



California Municipal Treasurers Association Board of Directors Meeting

Date: Wednesday, July 18, 2018
 Time: 1:00 p.m. – 2:00 p.m.
 Call-In: 1-669-900-6833
 Meeting ID: 456 929 578 #

AGENDA

- I. CALL TO ORDER
- II. APPROVAL OF THE AGENDA
- III. ROLL CALL

President	Dan Matusiewicz, CCMT, CFIP
President-Elect	Donald Patterson, CCMT
Secretary	Jennifer Leisz
Treasurer	Dana Cortez, CCMT
Past President	Rudy Livingston, CPA, CCMT
Division 1 – North	Tracey Angelo, CCMT
Division 2 – South	Michael Solorza

IV. COMMITTEE CHAIRS, STAFF AND GUESTS

Education and Certification	Hubert White
Investment Policy Certification Subcommittee Chair	Shaun Farrell, CCMT
Certification CCMT and CTC Subcommittee Chair	Ernestine Jones, CCMT
Education Subcommittee Chair	Susan Munson, CFP, CFIP
Membership	Damien Charléty
Communications	Margaret Moggia, CPA, CTC
Commercial Associate Liaison	Kyle Tanaka
Commercial Associate Member	Greg Whipple
Governance and Finance Committee Chair	Rudy Livingston, CCMT
Revenue and Taxation Policy Committee Representative	John Adams
Meetings and Membership Specialist	Yelena Martynovskaya
Meetings and Membership Assistant	Kristy Schrimsher

V. CURRENT BUSINESS

- A. **MINUTES FROM THE JUNE 20, 2018, BOARD OF DIRECTORS MEETING**
Recommended Action:
 Approve and file.
- B. **FINANCIAL REPORT AS OF JUNE 30, 2018**
Summary:
 Review and discuss financial position and YTD financial activity.
Recommended Action:
 Approve and file.

VI. COMMITTEE REPORTS

- | | |
|----------------------------------------------------------------|------------------------|
| A. EDUCATION AND CERTIFICATION | HUBERT WHITE |
| 1. INVESTMENT POLICY CERTIFICATION SUBCOMMITTEE | SHAUN FARRELL |
| 2. CERTIFICATION CCMT AND CTC SUBCOMMITTEE | ERNESTINE JONES |
| 3. EDUCATION SUBCOMMITTEE | SUSAN MUNSON |
| B. MEMBERSHIP | DAMIEN CHARLETY |
| C. COMMUNICATIONS | MARGARET MOGGIA |
| D. COMMERCIAL ASSOCIATE LIAISON | KYLE TANAKA |
| E. GOVERNANCE AND FINANCE COMMITTEE CHAIR | RUDY LIVINGSTON |
| 1. REVENUE AND TAXATION POLICY COMMITTEE REPRESENTATIVE | JOHN ADAMS |
| F. 2018-19 CONFERENCE COMMITTEE | DAN MATUSIEWICZ |
| G. 2019-20 CONFERENCE COMMITTEE | DON PATERSON |

VII. NON AGENDA BOARD MEMBER COMMENTS

- A. ROUND TABLE BOARD MEMBER ANNOUNCEMENTS, COMMENTS & QUESTIONS**

VIII. ITEMS FOR FUTURE CONSIDERATION

IX. NEXT BOARD MEETINGS

AUGUST 15, 2018
SEPTEMBER 19, 2018
OCTOBER 17, 2018
NOVEMBER 21, 2018
DECEMBER 19, 2018

X. ADJOURN

ATTACHMENT A

June 20, 2018 CMTA Board of Directors Meeting Minutes



California Municipal Treasurers Association Board of Directors Meeting

Date: Wednesday, June 20, 2018
Time: 1:00 p.m. – 2:00 p.m.

Minutes

President Dan Matusiewicz welcomed the board members, staff and guests and called the meeting to order at 1:05 pm.

x	President	Dan Matusiewicz, CCMT, CFIP
x	President-Elect	Donald Patterson, CCMT
x	Secretary	Jennifer Leisz
x	Treasurer	Dana Cortez, CCMT
x	Past President	Rudy Livingston, CPA, CCMT
x	Division 1 – North	Tracey Angelo, CCMT
x	Division 2 – South	Michael Solorza

Committee Chairs, Staff and Guests:

x	Education and Certification	Hubert White
	Investment Policy Certification Subcommittee Chair	Shaun Farrell, CCMT
x	Certification CCMT and CTC Subcommittee Chair	Ernestine Jones, CCMT
x	Education Subcommittee Chair	Susan Munson, CFP, CFIP
	Membership	Damien Charl�ty
x	Communications	Margaret Moggia, CPA, CTC
x	Commercial Associate Liaison	Kyle Tanaka
	Commercial Associate Member	Greg Whipple
	Governance and Finance Committee Chair	Rudy Livingston, CCMT
x	Revenue and Taxation Policy Committee Representative	John Adams
x	Meetings and Membership Specialist	Yelena Martynovskaya
x	Meetings and Membership Assistant	Kristy Schrimsher

Consent Calendar

The board reviewed the minutes from the May 16, 2018 Board of Directors Meeting as well as the Financial Report from May 31, 2018. Dan proposed amending the minutes to reflect the correct time the meeting ended. The board discussed the process of collecting open AR.

