership Dues	Large firm	\$ 400.00		80	\$ 32,000.00
<i>Subtotal</i>					\$ 33,500.00
<b>Annual Meeting</b>					
Registration		\$ 62,250.00		1	\$ 62,250.00
Sponsorship		\$ 47,500.00		1	\$ 47,500.00
Exhibitors		\$ 9,900.00		1	\$ 9,900.00
2018 deposits applied		\$ 7,700.00		1	\$ 7,700.00
<i>Subtotal</i>					\$ 127,350.00
<b>Monthly Meetings</b>					
Monthly Meeting Fees	Registration	\$ 1,800.00		10	\$ 18,000.00
Monthly Meeting Sponsors	Lunch meeting sponsors	\$ 500.00		10	\$ 5,000.00
Annual Holiday Dinner	Members & spouses/guests	\$ 2,500.00		1	\$ 2,500.00
<i>Subtotal</i>					\$ 25,500.00
<b>TOTAL INCOME =</b>					\$ 186,350.00

**EXPENSES**

<b>Administrative</b>					
Wells Communication Inc	Bill Wells' contract	\$ 2,350.00		12	\$ 28,200.00
General Admin Expenses	Misc expense reimbursements	\$ 500.00		1	\$ 500.00
Fuze	Online video streaming + buffer media	\$ 425.00		1	\$ 425.00
Website fee	Annual fee for web/domain reg.	\$ 250.00		1	\$ 250.00
Inuit/Paypal fees	CC and reader usage fees	\$ 300.00		12	\$ 3,600.00
ACEC Administrative Agreement	Administrative fee and magazine	\$ 1,200.00		1	\$ 1,200.00
Secretary of State	Corporate registration	\$ 30.00		1	\$ 30.00
Insurance	Hartford liability	\$ 550.00		1	\$ 550.00
Taxes	ITSGA filing	\$ -		1	\$ -
ITSA memberships	Membership dues	\$ 500.00		1	\$ 500.00
ITSGA member rebates	Assume 5 requested	\$ 100.00		5	\$ 500.00
Networking/social committee	Networking activities	\$ 1,500.00		1	\$ 1,500.00
Training	Webinars, ITSA workshops, etc.	\$ 1,000.00		1	\$ 1,000.00
Miscellaneous	President's discretion	\$ 500.00		1	\$ 500.00
<i>Subtotal</i>					\$ 38,755.00
<b>Annual Meetings</b>					
Bill Wells Comps	Comps for 2019 AM attendance	\$ 1,000.00		1	\$ 1,000.00
2019 Hotel Contract	Hyatt Place	\$ -		1	\$ -
2019 Conference Center Contract	Athens Classic Center (meeting space + food)	\$ 15,178.00		1	\$ 15,178.00
2019 Sunday Banquet	The Graduate	\$ 15,422.00		1	\$ 15,422.00
2019 Monday Brewery	Creature Comforts	\$ 7,077.00		1	\$ 7,077.00
2019 Monday Banquet	Georgian Hall	\$ 13,253.00		1	\$ 13,253.00
2019 Entertainment Contracts	Sun + Mon nights	\$ 1,000.00		2	\$ 2,000.00
2019 Miscellaneous	Speaker gifts, shirts, prizes, etc.	\$ 21,262.00		1	\$ 21,262.00
2020 Annual Meeting Deposits	Conference center, progressive dinner, etc.	\$ 7,500.00		1	\$ 7,500.00
2020 Site Visits		\$ 500.00		1	\$ 500.00
<i>Subtotal</i>					\$ 83,192.00
<b>Monthly Meetings</b>					
Constant Contact	Web hosting for registration	\$ 70.00		12	\$ 840.00
Meeting room rentals	Monthly meeting location	\$ 250.00		10	\$ 2,500.00
Catering	Food for monthly meetings	\$ 1,800.00		10	\$ 18,000.00
Speaker travel	Travel expenses	\$ 500.00		2	\$ 1,000.00
Annual Holiday Dinner	Dinner & entertainment	\$ 5,000.00		1	\$ 5,000.00
<i>Subtotal</i>					\$ 27,340.00
<b>Sponsorships/Scholarships</b>					
ACEC GA Engineering Awards Sponsorship	Sponsorship (Includes 2 tickets to dinner)	\$ 500.00		1	\$ 500.00
Georgia Tech student chapter	Meeting reimbursements	\$ 100.00		6	\$ 600.00
GT Exploring Engineering Academy	EEA Student Scholarship (Golden Eagle)	\$ 1,000.00		1	\$ 1,000.00
TIME Sponsorship	Sponsorship for TIME conference	\$ 600.00		1	\$ 600.00
Scholarships	Student scholarships (ITS/TEOF)	\$ 3,000.00		5	\$ 15,000.00
Awards	ITSGA awards & scholarship plaques	\$ 1,200.00		1	\$ 1,200.00
<i>Subtotal</i>					\$ 18,900.00
<b>TOTAL EXPENSE =</b>					\$ 168,187.00
<b>NET INCOME =</b>					\$ 18,163.00



