

# January 2020 Board Meeting Documentation Rev. 1 (see yellow highlights)

ITS Georgia Monthly Board Meeting January 29, 2020 10:00 AM - 12:00 PM Kimley-Horn, Peachtree Corners office

## ITS GEORGIA BOARD OF DIRECTORS

<b>Directors (2020-2021):</b>	<b>Directors (2019-2020):</b>
Rachel Cohen 360ns	Kofi Wakhisi ARC
Dee Taylor AECOM	Kristin Phillips Gwinnett County
✓ Brook Martin Cobb County	✓ <b>Derrick Crowder</b> City of Roswell
✓ Matt Glasser GDOT	Whitney Nottage Intelight
	Billy Stalcup 360ns
Ex-Officio:  Greg Morris FHWA	Keith Rohling Clayton County
	Rachel Cohen 360ns  Dee Taylor AECOM  Brook Martin Cobb County  Matt Glasser GDOT  Ex-Officio:  Greg Morris

## **Other Attendees Present:**

Bill Wells, ITS GA Dino Pampolina, Jacobs Steven Sheffield, WSP

Indicates present at meeting

<b>Issues Discussed</b>	Action
Welcome	Action
<ul> <li>Winter welcomed back Kristin Phillips.</li> <li>Winter read the thank you note for Patrece Keeter.</li> <li>A motion to approve meeting minutes for the December 11, 2019 (motion by Nottage, Johnson support) – the motion was approved unanimously.</li> </ul>	
Budget/Financials	
<ul> <li>2019 Financial Statement: the net income change for 2019 was a \$50,443 increase. A motion to approve (motion by Start, Phillips support) – the motion was approved unanimously. An action item to audit membership, how it was reported. Glueckert reported that Asco Power Technologies paid twice last year, and so they will be compensated.</li> <li>2020 Budget: Glueckert increased Intuit and PayPal fees based on historical charges. The intention of the 2020 budget is to build in a loss of approximately \$29,000 since the previous years have provided a surplus. A motion to approve (motion by Glasser, Martin support) – the motion was approved unanimously.</li> </ul>	Glueckert to manage an audit of how the membership was reported.
Committee Updates	
<ul> <li>Program: Nottage stated that the monthly meeting locations have been booked through March: Georgia Tech (February) and Peachtree Corners (March). The Peachtree Corners site can support 150 persons. Monthly meeting topics have been booked through May: April will feature the Digital Ignition winner, and May will feature the Sandy Springs ITS Master Plan.</li> <li>Nottage will send out a list of 22 topics to the board for a vote, and will also send a survey to the general public members about their interest in topics, meeting locations, and presenting agencies. The survey will be sent to board members first, then the membership.</li> <li>Nottage discussed the July meeting, which is tentatively scheduled to be held in conjunction with the 5GAA conference. The discussion was tabled until the February Board meeting. Horbal will ask for additional information</li> </ul>	Wahkisi to coordinate discussion regarding a potential joint meeting with the Georgia Planning Association.
<ul> <li>about the conference event schedule.</li> <li>Wahkisi will review options for the potential joint meeting with the Georgia Planning Association.</li> <li>Membership and Finance: Martin reported that 27 members have paid their 2020 dues. Non-member rates will apply starting with the March meeting. Monthly meeting sponsorships include 360ns for February, Jacobs for March,</li> </ul>	Wells to adjust website registration to begin charging non-member rates starting with the March meeting.  Sheffield to contact non-member agencies regarding ITS GA membership.

## **Issues Discussed** Action

and Intelight for April. Sponsorships still needed for May, August, October, and January. Sheffield indicated that the focus of new members is technology companies, such as CV + AV companies, Borg Warner warehouse facility in Gainesville, Panasonic Automotive, The Ray, GDOT Transportation Showcase participants, and the GM Innovation Center.

