International Test & Evaluation Association
Profit & Loss Budget vs. Actual
January through November 2018

	Jan - Nov 18	Budget	$ Over Budget	% of Budget
Income				
Certification Revenue	3,275.00	3,250.00	25.00	100.8%
Tutorial Revenue				
18 Tutorials				
Dec, Symposium-CA	12,050.00	12,000.00	50.00	100.4%
May, TIW-NV	31,790.00	12,000.00	19,790.00	264.9%
Mar, Cyber-FL	19,695.00	7,000.00	12,695.00	281.4%
Jan, SoS-DETEW-NM	1,405.00	7,000.00	-5,595.00	20.1%
Total 18 Tutorials	64,940.00	38,000.00	26,940.00	170.9%
17 Tutorials				
Jan, SOS-El Paso	0.00	0.00	0.00	0.0%
Total 17 Tutorials	0.00	0.00	0.00	0.0%
16 Tutorials				
May, TIW-Las Vegas	0.00	0.00	0.00	0.0%
Oct, Symposium-DC	0.00	0.00	0.00	0.0%
Mar, Cyber-DC	0.00	0.00	0.00	0.0%
Jan, SOS-EL Paso, TX	0.00	0.00	0.00	0.0%
Total 16 Tutorials	0.00	0.00	0.00	0.0%
15 Tutorials				
Aug, Symposium-DC	0.00	0.00	0.00	0.0%
May, TIW-DETE-Las Vegas	0.00	0.00	0.00	0.0%
Total 15 Tutorials	0.00	0.00	0.00	0.0%
Total Tutorial Revenue	64,940.00	38,000.00	26,940.00	170.9%
Chapter Income				
Transfers from Chapters	2,068.04	0.00	2,068.04	100.0%
Local Events (Chapter Educational Meetings)	18.77	0.00	18.77	100.0%
Total Chapter Income	2,086.81	0.00	2,086.81	100.0%
Course Revenue				
18 Courses				
10-Fund-Norfolk	15,850.00			
11-SE-PM, VA	1,995.00			
08-CCT, HR	0.00			
Total 18 Courses	17,845.00			
16 Courses				
02-Feb-8-11 - Fund of T&E (VA)	0.00	0.00	0.00	0.0%
Total 16 Courses	0.00	0.00	0.00	0.0%
Total Course Revenue	17,845.00	0.00	17,845.00	100.0%
Journal Revenue				
Advertising	6,800.00	6,600.00	200.00	103.0%
Subscriptions	2,843.00	2,000.00	843.00	142.2%
Total Journal Revenue	9,643.00	8,600.00	1,043.00	112.1%
Membership Revenue				
Corporate	81,100.00	78,500.00	2,600.00	103.3%
Individual	49,556.00	49,230.00	326.00	100.7%
Total Membership Revenue	130,656.00	127,730.00	2,926.00	102.3%
Miscellaneous Revenue				
Donation	25.00	0.00	25.00	100.0%
Accrued Interest	694.93	0.00	694.93	100.0%
Market Value	-974.46	0.00	-974.46	100.0%
CareerConnections	381.32	0.00	381.32	100.0%
Other	0.00			
Total Miscellaneous Revenue	126.79	0.00	126.79	100.0%
Symposium Revenue				
2018-CA	161,841.57	140,000.00	21,841.57	115.6%
2017-DC	4,000.00			
2016-DC	0.00	0.00	0.00	0.0%
2015-DC	0.00	0.00	0.00	0.0%
Total Symposium Revenue	165,841.57	140,000.00	25,841.57	118.5%

International Test & Evaluation Association
Profit & Loss Budget vs. Actual
January through November 2018