Starting Balances	2017 YE		Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18 Summary
	Checking =	Savings =												
	\$ 37,303.96	\$ 54,475.68												
<b>INCOME</b>		<b>\$ 91,779.64</b>				\$ 109,123.80	\$ 105,943.66	\$ 102,766.41	\$ 103,263.58	\$ 95,299.14	\$ 89,639.20	\$ 24,721.83	\$ 63,494.65	\$ 88,216.48

CATEGORY	DESCRIPTION	INCOME	EXPENSE	NUMBER	TOTAL	BUDGET											
						Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18 Summary

<b>Administrative</b>																			
Membership Dues	Small Firm	\$ 150.00		10	\$ 1,500.00														
Membership Dues	Large Firm	\$ 400.00		80	\$ 32,000.00														
	<b>Subtotal</b>				<b>\$ 33,500.00</b>														
ITS SC Summit																			
Refer to SC Summit Budget	20% of Estimated Profits	\$ 25,000.00		1	\$ 25,000.00														
	<b>Subtotal</b>				<b>\$ 25,000.00</b>														
<b>Monthly Meetings</b>																			
Monthly Meeting Fees	Registration	\$ 1,800.00		10	\$ 18,000.00	\$ 2,235.00	\$ 2,230.00	\$ 2,055.00	\$ 1,695.00	\$ 1,735.00	\$ 1,180.00	\$ 1,969.00	\$ 2,235.00	\$ 2,010.00	\$ 2,575.00	\$ 2,150.00	\$ 2,575.00	\$ 500.00	\$ 500.00
Monthly Meeting Sponsors	Lunch meeting Sponsors	\$ 500.00		10	\$ 5,000.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 175.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00
Social Networking	Social Registration																		
Annual Holiday Dinner	Members & spouses/guests	\$ 3,750.00		1	\$ 3,750.00														
	<b>Subtotal</b>				<b>\$ 26,750.00</b>	\$ 2,735.00	\$ 2,730.00	\$ 2,555.00	\$ 2,195.00	\$ 2,235.00	\$ 1,355.00	\$ 2,469.00	\$ 2,735.00	\$ 2,510.00	\$ 3,075.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 25,094.00
<b>EXPENSES</b>																			
<b>Administrative</b>																			
Wells Communication Inc	Bill Wells' Contract	\$ 2,350.00		12	\$ 28,200.00	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)	(2,350.00)
General Admin Expenses	Misc Expense Reimbursements	\$ 250.00		1	\$ 250.00	(113.88)	(16.00)	(77.90)	(83.90)	(30.62)	(12.00)	(15.00)	(5.00)	(12.00)	(10.00)	(10.00)	(10.00)	(10.00)	(10.00)
Fuze	Online video streaming	\$ 360.00		1	\$ 360.00	(360.00)			(51.00)										
Website fee	Annual fee for web/domain reg.	\$ 250.00		1	\$ 250.00														
Inuit/Paypal fees	CC and reader usage fees	\$ 150.00		11	\$ 1,650.00	(12.95)	(54.40)	(76.44)	(33.77)	(12.95)	(12.95)	(34.87)	(16.99)	(36.51)	(12.95)	(12.95)	(12.95)	(12.95)	(12.95)
ACC Administrative Agreement	Administrative fee and magazine	\$ 1,200.00		1	\$ 1,200.00	(287.50)				(168.00)			(371.50)						
Secretary of State	Corporate registration	\$ 30.00		1	\$ 30.00														
Insurance	Hartford liability	\$ 475.00		1	\$ 475.00														
Taxes	ITSGA filing	\$ -		1	\$ -														
ITSA memberships	Membership dues	\$ 500.00		1	\$ 500.00			(500.00)											
ITSGA member rebates	Assume 5 requested	\$ 100.00		5	\$ 500.00														
Networking/social committee	Networking activities	\$ 1,200.00		1	\$ 1,200.00						(689.70)	(464.00)							