- Networking/Social Activities: Cohen stated that trivia is scheduled for February; a centrally located brewery is scheduled for March; rooftop at the Clairmont meeting location for May. Future opportunities to consider are a tour at CNN with happy hour, another Mercedes Benz stadium tour, and picnic at Lake Lanier (pavilion). A Braves game is normally scheduled in August (with GA ITE). A tailgate for the Clemson-Georgia Tech football game (with GA ITE) is normally held on the Thursday night before Labor Day weekend. Possibly also consider a Gladiators game in Nov, and axe throwing (Sandy Springs).
- Student Chapter and Scholarship: Glasser stated the committee will meet on Friday. The goals are to assist with the recruiting needs of employers, and to maximize the likelihood that the talent will remain within the ITS industry.
- Legislative: Udell stated that the state legislature is in budget discussion at the moment. Udell described the new marketing materials, which were used for the GDOT Technology Showcase: (2) banners for monthly meetings, and table top display for booths. Udell is compiling content for conferences at which ITS GA would have a booth, to answer why agencies should join ITS GA. The GMA conference is held in June, and ACCG is held in February. Horbal indicated that a chair is needed for the committee, else possibly combine Legislative with another committee.
- Communication and Outreach: Engineering Georgia Magazine includes highlights ITS Georgia. Bill stated he assisted with promotion for the GDOT Technology Showcase event held on January 21. The "Introduce a Girl to Engineering" deadline is February 4, and the event is scheduled for Saturday, February 8, at KSU in the morning. Holly Painter (KCI) is the guest speaker. ARC's Connect Atlanta event is scheduled for March 31, held near the airport. Mike Holt will attend the Building Georgia event scheduled for Feb 11.

Cohen to send a calendar invitation to board members for social events.

Glasser will develop a plan with a new approach for the student chapter + scholarship committee. Also consider how schools outside of GA could be included.

Contact Tolson if you would like to be a speaker at an upcoming Georgia Tech ITS student chapter meeting.

Horbal to include Legislative Committee chair on the agenda for next month, else combine committees.

Send project photos, press releases, and/or new hire info to Wells for the GA Engineering magazine; send articles to Wells for ITSA newsletter, Momentum.

Sign up for the "Introduce a Girl to Engineering" event no later than February 4.

Holt to attend the Building Georgia event on February 11.

## **Issues Discussed** Action

- Past Presidents and Awards Committee: Johnson is pulling contact info together, and the committee will take over the awards process. The immediate past president will serve as the committee chair.
- Education/Outreach/Service Committee: the committee is developing its charge.
- GA Engineers Association: a meeting was attended by Horbal, which serves as a lobbyist for the engineering profession. A resource is Chandler, who serves as a STEM coordinator for public schools. They also want to know if there are issues (stories) with professional licensure problems, since there are reportedly funding issues with the licensure department with the State of Georgia.
- ACEC: for awards, there needs to be a greater variety of award types, such as operations, that would be more fitting for ITS. The awards are developed by the GPTQ committee. No next steps were assigned.
- ITSA Liaison: Holt will sign off on the new charter agreement developed by ITS America; the deadline for the call for papers for the 2020 World Congress is Feb 3, and will be held in LA (a week after Jekyll Island). A committee has formed to identify content for state chapters session track; there are multiple categories, including best practices, outreach with new audiences, international, major initiatives, and reunion social events.

**2020 ITSGA Annual Meeting,** Sept 27-29, 2020. Pampolina stated that the kick-off meeting was held last Friday with committee chairs.

2021 Site Planning (Savannah) Sept 19-21. Not discussed.

2022 Regional Conference: Holt will initiate the planning process for the Southeastern ITS Summit. The location opportunities for hosting are Atlanta, Savannah, and Jekyll Island, for 700 attendees. Mike to convene to the executive committee, and they will decide the location. The event will be held in Sept/Oct 2022. Holt to note potential dates significant with respect to the Jewish calendar. The preference is to leave the conference at the 5 chapter size, unless another chapter requests to join. The next step is to identify the committees and respective

Johnson to lead development of the committee charge for the Past Presidents and Awards Committee.

The Education/Outreach/Service Committee to lead development of the committee charge.

Contact the GA Engineers Association if you are aware of engineers (or other professionally licensed staff) that has had difficulty with licensure.

Holt to execute the updated affiliation agreement developed by ITS America.

Holt to initiate the planning for the 2022 Regional Conference.

Issues Discussed	Action
leaders. A motion to approve Holt as the Georgia representative	
to lead the conference (Whitney, Kristin support) – the motion	
was approved unanimously.	
Closing Remarks	
Horbal requested that committee leads remain in touch with	
committee members.	
<ul> <li>Horbal closed the 1/29 board meeting.</li> </ul>	
• Next board meeting Wednesday, 2/26, 10 AM.	