Dan Matusiewicz moved to approve May minutes with the amendment. Jenny Leisz seconded the motion. May 16, 2018 minutes were approved.

Jenny Leisz moved to approve May financials. Rudy Livingston seconded the motion. May 2018 financials were approved.

Standing Rules

Dan reported that the Standing Rules is a document that can be updated as needed and that it needs a better definition of what an Active member is. Dan asked Rudy and his committee to look into the definition of an Active member. Dan asked the board to review their sections and provide feedback and revisions if needed. Dan proposed reviewing the document once in the beginning of the year then once at the end of the year. Dan proposed that current amendments be approved and then if additional amendments come in they will be proposed.

Dan Matusiewicz moved to approve current Standing Rules amendments. Rudy Livingston seconded the motion. Proposed June amendments to the Standing Rules were approved.

Association Manager Contract

Dan reported that after the last meeting he had set up an ad hoc committee to review the CMTA's contract with Smith Moore and Associates (SMA) for the 2018-2021 year. Dan reported that the committee reviewed the contract and made amendments. Dan also reported that the committee met with SMA representatives to review the contract and to make revisions.

Dan Matusiewicz moved to approve the CMTA July 1, 2018 - June 30, 2021 contract with SMA. Rudy Livingston seconded the motion. The CMTA July 1, 2018 - June 30, 2021 contract with SMA was approved.

Budget questions and Budget adoption

Dan reported that Finance Committee has been working with SMA on a draft 2018-2019 budget for some time. The board discussed the issue of having an unbalanced budget and decided on forming an ad hoc committee to finalize the budget, particularly in two areas: to match the workshop income and expense and to reflect the projected FIA expenses. The board agreed to vote on the budget as is, with amendments, and to work on resolving the questions.

Dan Matusiewicz moved to approve the 2018-2019 budget with amendments. Rudy Livingston seconded the motion. The 2018-2019 budget was approved.

Legislative Advocacy Request

John Adams presented the report. The board decided to take no action.

Committee Reports

Education and Certification

Hubert White reported that his committee is planning on having a conference call to begin working on the action plan.

Investment Policy Certification Subcommittee

Yelena Martynovskaya reported that Shaun Farrell is looking for evaluators to join the subcommittee.

Certification CCMT and CTC Subcommittee

Ernestine Jones reported that the forms acknowledging the completion of CMTA Specialized Training from the April's pre-conference are due June 25th. Ernestine also reported that she is working on a letter to expiring CCMT holders to have them enroll in the new program. Margaret Moggia emphasized that this committee needs to be working closely with the Communications Committee on developing communication to members. Tracey Angelo reported that she is looking for a committee to help her with marketing.

Membership

Dan reported that he has been in contact with Damien Charléty who is currently working on membership renewal notices. Dan also reported that Dan needs volunteers to join his committee. Dan will forward a small contact list of potential committee members to the board.

Communications

Margaret Moggia reported that the Communications Committee has been formed and the members are Pam Arends King, Nadia Feeser, Don Patterson, Karan Reid and Rick Rios. Margaret reported that the committee has met several times and has formed an action plan based on the current Strategic Plan. Margaret continued that the committee has an aggressive schedule and its main goal is to make sure that there is adequate communication with members, that they are aware of the association and what it is doing. Margaret further reported that the committee will be looking into developing social media policy, updating the website, reviewing listserv protocols and getting the newsletter published again. Margaret reported that the committee will be evaluating all of its goals and working with the Finance Committee to see how all of the changes can be implemented. Margaret also reported that the current bylaws amendments were approved by the membership.

2019-20 Conference Committee

Don Patterson asked the board for volunteers to join the 2020 conference committee. Don also reported that the committee will need to begin looking at Northern California venues.

Non agenda board member comments

Rudy reported that there seems to be a drop-off of attendance when the events are held in Northern California but Don reported that there was actually not much of a reduction in attendance when the conference was held in Oakland.

Items for future consideration

Dan reminded everyone to put their action plans together and that he will send the example template to be used.

Meeting adjourned at 2:05 p.m.

