



October 2020
Board Meeting Documentation

ITS Georgia Monthly Board Meeting
October 28, 2020
10:00 - 11:30 AM
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**
Q-Free
- 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"> Vice President Tom Udell presided over the meeting, in the absence of President Winter Horbal. A motion to approve meeting minutes for the September 16, 2020 meeting (motion by Glasser, Cohen support) – the motion was approved unanimously. 	
<p>Budget/Financials</p> <ul style="list-style-type: none"> Annual Meeting Financials: Glueckert reported that 41 public agency personnel participated (no payment required). The net revenue was approximately \$27K. The total sponsorship dollars is estimated to be \$35K. The Board needs to thank Pampolina and Horbal for negotiating with the hotel and for maintaining low costs, and the sponsors. Budget Status: The current net loss for the year is approximately \$10K. Glueckert has addressed the tax filing issue with the IRS and will continue to address the tax filing issue with the State of Georgia. 	<p><i>Glueckert to issue updated budget snapshot to the board.</i></p>
<p>Committee Updates</p> <ul style="list-style-type: none"> Program: Nottage reported that the training would consist of (3) 1 – 1.5 hour events during the month of December. The training would center on data themes, and the team comprised of Wakhisi, Glueckert, and Nottage will plan the content. Unless they are converted to virtual, the monthly meetings would be held at Sandy Springs for the months of January, February, and March. Membership and Finance: Sheffield reported that the paid membership stands at 74, an increase of 1 from last month. Networking/Social Activities: Cohen reported that there are no current plans for social activities. Student Chapter and Scholarship: Glasser is seeking for speakers at student events at schools; contact the committee if you have interest in serving as a speaker. There is committee interest with donating laptops to the Boys and Girls Club. Legislative: Udell reported that there are constitutional amendments on the ballot for the November 3 election that impact the transportation industry: (1) to authorize fees and taxes to be designated exclusively for their intended purpose; (2) to eliminate sovereign immunity status for state/county/city governments. 	<p><i>Glasser to formalize mentorship program for the Board’s review.</i></p> <p><i>Contact Glasser if you would like to be a speaker at student events at schools.</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>Add Legislative committee to the strategic planning meeting agenda.</i></p>

Issues Discussed	Action
<ul style="list-style-type: none"> • Communication and Outreach: Wells reported that the Annual Meeting web pages and presentations are fully programmed. There is a separate page for contributing to the time capsule. The column for Engineering Georgia was submitted last week, which included information about the ITSGA election and the Annual Meeting. • Past Presidents and Awards Committee: The 2020 ITS Georgia awards were previously put on hold until next year. However, Horbal suggested that ITS Georgia takes the time recognize members who have won a transportation or ITS award from another agency this past year. The award recognition will be distributed by Wells to the membership via an email blast. Please respond to Wells in the next two weeks. The elections announced at the Annual Meeting included returning board members Nottage and Rohling, and new board members Emily Dwyer, Dino Pampolina, Steven Sheffield, and Natalie Smusz-Menglekoich. • Education/Outreach/Service Committee: The area Boy Scouts Council requested a \$1,000 donation, similar to previous years. However, Glueckert has not received an invoice. The STEM academy needs speakers. In recent years, ITS Georgia has sponsored the Golden Eagle fundraising event at Cobb Galleria. The Golden Eagle fundraising event will be considered as part of the 2021 budget. • ITSA Liaison: No discussion. <p>2020 ITSGA Annual Meeting (Jekyll Island), Sept 27 - 29, 2020. Dino reported that the final number of registrants was 126. The Annual Conference included over 1,000 viewing sessions. The virtual format was well-received, and the execution by the speakers, moderators, and keynote speakers was excellent.</p> <p>2020 Virtual World Congress. The World Congress event recently concluded.</p> <p>2021 ITS America Meeting (Atlanta), May 17 – 20, 2021. Options for tours were presented at the last local coordination meeting with ITS America staff.</p> <p>2021 ITSGA Annual Meeting (Savannah), Sept 19 - 21, 2021. No discussion.</p>	<p><i>Forward all media inquiries to Bill Wells.</i></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>Send information about previous ITS GA member awards for ITS Georgia members to Bill Wells.</i></p> <p><i>Wells to create eblasts for the awards.</i></p> <p><i>Horbal to invite new board members to the December strategic planning event.</i></p> <p><i>Glueckert to include the Boy Scouts fundraising donation for the Golden Eagle event to the 2021 budget.</i></p>