## 2020 ITS Georgia Board Meeting

January 29, 2020 at 10:00 AM Kimley-Horn – Peachtree Corners Office

### ITS GEORGIA BOARD OF DIRECTORS

Officers/Directors (2020-2021):
Winter Horbal, President
Tom Udell, Vice President
Marc Start, Secretary
Tom Glueckert, Treasurer
Jenny Johnson, Past President

Directors 2019-2020:
Whitney Nottage
Billy Stalcup
Keith Rohling
Kristin Phillips
Kofi Wakhisi
Derrick Crowder

<u>Directors 2020-2021:</u> Rachel Cohen Dee Taylor Brook Martin Matt Glasser

State Chapter Representative

Mike Holt

Ex-Officio

Greg Morris, FHWA

## AGENDA

10:00 Take a seat and get started

- Approve 2020 Strategic Planning Meeting Minutes from December
- ➤ Financial Report (Glueckert)
  - 2019 Final Financials Board Approval
  - 2020 Budget Outlook Board Approval
    - a. Outstanding items Student Chapter/Scholarship (2019 = \$15,000)
- Committee Statuses
  - Program Committee (Nottage/Taylor/Wakhisi 5 minutes)
    - a. Months shaping up (Topic, Speaker(s), Location, Sponsor) Feb., March, April, etc.
  - b. Action item: Wahkisi to coordinate discussion regarding a potential joint meeting with Georgia Planning Association
    - c. Survey
    - d. Venue ideas needed
    - Membership & Finance (Glueckert/Martin/Sheffield/Phillips 5 minutes)
      - a. 2020 membership goal = 105 (Budget Goal = 95 with 80 large and 15 small)
      - b. Invoice update Board Members, others, non-member price for meetings?
      - c. Plan of Attack to reach goal?
    - Networking/Social Activities (Cohen/Thumaty/Volunteer Md Shafikul Islam Shafik, M.Sc., E.I. (Arcadis) - 5 minutes)
      - a. Trivia on February 27, 2020 @ Wing Factory in Smyrna
      - b. Action Item Cohen to send calendar invite to all Board Members for social events
      - c. Next Event?
    - Student Chapter and Scholarship Committee combined (Glasser/Tolson/ volunteers: Morris, Stalcup, Start, Taylor and others outside board – 5 minutes)
      - a. Action item: Advise the amount needed for scholarship committee in 2020
      - b. Student Chapters (Jim Tolson)
        - i. Action item: Contact Tolson if you would like to be a speaker at an upcoming GA Tech ITS Student Chapter meeting
      - c. Georgia Tech Student Chapter Volunteers
        - Ramiro Santana (Kimley-Horn and Associates, Inc.) Ramiro.santan@kimley-horn.com



- 2. Rahul Pasawala (G. Tech) Pasawala.rahul@gatech.edu
- d. Action item: Develop a plan with a new approach for the student chapter + scholarship committee. Consider how schools outside of GA could be included. Expansion ideas: Kennesaw State, University of Georgia, Georgia Southern, smaller Tech Schools (Chattahoochee Tech, Gwinnett Tech, etc.)
- Legislative Committee (Udell/? 5 minutes)
  - a. Update on anything we need to know regarding Legislative Session
  - b. Show off ITSGA marketing items!
  - c. GDOT's Tech Showcase overview
  - d. Action item: why are we part of ITSGA and why others should join...
  - e. **Action item:** Need to find someone to run with this committee that has an interest.
- Communications & Outreach (Wells/Horbal 5 minutes)
  - a. Action item: Reach out to people about upcoming meetings!
  - Action items: Send project photos, press releases, and/or new hire information to Wells for the GA Engineering magazine; send articles to Wells for ITSA newsletter, Momentum
- Past Presidents and Awards Committee (Johnson/ Horbal/ Morris 5 minutes)
  - a. Update on efforts
- Educations/Outreach/Service (Crowder/ Rohling 5 minutes)
  - a. Action item: lead development of the committee charge...
  - b. Educational helps to determine what career fairs we can support, organizes the event and find the volunteers
  - c. The budget items at the bottom of the budget spreadsheet what else are we doing besides just sending money. Is this still something we need to be supporting and why
  - d. Helps with Legislative outreach
- e. Service Ideas: Coat/Toy drive at our awards meeting and December workshop meetings? Annual meeting service idea ITSCA mentioned working with a local Charity at the Annual Meeting
  - 2020 ITSGA Annual Meeting September 27-29, 2020, Jekyll Island, GA
    - a. Update kickoff meeting was Friday, Jan 24 2020
  - 2022 xC Summit site selection (?) (Holt 5 minutes)
    - a. Action item: Holt to provide additional information to the Board
  - ITS America items (Holt)
    - a. State Chapter Affiliate Agreement (Holt)
- Schedule at a glance (Horbal)
  - Next Board Meeting Wed, 2/26/2020 at 10am at GA Tech Student Success Center President Suite A and B
  - February Monthly Meeting Wed 2/26/2020 at 11:30 AM at GA Tech Student Success Center – President Suite A and B
  - o Social Thurs 2/27/2020 at Wing Factory in Smyrna
- Picture by Bill Wells of Board
- Adjourn Meeting (Horbal)