	Jan - Nov 18	Budget	$ Over Budget	% of Budget
Workshop Revenue				
19 Workshops				
Jan, SOS-DETEW-NM	1,000.00			
Total 19 Workshops	1,000.00			
18 Workshops				
09-Sep, TTR-AL	2,500.00			
05-May, TIW-NV	196,849.64	150,000.00	46,849.64	131.2%
03-Mar, Cyber-FL	88,758.11	50,000.00	38,758.11	177.5%
01-Jan, SoS/DE-NM	19,900.00	40,000.00	-20,100.00	49.8%
Total 18 Workshops	308,007.75	240,000.00	68,007.75	128.3%
17 Workshops				
05-May, TIW-NV	2,675.00	0.00	2,675.00	100.0%
03-Mar, Cyber-MD	0.00	0.00	0.00	0.0%
01-Jan, SOS/DE-TX	0.00	0.00	0.00	0.0%
Total 17 Workshops	2,675.00	0.00	2,675.00	100.0%
16 Workshops				
05-May, TIW-Las Vegas, NV	0.00	0.00	0.00	0.0%
01-Jan, SOS-EL Paso, TX	0.00	0.00	0.00	0.0%
03-Mar, Cyber-DC	0.00	0.00	0.00	0.0%
Total 16 Workshops	0.00	0.00	0.00	0.0%
14 Workshops				
11-Nov, Tech Review-Memphis	0.00	0.00	0.00	0.0%
Total 14 Workshops	0.00	0.00	0.00	0.0%
Total Workshop Revenue	311,682.75	240,000.00	71,682.75	129.9%
Total Income	706,096.92	557,580.00	148,516.92	126.6%
Gross Profit	706,096.92	557,580.00	148,516.92	126.6%
Expense				
Certification Expense				
Bank Processing Fee	62.51	75.00	-12.49	83.3%
Certification Expense - Other	20.00	0.00	20.00	100.0%
Total Certification Expense	82.51	75.00	7.51	110.0%
Rent	2,763.00	2,000.00	763.00	138.2%
Tutorial Expense				
18 Tutorials				
Dec, Symposium-CA	50.21	80.00	-29.79	62.8%
May, TIW-NV	475.65	70.00	405.65	679.5%
Mar, Cyber-FL	6.25	45.00	-38.75	13.9%
Jan, SoS/DETEW-NM	17.87	40.00	-22.13	44.7%
Total 18 Tutorials	549.98	235.00	314.98	234.0%
16 Tutorials				
Oct, Symposium - VA	0.00	0.00	0.00	0.0%
May, TIW-Las Vegas	0.00	0.00	0.00	0.0%
Jan, SoS-El Paso	0.00	0.00	0.00	0.0%
Mar, Cyber-DC	0.00	0.00	0.00	0.0%
Total 16 Tutorials	0.00	0.00	0.00	0.0%
15 Tutorials				
May, TIW-DETE-Las Vegas	0.00	0.00	0.00	0.0%
Feb, Cyber-Aberdeen	0.00	0.00	0.00	0.0%
Total 15 Tutorials	0.00	0.00	0.00	0.0%
Total Tutorial Expense	549.98	235.00	314.98	234.0%
Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
Administration				
Misc	0.00	0.00	0.00	0.0%
Board of Directors				
Board Committees				
Board Comm - Awards	2,287.95	2,200.00	87.95	104.0%
Board Comm - Elections	0.00	0.00	0.00	0.0%
Total Board Committees	2,287.95	2,200.00	87.95	104.0%

International Test & Evaluation Association
Profit & Loss Budget vs. Actual
January through November 2018

