



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

ITS Georgia Monthly Board Meeting
 April 22, 2020
 1:00 - 2:00 PM
 Via Audio/Video Conference

ITS GEORGIA BOARD OF DIRECTORS

Officers / Directors (2020–2021):

- Winter Horbal, *President***
Temple
- Tom Udell, *Vice President***
Jacobs
- Marc Start, *Secretary***
AECOM
- Tom Glueckert, *Treasurer***
Kimley-Horn
- Jenny Johnson, *Past President***
Kimley-Horn

Directors (2020-2021):

- Rachel Cohen**
360ns
- Dee Taylor**
AECOM
- Brook Martin**
Cobb County
- Matt Glasser**
GDOT

Directors (2019-2020):

- Kofi Wakhisi**
ARC
- Kristin Phillips**
Gwinnett County
- Derrick Crowder**
City of Roswell
- Whitney Nottage**
Intelight
- Billy Stalcup**
360ns
- Keith Rohling**
Clayton County

State Chapter Representative:

- Michael Holt**
Stantec

Ex-Officio:

- Greg Morris**
FHWA

✓ *Indicates present at meeting*

Other Attendees Present:

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

Issues Discussed	Action
<p>Welcome</p> <ul style="list-style-type: none"> • A motion to approve meeting minutes for the March 25, 2020 meeting (motion by Cohen, Phillips support) – the motion was approved unanimously. 	
<p>Budget/Financials</p> <ul style="list-style-type: none"> • Additional Insurance: Glueckert reported that he is investigating the insurance coverage related to ITS GA officers and board members. ITS GA currently holds a general liability insurance policy. Tom will solicit a quote for a policy that is targeted at officers and board members and report back at a future meeting. Horbal requested a preference that, if accepted, the policy would be in place for the June meeting. Glueckert to provide insurance contact information to Holt, who is investigating the insurance requirements for the 2022 regional event. • Standard Insurance: Glueckert suggested that the current ITS GA insurance policy should be re-negotiated in 2021. 	<p><i>Glueckert to solicit a quote for an additional insurance policy and present to the Board.</i></p> <p><i>Glueckert to share insurance contact with Holt.</i></p> <p><i>Glueckert to file federal tax forms.</i></p> <p><i>Start to re-register ITS GA (corporation) with the State of Georgia, including an update to the officers list.</i></p>
<p>Committee Updates</p> <ul style="list-style-type: none"> • Program: Nottage reported that the May program will be virtual meeting; Sandy Springs ITS Master Plan with Natalie Smusz-Mengelkoch speaker. The June meeting is still planned to be a standard meeting, although a virtual meeting is a possibility. The consensus of the board was to not charge \$5 registration for virtual meetings, or to offer the option for a donation at this time. • Membership and Finance: Sheffield and Martin reported that the list of likely members is being covered with phone calls. The goal is 105, which may be difficult to achieve with the economic climate for the rest of the year. • Networking/Social Activities: no discussion, due to current quarantine requirements. • Student Chapter and Scholarship: Glasser reported on the membership survey results for the ITS Workforce Recruiting and Retention Survey. For engineering positions, the 1st level supervisory is most difficult to hire. For technicians, field staff are the most difficult to hire. Some takeaways are to have members take advantage of free meetings while virtual meetings are offered. The survey could be linked to the virtual meetings. Glasser mentioned that a pooled fund study is forming that may include a curriculum for states reaching out to schools. • Legislative: No discussion. 	<p><i>Sheffield to contact non-member agencies regarding ITS GA membership.</i></p> <p><i>Glasser to continue developing replacement strategy to the ITS GA scholarships.</i></p> <p><i>Horbal to include Legislative Committee chair on the agenda for next month, else combine committees.</i></p>