ITS Georgia 2020 Annual Meeting The Westin, Jekyll Island, 9/27-9/29/2020 Budget (5/9/19)

¥.	KEVENUE					
	Number	Ĭ	Cost		Budget	Actual
Registration:						
Members (early)	115	\$	395	↔	45,425	
Members (late)	15	s	445	s	6,675	
Non-members (early)	ĸ	v	595	1/3	2,975	
Non-members (late)	10	s	625	43	6,250	
Guest	20	s	95	s	1,900	
Comped	10	s	0.9	s		
Registrations incl. w/sponsorship	0					
Subtotal =	175			s	63,225	\$
Exhibitors:						
Diamond	m	45	'	s	*	
Member (includes power service)	24	ψ,	450	43-	10,800	
Non-member (includes power service)	ĸ	45	800	45	2,400	
Subtotal =	30	L		45	13,200	\$
Sponsorship:						
Diamond	ю	\$	3,500	45	10,500	
Piatinum	9	40+	2,000	ψ.	12,000	
Platinum (Organizer - Jacobs)	1	s	1,000	s	1,000	
Gold	00	s	1,500	45	12,000	
Silver	12	\$	1,000	ş	12,000	
Subtotal =	30			ş	47.500	45

(2,381)	s	14,588	s	TOTAL INCOME =
(2,381)	45	(109,337)	S	TOTAL EXPENSES =
,	45	123,925	S	TOTAL REVENUE =

- \* If we book another Marriott property for our 2021 AM within
- 6 months of contract signature with Jekyll, then Jekyll will give us a flat \$2,000. (This has NOT been shown in budget yet.)
- Registration prices shown above are the increased prices as approved by the board for 2019 AM and moving forward.
- \* Exhibitor fees above have been increased (\$100 increase for members & \$200 increase for non-members).
- $\ensuremath{^*}$  Did NOT increase sponosorship amounts as these were just increased in 2017.

		EAPENSES	٥		l	ĺ	ı			
Type	Number	Cost	홋	Serv. Chg.		×e_	_	Budget		Actual
Comps: Comped meals for keynote speakers	m	\$ 267		67	٠	27	٠	1,081		
Comped room nights	10	\$ 189	* 45	20	٠.	25	**	2,341		
Subtotal =							s	3,422	\$	, i
Sunday Reception (Westin Front Lawn):			_							
Pig Roast / Lowcountry Boil	175	\$ 70		15	\$	٥	ę,	15,991		
Chef Fees	-			33	\$	13	s	196		
Smores / Fire Pit	175	\$ 15		33	\$	П	s	3,427		
Bar (4 drinks per person)	175	\$ 28		9	₹>	2	s	968'9		
Bartender Fees	2	\$ 150	\$	33	s	13	s	392		
Entertainment - Georgia Sea Turtle Center	1	\$ 1,200	_		\$	84	\$	1,284	·s	(401.25)
Subtotal =			$\sqcup$				\$	27,686	\$	(401.25
The Westin:			_							
Sunday Late-Night (Observation Deck)	7	\$ 1,500		300	s	126	s	1,926		
Monday Breakfast (Continental)	175	\$ 16	_	4	\$	7	₩.	3,655		
Monday Lunch (Buffet)	175	\$ 29		9	\$	2	s	6,516		
Monday PM Break	175	\$ 15	45	m	↔	П	s,	3,371		
Monday Late-Night (Observation Deck)	1	\$ 1,500	_	300	₩.	126	\$	1,926		
Tuesday Breakfast (Continental)	175	\$ 16			45	T	s	3,595		
Subtotal =		\$ 4,673	\$	703	\$	376	s	20,989	\$	1
Monday Off-Site Reception (Villa Ospo):	1	\$ 1,800			,	126	\$	1.926	\$	(200:00)
Dioner (natered by The Meetin)	175			14	· v	4		14 849		
Off-Site Catering Fee (The Westin)	1	u1	٠ ٠٠	110	- v1	43	} <b>√</b> 2	653		
Bar (4 drinks per person)	175	\$ 28		9	45	7	s	6,396		
Bartender Fees	7	\$ 150	_	33	45	13	<b>√</b>	392		
Outdoor Tent Rental	Н	\$ 10,000	_		₹\$	700	φ.	10,700	s	(1,000.00)
Entertainment - Jekyll Island Museum	н	\$ 150	_		s	11	·s	161		
Entertainment - Antique Cars	2	\$ 400			\$	28	₩	856		
Trolley Transportation	1	\$ 640	\$	115	ş	53	s	808	S	(480.00)
Subtotal =		\$ 13,733	٠Ş.	279	\$	981	φ,	36,740	\$	(1,980.00)
Miscellaneous Cost:									500	
Audio/visual/pipe & drape	н	\$ 6,000	_				s	6,000		
Printing	H	\$ 1,000	_			3/1=	\$	1,000		
Speaker gifts	52		20				s	.625		
Attendee gifts	175	\$ 25					s	4,375		
Tickets, tags, badges, ribbons, etc	٦	\$ 500					<>→	500		
Speaker travel costs	2	\$ 500	_				s	1,000		
Committee shirts	24	\$ 50					s	1,200		
Raffle Prizes	20	\$ 150	_				\$	3,000		
Tech Committee Lunch Mtg	1		_				\$	300		
PayPal fees (2.9%) - ESTIMATED	1	\$ 2,500					\$	2,500		
Subtotal =							s,	20,500	\$	•
TOTAL EXPENSES =			_				\$	109,337	Ş	(2,381.25)