	Jan - Nov 18	Budget	$ Over Budget	% of Budget
Board Resource Materials	114.98	200.00	-85.02	57.5%
Board Meetings	2,048.65	400.00	1,648.65	512.2%
Total Board of Directors	4,451.58	2,800.00	1,651.58	159.0%
Staff Travel	0.00	0.00	0.00	0.0%
Insurance Expense	3,357.00	4,000.00	-643.00	83.9%
Bank Charges	255.00	550.00	-295.00	46.4%
Discretionary	0.00	0.00	0.00	0.0%
Postage	225.00	0.00	225.00	100.0%
Professional Services				
Legal Services	725.00	80.00	645.00	906.3%
Accounting Services	279.95	80.00	199.95	349.9%
Total Professional Services	1,004.95	160.00	844.95	628.1%
Telephone/Internet	4,050.00	4,050.00	0.00	100.0%
Total Administration	13,343.53	11,560.00	1,783.53	115.4%
Chapter Expense				
Bank Processing Fee	19.97	55.00	-35.03	36.3%
Chapter Web Sites	0.00	0.00	0.00	0.0%
Chapter Travel	896.20	1,000.00	-103.80	89.6%
Development	0.00	0.00	0.00	0.0%
Rebates	0.00	0.00	0.00	0.0%
Total Chapter Expense	916.17	1,055.00	-138.83	86.8%
Corporate Member Expense				
Corporate Member Directory	2,524.32	4,000.00	-1,475.68	63.1%
Bank Processing Fees	955.46	1,100.00	-144.54	86.9%
Mailings	0.00	0.00	0.00	0.0%
Total Corporate Member Expense	3,479.78	5,100.00	-1,620.22	68.2%
Course Expense				
18 Courses				
10-Fund-Norfolk	4,448.08			
11-SE-PM, VA	44.79			
08-CCT, HR	42.06			
Total 18 Courses	4,534.93			
17 Courses	5,390.08			
16 Courses				
16 Courses-Feb9-11 - Fund of TE	0.00	0.00	0.00	0.0%
Total 16 Courses	0.00	0.00	0.00	0.0%
15 Courses				
12-Dec 8-10 - Fundamentals (FL)	0.00	0.00	0.00	0.0%
Total 15 Courses	0.00	0.00	0.00	0.0%
Total Course Expense	9,925.01	0.00	9,925.01	100.0%
Office Equipment				
Software	0.00	0.00	0.00	0.0%
Other	0.00	0.00	0.00	0.0%
Total Office Equipment	0.00	0.00	0.00	0.0%
Journal Expense				
Bank Processing Fee	334.99	300.00	34.99	111.7%
Press	6,053.83	5,500.00	553.83	110.1%
Composition	27,090.69	30,000.00	-2,909.31	90.3%
Web Site Files	2,250.00	2,250.00	0.00	100.0%
Layout	0.00	0.00	0.00	0.0%
Mailing	4,225.77	4,000.00	225.77	105.6%
Other	0.00	0.00	0.00	0.0%
Printing	2,168.04	2,250.00	-81.96	96.4%
Total Journal Expense	42,123.32	44,300.00	-2,176.68	95.1%
Membership Expense				
Membership Database AMS	3,850.00	3,850.00	0.00	100.0%
Membership Communications	0.00	0.00	0.00	0.0%
Bank Processing Fees	1,003.43	1,150.00	-146.57	87.3%
Membership Collateral	1,631.99	0.00	1,631.99	100.0%
Membership Invoices	6,894.03	5,500.00	1,394.03	125.3%

International Test & Evaluation Association
Profit & Loss Budget vs. Actual
January through November 2018

