



California Municipal Treasurers Association

Board of Directors Meeting

Date: Wednesday, September 18, 2019
Time: 1:00 p.m. – 2:00 p.m.
Call-In: 1-669-900-6833
Meeting ID: 260 940 585 #

AGENDA

- I. **CALL TO ORDER – 1:02pm**
- II. **APPROVAL OF THE AGENDA**
- III. **ROLL CALL**

	President	Donald Patterson, CCMT
	President-Elect	Hubert R. White III
	Secretary	Mary-Ann Rexroad
	Treasurer	Jennifer Leisz, CCMT
	Past President	Dan Matusiewicz, CCMT, CFIP
	Division 1 – North	Damien Charléty, CCMT
	Division 2 – South	Michael Solorza

IV. **COMMITTEE CHAIRS, STAFF AND GUESTS**

	Education and Certification – Ernestine / Shaun	Shaun Farrell, CCMT & Ernestine Jones, CCMT Co-Chairs
	Education Subcommittee Chair	Susan Munson, CFP, CFIP
	Membership	Margaret Moggia, CPA, CTC
	Communications	Nadia Feeser
	Commercial Associate Liaison	Greg Whipple
	Commercial Associate Member	Chad Nicholson
	Governance and Finance Committee Chair	Dan Matusiewicz, CCMT, CFIP
	Revenue and Taxation Policy Committee Representative	Vacant
	Ad Hoc Legislative Committee Chair	Thomas Metz, J.D.
	Meetings and Membership Specialist	Yelena Martynovskaya
	Meetings and Membership Assistant	Kristy Schrimsher
	Meetings and Membership Assistant	Raynee Garcia

V. **CURRENT BUSINESS**

- A. **MINUTES FROM THE AUGUST 21, 2019 BOARD OF DIRECTORS MEETING**
Recommended Action: Dan / Mike
Approve and file.
- B. **FINANCIAL REPORT AS OF AUGUST 31, 2019**
Summary:
Review and discuss financial position and YTD financial activity.
Recommended Action:
Approve and file.

VI. CMTA AUDIT

VII. CMTA REBRANDING

NADIA FEESER

VIII. CMTA CONVERSATIONS UPDATE

**DAMIEN CHARLÉTY
MICHAEL SOLORZA**

IX. COMMITTEE UPDATES

A. EDUCATION AND CERTIFICATION

**1. INVESTMENT POLICY CERTIFICATION
SUBCOMMITTEE**

SHAUN FARRELL

2. CERTIFICATION CCMT AND CTC SUBCOMMITTEE

ERNESTINE JONES

3. EDUCATION SUBCOMMITTEE

SUSAN MUNSON

B. MEMBERSHIP

MARGARET MOGGIA

C. COMMUNICATIONS

NADIA FEESER

D. COMMERCIAL ASSOCIATE LIAISON

GREG WHIPPLE

E. GOVERNANCE AND FINANCE COMMITTEE CHAIR

DAN MATUSIEWICZ

**1. REVENUE AND TAXATION POLICY COMMITTEE
REPRESENTATIVE**

F. 2020 CONFERENCE COMMITTEE

DON PATTERSON

G. 2021 CONFERENCE COMMITTEE

HUBIE WHITE

1. 2021 CONFERENCE LOCATIONS

H. AD HOC LEGISLATIVE COMMITTEE

THOMAS METZ

X. NON AGENDA BOARD MEMBER COMMENTS

I. ROUND TABLE BOARD MEMBER ANNOUNCEMENTS, COMMENTS & QUESTIONS

XI. ITEMS FOR FUTURE CONSIDERATION

XII. NEXT BOARD MEETINGS

OCTOBER 16, 2019
NOVEMBER 20, 2019
DECEMBER 18, 2019

XIII. ADJOURN

ATTACHMENT A

Board of Directors Meeting Minutes, August 21, 2019



CALIFORNIA MUNICIPAL TREASURERS ASSOCIATION

Serving California Since 1959

Board of Directors Meeting
Wednesday, August 21, 2019

Minutes

President Don Patterson welcomed the board members and staff and called the meeting to order at 1:02 pm.