Respectfully submitted,

Yelena Martynovskaya
Meeting & Membership Specialist

ATTACHMENT B
June 30, 2018 Financials

CMTA
Balance Sheet
As of June 30, 2018

	<u>Jun 30, 18</u>	<u>Jun 30, 17</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1010000 · Cash and cash equivalents			
1010400 · General - Chase-8076	23,611.38	33,857.00	-10,245.62
1010500 · Education - Chase	7,534.12	7,534.12	0.00
Total 1010000 · Cash and cash equivalents	<u>31,145.50</u>	<u>41,391.12</u>	<u>-10,245.62</u>
1020000 · Investments			
1020100 · LAIF	47,455.17	46,900.92	554.25
Total 1020000 · Investments	<u>47,455.17</u>	<u>46,900.92</u>	<u>554.25</u>
Total Checking/Savings	78,600.67	88,292.04	-9,691.37
Accounts Receivable			
1040000 · Quick Books Accounts receivable	0.00	155.00	-155.00
Total Accounts Receivable	<u>0.00</u>	<u>155.00</u>	<u>-155.00</u>
Other Current Assets			
1040100 · YourMembership AR	998.00	7,739.00	-6,741.00
1070000 · Prepaid expenses	4,258.75	5,910.49	-1,651.74
Total Other Current Assets	<u>5,256.75</u>	<u>13,649.49</u>	<u>-8,392.74</u>
Total Current Assets	<u>83,857.42</u>	<u>102,096.53</u>	<u>-18,239.11</u>
TOTAL ASSETS	<u>83,857.42</u>	<u>102,096.53</u>	<u>-18,239.11</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010000 · Accounts payable	0.00	1,398.67	-1,398.67
Total Accounts Payable	<u>0.00</u>	<u>1,398.67</u>	<u>-1,398.67</u>
Other Current Liabilities			
2030000 · Other liabilities			
Sales tax payable	0.00	36.20	-36.20
Total 2030000 · Other liabilities	<u>0.00</u>	<u>36.20</u>	<u>-36.20</u>
2090000 · Deferred revenue	4,870.00	10,700.00	-5,830.00
Total Other Current Liabilities	<u>4,870.00</u>	<u>10,736.20</u>	<u>-5,866.20</u>
Total Current Liabilities	<u>4,870.00</u>	<u>12,134.87</u>	<u>-7,264.87</u>
Total Liabilities	<u>4,870.00</u>	<u>12,134.87</u>	<u>-7,264.87</u>
Equity			
3740000 · General fund	71,051.66	97,931.29	-26,879.63
3750000 · M Woodward Memorial Education	18,910.00	18,910.00	0.00
Net Income	-10,974.24	-26,879.63	15,905.39
Total Equity	<u>78,987.42</u>	<u>89,961.66</u>	<u>-10,974.24</u>
TOTAL LIABILITIES & EQUITY	<u>83,857.42</u>	<u>102,096.53</u>	<u>-18,239.11</u>

CMTA
Profit & Loss
 July 2017 through June 2018

	<u>Jul '17 - Jun 18</u>	<u>Jul '16 - Jun 17</u>	<u>\$ Change</u>
Income			
4010000 · Membership dues	59,786.66	61,000.00	-1,213.34
4500000 · Program services	156,832.12	174,823.98	-17,991.86
4980000 · Interest	554.25	303.45	250.80
4999999 · Other	0.00	0.00	0.00
Total Income	<u>217,173.03</u>	<u>236,127.43</u>	<u>-18,954.40</u>
Gross Profit	217,173.03	236,127.43	-18,954.40
Expense			
Prepaid expenses	0.00	0.00	0.00
5010000 · Management and general	96,621.00	116,492.10	-19,871.10
5050000 · Program services expenses	131,526.27	146,584.96	-15,058.69
5060000 · Prior Year Expenses	0.00	-70.00	70.00
Total Expense	<u>228,147.27</u>	<u>263,007.06</u>	<u>-34,859.79</u>
Net Income	<u><u>-10,974.24</u></u>	<u><u>-26,879.63</u></u>	<u><u>15,905.39</u></u>