Issues Discussed	Action
<p>2022 SE ITS Summit (Atlanta): Holt reported that the agreement has been signed with the Hyatt Regency. Holt is working on the MOUs from the other 4 state chapters. Following the 2018 5C conference, each chapter will chair at least 2 committees, and provide staff for each committee. Holt will send the list of committees to board members, so that the board can suggest volunteers.</p> <p>Udell asked whether a November meeting is needed in preparation of the Strategic Planning Meeting. A motion was made to hold the November meeting (motion by Glueckert, Start support) – the motion was approved unanimously. The meeting will take place on November 18, 10 AM.</p> <p>Glueckert requested that members send him information that pertains to the development of the 2021 budget. Holt reminded the Board to keep ITS Georgia sponsorship and membership on the radar for each member agency.</p>	<p><i>Holt to provide list of committees for which he seeks a chair and supporting members.</i></p> <p><i>Horbal to make arrangements and send the invitation for the November 18 Board meeting.</i></p> <p><i>Send Glueckert information that pertains to the development of the 2021 budget.</i></p>
<p>Closing Remarks</p> <ul style="list-style-type: none"> • Udell closed the 10/28 board meeting. • Next board meeting is November 18, 10 AM, which is intended to serve as a preparation meeting for the Strategic Planning Meeting held on Wednesday, December 9. 	



2020 ITS Georgia Board Meeting

October 28, 2020 at 10:00 AM
Zoom Video Conference Call

ITS GEORGIA BOARD OF DIRECTORS

Officers/Directors (2020-2021):

Winter Horbal, President - maybe
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 - X

Directors 2020-2021:

Rachel Cohen
Dee Taylor - maybe
Brook Martin - X
Matt Glasser

State Chapter Representative

Mike Holt

Ex-Officio

Greg Morris, FHWA

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.
- Approve 2020 Board Meeting Minutes from September - **MOTION**
- Financial Report (Glueckert)
 - 2020 Budget review and 2020 AM financial information
 - 2021 Budget – preparation time
 - 2019 Tax issue discussion
- Committee Statuses
 1. 2020 ITSGA Annual Meeting – September 28-29, 2020, Jekyll Island, GA/ - Virtual
 - a. Great job to Dino and all the volunteer committee chairs!!!
 - b. Go to ITSGA website to Time capsule and as an officer/board, please submit your letter to the future. **ACTION**
 - c. Does Dino or any others have anything to comment/add?
 2. Program Committee (Nottage/Taylor/Wakhisi)
 - a. October: - Set to Virtual and joint meeting with GA ITE - EV Demand, Trends, and Charging Infrastructure Needs – Sponsor is AECOM
 - b. November: Awards at Maggianos Cumberland location – CANCELLED and rescheduled for 11.17.21
 - c. December Training: planning in progress
 - d. 2021: Locations set for Jan-Mar. Any concerns about being in person?
 - e. 2021: Topics/Speakers/Sponsors still TBD. Still waiting for ideas from board.
 - f. 2021: Topic ideas for 2021 - **ACTION**
 3. Membership & Finance (Martin/Sheffield/Phillips/Glueckert/Wells)
 - a. Membership Update – currently 74 paid (September = 73)
 - b. Action Item: 2020 membership goal = 105 (Budget Goal 80 large & 15 small)
 4. Past Presidents and Awards Committee (Johnson/ Horbal/ Morris) -
 - a. Elections announced at Virtual Annual Conference during closing with Nottage and Rohling coming back and the addition of Emily (GDOT), Sheffield, Pampolina, and Natalie (Kimley-Horn)
 - b. Awards put on pause until next year since cannot meet in person but there is an idea regarding announcing awards that our organization members received as



well as individuals for those organizations throughout the month of November and how do we announce them. **ACTION?**