x	President	Donald Patterson, CCMT
x	President-Elect	Hubert R. White III
x	Secretary	Mary-Ann Rexroad
x	Treasurer	Jennifer Leisz, CCMT
x	Past President	Dan Matusiewicz, CCMT, CFIP
	Division 1 – North	Damien Charléty, CCMT
x	Division 2 – South	Michael Solorza

Committee Chairs, Staff and Guests:

x	Education and Certification Co-Chair	Shaun Farrell, CCMT
x	Education and Certification Co-Chair	Ernestine Jones, CCMT
	Membership	Margaret Moggia, CPA, CTC
x	Communications	Nadia Feeser
	Commercial Associate Liaison	Greg Whipple
x	Commercial Associate Member	Chad Nicholson
	Governance and Finance Committee Chair	Dan Matusiewicz, CCMT, CFIP
	Revenue and Taxation Policy Committee Representative	Vacant
x	Ad Hoc Legislative Committee Chair (Proposed)	Thomas Metz, J.D.
x	Meetings and Membership Specialist	Yelena Martynovskaya
x	Meetings and Membership Coordinator	Kristy Schrimsher
x	Meetings and Membership Assistant	Raynee Garcia

Consent Calendar

The board reviewed the minutes from the July 17, 2019 Board of Directors Meetings.

Michael Solorza moved to approve the minutes for July 17, 2019. Dan Matusiewicz seconded the motion. The July 17, 2019 minutes were approved.

Financial Report as of July 31, 2019

Jennifer Leisz reported on CMTA's current financial position. The balance sheet shows that we are a little lower than last year. Hopefully that will go up after people pay their membership dues. Jennifer also reported that there are still several people that have not paid for their 2019 conference registration. Jennifer noted that she is willing to reach out to these individuals directly.

Mary-Ann Rexroad moved to approve July 2019 Financials. Dan Matusiewicz seconded the motion. July 2019 financials were approved.

CMTA Audit

The board discussed the 3 proposals that have been submitted. Yelena Martynovskaya reported that Sandy Goree, CMTA's Controller recommends a 3 year contract with review, review, and audit. The board agreed that the proposal from Richardson is the most promising but would like more information before committing. Select board members will meet with Controller Sandy Goree, and Richardson to discuss the proposal before moving forward.

CMTA Rebranding

Nadia Feeser presented two possible logos to the board. The board discussed and agreed that they like the first choice with the graph.

Hubert White moved to approve the new CMTA logo. Michael Solorza seconded the motion. The new CMTA logo was approved.

CMTA Conversations Update

Michael Solorza reported that the Southern Division conversations event is next week. The logistics are still being worked out along with finding volunteers. The sponsor is supposed to provide lunch to the attendees.

Committee Updates

Investment Policy Certification Subcommittee

Shaun Farrell reported that there has been 4 investment policies received and 2 are still being reviewed.

Certification CCMT and CTC Subcommittee

Ernestine Jones reported that she met with Karen from CDIAC and they discussed the possibility of providing webinars to members. This will be discussed more in the future and Ernestine will report back to the board at a future date.

Membership

Yelena Martynovskaya reported that the monthly membership report will now have additional analysis. It will show the percentage in reduction in the individual memberships, The committee will continue to monitor the trend and will report back to the board.

Commercial Associate Liaison

Chad Nicholson reported that there was a call with possible sponsors last week. There will be another call next week and in the near future calls will be made to past sponsors to try to get them to commit. The goal is to get those that were lower level sponsors in the past to commit to the higher level.

Governance and Finance Committee

Dan Matusiewicz reported that John Adams has left the League and one of his staff members has been sitting in. That term has now ended and Don Patterson is now required to appoint someone by November 22nd.

2020 Conference Committee

Don Patterson reported that the committee's first meeting will be held on Monday. Treasurer Ma has tentatively confirmed, and we have this in writing from her office.

2021 Conference Committee

The board discussed the possible 2021 locations and agreed that the Newport Beach Marriott Hotel & Spa was the best choice.