Issues Discussed	Action
<ul style="list-style-type: none"> • Communication and Outreach: Wells reported that the virtual meeting via Zoom went well. The preparatory work for the Annual Meeting is ready to go when the time comes. • Past Presidents and Awards Committee: No discussion. • Education/Outreach/Service Committee: Horbal reported that Rohling’s suggestions were to act quickly by (1) donating money to organizations (such as the Boys and Girls Club), and/or (2) donating money to individual school districts. Rohling is getting quotes from organizations for chromebooks. Motion to authorize a donation of up to \$10,000 of ITS GA scholarship money to students for the purposes of education (motion by Horbal, Glasser support) – the motion was approved unanimously. • ITSA Liaison: Holt reported that chapters are talking about contingency planning. For the 2020 ITS World Congress, the committee is working to develop a state chapter track, and create social events associated with the chapters. <p>ConnectATL Event: Wakhisi reported that the ConnectATL event has been postponed until August 6. If necessary, the event may be virtual. ITS GA sponsorship discussion was postponed until the May meeting.</p> <p>2020 ITSGA Annual Meeting, Sept 27-29, 2020. Pampolina will call the hotel for an update in advance of each ITS GA board meeting. The hotel is scheduled to re-open for a conference scheduled at the end of May. If the conference must be cancelled (a future decision), then the expectation is that sponsorship money would be returned to sponsors. If necessary, the conference could be converted to a virtual format, or a mix of virtual and non-virtual. The Conference Committee will continue to evaluate the conditions and the opportunities.</p> <p>2021 Site Planning (Savannah), Sept 19-21. No discussion.</p> <p>2022 Regional Conference: Holt held a call with the other chapters. Current tasks are working out the details of the chapter MOU agreement and insurance. The next step is to review hotel and meeting space opportunities.</p>	<p><i>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.</i></p> <p><i>Johnson to lead development of the committee charge for the Past Presidents and Awards Committee.</i></p> <p><i>Rohling to finalize short-term donation strategy.</i></p> <p><i>Contact Tolson if you would like to be a speaker at an upcoming Georgia Tech ITS student chapter meeting.</i></p> <p><i>Horbal to add ConnectATL sponsorship to next month’s agenda.</i></p> <p><i>Pampolina to call the conference hotel each month, and report on the hotel’s status at the board meetings.</i></p>
<p>Closing Remarks</p> <ul style="list-style-type: none"> • Horbal closed the 4/22 board meeting. • Next board meeting May 27, 10 AM. 	



2020 ITS Georgia Board Meeting

April 22, 2020 at 1:00 PM
Zoom Video Conference Call

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 - X
Kristin Phillips
Kofi Wakhisi
Derrick Crowder

Directors 2020-2021:

Rachel Cohen
Dee Taylor
Brook Martin
Matt Glasser

State Chapter Representative

Mike Holt

Ex-Officio

Greg Morris, FHWA - X

AGENDA

10:00 Get on the call (Zoom video conferencing)

- Note: Please be prepared based on the agenda below as we would like to keep each committee update at a 5-minute max and our VP (Mr. Udell) will be assisting with keeping us on schedule.
- Approve 2020 Board Meeting Minutes from March - **MOTION**
- Financial Report (Glueckert)
 - 2020 Budget and Taxes - update
 - The Hartford quote for D&O and EPL insurance quote – update and **next steps per board**
- Committee Statuses
 1. Program Committee (Nottage/Taylor/Wakhisi)
 - a. 2020 Overview (Meetings topics, sponsors, locations, survey outcome, etc.)
 - i. Received full refund from Heritage Center for both April and May meeting.
 - ii. April and May meeting going virtual. All speakers/sponsors/moderators are confirmed for these.
 - iii. June Meeting: Speakers confirmed. They are being prepared for the uncertainty of whether this will be in person or virtual. No adjustments yet (planned as in person at City Springs).
 - iv. July Meeting: Rescheduled from March – Peachtree corners.
 - v. August meeting: confirmed and currently in person at City springs.
 2. 2020 ITSGA Annual Meeting – September 27-29, 2020, Jekyll Island, GA
 - a. We have a call with the Conference hotel on Monday, April 20th – will provide the Board with any updates from that call (if any)
 - b. Update on call with Westin @ Jekyll Island - **Discuss and make a decision** on how to handle the sponsorship reimbursement plan in the event the annual meeting is cancelled – some organizations are reimbursing, and some are moving a portion to the next year.
 - c. Draft program submitted to board 2 weeks ago. Includes a full (internal only) program and proposed less-detailed public program. Need to get **approval** to publish the public one. (see 2c attachment from Whitney)
 3. Educations/Outreach/Service (Crowder/ Rohling)
 - a. Update re: ITSGA Digital Learning Support Program – Where will the money (up to \$10K scholarship gifted money go? Reminder: new committee navigating uncharted waters but let's do for one what we want to do for all!