5. ITS America – (Holt) – update? Anything regarding Chapter Award? Anything regarding the success of ITS World Congress?
 6. 2022 Southeast (SE) ITS Summit - (Holt) - Update
 - a. Hyatt Regency Agreement for the SE ITS Summit – Board approved last month
 - b. Ready to start soliciting committee volunteers – Budget, Communication, Exhibitors, Golf, Key Speakers, Local Arrangements, On-Site, Marketing, Registration, Sponsors, Technical Speakers
 7. Networking/Social Activities (Cohen/Thumaty/Volunteer - Shafik w/Arcadis)
 - a. No update currently.
 8. Student Chapter and Scholarship Committee combined – (Glasser/Tolson/ volunteers: Morris, Stalcup, Start, Taylor and others outside board)
 - a. January - going to start gearing up for a small mentorship program
 - b. career fair upcoming - will provide details at meeting
 9. Educational/Outreach/Service (Rohling/Crowder)
 - a. Atlanta Area Council Boy Scouts of America – requesting \$1K donation – Udell/Rohling spoke to the group and can update the Board. My question is what would we do for this organization that is more than just throwing money at them? **ACTION**
 - b. Exploring Engineers STEM Academy was one from last month, Time Task Force Charity event, Intro Girl to Eng., – a lists of these organizations need to be made and discussed at the Strategic Planning meeting – need to know \$/events/etc.
 10. Communications & Outreach (Wells/Horbal)
 - a. 2020 Time Capsule request for letter to the future and/or items!
 - b. November Awards Announcement? **ACTION?**
 - c. Laptop Donation Program – Matt Glasser had an idea!
 - d. Action item: Reach out to people about upcoming virtual meetings!
 - e. 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
 11. Legislative Committee (Udell)
 - a. Action item: why are we part of ITSGA and why others should join?
 - b. Action item: Need to find someone with interest to run with this committee
 12. Other/Concerns
 - a. November: Do we see a need for an official Board Meeting? Give us time to discuss task items needed for Strategic Planning Meeting in December. If so, then let's pick a date – do we want to go with the original Awards Banquet date Wednesday, November 18th at 10 AM – Virtual? **ACTION**
 - b. December: Strategic Planning Meeting is currently scheduled for Wednesday, December 9th, 2020. Upon finding a space that would allow for social distancing... Who would plan to be there in-person? This meeting includes Officers and Board Members – those rolling off and the new ones coming in.
 - c. Other?
- Schedule at a glance (Horbal/Udell)
- October 28th (Wed) Virtual Monthly Meeting – EV Demand, Trends, and Charging Infrastructure
 - **Next Board Meeting – virtual – November?**
 - December Training – planning in progress
 - December Strategic Planning Meeting on Wednesday, December 9th, 2020
- Adjourn Meeting ~ 11:00 AM (Horbal/Udell)



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

Program Committee

Nottage/Taylor/Wakhisi

Start/Stalcup/Horbal

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

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

Wells/Horbal

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

Johnson/ Horbal

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

Udell/EOS committee?

This committee is responsible for keeping track of key issues with policy makers that may affect the organization and its members.

Membership and Finance

Sheffield

Martin/Phillips

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

Thumaty

Cohen

This committee is responsible for organizing special programs to enhance member professional and personal growth.

Student Chapter and Scholarships

Tolson

Glasser(Morris/Stalcup/Start/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.

Education/ Outreach/ Service

Crowder/Rohling

Definition:

ITS Georgia 2020 Annual Meeting
 The Westin, Jekyll Island, 9/27-9/29/2020
 Pre-Final (10/28/20)

REVENUE				
	Number	Cost	Budget	Actual
Registration:				
Members (early)	115	\$ 395	\$ 45,425	
Members (late)	15	\$ 445	\$ 6,675	
Members (Virtual)	105	\$ 15		\$ 1,575
Non-members (early)	5	\$ 595	\$ 2,975	
Non-members (late)	40	\$ 625	\$ 6,250	
Non-members (Virtual)	10	\$ 35		\$ 350
Guest	20	\$ 95	\$ 1,900	
Comped	40	\$ -	\$ -	
Public Agency (Comped)	41	\$ -	\$ -	
Registrations incl. w/sponsorship	0	\$ -	\$ -	
Subtotal =	156		\$ 63,225	\$ 1,925
Exhibitors:				
Diamond	3	\$ -	\$ -	
Member (includes power service)	24	\$ 450	\$ 10,800	
Non-member (includes power service)	3	\$ 800	\$ 2,400	
Subtotal =	30		\$ 13,200	\$ -
Sponsorship:				
Diamond	1	\$ 3,500	\$ 10,500	\$ 3,500
Platinum	10	\$ 2,000	\$ 12,000	\$ 20,000
Platinum (Organizer - Jacobs)	1	\$ 1,000	\$ 1,000	\$ 1,000
Gold	4	\$ 1,500	\$ 12,000	\$ 6,000
Silver	2	\$ 1,000	\$ 12,000	\$ 2,000
Subtotal =	18		\$ 47,500	\$ 32,500
TOTAL REVENUE = \$ 123,925 \$ 34,425.00 TOTAL EXPENSES = \$ (107,768) \$ (7,026.04) TOTAL INCOME = \$ 16,157 \$ 27,398.96				

Notes:

* 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).