Constant Contact
Monthly Meetings
Speaker travel Villa Ospo Contract

Beachview Tent Rental

Lekyll Island Museum - Historian

Lighthouse Trolleys

2020 Miscellanous

Future AM Deposits

Future AM Planning Membership Dues
Membership Dues
Membership Dues
Membership Dues Inuit/Paypal fees
ACEC Administrative Agreement
Secretary of State Wells Communication Inc General Admin Expenses Website fee Registration Sponsorship Exibitors Sponsorships/Scholarships
ACEC GA Engineering Awards Sponsorship
Collegiate Student Chapter(3) Sponsorship(s)
GT Exploring Engineering Academy Monthly Meetings
Monthly Meeting Fees
Monthly Meeting Sponsors ITSA memberhips
ITSGA member rebates
Networking/social committee ITS Georgia 2020 Budget Outlook 1/29/2020 The Westin Jekyll (Hotel Contract)
GA Sea Turtle Conservatory Bill Wells Comps EXPENSES SDOT's Innovation Day Serogia Municipal Association icholarships Annual Meeting Bill Wells' contract
Marketing, administrative, etc.
Annual fee for web/domain reg.
Annual fee for web/domain reg.
CC and reader usage fees
Administrative fee and magazine
Corporate registration
Hartford liability
Filed by ITSGA Treasurer (DUE MAY 15th)
Membership dues
Assume 5 requested
Networking activities
Webinars, ITSA workshops, etc.
Immediate Past President's discretion
Desident's discretion Comps for 2020 AM attendance
Comps for 2020 AM (speakers, public agency, etc
Rent / food & beverage / etc.
Sunday night entertainment
Monday night reception (off-site)
Monday night reception (off-site)
Monday night traception (off-site)
Monday night traception (off-site)
Monday night traception (off-site)
Speaker gifts, shirts, prizes, etc.
Deposits for 2021 AM (JW Marriott Savannah)
Site visits for future 2022 Summitt Sponsorship (includes 2 tickets to dinner)
Monthly meeting reimbursements
EEA Student Scholarship (Golden Eagle)
Sponsorship for TIME conference Small (Public/Private)
Large (Public)
Large (Private)
Affiliate/Retiree Web hosting for registration
Room Rental + Catering
Travel expenses Registration
Lunch meeting sponors Conference registrations / expenses / etc.
Student scholarships/outreach (ITS/TEOF)
ITSGA awards & scholarship plaques INCOME 63,225.00 47,500.00 13,200.00 150.00 350.00 400.00 25.00 EXPENSE 1,000.00 3,422.00 66,681.00 882.75 1,426.00 9,700.00 161.00 328.00 20,500.00 7,500.00 500.00 5,000.00 1,000.00 1,000.00 600.00 5,000.00 2,000.00 15,000.00 2,600.00 2,000.00 100.00 350.00 1,104.00 30.00 570.00 500.00 100.00 2,500.00 1,000.00 500,00 BUDGETED NET INCOME = Subtotal Subtotal TOTAL EXPENSE = TOTAL INCOME = Checking = Savings = Savings Interest = PayPal = 1 NUMBER 10 \$ 2019 YE 11,520.13 160,672.52 TOTAL 1,000,00 5,422,00 682,75 1,426,00 9,700,00 161,00 20,500,00 7,500,00 112,100,75 63,225.00 47,500.00 13,200.00 123,925.00 2,250.00 5,250.00 26,000.00 75.00 33,575.00 (29,544.75) 210,044.75 180,500.00 179,423.74 500.00 500.00 2,500.00 1,000.00 1,000.00 500.00 18,000.00 5,000.00 23,000.00 \$00.00 1,000.00 600.00 600.00 5,000.00 2,000.00 15,000.00 15,000.00 1,200.00 1,200.00 1,000.00 1,200.00 1,104.00 30.00 570.00 2019 Items (401.25) (500.00) (1,000.00) \$4,050.00 3,600.00 -\$5,381.25 (3,000.00) (480.00) 450.00 to to Jan-20 11,520.13 160,672.52 \$179,423.74 -\$2,600.00 -\$1,359.91 \$5,950.00 \$450.00 \$700.00 \$4,800.00 7,231.09 \$4,042.86 \$5,950.00 -\$12.95 Jan-20 Feb-20 Feb-20 \$0.00 Mar-20 Mar-20 \$0.00 Apr-20 \$500.00 500.00 \$500.00 Apr-20 \$0.00 \$0.00 May-20 May-20 Jun-20 Jun-20 \$0.00 Jul-20 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 Aug-20 \$500.00 \$500.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 ACTUAL NET INCOME = \$3,217.14 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 Dec-20 \$0.00 \$0.00 \$0.00 -\$3,972.86 \$900.00 \$700.00 \$8,400.00 \$10,000.00 -\$2,600.00 -\$1,359.91 -\$12.95 -\$4,042.86 \$310.00 \$1,000.00 \$1,310.00 \$7,260.00 \$0.00 2020 YE -\$70.00 -\$70,00 \$0.00 \$0.00 \$0.00

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BUDGETED NET INCOME = \$9,088.00