4. Legislative Committee (Udell)
 - a. ConnectATL sponsorship/booth (rescheduled for August 6th) and GMA end of June where virtual conference is to be held instead – **Any concerns** with tabling again to next month due to unknown/uncertainty.
 - b. **Action item:** why are we part of ITSGA and why others should join?
 - c. **Action item:** Need to find someone with interest to run with this committee
 5. Membership & Finance (Glueckert/Martin/Sheffield/Phillips)
 - a. Membership Update – currently 59 paid but not sure about checks (no change from last month)
 - b. **Action Item:** 2020 membership goal = 105 (Budget Goal 80 large & 15 small)
 6. Networking/Social Activities (Cohen/Thumaty/Volunteer - Shafik w/Arcadis)
 - a. Unfortunately, no updates since doing anything “social” is out of the question but will resume with the planning once allowed.
 7. Student Chapter and Scholarship Committee combined – (Glasser/Tolson/ volunteers: Morris, Stalcup, Start, Taylor and others outside board)
 - a. Survey – not a lot of participation but enough to move on
 - b. Given the uncertainty, consider revisiting next year and determine a way to get more feedback. Perhaps doing a 3-question poll at each meeting going forward.
 8. Communications & Outreach (Wells/Horbal)
 - a. Continue with updates to our Members about the current COVID-19 situation and our virtual meetings.
 - b. **Action item:** Reach out to people about upcoming virtual meetings!
 - c. **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
 9. Past Presidents and Awards Committee (Johnson/ Horbal/ Morris)
 - a. No update at this time
 10. 2022 Southeast (SE) ITS Summit - (Holt)
 - a. Coordination call held April 9th
 - b. ITS Florida has issues with insurance requirements; Mike will investigate event-specific insurance
 - c. Future calls will begin monthly in May
 11. ITS America items (Holt)
 - a. No update – ITSWC still in planning stages for Oct. 4-8 in Los Angeles
- Schedule at a glance (Horbal)
 - **Next Board Meeting – Wed, 5/27/2020 at 10 am - Virtual**
 - May Monthly Meeting – Wed 5/27/2020 at 11:30 AM – Virtual Zoom
 - Adjourn Meeting (Horbal)



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.



Committee	2020 Committee Chair	2020 Board Manager
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Program Committee	Nottage/Taylor/Wakhisi	Start/Stalcup/Horbal
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This committee is responsible for planning the monthly chapter luncheons and for coordinating other workshops and ITS-related activities in Georgia.

Past Presidents and Awards	Johnson/Horbal/Morris	
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The Past President's Committee is comprised of ITSGA Past Presidents and will communicate to the Board of Directors through the Immediate Past-President, who will also serve as Chair of the Committee. Direct responsibilities of the committee include administering the chapter's annual recognition awards program, facilitating the chapter's annual elections process, providing advice and leadership to the Board of Directors upon their request or whenever the Committee feels this is appropriate, and assisting the Board in governing the Association based on past practices. The Committee is encouraged to meet at least once a year

Communications and Outreach	Bill Wells/Winter Horbal	
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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.

Elections	Jenny Johnson/ Winter Horbal	
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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.

Legislative	? Committee Chair?/Tom Udell	
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This committee is responsible for keeping track of key issues with policy makers that may affect the organization and its members.

Membership and Finance	Steven Sheffield/ Brook Martin/ Kristin Phillips	
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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.

Networking/Social Activities	Mary Thumaty	Rachel Cohen
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This committee is responsible for organizing special programs to enhance member professional and personal growth.

Student Chapter and Scholarships	Jim Tolson	Matt Glasser
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Additional Support Team: Greg Morris/ Billy Stalcup/ Marc Start/ Dee Taylor

This committee is responsible for advising and coordinating with the GA Tech ITS Student Chapter. Additionally, this committee is responsible for administering the Wayne Shackelford Scholarship program.



Committee

2020 Committee Chair

2020 Board Manager

Education/ Outreach/ Service

Crowder/Rohling

Definition:

ITS Georgia 2020 Budget Outlook
4/22/2020

Starting Balances	2019 YE	
	Checking	Savings
	\$ 11,520.13	\$ 160,672.52
	\$ 160,672.52	\$ 160,672.52
	\$ 4.08	\$ 3.82
		\$ 3.89
		\$ 7,231.09
	\$ 179,423.74	\$ 179,423.74

2019 Items

	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	2020 YE
	\$ 11,520.13	\$ 12,477.27	\$ 10,010.14	\$ 13,909.88									
	\$ 160,672.52	\$ 160,676.60	\$ 160,680.42	\$ 150,684.31									
	\$ 4.08	\$ 3.82	\$ 3.89										
	\$ 7,231.09	\$ 10,888.37	\$ 13,477.23	\$ 12,917.63									
	\$ 179,423.74	\$ 184,042.24	\$ 184,167.79	\$ 177,411.82	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00