Training	Webinars, ITSA workshops, etc.	\$ 1,000.00		1	\$ 1,000.00						(464.00)								
Miscellaneous	President's discretion	\$ 500.00		1	\$ 500.00		(50.00)												
	<b>Subtotal</b>				<b>\$ 36,115.00</b>	(3,124.33)	(2,470.40)	(3,004.34)	(2,518.67)	(2,561.57)	(3,064.65)	(2,863.87)	(3,300.44)	(2,398.51)	(2,573.46)	(2,372.95)			(30,253.19)
<b>Annual Meetings</b>																			
Bill Wells Comps	Registration, hotel, mileage	\$ 1,750.00		1	\$ 1,750.00														
2019 Annual Meeting	Site visits	\$ 500.00		1	\$ 500.00														
2019 Annual Meeting	Deposits										(7750.00)								
	<b>Subtotal</b>				<b>\$ 2,250.00</b>						(7750.00)								(431.06)
<b>Monthly Meetings</b>																			
Constant Contact	Web hosting for registration	\$ 75.00		10	\$ 750.00	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)	(70.00)
Meeting room rentals	Monthly meeting location	\$ 250.00		10	\$ 2,500.00	(250.00)	(270.00)	(250.00)	0.00	0.00	(70.00)	(1678.25)	(1213.27)	(880.00)	(880.00)	(70.00)	(70.00)	(70.00)	(1583.47)
Catering	Food for monthly meetings	\$ 1,800.00		10	\$ 18,000.00	(1,357.00)	(1,428.00)	(1,968.67)	(1654.00)	(1062.79)	(1490.90)	(1678.25)	(1123.27)	(1669.51)	(3564.44)				
Speaker gifts	Gifts for monthly meeting speakers	\$ 20.00		20	\$ 400.00														
Speaker travel	Travel expenses	\$ 500.00		2	\$ 1,000.00														
Annual Holiday Dinner	Dinner & entertainment	\$ 7,500.00		1	\$ 7,500.00														
	<b>Subtotal</b>				<b>\$ 30,150.00</b>	(1,677.00)	(1,768.00)	(2,288.67)	(1,724.00)	(1,132.79)	(1,560.90)	(1,768.25)	(1,785.11)	(2,619.51)	(70.00)	(3,634.44)	(1,583.47)		(21,612.14)
<b>Sponsorships/Scholarships</b>																			
ACC EC GA Engineering Awards Sponsorship	Sponsorship (and table for 6)	\$ 500.00		1	\$ 500.00		(500.00)												
Georgia Tech student chapter	Meeting reimbursements	\$ 100.00		6	\$ 600.00														
GT Exploring Engineering Academy	EEA Student Scholarship	\$ 1,000.00		1	\$ 1,000.00														
Scholarships	Student scholarships (ITS/TECF)	\$ 3,000.00		5	\$ 15,000.00														
Awards	ITSGA awards & scholarship plaques	\$ 1,200.00		1	\$ 1,200.00														
TIME Task Force	Annual Meeting "Bronze" sponsorship																		
	<b>Subtotal</b>				<b>\$ 18,300.00</b>	(500.00)													(3,104.66)
<b>TOTAL EXPENSE = \$ 86,815.00</b>																			
<b>(5,301.33)</b>																			
<b>(4,238.40)</b>																			
<b>(5,293.01)</b>																			
<b>(4,242.67)</b>																			
<b>(3,694.36)</b>																			
<b>(4,625.55)</b>																			
<b>(12,382.12)</b>																			
<b>(5,085.55)</b>																			
<b>(5,018.02)</b>																			
<b>(3,674.52)</b>																			
<b>(8,012.05)</b>																			
<b>(1,583.47)</b>																			
<b>(63,151.05)</b>																			
<b>NET INCOME = \$ (1,565.00)</b>																			
<b>\$ 13,667.95</b>																			