	Jan - Nov 18	Budget	$ Over Budget	% of Budget
Total Membership Expense	13,379.45	10,500.00	2,879.45	127.4%
Payroll and Benefits				
Staff Payroll				
Taxes				
State Unemply Ins (SUI)	661.60	600.00	61.60	110.3%
Workers Comp	174.24	145.00	29.24	120.2%
FICA & Medicare	8,379.38	9,570.00	-1,190.62	87.6%
Fed Unemply Ins (FUTA)	42.00	42.00	0.00	100.0%
Total Taxes	9,257.22	10,357.00	-1,099.78	89.4%
Bonuses	7,000.00	8,000.00	-1,000.00	87.5%
Salaries	144,254.00	144,254.00	0.00	100.0%
Total Staff Payroll	160,511.22	162,611.00	-2,099.78	98.7%
Employee Benefits				
Health Insurance	13,750.00	13,750.00	0.00	100.0%
Life/LTD/STD Insurance	1,185.96	1,087.13	98.83	109.1%
Retirement Plan IRA/401K	6,050.16	5,770.16	280.00	104.9%
Total Employee Benefits	20,986.12	20,607.29	378.83	101.8%
Payroll Administration	2,805.74	2,653.42	152.32	105.7%
Total Payroll and Benefits	184,303.08	185,871.71	-1,568.63	99.2%
Scholarship Expense				
Chap Sch	19,985.00	31,000.00	-11,015.00	64.5%
Total Scholarship Expense	19,985.00	31,000.00	-11,015.00	64.5%
Symposium Expenses				
2020-FL	7,780.44			
2019-Hawaii	350.00			
2018-CA	108,532.04	100,000.00	8,532.04	108.5%
2017-DC	4.70	0.00	4.70	100.0%
2016-DC	0.00	0.00	0.00	0.0%
2015-DC	0.00	0.00	0.00	0.0%
Total Symposium Expenses	116,667.18	100,000.00	16,667.18	116.7%
Tax				
Property	213.42	0.00	213.42	100.0%
State (State Tax)	0.00	0.00	0.00	0.0%
Total Tax	213.42	0.00	213.42	100.0%
Web Site				
Web site development	24,284.00	35,000.00	-10,716.00	69.4%
Hosting	281.85	300.00	-18.15	94.0%
Domain Name Registration	314.23	8.98	305.25	3,499.2%
Techical Services	1,550.00	1,500.00	50.00	103.3%
Total Web Site	26,430.08	36,808.98	-10,378.90	71.8%
Workshop Expense				
19 Workshops				
Mar, Cyber-MD	450.00			
Jan, SoS-DETEW-NM	385.00			
May TIW NV	875.00			
Total 19 Workshops	1,710.00			
18 Workshops				
09-Sep, TTR-AL	0.30			
05-May, TIW-NV	94,494.02	60,000.00	34,494.02	157.5%
03-Mar, Cyber-FL	56,197.17	25,000.00	31,197.17	224.8%
01-Jan, SoS/DE-NM	40,554.61	30,000.00	10,554.61	135.2%
Total 18 Workshops	191,246.10	115,000.00	76,246.10	166.3%
17 Workshops				
11-Nov, TestTech-AL	2,052.97			
05-May, TIW-NV	0.00	0.00	0.00	0.0%
03-Mar, Cyber-MD	0.00	0.00	0.00	0.0%
01-Jan, SoS/DE-TX	0.00	0.00	0.00	0.0%
Total 17 Workshops	2,052.97	0.00	2,052.97	100.0%
16 Workshops				

International Test & Evaluation Association
Profit & Loss Budget vs. Actual
January through November 2018

	Jan - Nov 18	Budget	$ Over Budget	% of Budget
05-May, TIW-Las Vegas, NV	0.00	0.00	0.00	0.0%
03-Mar, Cyber-DC	0.00	0.00	0.00	0.0%
01-Jan, SoS-EL Paso	0.00	0.00	0.00	0.0%
Total 16 Workshops	0.00	0.00	0.00	0.0%
Total Workshop Expense	195,009.07	115,000.00	80,009.07	169.6%
Total Expense	629,170.58	543,505.69	85,664.89	115.8%
Net Income	**76,926.34**	**14,074.31**	**62,852.03**	**546.6%**

System-of-Systems Workshop

	REVENUE	Actuals 2014	Actuals 2015	Actuals 2016	Actuals 2017	Actuals 2018 Thru 11/30/18	Budget 2019 (w/ DEPS)
Registration	**Total**	**92**	**108**	**118**	**164**	**110**	**0**
	Registration (Paid)	53	77	70	103	46	0
	Registration (Exhibit Hall Only)	2	3	7	10	13	0
	Registration (Exhibitor/Sponsor Comp)	21	19	19	31	38	0
	Registration (Tutorial Instructor)	3	2	3	5	1	0
	Registration (Committee/Staff Comp)	13	7	7	5	6	0
	Registration (Speaker Comp/Media)	0	0	12	10	6	0
	Total Registrations	**$21,055**	**$33,865**	**$31,825**	**$57,774**	**$40,980**	**$0**
Exhibits		8	6	10	11	19	0
	Total Exhibits	**$17,600**	**$13,900**	**$11,945**	**$19,785**	**$31,185**	**$0**
Sponsorships		7	7	9	7	7	0
	Total Sponsorships	**$6,250**	**$7,000**	**$10,490**	**$6,445**	**$6,340**	**$0**
Tutorials		7	7	9	22	6	0
	Total Tutorials	**$820**	**$1,025**	**$820**	**$7,875**	**$1,815**	**$0**
	Total Revenue	**$45,725**	**$55,790**	**$55,080**	**$91,879**	**$80,320**	**$20,000**
	Total Expenses	**$22,769**	**$26,315**	**$23,267**	**$40,308**	**$66,039**	**$10,000**
	Total NET Revenue	**$22,956**	**$29,475**	**$31,813**	**$51,570**	**$14,281**	**$10,000**