Hubert White moved to approve the Newport Beach Marriott Hotel & Spa as the 2021 Annual Conference location. Jennifer Leisz seconded the motion. The Newport Beach Marriott Hotel & Spa as the 2021 Annual Conference location was approved.

Meeting adjourned at 2:05 p.m.

Respectfully submitted,

Kristy Schrimsher
Meeting & Membership Coordinator

DRAFT

ATTACHMENT B

Financials August 31, 2019

CMTA
Balance Sheet
As of August 31, 2019

	<u>Aug 31, 19</u>	<u>Aug 31, 18</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1010000 - Cash and cash equivalents			
1010400 - General - Chase-8076	34,585.06	49,365.27	-14,780.21
1010500 - Education - Chase	18,910.00	7,534.12	11,375.88
Total 1010000 - Cash and cash equivalents	<u>53,495.06</u>	<u>56,899.39</u>	<u>-3,404.33</u>
1020000 - Investments			
1020100 - LAIF	48,841.75	47,680.35	1,161.40
Total 1020000 - Investments	<u>48,841.75</u>	<u>47,680.35</u>	<u>1,161.40</u>
Total Checking/Savings	<u>102,336.81</u>	<u>104,579.74</u>	<u>-2,242.93</u>
Other Current Assets			
1040100 - YourMembership AR	1,735.00	624.00	1,111.00
1070000 - Prepaid expenses	3,209.21	3,341.85	-132.64
Total Other Current Assets	<u>4,944.21</u>	<u>3,965.85</u>	<u>978.36</u>
Total Current Assets	<u>107,281.02</u>	<u>108,545.59</u>	<u>-1,264.57</u>
TOTAL ASSETS	<u>107,281.02</u>	<u>108,545.59</u>	<u>-1,264.57</u>
LIABILITIES & EQUITY			
Equity			
3720000 - Board Designated			
3750000 - M Woodward Memorial Education	18,910.00	18,910.00	0.00
Total 3720000 - Board Designated	<u>18,910.00</u>	<u>18,910.00</u>	<u>0.00</u>
3740000 - General fund	66,856.95	61,593.12	5,263.83
Net Income	21,514.07	28,042.47	-6,528.40
Total Equity	<u>107,281.02</u>	<u>108,545.59</u>	<u>-1,264.57</u>
TOTAL LIABILITIES & EQUITY	<u>107,281.02</u>	<u>108,545.59</u>	<u>-1,264.57</u>

CMTA
Profit & Loss
July through August 2019

	<u>Jul - Aug 19</u>	<u>Jul - Aug 18</u>	<u>\$ Change</u>
Income			
4530100 · Handbook	63.00	0.00	63.00
4530300 · Job Ads	340.00	600.00	-260.00
4010000 · Membership dues	33,875.00	42,034.55	-8,159.55
4500000 · Program services	2,845.00	1,145.00	1,700.00
4980000 · Interest	310.12	225.18	84.94
Total Income	<u>37,433.12</u>	<u>44,004.73</u>	<u>-6,571.61</u>
Gross Profit	37,433.12	44,004.73	-6,571.61
Expense			
5010000 · Management and general	15,919.05	15,962.26	-43.21
Total Expense	<u>15,919.05</u>	<u>15,962.26</u>	<u>-43.21</u>
Net Income	<u><u>21,514.07</u></u>	<u><u>28,042.47</u></u>	<u><u>-6,528.40</u></u>