* Did NOT increase sponsorship amounts as these were just increased in 2017.

EXPENSES						
Type	Number	Cost	Serv. Chg.	Tax	Budget	Actual
Comps:						
Comped meals for keynote speakers	3	\$ 267	\$ 67	\$ 27	\$ 1,081	
Comped room nights	10	\$ 189	\$ 29	\$ 25	\$ 2,341	
Subtotal =					\$ 3,422	\$ -
Sunday Reception (Westin Front Lawn):						
Pig Roast / Lowcountry Boil	175	\$ 70	\$ 15	\$ 6	\$ 15,991	
Chef Fees	1	\$ 150	\$ 33	\$ 13	\$ 196	
Smores / Fire Pit	175	\$ 15	\$ 3	\$ 1	\$ 3,427	
Bar (4 drinks per person)	175	\$ 28	\$ 6	\$ 2	\$ 6,396	
Bartender Fees	2	\$ 150	\$ 33	\$ 13	\$ 392	
Entertainment - Georgia Sea Turtle Center	0	\$ 1,500		\$ 105	\$ -	\$ (401.25)
Subtotal =					\$ 26,402	\$ (401.25)
The Westin:						
Sunday Late-Night (Observation Deck)	1	\$ 1,500	\$ 300	\$ 126	\$ 1,926	
Monday Breakfast (Continental)	175	\$ 16	\$ 4	\$ 1	\$ 3,655	
Monday Lunch (Buffet)	175	\$ 29	\$ 6	\$ 2	\$ 6,516	
Monday PM Break	175	\$ 15	\$ 3	\$ 1	\$ 3,371	
Monday Late-Night (Observation Deck)	1	\$ 1,500	\$ 300	\$ 126	\$ 1,926	
Tuesday Breakfast (Continental)	175	\$ 16	\$ 4	\$ 1	\$ 3,595	
Subtotal =		\$ 4,973	\$ 703	\$ 397	\$ 20,989	\$ -
Monday Off-Site Reception (Villa Osp):						
Villa Osp Rental	1	\$ 1,800		\$ 150	\$ 1,950	
Dinner (catered by The Westin)	175	\$ 65	\$ 14	\$ 6	\$ 14,849	
Off-Site Catering Fee (The Westin)	1	\$ 500	\$ 119	\$ 43	\$ 653	
Bar (4 drinks per person)	175	\$ 28	\$ 6	\$ 2	\$ 6,396	
Bartender Fees	2	\$ 150	\$ 33	\$ 13	\$ 392	
Outdoor Tent Rental	1	\$ 9,131	\$ 274	\$ 581	\$ 9,986	\$ (1,000.00)
Entertainment - Jekyll Island Museum	1	\$ 150		\$ 11	\$ 161	
Entertainment - Antique Cars	2	\$ 400		\$ 28	\$ 856	
Trolley Transportation	1	\$ 960	\$ 173	\$ 79	\$ 1,212	\$ (480.00)
Subtotal =		\$ 13,184	\$ 610	\$ 912	\$ 36,455	\$ (1,480.00)
Miscellaneous Cost:						
Audio/visual/pipe & drape	1	\$ 6,000			\$ 6,000	
Zoom Expenses	1	\$ 249.96			\$ -	\$ (249.96)
Printing	4	\$ 1,000			\$ 1,000	
Speaker gifts	25	\$ 25			\$ 625	
Headset	30	\$ 36.99		\$ 66.60	\$ -	\$ (1,176.30)
Ring Light	30	\$ 14.99		\$ 27	\$ -	\$ (476.70)
Shipping	1	\$ 308			\$ -	\$ (308.00)
Attendee gifts	175	\$ 25			\$ 4,375	
Masks	100	\$ 4			\$ -	\$ (435.00)
Umbrellas	75	\$ 18	\$ 211.45	\$ 100.81	\$ -	\$ (1,643.51)
Bags	250	\$ 0.33	\$ 55		\$ -	\$ (137.50)
Tickets, tags, badges, ribbons, etc	1	\$ 500			\$ 500	
Speaker travel costs	2	\$ 500			\$ 1,000	
Committee shirts	24	\$ 50			\$ 1,200	
Raffle Prizes	13	\$ 50			\$ 3,000	\$ (650.00)
Tech Committee Lunch Mtg	1	\$ 300			\$ 300	
Time Capsule	1	\$ 68			\$ -	\$ (67.82)
PayPal fees (2.9%) - ESTIMATED	1	\$ 2,500			\$ 2,500	
Subtotal =					\$ 20,500	\$ (5,144.79)
TOTAL EXPENSES =					\$ 107,768	\$ (7,026.04)