		Sponsorships/Scholarships  ACEC GA Engineering Awards Sponsorship  Georgia Tech student chapter  GT Exploring Engineering Academy  TIME Sponsorship  Scholarships  Awards		sits		Administrative  Wells Communication Inc  General Admin Expenses  Website fee  Inuit/Paypal fees  ACEC Administrative Agreement	Misc Misc EXPENSES	Monthly Meetings Monthly Meeting Fees Monthly Meeting Sponsors Annual Holiday Dinner Networking/social committee	Annual Meeting Registration Sponsorship Exibitors	Administrative  Membership Dues  Membership Dues  Membership Dues  Membership Dues	CATEGORY	ITS Georgia 2019 Budget Outlook 12/10/2019
		Sponsorship (Includes 2 tickets to dinner) Meeting reimbursements EEA Student Scholarship (Golden Eagle) Sponsorship for TIME conference Student scholarships (TTS/TEOF) ITSGA awards & scholarship plaques	Web hosting for registration  Monthly meeting location  Food for monthly meetings  Travel expenses  Dinner & entertainment	Comps for 2019 AM attendance Hyatt Place Athens Classic Center (meeting space + food) The Graduate Creature Comforts + Rook & Pawn Apps Georgian Hall Sun + Mon nights Speaker gifts, shirts, prizes, etc. Conference center, progressive dinner, etc.	Corporate registration Hartford liability ITSGA filing Membership dues Assume 5 requested Networking activities Webinars, ITSA workshops, etc. President's discretion	Bill Wells' contract Misc expense reimbursements Annual fee for web/domain reg. CC and reader usage fees Administrative fee and magazine		Registration Lunch meeting sponors Members & spouses/guests Networking activities		Small firm Large firm - Private Large firm - Public Single Member Rate	DESCRIPTION	
	TOTAL EXPENSE = \$167,062.00	\$ 500,00 1 \$ 500,00 \$ 100,00 6 \$ 600,00 \$ 1,000,00 1 \$ 1,000,00 \$ 600,00 1 \$ 600,00 \$ 600,00 5 \$ 15,000,00 \$ 1,200,00 5 \$ 15,000,00 \$ 1,200,00 1 \$ 1,200,00	\$ 70.00 12 \$ 840.00 \$ 250.00 10 \$ 2,500.00 \$ 1,800.00 10 \$ 18,000.00 \$ 500.00 2 \$ 1,000.00 \$ 5 500.00 2 \$ 1,000.00 \$ 5 500.00 5 \$ 22,340.00	\$ 1,000.00	1 S Subtractal S S	2,500,00 12 500,00 1 250,00 1 250,00 1 300,00 12 1,200,00 1	TOTAL INCOME = \$ 176,150.00	\$ 1,800.00   10 \$ 18,000.00 \$ 500.00   10 \$ 5,000.00 \$ 0 \$ 0 \$ 500.00   5 0 \$ 500.00   5 0 \$ 500.00   5 0 \$ 23,000.00	\$ 62,250.00 1 \$ 62,250.00 \$ 47,500.00 1 \$ 47,500.00 \$ 9,900.00 1 \$ 9,900.00	\$ 150.00	INCOME EXPENSE NUMBER TOTAL	Checking