CMTA
Profit & Loss Prev Year Comparison
July 2017 through June 2018

	<u>Jul '17 - Jun 18</u>	<u>Jul '16 - Jun 17</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
4010000 · Membership dues				
4010100 · Dues (Public)	51,526.66	51,580.00	-53.34	-0.1%
4010200 · Dues (commercial)	8,200.00	9,360.00	-1,160.00	-12.39%
4010400 · Dues (Alumni)	60.00	60.00	0.00	0.0%
4010000 · Membership dues - Other	0.00	0.00	0.00	0.0%
Total 4010000 · Membership dues	59,786.66	61,000.00	-1,213.34	-1.99%
4500000 · Program services				
4510000 · Certification				
4510100 · Investment Policy Application	3,480.00	2,780.00	700.00	25.18%
4510200 · CCMT- Certified CA Municipal T.	25.00	35.00	-10.00	-28.57%
4510400 · Certification program app. fee	355.00	1,025.00	-670.00	-65.37%
4510000 · Certification - Other	0.00	-25.00	25.00	100.0%
Total 4510000 · Certification	3,860.00	3,815.00	45.00	1.18%
4520000 · Education				
4520300 · Essentials Workshop	0.00	29,945.00	-29,945.00	-100.0%
4520400 · Advanced Workshop	13,000.00	0.00	13,000.00	100.0%
Total 4520000 · Education	13,000.00	29,945.00	-16,945.00	-56.59%
4530000 · Publications				
4530100 · Handbook	111.62	321.80	-210.18	-65.31%
4530300 · Job Ads	1,575.00	2,775.00	-1,200.00	-43.24%
Total 4530000 · Publications	1,686.62	3,096.80	-1,410.18	-45.54%
4550000 · Scholarship				
4550200 · Vincent Amado Scholarship	0.00	1,196.00	-1,196.00	-100.0%
Total 4550000 · Scholarship	0.00	1,196.00	-1,196.00	-100.0%
4560000 · Annual Conference				
4560100 · Registrations				
4560110 · Active Members	41,257.00	58,220.00	-16,963.00	-29.14%
4560120 · Commercial Associates	15,872.50	19,620.00	-3,747.50	-19.1%
4560300 · Pre-Conference Seminar	75.00	0.00	75.00	100.0%
4560100 · Registrations - Other	0.00	1,196.00	-1,196.00	-100.0%
Total 4560100 · Registrations	57,204.50	79,036.00	-21,831.50	-27.62%
4560200 · Sponsors/ Exhibitors				
4560210 · Exhibit Sponsor	0.00	-1,000.00	1,000.00	100.0%
4560200 · Sponsors/ Exhibitors - Other	81,081.00	56,004.00	25,077.00	44.78%
Total 4560200 · Sponsors/ Exhibitors	81,081.00	55,004.00	26,077.00	47.41%
4560000 · Annual Conference - Other	0.00	2,731.18	-2,731.18	-100.0%
Total 4560000 · Annual Conference	138,285.50	136,771.18	1,514.32	1.11%
Total 4500000 · Program services	156,832.12	174,823.98	-17,991.86	-10.29%
4980000 · Interest	554.25	303.45	250.80	82.65%
4999999 · Other	0.00	0.00	0.00	0.0%
Total Income	217,173.03	236,127.43	-18,954.40	-8.03%
Gross Profit	217,173.03	236,127.43	-18,954.40	-8.03%
Expense				
Prepaid expenseses	0.00	0.00	0.00	0.0%
5010000 · Management and general				
5010100 · Audit	6,000.00	12,120.00	-6,120.00	-50.5%
5010200 · Board meetings	43.09	13,412.59	-13,369.50	-99.68%
5010300 · In House Printing	100.47	211.42	-110.95	-52.48%
5010310 · Storage	230.79	249.68	-18.89	-7.57%
5010400 · Contract Services				
5010420 · Website update and maintenance	5,500.73	5,305.73	195.00	3.68%
5010430 · SMA - AMC	74,256.24	72,586.80	1,669.44	2.3%
Total 5010400 · Contract Services	79,756.97	77,892.53	1,864.44	2.39%
5010600 · Insurance	3,144.18	1,933.59	1,210.59	62.61%