CMTA
Statement of Financial Income and Expense
July through August 2019

	Dues	Certification	Education	Conference	Unclassified	TOTAL
Income						
4530100 · Handbook	0.00	0.00	0.00	0.00	63.00	63.00
4530300 · Job Ads	0.00	0.00	0.00	0.00	340.00	340.00
4010000 · Membership dues	33,875.00	0.00	0.00	0.00	0.00	33,875.00
4500000 · Program services	0.00	275.00	1,070.00	1,500.00	0.00	2,845.00
4980000 · Interest	0.00	0.00	0.00	0.00	310.12	310.12
Total Income	33,875.00	275.00	1,070.00	1,500.00	713.12	37,433.12
Gross Profit	33,875.00	275.00	1,070.00	1,500.00	713.12	37,433.12
Expense						
5010000 · Management and general						
5010300 · In House Printing	452.00	0.00	0.00	5.00	0.00	457.00
5010310 · Storage	0.00	0.00	0.00	0.00	19.95	19.95
5010400 · Contract Services	0.00	0.00	0.00	0.00	13,616.90	13,616.90
5010600 · Insurance	0.00	0.00	0.00	0.00	1,182.00	1,182.00
5010900 · Postage	131.50	0.00	0.00	0.00	0.00	131.50
5011200 · Telecommunications	0.00	0.00	0.00	0.00	66.98	66.98
5011500 · Bank and Merchant Fees	0.00	0.00	0.00	0.00	444.72	444.72
Total 5010000 · Management and general	583.50	0.00	0.00	5.00	15,330.55	15,919.05
Total Expense	583.50	0.00	0.00	5.00	15,330.55	15,919.05
Net Income	33,291.50	275.00	1,070.00	1,495.00	-14,617.43	21,514.07

CMTA

Profit & Loss Prev Year Comparison

July through August 2019

	<u>Jul - Aug 19</u>	<u>Jul - Aug 18</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
4530100 · Handbook	63.00	0.00	63.00	100.0%
4530300 · Job Ads	340.00	600.00	-260.00	-43.33%
4010000 · Membership dues				
4010100 · Dues (Public)	32,010.00	39,984.55	-7,974.55	-19.94%
4010200 · Dues (commercial)	1,865.00	2,050.00	-185.00	-9.02%
Total 4010000 · Membership dues	33,875.00	42,034.55	-8,159.55	-19.41%
4500000 · Program services				
4510000 · Certification				
4510100 · Investment Policy Application	1,010.00	720.00	290.00	40.28%
4510200 · CCMT- Certified CA Municipal T.	25.00	0.00	25.00	100.0%
4510400 · Certification program app. fee	250.00	75.00	175.00	233.33%
Total 4510000 · Certification	1,285.00	795.00	490.00	61.64%
4520000 · Education				
452500 · CMTA Conversations	60.00	0.00	60.00	100.0%
Total 4520000 · Education	60.00	0.00	60.00	100.0%
4560000 · Annual Conference				
4560100 · Registrations				
4560110 · Active Members	0.00	0.00	0.00	0.0%
4560120 · Commercial Associates	0.00	350.00	-350.00	-100.0%
4560300 · Pre-Conference Seminar	0.00	0.00	0.00	0.0%
Total 4560100 · Registrations	0.00	350.00	-350.00	-100.0%
4560200 · Sponsors/ Exhibitors	1,500.00	0.00	1,500.00	100.0%
Total 4560000 · Annual Conference	1,500.00	350.00	1,150.00	328.57%
Total 4500000 · Program services	2,845.00	1,145.00	1,700.00	148.47%
4980000 · Interest	310.12	225.18	84.94	37.72%
Total Income	37,433.12	44,004.73	-6,571.61	-14.93%
Gross Profit	37,433.12	44,004.73	-6,571.61	-14.93%
Expense				
5010000 · Management and general				
5010300 · In House Printing	457.00	2.08	454.92	21,871.15%
5010310 · Storage	19.95	24.35	-4.40	-18.07%
5010400 · Contract Services				
5010420 · Website update and maintenance	916.90	916.90	0.00	0.0%
5010430 · SMA - AMC	12,700.00	12,500.00	200.00	1.6%
Total 5010400 · Contract Services	13,616.90	13,416.90	200.00	1.49%
5010600 · Insurance	1,182.00	1,179.17	2.83	0.24%
5010900 · Postage	131.50	649.46	-517.96	-79.75%
5011200 · Telecommunications				
5011210 · Internet services	51.99	0.00	51.99	100.0%
5011220 · Telephone	0.00	58.53	-58.53	-100.0%
5011200 · Telecommunications - Other	14.99	0.00	14.99	100.0%
Total 5011200 · Telecommunications	66.98	58.53	8.45	14.44%
5011500 · Bank and Merchant Fees				
5011510 · Bank Fees	119.01	163.33	-44.32	-27.14%
5011520 · Merchant Fees	325.71	468.44	-142.73	-30.47%
Total 5011500 · Bank and Merchant Fees	444.72	631.77	-187.05	-29.61%
Total 5010000 · Management and general	15,919.05	15,962.26	-43.21	-0.27%
Total Expense	15,919.05	15,962.26	-43.21	-0.27%
Net Income	21,514.07	28,042.47	-6,528.40	-23.28%