		2019 YE		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
Starting Balances	Checking =	\$	11,520.13		\$ 11,520.13	\$12,477.27	\$10,010.14	\$13,909.88	\$15,161.07	\$19,589.17	\$19,271.17	\$18,809.67	\$15,125.66	\$9,535.66	\$9,257.66		
	Savings =	\$	160,672.52		\$ 160,672.52	\$160,676.60	\$160,680.42	\$150,684.31	\$140,687.99	\$140,691.56	\$140,694.94	\$140,696.13	\$140,697.32	\$140,698.47	\$130,698.47		
	Savings Interest =	\$			\$ 4.08	\$3.82	\$3.89	\$3.68	\$3.57	\$3.38	\$1.19	\$1.19	\$1.15				
	WePay	N/A						\$563.18	\$1,068.10								
	PayPal =	\$	7,231.09		\$ 7,231.09	\$10,888.37	\$13,477.23	\$12,817.63	\$10,874.54	\$12,438.14	\$9,358.26	\$23,312.06	\$33,833.88	\$32,938.90	\$29,267.42		
		\$	179,423.74		\$179,423.74	\$184,042.24	\$184,167.79	\$177,411.82	\$166,723.60	\$172,718.87	\$169,324.37	\$182,817.86	\$189,656.86	\$183,173.03	\$169,223.55	\$0.00	\$0.00

INCOME

		BUDGET				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
CATEGORY	DESCRIPTION	INCOME	EXPENSE	NUMBER	TOTAL													
Administrative																		
Membership Dues	Small (Public/Private)	\$ 150.00		15	\$ 2,250.00	\$ 450.00	\$600.00	\$150.00	\$450.00			\$150.00						\$1,350.00
Membership Dues	Large (Public)	\$ 350.00		15	\$ 5,250.00	\$2,000.00	\$350.00	\$1,050.00	\$200.00						\$350.00			\$3,950.00
Membership Dues	Large (Private)	\$ 400.00		65	\$ 26,000.00	\$ 3,600.00	\$6,000.00	\$2,950.00	\$1,600.00	\$1,200.00	\$1,200.00	\$1,200.00		\$400.00				\$16,350.00
Membership Dues	Affiliate/Retiree	\$ 25.00		3	\$ 75.00													
	Subtotal				\$ 33,575.00	\$4,050.00	\$8,600.00	\$3,450.00	\$3,100.00	\$1,400.00	\$1,800.00	\$1,200.00	\$150.00	\$1,200.00	\$0.00	\$750.00	\$0.00	\$21,650.00
Annual Meeting																		
Registration		\$ 63,225.00		1	\$ 63,225.00									\$1,925.00				\$1,925.00
Sponsorship		\$ 47,500.00		1	\$ 47,500.00									\$32,500.00				\$32,500.00
Exhibitors		\$ 13,200.00		1	\$ 13,200.00									\$0.00				\$0.00
	Subtotal				\$ 123,925.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$34,425.00	\$0.00	\$0.00	\$0.00	\$34,425.00
Monthly Meetings																		
Monthly Meeting Fees	Registration	\$ 1,800.00		10	\$ 18,000.00		\$ 1,670.00											\$1,670.00
Monthly Meeting Sponsors	Lunch meeting sponsors	\$ 500.00		10	\$ 5,000.00		\$ 500.00	\$ -	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$0.00	\$0.00	\$3,500.00
	Subtotal				\$ 23,000.00	\$0.00	\$2,170.00	\$0.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$0.00	\$500.00	\$0.00	\$0.00	\$5,170.00
Donations																		
COVID-19 Relief	For Digital Learning Equipment								\$563.18	\$1,068.10								\$1,631.28
	TOTAL INCOME =	\$	180,500.00		\$4,050.00	\$8,600.00	\$5,620.00	\$3,100.00	\$2,463.18	\$3,368.10	\$1,700.00	\$650.00	\$1,700.00	\$34,425.00	\$1,250.00	\$0.00	\$0.00	\$62,876.28