Cybersecurity Workshop

	REVENUE	Actuals 2012 Baltimore	Actuals 2015 Aberdeen	Actuals 2016 DC Metro	Actuals 2017 Aberdeen	Actuals 2018 Fort Walton Beach	Budget 2019 Aberdeen
Registration	**Workshop**	**132**	**121**	**131**	**135**	**185**	**123**
	Registration (Paid)	99	84	94	107	148	100
	Registration (Exhibitor/Sponsor Comp)	17	4	7	3	5	3
	Registration (Committee/Staff Comp)	2	7	16	9	15	10
	Registration (Tutorial Instructor Comp)	5	13	7	8	4	5
	Registration (Speaker Comp/Media)	5	13	7	8	13	5
	Budgeted Registrations	**$48,185**	**$31,325**	**$51,017**	**$51,395**	**$86,128**	**$50,000**
Sponsorships		3	4	3	3	7	4
	Total Sponsorships	**$8,500**	**$2,750**	**$2,920**	**$2,420**	**$5,130**	**$3,000**
Tutorials		64	20	50	22	105	25
	Total Tutorials	**$11,890**	**$4,715**	**$6,365**	**$6,920**	**$19,695**	**$7,000**
	Total Revenue	**$76,825**	**$41,790**	**$60,302**	**$60,735**	**$110,953**	**$60,000**
	Total Expenses	**$51,553**	**$15,194**	**$27,542**	**$31,873**	**$57,530**	**$30,000**
	Total NET Revenue	**$25,272**	**$26,596**	**$32,761**	**$28,862**	**$53,423**	**$30,000**

2018 Test Instrumentation Workshop (Las Vegas)

	REVENUE	Actuals 2014	Actuals 2015	Actuals 2016	Actuals 2017	Actuals 2018 thru 11/30/2018	Budget 2019
Registration	**Total**	**172**	**292**	**260**	**270**	**355**	**350**
	Registration (Paid)	60	150	121	167	206	200
	Registration (Exhibit Hall Only)	14	45	39	11	43	40
	Registration (Exhibitor/Sponsor Comp)	80	67	63	69	64	65
	Registration (Committee/Staff Comp)	13	16	12	7	6	10
	Registration (Instructor Comp)	4	8	9	8	9	10
	Registration (Speaker Comp/Media)	1	6	16	8	27	25
	Total Registrations	**$32,070**	**$63,835**	**$86,240**	**$100,550**	**$129,644**	**$130,000**
Exhibits		31	36	26	26	29	30
	Total Exhibits	**$62,350**	**$80,550**	**$51,815**	**$52,460**	**$57,430**	**$55,500**
Sponsorships		6	6	14	6	13	13
	Total Sponsorships	**$7,250**	**$5,750**	**$8,260**	**$6,630**	**$12,575**	**$12,500**
Tutorials		14	49	44	70	120	120
	Total Tutorials	**$3,205**	**$6,205**	**$8,995**	**$12,728**	**$31,790**	**$32,000**
	Total Revenue	**$104,875**	**$156,340**	**$155,310**	**$172,368**	**$231,440**	**$230,000**
	Total Expenses	**$56,915**	**$66,198**	**$65,015**	**$69,122**	**$95,990**	**$90,000**
	Total NET Revenue	**$47,960**	**$90,142**	**$90,296**	**$103,246**	**$135,450**	**$140,000**