CMTA
Profit & Loss Budget Performance
August 2019

	Aug 19	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
Income					
4530100 · Handbook	0.00	63.00	0.00	63.00	0.00
4530300 · Job Ads	255.00	340.00	360.00	-20.00	2,200.00
Total 4010000 · Membership dues	25,295.00	33,875.00	48,650.00	-14,775.00	71,750.00
4020000 · Corporate Sponsorship	0.00	0.00	7,833.30	-7,833.30	47,000.00
4500000 · Program services					
4510000 · Certification					
4510100 · Investment Policy Application	680.00	1,010.00	740.00	270.00	4,490.00
4510200 · CCMT- Certified CA Municipal T.	25.00	25.00	2,985.00	-2,960.00	17,925.00
4510300 · CTC- Certified CA Treasury Crt	0.00	0.00	125.00	-125.00	750.00
4510400 · Certification program app. fee	50.00	250.00	0.00	250.00	0.00
Total 4510000 · Certification	755.00	1,285.00	3,850.00	-2,565.00	23,165.00
4520000 · Education					
452500 · CMTA Conversations	60.00	60.00			
4520300 · Essentials Workshop	0.00	0.00	0.00	0.00	0.00
4520400 · Advanced Workshop	0.00	0.00	0.00	0.00	15,000.00
Total 4520000 · Education	60.00	60.00	0.00	60.00	15,000.00
4530000 · Publications	0.00	0.00	0.00	0.00	0.00
4550000 · Scholarship					
4550200 · Vincent Amado Scholarship	0.00	0.00	0.00	0.00	0.00
Total 4550000 · Scholarship	0.00	0.00	0.00	0.00	0.00
4560000 · Annual Conference					
Total 4560100 · Registrations	0.00	0.00	0.00	0.00	57,375.00
4560200 · Sponsors/ Exhibitors	1,500.00	1,500.00	0.00	1,500.00	73,000.00
Total 4560000 · Annual Conference	1,500.00	1,500.00	0.00	1,500.00	130,375.00
Total 4500000 · Program services	2,315.00	2,845.00	3,850.00	-1,005.00	168,540.00
4980000 · Interest	0.00	310.12	275.00	35.12	1,100.00
4999999 · Other	0.00	0.00	0.00	0.00	0.00
Total Income	27,865.00	37,433.12	60,968.30	-23,535.18	290,590.00
Gross Profit	27,865.00	37,433.12	60,968.30	-23,535.18	290,590.00
Expense					
5010000 · Management and general					
5010100 · Audit and Tax Preparation fees	0.00	0.00	0.00	0.00	12,500.00
5010200 · Board meetings					
5010250 · President's Travel	0.00	0.00	85.00	-85.00	1,000.00
5010200 · Board meetings - Other	0.00	0.00	90.00	-90.00	1,000.00
Total 5010200 · Board meetings	0.00	0.00	175.00	-175.00	2,000.00
5010300 · In House Printing	452.00	457.00	3,450.00	-2,993.00	3,450.00
5010310 · Storage	19.95	19.95	42.00	-22.05	250.00
5010400 · Contract Services					
5010420 · Website update and maintenance	458.45	916.90	1,075.00	-158.10	6,450.00
5010430 · SMA - AMC	6,350.00	12,700.00	12,700.00	0.00	76,200.00
5010440 · Website/ Marketing	0.00	0.00	10,600.00	-10,600.00	10,600.00
Total 5010400 · Contract Services	6,808.45	13,616.90	24,375.00	-10,758.10	93,250.00
5010600 · Insurance	0.00	1,182.00	2,000.00	-818.00	2,000.00
5010800 · Taxes and Filings	0.00	0.00	20.00	-20.00	20.00
5010900 · Postage	131.50	131.50	166.70	-35.20	1,000.00