CMTA
Profit & Loss Prev Year Comparison
July 2017 through June 2018

	<u>Jul '17 - Jun 18</u>	<u>Jul '16 - Jun 17</u>	<u>\$ Change</u>	<u>% Change</u>
5010800 · Taxes and Filings	249.00	553.00	-304.00	-54.97%
5010900 · Postage	292.82	1,464.67	-1,171.85	-80.01%
5011200 · Telecommunications				
5011210 · Internet services	254.98	177.85	77.13	43.37%
5011220 · Telephone	646.27	2,486.39	-1,840.12	-74.01%
5011200 · Telecommunications - Other	0.00	0.00	0.00	0.0%
Total 5011200 · Telecommunications	<u>901.25</u>	<u>2,664.24</u>	<u>-1,762.99</u>	<u>-66.17%</u>
5011300 · Supplies	31.13	18.66	12.47	66.83%
5011500 · Bank and Merchant Fees				
5011510 · Bank Fees	50.29	0.00	50.29	100.0%
5011520 · Merchant Fees	5,821.01	5,971.72	-150.71	-2.52%
Total 5011500 · Bank and Merchant Fees	<u>5,871.30</u>	<u>5,971.72</u>	<u>-100.42</u>	<u>-1.68%</u>
Total 5010000 · Management and general	<u>96,621.00</u>	<u>116,492.10</u>	<u>-19,871.10</u>	<u>-17.06%</u>
5050000 · Program services expenses				
5051000 · Certification				
5051100 · Investment Policy Application	60.48	457.88	-397.40	-86.79%
5051500 · FIA Contract MOU	6,856.04	0.00	6,856.04	100.0%
5052100 · CCMT/CTC Expenses	219.38	1,428.84	-1,209.46	-84.65%
5051000 · Certification - Other	0.00	32.56	-32.56	-100.0%
Total 5051000 · Certification	<u>7,135.90</u>	<u>1,919.28</u>	<u>5,216.62</u>	<u>271.8%</u>
5053000 · Education				
5520300 · Essential Workshop Expenses	0.00	25,462.08	-25,462.08	-100.0%
5520400 · Advanced Workshop Expenses	7,437.45	289.78	7,147.67	2,466.59%
Total 5053000 · Education	<u>7,437.45</u>	<u>25,751.86</u>	<u>-18,314.41</u>	<u>-71.12%</u>
5054000 · Publications				
5054300 · Printing - General	0.65	213.98	-213.33	-99.7%
Total 5054000 · Publications	<u>0.65</u>	<u>213.98</u>	<u>-213.33</u>	<u>-99.7%</u>
5056000 · Annual Conference				
5056200 · Audio Video	0.00	13,994.89	-13,994.89	-100.0%
5056250 · Banquet - Entertainment, Decor.	61,085.01	19,042.37	42,042.64	220.79%
5056300 · Gifts & Mementos				
5056305 · Attendee	843.02	1,522.60	-679.58	-44.63%
5056310 · Speaker, Sponsor, Board	2,638.63	1,584.56	1,054.07	66.52%
5056300 · Gifts & Mementos - Other	100.00	100.00	0.00	0.0%
Total 5056300 · Gifts & Mementos	<u>3,581.65</u>	<u>3,207.16</u>	<u>374.49</u>	<u>11.68%</u>
5056400 · Food and Beverage - Hotel	48,212.00	68,844.89	-20,632.89	-29.97%
5056525 · Lodging/Travel				
505626 · Board	605.95	2,564.34	-1,958.39	-76.37%
505627 · Staff	421.14	1,905.65	-1,484.51	-77.9%
5056525 · Lodging/Travel - Other	442.65	880.58	-437.93	-49.73%
Total 5056525 · Lodging/Travel	<u>1,469.74</u>	<u>5,350.57</u>	<u>-3,880.83</u>	<u>-72.53%</u>
5056650 · Postage	14.85	29.77	-14.92	-50.12%
5056700 · Printing	2,310.99	1,977.74	333.25	16.85%
5056750 · Speaker Expense	0.00	5,000.00	-5,000.00	-100.0%
5056800 · Supplies	278.03	56.45	221.58	392.52%
5056970 · Vince Amado Scholarship Expense	0.00	1,196.00	-1,196.00	-100.0%
Total 5056000 · Annual Conference	<u>116,952.27</u>	<u>118,699.84</u>	<u>-1,747.57</u>	<u>-1.47%</u>
Total 5050000 · Program services expenses	<u>131,526.27</u>	<u>146,584.96</u>	<u>-15,058.69</u>	<u>-10.27%</u>
5060000 · Prior Year Expenses	0.00	-70.00	70.00	100.0%
Total Expense	<u>228,147.27</u>	<u>263,007.06</u>	<u>-34,859.79</u>	<u>-13.25%</u>
Net Income	<u>-10,974.24</u>	<u>-26,879.63</u>	<u>15,905.39</u>	<u>59.17%</u>