Symposium

	REVENUE	Actuals 2014 DC Metro	Actuals 2015 DC Metro	Actuals 2016 DC Metro	Actuals 2017 DC Metro	Budget 2018 Oxnard	Actuals 2018 as of 12/6/18
Registration	**Total**	**300**	**387**	**238**	**283**	**315**	**313**
	Registration (Paid)	195	260	154	169	200	189
	Registration (Exhibit Hall Only)	8	24	1	9	10	20
	Registration (Exhibitor / Sponsor Comp)	72	58	54	58	75	66
	Registration (Committee / Staff / Tutorial Instructor Comp)	22	27	15	39	15	29
	Registration (Speaker Comp / Media / Award Recipient)	3	18	14	8	15	9
	Total Registrations	**$ 98,340**	**$ 108,303**	**$ 100,755**	**$ 94,105**	**$ 103,000**	**$ 118,792**
Exhibits		21	18	12	11	20	21
	Total Budgeted Spaces for Exhibits	**$ 62,000**	**$ 55,400**	**$ 24,750**	**$ 15,470**	**$ 35,000**	**$ 34,260**
Sponsorships		17	16	17	11	15	11
	Total Budgeted Sponsorships	**$ 71,000**	**$ 65,250**	**$ 32,975**	**$ 22,260**	**$ 40,000**	**$ 24,860**
Tutorials		51	71	46	90	60	61
	Total Budgeted Tutorials	**$ 10,100**	**$ 15,605**	**$ 8,625**	**$ 16,405**	**$ 12,000**	**$ 12,845**
	Total Revenue	**$ 241,440**	**$ 241,503**	**$ 167,105**	**$ 148,240**	**$ 190,000**	**$ 190,757**
	Total Expenses	**$ 122,447**	**$ 105,441**	**$ 124,455**	**$ 131,835**	**$ 100,000**	**$ 123,686**
	Total NET Revenue	**$ 118,993**	**$ 136,062**	**$ 42,650**	**$ 16,405**	**$ 90,000**	**$ 67,070**

Exhibit fees due	$ 2,800	Analytical Graphics
	$ 2,800	DellEMC
	$ 2,800	JT4
	$ 2,150	MTEQ
	$ 10,550	
Sponsor Pledges due	$ 7,500	EWA
	$ 7,500	

ITEA 2019 Budget Overview

082418-JMG

	2018 BUDGET	2018 YTD	2018 EOY PROJECTED	2019 DRAFT	Comments
Income					
Certification Revenue	$ 5,000	$ 3,275	$ 5,000	$5,000	
System-of-Systems	$ 7,000	$ 1,405	$ 1,405	$0	DEPS will be collecting all revenue and disbursing a share of profits to ITEA
Cybersecurity Workshop	$ 7,000	$ 19,695	$ 19,695	$10,000	Less support from Aberdeen Army Command than 2018 Workshop near Eglin AFB.
Test Instrumentation Workshop	$ 12,000	$ 31,790	$ 31,790	$20,000	***Dependant on Antelope Valley Chapter support***
Symposium	$ 12,000	$ 12,050	$ 14,000	$12,000	
Tutorial Revenue	$ 38,000	$ 64,940	$ 66,890	$42,000	
Advertising	$ 12,800	$ 6,600	$ 12,800	$12,800	***Outstanding invoices from Calculex, AssetSmart, L-3 Telemetry, and Corelis***
Subscriptions	$ 2,000	$ 2,000	$ 2,000	$1,445	
Journal Revenue	$ 14,800	$ 8,600	$ 14,800	$14,245	
Corporate	$ 80,000	$ 81,100	$ 85,000	$80,000	***6 Renewals due by EOY***
Individual	$ 60,000	$ 49,651	$ 55,000	$60,000	***72 Renewals due by EOY plus new members from Symposium***
Membership Revenue	$ 140,000	$ 130,751	$ 140,000	$140,000	
Symposium Revenue	$ 190,000	$ 173,942	$ 200,000	$220,000	***2019 - Increased revenue from Hawaii location***
System-of-Systems	$ 40,000	$ 19,900	$ 19,900	$20,000	***Questionable - Program has yet to be developed. DEPS will be collecting all revenue and disbursing a share of profits to ITEA***
Cybersecurity Workshop	$ 50,000	$ 88,758	$ 88,758	$60,000	Less support from Aberdeen Army Command than 2018 Workshop near Eglin AFB.
Test Instrumentation Workshop	$ 150,000	$ 196,850	$ 196,850	$180,000	***Dependant on Antelope Valley Chapter support***
Workshop Revenue	$ 240,000	$ 305,508	$ 305,508	$260,000	
Total Income	**$ 627,800**	**$ 687,015**	**$ 732,198**	**$681,245**	