CMTA
Profit & Loss Budget Performance
August 2019

	Aug 19	Jul - Aug 19	YTD Budget	\$ Over Budget	Annual Budget
5011200 · Telecommunications					
5011210 · Internet services	0.00	51.99	25.00	26.99	150.00
5011220 · Telephone	0.00	0.00	100.00	-100.00	600.00
5011200 · Telecommunications - Other	0.00	14.99			
Total 5011200 · Telecommunications	0.00	66.98	125.00	-58.02	750.00
5011300 · Supplies	0.00	0.00	16.66	-16.66	100.00
5011500 · Bank and Merchant Fees					
5011510 · Bank Fees	65.84	119.01	50.00	69.01	300.00
5011520 · Merchant Fees	269.27	325.71	966.60	-640.89	5,800.00
5011500 · Bank and Merchant Fees - Other	0.00	0.00	0.00	0.00	0.00
Total 5011500 · Bank and Merchant Fees	335.11	444.72	1,016.60	-571.88	6,100.00
Total 5010000 · Management and general	7,747.01	15,919.05	31,386.96	-15,467.91	121,420.00
5050000 · Program services expenses					
5051000 · Certification					
5051100 · Investment Policy Application	0.00	0.00	150.00	-150.00	150.00
5051500 · FIA Contract MOU	0.00	0.00	0.00	0.00	5,000.00
5052100 · CCMT/CTC Expenses	0.00	0.00	1,150.00	-1,150.00	14,875.00
Total 5051000 · Certification	0.00	0.00	1,300.00	-1,300.00	20,025.00
5053000 · Education					
5520200 · Educational Support Expenses	0.00	0.00	0.00	0.00	0.00
5520300 · Essential Workshop Expenses	0.00	0.00	0.00	0.00	0.00
5520400 · Advanced Workshop Expenses	0.00	0.00	0.00	0.00	10,000.00
Total 5053000 · Education	0.00	0.00	0.00	0.00	10,000.00
5054000 · Publications					
5054300 · Printing - General	0.00	0.00	0.00	0.00	0.00
Total 5054000 · Publications	0.00	0.00	0.00	0.00	0.00
Total 5055000 · CMTA Scholarships	0.00	0.00	0.00	0.00	2,500.00
Total 5056000 · Annual Conference	0.00	0.00	0.00	0.00	121,300.00
Total 5050000 · Program services expenses	0.00	0.00	1,300.00	-1,300.00	153,825.00
Total Expense	7,747.01	15,919.05	32,686.96	-16,767.91	275,245.00
Net Income	20,117.99	21,514.07	28,281.34	-6,767.27	15,345.00

August 2019 Accounts Receivable

Date	Number	Last Name	Organization	Balance	GL Code/Item Name
7/30/2019	200002300	San Joaquin	County of San Joaquin	175	4500000 Program services:4510000Certification:4510400 Investment Policy Appl
				175	
3/27/2019	200002230	Patterson	City of Hawthorne	155	4560100Conference:4560110 Annual Conf. - Active
3/26/2019	200002229	Hays	City of Palm Springs	395	4560100Conference:4560110 Annual Conf. - Active
3/14/2019	200002201	Solorza	City of Pico Rivera	315	4560100Conference:4560110 Annual Conf. - Active
				865	
3/20/2019	200002208	Ume-Ukeje	Piper Jaffray	595	4560100Conference:4560120 Annual Conf- Commercial
				595	
5/3/2019	200002280	Brown	City of Inglewood	100	4560100Conference:4560300 Annual - Preconference
				100	
Total August 31 AR				\$ 1,735	