INCOME

BUDGET																			
CATEGORY	DESCRIPTION	INCOME	EXPENSE	NUMBER	TOTAL	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Summary	
Administrative																			
Membership Dues	Small (Public/Private)	\$ 150.00		15	\$ 2,250.00														\$ 1,650.00
Membership Dues	Large (Public)	\$ 350.00		15	\$ 5,250.00	\$ 600.00	\$ 150.00	\$ 450.00											\$ 3,500.00
Membership Dues	Large (Private)	\$ 400.00		65	\$ 26,000.00	\$ 2,000.00	\$ 350.00	\$ 1,050.00	\$ 1,150.00										\$ 15,600.00
Membership Dues	Affiliate/Retiree	\$ 25.00		3	\$ 75.00	\$ 6,000.00	\$ 2,950.00	\$ 1,600.00											\$ 75.00
					Subtotal	\$ 33,575.00	\$ 8,600.00	\$ 3,450.00	\$ 3,100.00	\$ 1,150.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 4,050.00
Annual Meeting																			
Registration		\$ 63,225.00		1	\$ 63,225.00														
Sponsorship		\$ 47,500.00		1	\$ 47,500.00														
Exhibitors		\$ 13,200.00		1	\$ 13,200.00														
					Subtotal	\$ 123,925.00	\$ 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
Monthly Meetings																			
Monthly Meeting Fees	Registration	\$ 1,800.00		10	\$ 18,000.00														
Monthly Meeting Sponsors	Lunch meeting sponsors	\$ 500.00		10	\$ 5,000.00		\$ 1,670.00		\$ 500.00										\$ 1,670.00
					Subtotal	\$ 23,000.00	\$ 0.00	\$ 1,700.00	\$ 500.00	\$ 500.00	\$ 0.00	\$ 0.00	\$ 500.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 3,170.00
Donations																			
COVID-19 Relief	For Digital Learning Equipment								\$ 368.98										
					TOTAL INCOME =	\$ 180,500.00	\$ 8,600.00	\$ 5,620.00	\$ 3,100.00	\$ 2,018.98	\$ 0.00	\$ 0.00	\$ 0.00	\$ 500.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 19,838.98