ITEA 2019 Budget Overview

082418-JMG

	2018 BUDGET	2018 YTD	2018 EOY PROJECTED	2019 DRAFT	Comments
Expense					
Certification Expense	$ 300	$ 83	$ 85	$100	
Rent	$ 2,800	$ 2,531	$ 2,928	$11,192	***New office space will be required beginning June 2019. Projected new monthly rent of $800 plus $5,000 one-time moving costs.***
Tutorial Expense	$ 235	$ 550	$ 550	$800	
Awards Comm	$ 2,200	$ 2,288	$ 2,288	$2,200	
Chapter Dev Comm	$ -	$ -	$ -	$30,000	**1. $10K postcard mailing update for database cintact information. 2. Committee Chair travel to Chapters $20K.**
Corp Dev Comm	$ -	$ -	$ -	$2,400	Committee Chair requests funds for Corporate Member recognition program.
Professional Dev Comm	$ -	$ -	$ -	$0	
Publications Comm	$ -	$ -	$ -	$10,000	**Committee Chair requests funds to implement Digital Object Identified (DOI) System and post the ITEA Journal on Crossref.**
Board Resource Materials	$ 400	$ 115	$ 115	$150	
Board Meetings	$ 400	$ 2,049	$ 3,000	$3,000	
Total Board of Directors	$ 3,000	$ 4,452	$ 5,403	$47,750	
Insurance Expense	$ 4,000	$ 3,357	$ 3,357	$3,500	
Bank Charges	$ 600	$ 480	$ 255	$250	
Legal Services	$ 80	$ 725	$ 725	$350	Patent Renewal - $375. State Corporation Business License - $350.
Accounting Services	$ 80	$ 280	$ 280	$300	QuickBooks license Renewal
Total Professional Services	$ 160	$ 1,005	$ 1,005	$650	
Telephone/Internet	$ 4,200	$ 4,050	$ 4,200	$4,200	
Administration	$ 11,960	$ 13,344	$ 14,220	$56,350	
Bank Processing Fee	$ 60	$ 20	$ 20	$20	
Chapter Travel	$ 1,000	$ 896	$ 1,000	$1,000	
Chapter Expense	$ 1,060	$ 916	$ 1,020	$1,020	
Corporate Member Directory	$ 4,000	$ 2,524	$ 2,524	$2,500	
Bank Processing Fees	$ 1,200	$ 955	$ 1,000	$1,000	
Mailings	$ 300	$ -	$ -	$0	Included in Membership Invoices below.
Corporate Member Expense	$ 5,500	$ 3,480	$ 3,524	$3,500	
Bank Processing Fee	$ 400	$ 335	$ 400	$400	
Press	$ 12,000	$ 6,054	$ 8,000	$8,000	
Composition	$ 30,000	$ 27,091	$ 34,000	$34,000	
Web Site Files	$ 3,000	$ 2,250	$ 3,000	$3,000	
Mailing	$ 6,000	$ 4,226	$ 6,000	$6,000	
Printing	$ 6,000	$ 2,168	$ 3,000	$3,000	
Journal Expense	$ 57,400	$ 42,123	$ 54,400	$54,400	
Membership Database AMS	$ 4,200	$ 3,850	$ 4,200	$4,200	
Bank Processing Fees	$ 1,800	$ 1,007	$ 1,200	$1,200	
Membership Invoices	$ 8,000	$ 6,894	$ 10,000	$10,000	***Includes Mailing Invoices for Individual Membership, Corporate Membership, Event Exhibits, Event Sponsorships, Journal Advertising, and Journal Subscriptions.***
Membership Expense	$ 14,000	$ 11,751	$ 15,400	$15,400	
State Unemply Ins (SUI)	$ 600	$ 662	$ 662	$662	
Workers Comp	$ 145	$ 174	$ 192	$192	
FICA & Medicare	$ 10,440	$ 8,379	$ 9,600	$9,600	
Fed Unemply Ins (FUTA)	$ 42	$ 42	$ 42	$42	
Taxes	$ 11,227	$ 9,257	$ 10,496	$10,496	
Bonuses	$ 8,000	$ 7,000	$ 7,000	$8,000	
Salaries	$ 157,368	$ 144,254	$ 157,368	$157,368	
Staff Payroll	$ 176,595	$ 160,511	$ 174,864	$175,864	
Health Insurance	$ 15,000	$ 13,750	$ 15,000	$15,000	
Life/LTD/STD Insurance	$ 1,186	$ 1,087	$ 1,152	$1,152	
Retirement Plan IRA/401K	$ 6,295	$ 6,050	$ 6,295	$6,295	
Employee Benefits	$ 22,481	$ 20,887	$ 22,447	$22,447	
Payroll Administration	$ 2,895	$ 2,806	$ 3,000	$3,000	
Payroll and Benefits	$ 201,970	$ 184,204	$ 200,311	$201,311	
Scholarship Expense	$ 48,000	$ 19,985	$ 20,000	$50,000	
Symposium Expenses	$ 100,000	$ 116,638	$ 130,000	$140,000	Increased expenses from Hawaii location