CMTA
Profit & Loss Budget Performance
June 2018

	<u>Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '17 - Jun 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Income							
4010000 · Membership dues							
4010100 · Dues (Public)	0.00	0.00	0.00	51,526.66	53,000.00	-1,473.34	53,000.00
4010200 · Dues (commercial)	0.00	0.00	0.00	8,200.00	10,000.00	-1,800.00	10,000.00
4010400 · Dues (Alumni)	0.00			60.00	180.00	-120.00	180.00
4010000 · Membership dues - Other	0.00			0.00	0.00	0.00	0.00
Total 4010000 · Membership dues	0.00	0.00	0.00	59,786.66	63,180.00	-3,393.34	63,180.00
4500000 · Program services							
4510000 · Certification							
4510100 · Investment Policy Application	175.00	155.00	20.00	3,480.00	1,750.00	1,730.00	1,750.00
4510200 · CCMT- Certified CA Municipal T.	25.00	25.00	0.00	25.00	300.00	-275.00	300.00
4510300 · CTC- Certified CA Treasury Crt	0.00	25.00	-25.00	0.00	300.00	-300.00	300.00
4510400 · Certification program app. fee	25.00			355.00			
4510000 · Certification - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 4510000 · Certification	225.00	205.00	20.00	3,860.00	2,350.00	1,510.00	2,350.00
4520000 · Education							
4520200 · Educational support	0.00	337.00	-337.00	0.00	4,000.00	-4,000.00	4,000.00
4520300 · Essentials Workshop	0.00			0.00	0.00	0.00	0.00
4520400 · Advanced Workshop	0.00	0.00	0.00	13,000.00	25,000.00	-12,000.00	25,000.00
Total 4520000 · Education	0.00	337.00	-337.00	13,000.00	29,000.00	-16,000.00	29,000.00
4530000 · Publications							
4530100 · Handbook	0.00	50.00	-50.00	111.62	600.00	-488.38	600.00
4530300 · Job Ads	150.00	60.00	90.00	1,575.00	750.00	825.00	750.00
4540000 · Newsletter	0.00			0.00	0.00	0.00	0.00
4540100 · Website	0.00			0.00	0.00	0.00	0.00
Total 4530000 · Publications	150.00	110.00	40.00	1,686.62	1,350.00	336.62	1,350.00
4550000 · Scholarship							
4550100 · Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	-500.00	500.00
4550200 · Vincent Amado Scholarship	0.00	0.00	0.00	0.00	1,500.00	-1,500.00	1,500.00
Total 4550000 · Scholarship	0.00	0.00	0.00	0.00	2,000.00	-2,000.00	2,000.00
4560000 · Annual Conference							
4560100 · Registrations							
4560110 · Active Members	-1,184.00	0.00	-1,184.00	41,257.00	45,000.00	-3,743.00	45,000.00
4560120 · Commercial Associates	805.00	0.00	805.00	15,872.50	22,800.00	-6,927.50	22,800.00
4560130 · Additional Meals	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4560300 · Pre-Conference Seminar	0.00	0.00	0.00	75.00	4,500.00	-4,425.00	4,500.00
4560100 · Registrations - Other	0.00			0.00	0.00	0.00	0.00
Total 4560100 · Registrations	-379.00	0.00	-379.00	57,204.50	72,300.00	-15,095.50	72,300.00
4560200 · Sponsors/ Exhibitors							
4560220 · Exhibit - Sponsor	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4560210 · Exhibit Sponsor	0.00	0.00	0.00	0.00	65,000.00	-65,000.00	65,000.00
4560200 · Sponsors/ Exhibitors - Other	0.00	0.00	0.00	81,081.00	0.00	81,081.00	0.00
Total 4560200 · Sponsors/ Exhibitors	0.00	0.00	0.00	81,081.00	65,000.00	16,081.00	65,000.00
4560000 · Annual Conference - Other	0.00			0.00	0.00	0.00	0.00
Total 4560000 · Annual Conference	-379.00	0.00	-379.00	138,285.50	137,300.00	985.50	137,300.00
Total 4500000 · Program services	-4.00	652.00	-656.00	156,832.12	172,000.00	-15,167.88	172,000.00
4600000 · Division Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4980000 · Interest	0.00	12.50	-12.50	554.25	150.00	404.25	150.00
4999999 · Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	-4.00	664.50	-668.50	217,173.03	235,330.00	-18,156.97	235,330.00
Gross Profit	-4.00	664.50	-668.50	217,173.03	235,330.00	-18,156.97	235,330.00
Expense							
5010000 · Management and general							
5010100 · Audit	5,510.00			6,000.00	5,000.00	1,000.00	5,000.00
5010200 · Board meetings							
5054500 · League Advertising	0.00	87.00	-87.00	0.00	1,000.00	-1,000.00	1,000.00
5010200 · Board meetings - Other	0.00	87.00	-87.00	43.09	1,000.00	-956.91	1,000.00
Total 5010200 · Board meetings	0.00	174.00	-174.00	43.09	2,000.00	-1,956.91	2,000.00
5010300 · In House Printing	2.84	12.50	-9.66	100.47	150.00	-49.53	150.00
5010310 · Storage	27.76	30.00	-2.24	230.79	250.00	-19.21	250.00
5010400 · Contract Services							
5010420 · Website update and maintenance	0.00	500.00	-500.00	5,500.73	6,000.00	-499.27	6,000.00
5010430 · SMA - AMC	6,188.02	6,049.10	138.92	74,256.24	72,587.00	1,669.24	72,587.00
Total 5010400 · Contract Services	6,188.02	6,549.10	-361.08	79,756.97	78,587.00	1,169.97	78,587.00