EXPENSES

Administrative																			
Wells Communication Inc	Bill Wells' contract	\$ 2,600.00		12	\$ 31,200.00	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)										
General Admin Expenses	Marketing, administrative, etc.	\$ 2,000.00		1	\$ 2,000.00	\$ (1,359.91)			\$ (75.99)										\$ (10,400.00)
Website fee	Annual fee for web/domain reg.	\$ 100.00		1	\$ 100.00														\$ (1,435.90)
Inuit/Paypal fees	CC and reader usage fees	\$ 350.00		12	\$ 4,200.00	\$ (165.67)	\$ (146.77)	\$ (79.90)	\$ (20.00)										\$ (412.34)
ACEC Administrative Agreement	Administrative fee and magazine	\$ 1,104.00		1	\$ 1,104.00	\$ (371.50)													\$ (371.50)
Secretary of State	Corporate registration	\$ 30.00		1	\$ 30.00														
Insurance	Hartford liability	\$ 570.00		1	\$ 570.00														
Taxes	Filled by ITSGA Treasurer (DUE MAY 15th)	\$ -		1	\$ -														
ITSGA memberships	Membership dues	\$ 500.00		1	\$ 500.00		\$ (500.00)												\$ (500.00)
ITSGA member rebates	Assume 5 requested	\$ 100.00		5	\$ 500.00														\$ (500.00)
Networking/social committee	Networking activities	\$ 2,500.00		1	\$ 2,500.00														
Training	Webinars, ITSGA workshops, etc.	\$ 1,000.00		1	\$ 1,000.00														
Past President's Committee	Immediate Past President's discretion	\$ 1,000.00		1	\$ 1,000.00														
Miscellaneous	President's discretion	\$ 500.00		1	\$ 500.00														
					Subtotal	\$ 45,204.00	\$ (4,125.58)	\$ (3,618.27)	\$ (2,679.90)	\$ (2,695.99)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (13,119.74)
Annual Meetings																			
Bill Wells Comps	Comps for 2020 AM attendance	\$ 1,000.00		1	\$ 1,000.00														
Comps	Comps for 2020 AM (speakers, public agency, etc.)	\$ 3,422.00		1	\$ 3,422.00														
The Westin Jekyll (Hotel Contract)	Rent / food & beverage / etc.	\$ 66,681.00		1	\$ 66,681.00														
GA Sea Turtle Conservatory	Sunday night entertainment	\$ 882.75		1	\$ 882.75	\$ (401.25)													
Villa Osipo Contract	Monday night reception (off-site)	\$ 1,426.00		1	\$ 1,426.00	\$ (500.00)													
Beachview Tent Rental	Monday night reception (off-site)	\$ 9,700.00		1	\$ 9,700.00	\$ (1,000.00)													
Jekyll Island Museum - Historian	Monday night entertainment (off-site)	\$ 161.00		1	\$ 161.00														
Lighthouse Trolleys	Monday night transportation (off-site)	\$ 328.00		1	\$ 328.00	\$ (480.00)													
2020 Miscellaneous	Speaker gifts, shirts, prizes, etc.	\$ 20,500.00		1	\$ 20,500.00														
Future AM Deposits	Deposits for 2021 AM (WJ Marriott Savannah)	\$ 7,500.00		1	\$ 7,500.00	\$ (3,000.00)													
Future AM Planning	Site visits for future 2022 Summit	\$ 500.00		1	\$ 500.00														
					Subtotal	\$ 712,100.75	\$ -5,381.25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Monthly Meetings																			
Constant Contact	Web hosting for registration	\$ 70.00		12	\$ 840.00	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)										\$ (280.00)
Monthly Meetings	Room Rental + Catering	\$ 2,500.00		10	\$ 25,000.00	\$ (1,460.26)	\$ -	\$ (1,625.00)	\$ (1,625.00)	\$ (799.99)	\$ (799.99)	\$ (799.99)	\$ (800.02)	\$ (800.02)	\$ (800.02)	\$ (800.02)	\$ (800.02)	\$ (800.02)	\$ (7,110.26)
Speaker travel	Travel expenses	\$ 500.00		2	\$ 1,000.00	\$ (70.00)	\$ (1,530.26)	\$ (70.00)	\$ (1,695.00)	\$ (1,625.00)	\$ (799.99)	\$ -	\$ (799.99)	\$ -	\$ (800.02)	\$ -	\$ -	\$ -	\$ (7,390.26)
					Subtotal	\$ 26,840.00	\$ (70.00)	\$ (1,530.26)	\$ (70.00)	\$ (1,695.00)	\$ (1,625.00)	\$ (799.99)	\$ (799.99)	\$ (800.02)	\$ (800.02)	\$ (800.02)	\$ (800.02)	\$ (800.02)	\$ (7,390.26)
Sponsorships/Scholarships																			
ACEC GA Engineering Awards Sponsorship	Sponsorship (includes 2 tickets to dinner)	\$ 500.00		1	\$ 500.00														
Collegiate Student Chapter(s) Sponsorship(s)	Monthly meeting reimbursements	\$ 100.00		6	\$ 600.00		\$ (500.00)												\$ (500.00)
GT Exploring Engineering Academy	EEA Student Scholarship (Golden Eagle)	\$ 1,000.00		1	\$ 1,000.00	\$ (1,000.00)													\$ (1,000.00)
TIME Sponsorship	Sponsorship for TIME conference	\$ 600.00		1	\$ 600.00														
GDOT's Innovation Day	Sponsorship	\$ 5,000.00		1	\$ 5,000.00														
Georgia Municipal Association	Conference registrations / expenses / etc.	\$ 2,000.00		1	\$ 2,000.00														
Scholarships	Student scholarships/outreach (ITS/TEOF)	\$ 15,000.00		1	\$ 15,000.00														
Awards	ITSGA awards & scholarship plaques	\$ 1,200.00		1	\$ 1,200.00	\$ (1,000.00)	\$ (500.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,500.00)
					Subtotal	\$ 25,900.00	\$ (1,000.00)	\$ (500.00)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
					TOTAL EXPENSE =	\$ 210,044.75	\$ (5,195.58)	\$ (5,648.53)	\$ (2,749.90)	\$ (4,390.99)	\$ (1,625.00)	\$ (799.99)	\$ -	\$ (799.99)	\$ -	\$ (800.02)	\$ -	\$ -	\$ (22,010.00)
					BUDGETED NET INCOME =	\$ (29,544.75)													ACTUAL NET INCOME = \$ -2,171.02