]	00 (\$12,457.72)	\$0.00	00 (\$70.00) 00 (00 00 (\$4,555.58) 00 (\$4,555.58)	00 (\$5,000.00)	<b>a</b>	00 (\$2,500.00) 00 (\$8.00) 00 (\$240.14)	00 \$10,400.00	00 00 \$1,925.00 00 \$1,925.00	\$0.00	9900.00 00 \$7,200.00 \$350.00 \$25.00 \$8,475.00	Jan-19	Jan-19 76 \$ 42,540.76 79 \$ 48,646.79 \$ 0.83 90 \$ 684.00 55 \$91,871.55
	(\$5,269.78)	\$0.00	(\$70.00) (\$1,578.98) (\$1,648.98)	\$00.00		(\$2,500.00) (\$10.00) (\$155.30)	\$630.00 \$8,895.00	\$1,990.00 \$500.00 \$2,490.00	\$0.00	\$4,700.00 \$1,050.00 \$25.00 \$5,775.00	Feb-19	Feb-19 \$37,439.06 \$48,647.62 \$0.75 \$7,443.81 \$93,530.49
	(\$8,069.62)	(\$1,000.00) (\$1,500.00)	(\$70.00) (\$3,707.48) (\$3,777.48)	\$0.00	(\$2,792.14)	(\$2,500.00) (\$84.19) (\$207.95)	\$7,170.00	\$3,020.00 \$500.00 \$3,520.00	\$0.00	\$450.00 \$2,500.00 \$700.00 \$0.00 \$3,650.00	Mar-19	Mar-19 \$72,758.58 \$48,648.37 \$0,83 \$10,266.16
	(\$8,414.49)	\$0.00	(\$70.00) (\$1,495.50) (\$1,565.50)	(\$1,150.00) (\$2,500.00) (\$2,500.00) (\$353.59) (\$4,003.59)	(\$2,845.40)	(\$2,500.00) (\$112.89) (\$232.51)	\$6,110.00	\$1,685.00 \$500.00	\$0.00	\$2,875.00 \$1,050.00 \$3,925.00	Apr-19	Apr-19 \$70,233.46 \$48,649.20 \$1.30 \$14,610.16 \$133,492.82
	(\$8,401.30)	\$0.00	(\$70.00) (\$4,831.07) (\$4,901.07)	\$0.00	(\$823.31) (\$3,500.23)	(\$2,500.D0) (\$10.20) (\$166.72)	\$9,000.00	\$4,600.00 \$500.00 \$200.00 \$5,300.00	\$0.00	\$150,00 \$3,200,00 \$350,00 \$3,700.00	May-19	May-19 \$63,605.32 \$58,650.50 \$1.49 \$9,264,20 \$131,520.02
	(\$7,971.58)	\$0.00	(\$70.00) (\$3,240.21) (\$3,310.21)	(\$1,000.00) (\$1,000.00)	(\$808.27)	(\$2,500.00) (\$185.10)	\$6,855.00	\$2,315.00 \$500.00 \$115.00 \$2,930.00	\$1,975.00 \$1,150.00 <b>\$3,125.00</b>	\$800.00	Jun-19	Jun-19 \$61,777.35 \$58,651.99 \$1.45 \$11,882.77 \$132,312.11
	(\$6,090.74)	\$0.00	(\$70.00) (\$1,440.22) (\$1,510.22)	(\$1,381.25) ( <b>\$1,381.25</b> )	(\$3,199.27)	(\$2,500.00) (\$615.27)	\$27,600.00	\$2,525.00 \$500.00	\$9,275.00 \$10,000.00 \$2,200.00 <b>\$2,475.00</b>	\$2,750.00 \$350.00 \$3,100.00	Jul-19	Jul-19 \$60,806.55 \$58,653.44 \$1.64 \$15,670.47 \$135,130.46