CMTA
Profit & Loss Budget Performance
June 2018

	<u>Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '17 - Jun 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
5010600 · Insurance	0.00	300.00	-300.00	3,144.18	2,400.00	744.18	2,400.00
5010700 · Travel							
5010720 · Legislative	0.00			0.00	0.00	0.00	0.00
Total 5010700 · Travel	0.00			0.00	0.00	0.00	0.00
5010800 · Taxes and Filings	21.00	0.00	21.00	249.00	900.00	-651.00	900.00
5010900 · Postage	22.50	87.00	-64.50	292.82	1,000.00	-707.18	1,000.00
5011200 · Telecommunications							
5011210 · Internet services	64.99	60.00	4.99	254.98	100.00	154.98	100.00
5011220 · Telephone	41.21	537.25	-496.04	646.27	2,000.00	-1,353.73	2,000.00
5011200 · Telecommunications - Other	0.00			0.00	0.00	0.00	0.00
Total 5011200 · Telecommunications	106.20	597.25	-491.05	901.25	2,100.00	-1,198.75	2,100.00
5011300 · Supplies	0.00	5.00	-5.00	31.13	100.00	-68.87	100.00
5011410 · President's fund	0.00			0.00	0.00	0.00	0.00
5011500 · Bank and Merchant Fees							
5011510 · Bank Fees	50.29	5.00	45.29	50.29	100.00	-49.71	100.00
5011520 · Merchant Fees	517.86	18.00	499.86	5,821.01	4,800.00	1,021.01	4,800.00
Total 5011500 · Bank and Merchant Fees	568.15	23.00	545.15	5,871.30	4,900.00	971.30	4,900.00
Total 5010000 · Management and general	12,446.47	7,777.85	4,668.62	96,621.00	97,387.00	-766.00	97,387.00
5050000 · Program services expenses							
5051000 · Certification							
5051100 · Investment Policy Application	19.39			60.48	40.00	20.48	40.00
5051500 · FIA Contract MOU	1,856.04			6,856.04			
5052100 · CCMT/CTC Expenses	0.00	212.00	-212.00	219.38	2,500.00	-2,280.62	2,500.00
5051000 · Certification - Other	0.00	50.00	-50.00	0.00	500.00	-500.00	500.00
Total 5051000 · Certification	1,875.43	262.00	1,613.43	7,135.90	3,040.00	4,095.90	3,040.00
5052000 · Division support	0.00			0.00	0.00	0.00	0.00
5053000 · Education							
5520300 · Essential Workshop Expenses	0.00			0.00	0.00	0.00	0.00
5520400 · Advanced Workshop Expenses	0.00	0.00	0.00	7,437.45	21,250.00	-13,812.55	21,250.00
Total 5053000 · Education	0.00	0.00	0.00	7,437.45	21,250.00	-13,812.55	21,250.00
5054000 · Publications							
5054200 · Newsletter	0.00			0.00	0.00	0.00	0.00
5054300 · Printing - General	0.00	62.50	-62.50	0.65	750.00	-749.35	750.00
Total 5054000 · Publications	0.00	62.50	-62.50	0.65	750.00	-749.35	750.00
5055000 · Woodward Memorial Scholarship							
5055100 · Woodward memorial	0.00	0.00	0.00	0.00	500.00	-500.00	500.00
Total 5055000 · Woodward Memorial Scholarship	0.00	0.00	0.00	0.00	500.00	-500.00	500.00
5056000 · Annual Conference							
5056100 · Annual conference planning	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5056200 · Audio Video	0.00	0.00	0.00	0.00	16,000.00	-16,000.00	16,000.00
5056250 · Banquet - Entertainment, Decor.	56,509.86	0.00	56,509.86	61,085.01	14,000.00	47,085.01	14,000.00
5056300 · Gifts & Mementos							
5056305 · Attendee	843.02	0.00	843.02	843.02	800.00	43.02	800.00
5056310 · Speaker, Sponsor, Board	435.57	0.00	435.57	2,638.63	1,600.00	1,038.63	1,600.00
5056300 · Gifts & Mementos - Other	0.00			100.00			
Total 5056300 · Gifts & Mementos	1,278.59	0.00	1,278.59	3,581.65	2,400.00	1,181.65	2,400.00
5056400 · Food and Beverage - Hotel	0.00	34,500.00	-34,500.00	48,212.00	79,000.00	-30,788.00	79,000.00
5056525 · Lodging/Travel							
505626 · Board	0.00	1,750.00	-1,750.00	605.95	3,500.00	-2,894.05	3,500.00
505627 · Staff	0.00	2,500.00	-2,500.00	421.14	5,000.00	-4,578.86	5,000.00
5056525 · Lodging/Travel - Other	0.00	0.00	0.00	442.65	0.00	442.65	0.00
Total 5056525 · Lodging/Travel	0.00	4,250.00	-4,250.00	1,469.74	8,500.00	-7,030.26	8,500.00
5056650 · Postage	0.00	0.00	0.00	14.85	1,000.00	-985.15	1,000.00
5056700 · Printing	0.00	0.00	0.00	2,310.99	1,200.00	1,110.99	1,200.00
5056750 · Speaker Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5056800 · Supplies	0.00	0.00	0.00	278.03	100.00	178.03	100.00
5056970 · Vince Amado Scholarship Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5056000 · Annual Conference - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 5056000 · Annual Conference	57,788.45	38,750.00	19,038.45	116,952.27	122,200.00	-5,247.73	122,200.00
Total 5050000 · Program services expenses	59,663.88	39,074.50	20,589.38	131,526.27	147,740.00	-16,213.73	147,740.00
Total Expense	72,110.35	46,852.35	25,258.00	228,147.27	245,127.00	-16,979.73	245,127.00
Net Income	-72,114.35	-46,187.85	-25,926.50	-10,974.24	-9,797.00	-1,177.24	-9,797.00

CMTA A/R
May 2018

Date	Invoice	Last Name	Organization	Amount	GL Code
2/8/2018	200001679	Rodriguez	City of Santa Ana	\$ 25.00	4500000 Program services:4510000Certification:4510400-Ce
				\$ 25.00	
3/1/2018	200001774	Kim	San Diego County Tre:	\$ 75.00	4500000 Program services:4530000 Publications:4530300 Jo
				\$ 75.00	
2/13/2018	200001722	Wei	City of San Gabriel	\$ 374.00	4560100Conference:4560110 Annual Conf. - Active
2/16/2018	200001752	Compton	City of Paso Robles	\$ 374.00	4560100Conference:4560110 Annual Conf. - Active
6/21/2018	200001890	Angelo	City of Richmond	\$ 75.00	4560100Conference:4560110 Annual Conf. - Active
6/21/2018	200001891	Cortez	City of Torrance	\$ 75.00	4560100Conference:4560110 Annual Conf. - Active
				\$ 898.00	
				\$ 998.00	