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)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (2,600.00)	\$ (26,000.00)
General Admin Expenses	Marketing, administrative, etc.		\$ 2,000.00	1	\$ 2,000.00	\$ (1,359.91)			\$ (75.99)	\$ (14.99)	\$ (14.99)	\$ (269.99)	\$ (20.65)					\$ (1,756.52)
Website fee	Annual fee for web/domain reg. (paid every 3 years, next payment = 2023)		\$ 89.89	1	\$ 89.89													\$ (269.64)
Inuit/Paypal fees	CC and reader usage fees		\$ 350.00	12	\$ 4,200.00	\$ (165.67)	\$ (146.77)	\$ (79.60)	\$ (37.10)	\$ (56.40)	\$ (69.90)	\$ (411.57)	\$ (327.53)	\$ (27.16)	\$ (20.00)			\$ (1,341.70)
ACEC Administrative Agreement	Administrative fee and magazine		\$ 1,104.00	1	\$ 1,104.00		\$ (371.50)				\$ (371.50)							\$ (743.00)
Secretary of State	Corporate registration		\$ 30.00	1	\$ 30.00													
Insurance	Hartford liability - D&O		\$ 1,108.00	1	\$ 1,108.00							\$ (625.00)		\$ (538.00)				\$ (1,163.00)
Taxes	Filed by ITSGA Treasurer (DUE MAY 15th)		\$ -	1	\$ -													
ITSA memberships	Membership dues		\$ 500.00	1	\$ 500.00		\$ (500.00)											\$ (500.00)
ITSGA member rebates	Assume 5 requested		\$ 100.00	5	\$ 500.00													
Networking/social committee	Networking activities		\$ 2,500.00	1	\$ 2,500.00													
Training	Webinars, ITSA 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		\$ 45,731.89		\$ (4,125.58)	\$ (3,618.27)	\$ (2,679.60)	\$ (2,713.09)	\$ (2,671.39)	\$ (2,684.89)	\$ (3,922.70)	\$ (3,573.18)	\$ (2,627.16)	\$ (3,158.00)	\$ -	\$ -	\$ -	\$ (31,773.86)
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 Ospio Contract	Monday night reception (off-site)		\$ 1,426.00	1	\$ 1,426.00	\$ (500.00)						\$ 500.00						\$ 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							\$ (5,144.79)						\$ (5,144.79)
Future AM Deposits	Deposits for 2021 AM (JW Marriott Savannah)		\$ 7,500.00	1	\$ 7,500.00	\$ (3,000.00)						\$ (7,500.00)	\$ (15,000.00)					\$ (22,500.00)
Future AM Planning	Site visits for future 2022 Summit		\$ 500.00	1	\$ 500.00	\$ -5,381.25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (12,144.79)	\$ (15,000.00)	\$ -	\$ -	\$ -	\$ (27,144.79)
	Subtotal		\$ 112,100.75		\$ -5,381.25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (12,144.79)	\$ (15,000.00)	\$ -	\$ -	\$ -	\$ (27,144.79)
Monthly Meetings																		
Constant Contact	Web hosting for registration		\$ 70.00	12	\$ 840.00	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (700.00)
Monthly Meetings	Room Rental + Catering		\$ 2,500.00	10	\$ 25,000.00		\$ (1,460.26)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,460.26)
Speaker travel	Travel expenses		\$ 500.00	2	\$ 1,000.00		\$ (70.00)	\$ (1,530.26)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (2,160.26)
	Subtotal		\$ 26,840.00		\$ (70.00)	\$ (1,530.26)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (70.00)	\$ (2,160.26)
Sponsorships/Scholarships																		
ACEC GA Engineering Awards Sponsorship	Sponsorship (includes 2 tickets to dinner)		\$ 500.00	1	\$ 500.00													\$ (500.00)
Collegiate Student Chapter(s) Sponsorship(s)	Monthly meeting reimbursements		\$ 100.00	6	\$ 600.00													
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				\$ (10,371.99)									\$ (10,371.99)
Awards	ITSGA awards & scholarship plaques		\$ 1,200.00	1	\$ 1,200.00													
	Subtotal		\$ 25,900.00		\$ (1,000.00)	\$ (500.00)	\$ -	\$ (10,371.99)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (11,871.99)
	TOTAL EXPENSE =	\$	210,572.64		\$ (5,195.58)	\$ (5,648.53)	\$ (2,749.60)	\$ (13,155.08)	\$ (2,741.39)	\$ (2,754.89)	\$ (3,992.70)	\$ (3,643.18)	\$ (14,841.95)	\$ (18,228.00)	\$ -	\$ -	\$ -	\$ (72,950.90)

BUDGETED NET INCOME = \$ (30,072.64)

ACTUAL NET INCOME = \$ -10,074.62