	(\$12,715.06)	\$0.00	(\$70.00) (\$2,738.61) (\$2,808.61)	(\$2,500.00) (\$3,000.00) (\$5,500.00)	(\$570.00) (\$570.00) (\$235.22) (\$4,406.45)	(\$2,500.00) (\$12.00) (\$801.73)	\$44,330.00	\$1,315.00 \$500.00 \$1,815.00	\$18,465.00 \$18,500.00 \$4,050.00 \$41,015.00	\$800.00 \$700.00 \$1,500.00	Aug-19	Aug-19 \$53,618.97 \$88,655.08 \$2.38 \$8,154.84 \$150,428.89
	(\$10,741.23)	\$0.00	(\$70.00) \$1,105.58 \$1,035.58	(\$8,089.35) (\$1,714.00)	(\$872.27) (\$1,973.46)	(\$110.00) (\$991.19)	\$50,610.00	\$1,520.00 \$500.00 \$385.00 \$2,405.00	\$28,805.00 \$15,500.00 \$1,800.00 \$46,105.00	\$300.00 \$1,450.00 \$350.00 \$2,100.00	Sep-19	Sep-19 \$46,734.75 \$113,657.46 \$3.16 \$13,347.08 \$173,739.29
	(\$46,193.64)	(\$1,054.15)	(\$70.00) (\$70.00)	(\$745.40) (\$21,942.13) (\$8,558.50) (\$228.72) (\$4,260.00) (\$1,401.11)	(\$5,483.95)	(\$5,000.00) (\$60.49) (\$339.46)	\$19,090.00	\$0.00	\$10,090.00 \$8,000.00 \$750.00 \$18,840.00	\$250.00 \$250.00	Oct-19	Oct-19 \$42,191.06 \$153,660.62 \$3.92 \$14,788.84 \$210,640.52
	(\$13,671.14)	(00.000,6\$)	(\$70.00) (\$3,956.04) (\$4,026.04)	(EE.080,E\$)	<b>S</b>	(\$2,500.00) (\$12.00) (\$94.77)	\$3,260.00	\$2,645.00 \$500.00 \$115.00 \$3,260.00	\$0.00	\$0.00		Nov-19 \$18,606.93 \$153,664.54 \$3.89 \$15,530.23 \$187,801.70
		\$0.00	(\$70.00) (\$70.00)	\$0.00		(\$2,500.00) (\$30.82) (\$122.91)	\$3,070.00	\$1,470.00 \$1,000.00 \$2,470.00	\$350.00	\$250.00 \$250.00	Dec-19	Dec-19 \$12,516.27 \$160,668.43 \$4.09 \$5,211.05 \$178,395.75
	(\$5,949.93) (\$145,946.23) Actual Total Expenses	(\$500.00) \$0.00 (\$1,000.00) \$0.00 (\$3,000.00) (\$1,054.15) (\$5,554.15)	(\$840.00) \$0.00 (\$21,882.53) \$0.00 (\$4,555.58) (\$27,278.11)	\$0.00 (\$745.40) (\$26,642.13) (\$16,647.85) (\$3,102.72) (\$6,659.66) (\$2,000.00) (\$4,441.44) (\$5,381.25) (\$333.59) (\$72,054.06)	\$0.00 \$50.00	_	\$196,390.00 Actual Total Income	\$ 23,085.00 \$ 5,500.00 \$ 1,925.00 \$ 815.00 \$31,325.00	\$68,610.00 \$52,000.00 \$10,300.00 \$130,910.00	\$ 1,950.00 \$ 27,975.00 \$ 4,900.00 \$ 50.00 \$ 33,525.00	Summary	2019 YE \$11,520,13 \$160,672.52 \$7,231.09 \$179,423,74