CMTA
Expense Detail
June 2018

Expense	Type	Date	Num	Name	Memo	Debit	Credit
5010000 · Management and general							
5010100 · Audit							
	Bill	06/15/2018	3366	Chavez, Silva & Company	Review and Report Financial Stmtns year ending	5,510.00	
Total 5010100 · Audit						<u>5,510.00</u>	0.00
5010300 · In House Printing							
	Bill	06/15/2018	20180474	Smith Moore & Associates, Inc.	Printing paid by SMA in May 2018	2.84	
Total 5010300 · In House Printing						<u>2.84</u>	0.00
5010310 · Storage							
	Bill	06/15/2018	4165965	Pacific Storage		45.69	
	Bill	06/15/2018	20180474	Smith Moore & Associates, Inc.	Pacific Storage credit (duplicate pmt)		17.93
Total 5010310 · Storage						<u>45.69</u>	<u>17.93</u>
5010400 · Contract Services							
5010430 · SMA - AMC							
	Bill	06/15/2018	20180441	Smith Moore & Associates, Inc.	Monthly Administrative and Conference Services	6,188.02	
Total 5010430 · SMA - AMC						<u>6,188.02</u>	0.00
Total 5010400 · Contract Services						<u>6,188.02</u>	0.00
5010800 · Taxes and Filings							
	Check	06/08/2018	EFT	Franchise Tax Board	2017.2018 payment #4	40.00	
	Deposit	06/29/2018	69-039088	Franchise Tax Board	Tax year ending 2017 Ca State Tax refund		10.00
	Deposit	06/29/2018	45715249	Internal Revenue Service	Tax year ending 2017 IRS F990T refund		9.00
Total 5010800 · Taxes and Filings						<u>40.00</u>	<u>19.00</u>
5010900 · Postage							
	Bill	06/15/2018	20180474	Smith Moore & Associates, Inc.	Postage Paid by SMA in May 2018	22.50	
Total 5010900 · Postage						<u>22.50</u>	0.00
5011200 · Telecommunications							
5011210 · Internet services							
	Bill	06/15/2018	20180474	Smith Moore & Associates, Inc.	Zoom - Monthly Renewal charge	14.99	
	Bill	06/15/2018	20180452	Smith Moore & Associates, Inc.	1 year of email hosting	50.00	
Total 5011210 · Internet services						<u>64.99</u>	0.00
5011220 · Telephone							
	Bill	06/15/2018	20180474	Smith Moore & Associates, Inc.	TelePacific Monthly Telephone Charge - May 20	41.21	
Total 5011220 · Telephone						<u>41.21</u>	0.00
Total 5011200 · Telecommunications						<u>106.20</u>	0.00
5011500 · Bank and Merchant Fees							
5011510 · Bank Fees							
	Check	06/15/2018	EFT	Account Analysis Fee	Account Analysis Fees	50.29	
Total 5011510 · Bank Fees						<u>50.29</u>	0.00
5011520 · Merchant Fees							
	Check	06/04/2018	eft	Merchant Services	Chase Merchant Service Fees	517.86	
Total 5011520 · Merchant Fees						<u>517.86</u>	0.00
Total 5011500 · Bank and Merchant Fees						<u>568.15</u>	0.00
Total 5010000 · Management and general						<u>12,483.40</u>	<u>36.93</u>
5050000 · Program services expenses							

CMTA
Expense Detail
 June 2018

	Type	Date	Num	Name	Memo	Debit	Credit
5051000 - Certification							
5051100 - Investment Policy Application							
	Bill	06/15/2018	3319392-0	Sierra Office Supply & Printing		19.39	
Total 5051100 - Investment Policy Application						<u>19.39</u>	0.00
5051500 - FIA Contract MOU							
	Bill	06/27/2018	1084	Fixed Income Academy		1,856.04	
Total 5051500 - FIA Contract MOU						<u>1,856.04</u>	0.00
Total 5051000 - Certification						<u>1,875.43</u>	0.00
5056000 - Annual Conference							
5056250 - Banquet - Entertainment, Decor.							
	Bill	06/05/2018	338060101645	Oakland Marriott City Center		56,509.86	
Total 5056250 - Banquet - Entertainment, Decor.						<u>56,509.86</u>	0.00
5056300 - Gifts & Mementos							
5056305 - Attendee							
	Bill	06/15/2018	Job #2524	Atipikel	Duffel Bags	843.02	
Total 5056305 - Attendee						<u>843.02</u>	0.00
5056310 - Speaker, Sponsor, Board							
	Bill	06/15/2018	634158	EDCO Awards & Specialties		435.57	
Total 5056310 - Speaker, Sponsor, Board						<u>435.57</u>	0.00
Total 5056300 - Gifts & Mementos						<u>1,278.59</u>	0.00
Total 5056000 - Annual Conference						<u>57,788.45</u>	0.00
Total 5050000 - Program services expenses						<u>59,663.88</u>	0.00
Total Expense						<u>72,147.28</u>	<u>36.93</u>
Net Income						<u><u>72,147.28</u></u>	<u><u>36.93</u></u>