CMTA
Expense Detail
August 2019

	Type	Date	Num	Name	Memo	Debit
Expense						
5010000 - Management and general						
5010300 - In House Printing						
	Bill	08/13/2019	3473195	Sierra Office Supply & Printing	Dues Expense	452.00
Total 5010300 - In House Printing						<u>452.00</u>
5010310 - Storage						
	Bill	08/08/2019	4182467	Pacific Storage	July 2019 Storage	19.95
Total 5010310 - Storage						<u>19.95</u>
5010400 - Contract Services						
5010420 - Website update and maintenance						
	General Journal	08/01/2019	2019-020	August YourMembership Expense		458.45
Total 5010420 - Website update and maintenance						<u>458.45</u>
5010430 - SMA - AMC						
	Bill	08/08/2019	20190374	Smith Moore & Associates, Inc.	Administrative & Conference Services	6,350.00
Total 5010430 - SMA - AMC						<u>6,350.00</u>
Total 5010400 - Contract Services						<u>6,808.45</u>
5010900 - Postage						
	Bill	08/08/2019	3473196	Sierra Office Supply & Printing	Mail House Postage	131.50
Total 5010900 - Postage						<u>131.50</u>
5011500 - Bank and Merchant Fees						
5011510 - Bank Fees						
	Check	08/15/2019	EFT	Account Analysis Fee		65.84
Total 5011510 - Bank Fees						<u>65.84</u>
5011520 - Merchant Fees						
	Check	08/02/2019	EFT	Merchant Services		269.27
Total 5011520 - Merchant Fees						<u>269.27</u>
Total 5011500 - Bank and Merchant Fees						<u>335.11</u>
Total 5010000 - Management and general						<u>7,747.01</u>
Total Expense						<u>7,747.01</u>
Net Income						<u><u>7,747.01</u></u>

ATTACHMENT C

Membership Report

CMTA Membership Report

September 2019

Date	Agencies		Commercial Associates	+	Alumni	+	Government Associates	=	Grand Total
7/1/2015	327		109	+	6	+	689	=	804
6/30/2016	327		81	+	6	+	709	=	796
7/1/2016	327		81	+	6	+	709	=	796
6/30/2017	324		78	+	3	+	686	=	767
7/1/2017	322		78	+	3	+	686	=	767
6/30/2018	319		72	+	1	+	673	=	746
7/1/2018	319		72	+	1	+	673	=	746
6/30/2019	292		44	+	0	+	611	=	655

2019-2020 Membership Renewal Report

	Agencies		Commercial Associates	+	Alumni	+	Government Associates	=	Grand Total
Renewed	191 (64%)		19 (34%)	+	0	+	385 (62%)	=	404 (17%)
Did not renew	108 (36%)		37 (66%)	+	0	+	238 (38%)	=	275 (83%)
Total	299		56	+	0	+	623	=	679

AGENCY	AGENCIES	GOV ASSOCIATE MEMBERS	COMMERCIAL ASSOCIATES
<i>Renewed (Paid)</i>	183	374	8
<i>Included in Conference Registration</i>	4	7	11
<i>Included in Investment Policy App</i>	2	2	-
<i>New Members</i>	2	2	0
<i>Non-Renew</i>	108	238	37
TOTAL AGENCY	299	623	56

Membership Renewal Historical Comparison

	2018 (September)	2019 (September)
Agencies	247	191
Government Associates	523	385
Commercial Associates	22	19
Alumni	1	0

Membership Report – Analysis of Paid Agency memberships starting July 1, 2019

This report breaks down the number of Government Associate members that are paying dues since the dues increase starting July 1, 2019. The goal is to analyze whether the Agencies keep, decrease, or increase the number of Government Associate memberships.

(This list does not include the agencies that got their membership with the conference registration, Investment Policy Application fees, or the agencies that renewed or joined between January 1, 2019 – June 30, 2019)

	Number of Agencies	Percentage of total
Reduced by 1	41	24%
Reduced by 2	1	0.5%
Reduced by 3	0	
Reduced by 4	0	
Increased by 1	9	5%
Increased by 2	0	
Increased by 3	0	
No Change in the number of Government Associate Members	119	70%
TOTAL:	170	