ITEA 2019 Budget Overview

082418-JMG

	2018 BUDGET	2018 YTD	2018 EOY PROJECTED	2019 DRAFT	Comments
Tax	$ 75	$ 213	$ 213	$225	Country Property Tax
Web site development	$ 35,000	$ 24,284	$ 24,284	$0	**Web site launched $11K UNDER BUDGET**
Hosting	$ 300	$ 282	$ 282	$300	
Domain Name Registration	$ 9	$ 314	$ 314	$300	
Techical Services	$ 1,500	$ 1,550	$ 1,550	$1,500	
Web Site	$ 36,809	$ 26,430	$ 26,430	$2,100	
System-of-Systems	$ 30,000	$ 41,080	$ 41,080	$10,000	DEPS will incur most of the expenses and disbursing a share of profits to ITEA
Cybersecurity Workshop	$ 25,000	$ 57,178	$ 57,178	$40,000	Less expenses due to less projected attendance.
Test Instrumentation Workshop	$ 60,000	$ 96,094	$ 96,094	$90,000	***Dependant on Antelope Valley Chapter support***
Workshops	$ 115,000	$ 194,352	$ 194,352	$140,000	
Total Expense	**$ 595,109**	**$ 616,600**	**$ 663,433**	**$676,398**	
Net Income	**$ 32,691**	**$ 70,416**	**$ 68,765**	**$4,847**	

	2018 BUDGET	2018 YTD	2018 EOY PROJECTED	2019 DRAFT	Comments
Chapter Education Funds Earned	$88,468	$81,497	$86,624	$84,420	
Chapter Supplemental Funds	$12,000	$4,996	$5,000	$12,500	
Chapter of the Year Award	$500	$500	$500	$500	
Chapter MGAM Flight Winners	$3,000	$3,000	$3,000	$3,000	
Chapter Scholarship/Grant Awards	$48,000	$19,985	$20,000	$50,000	
Educations Reserves Deficit	**($55,968)**	**($70,009)**	**($75,124)**	**($50,420)**	