



California Municipal Treasurers Association

Board of Directors Meeting

Date: Monday, October 30, 2017

Time: 10:00 a.m. – 2:00 p.m.

Las Virgenes Municipal Water District

4232 Las Virgenes Rd.

Calabasas, CA 91302

Agenda

Call to Order

Approval of the Agenda

Roll Call

| | |
|---------------------------|-----------------------|
| President | Rudy Livingston, CCMT |
| President-Elect | Dan Matusiewicz |
| Secretary | Jennifer Leisz |
| Treasurer | Dana Cortez, CCMT |
| Past President | Margaret Moggia, CTC |
| Division 1 – North | vacant |
| Division 2 – South | Michael Solorza |

Committee Chairs, Staff and Guests:

| | |
|---|-----------------------|
| Legislative Chair | Vacant |
| Membership & Budget Committee | Israel Garza |
| Education Chair | Tracey Angelo, CCMT |
| Certification Chair | Ernestine Jones, CCMT |
| Technology Chair | Donald Patterson |
| Commercial Associate Liaison | Jaime Loftin Picunko |
| Commercial Associate Member | Kyle Tanaka |
| Newsletter & Public Relations Chair | Vacant |
| Investment Policy Certification Chair | Shaun Farrell, CCMT |
| Revenue and Taxation Policy Committee Representative | John Adams |
| Meetings and Membership Specialist | Yelena Martynovskaya |
| Meetings and Membership Assistant | Kristy Schrimsher |

Consent Calendar

Minutes from the September 21, 2017 Board of Directors Meeting

Financial Report from September 30, 2017

Action Items

1. Division North Appointment
2. Board Positions (as defined in Standing Rules & Bylaws)
 - a. Purpose of the position
 - b. Is this purpose in alignment with the Strategic Plan?
 - c. Is this position needed
 - d. What Board/member action is needed to remove or change the position
 - e. Are the functions of this position being performed in full or in part in another committee? If so, what are the overlapping functions and should the positions be combined?
 - f. What do we envision for the position in the future?
 - g. What are the responsibilities of the position and what commitment is involved?
 - h. What is the term of the position?
 - i. What is the estimated time commitments of this position?
 - j. Is the time commitment seasonal or spread throughout the year?
 - k. Is board/member action needed to add or remove a person from the position?
3. Committees (as defined in Standing Rules & Bylaws)
 - a. What is the purpose of the committee?
 - b. Is this purpose in alignment with our strategic plan?
 - c. Is this committee needed?
 - d. Are the functions of this committee being performed in full or in part in another committee? If so, what are the overlapping functions and should the committees be combined?
 - e. What do we envision for the committee in the future?
 - f. What should the composition of the committee be?
 - g. What are the responsibilities of the committee and the members of the committee?
 - h. How often should this committee meet?
 - i. Is there a particular time frame for the committee's work (i.e. conference committee, site selection committee, etc.)?
4. 2018 Annual Conference
5. 2019 Annual Conference Venue
6. League's Revenue & Taxation Update

Information and Activities Reports
Membership Report

Old Business

New Business

Discussion about Darren Mead.

Next Board Meeting

Thursday, November 16, 2017 at 3:00 p.m.

Adjourn



California Municipal Treasurers Association

Board of Directors Meeting

Date: Thursday, September 21, 2017

Time: 3:00 p.m. – 4:00 p.m.

Minutes

President Rudy Livingston welcomed the board members, staff and guests and called the meeting to order at 3:05 p.m.

Roll Call

| | | |
|---|---------------------------|-----------------------|
| x | President | Rudy Livingston, CCMT |
| x | President-Elect | Dan Matusiewicz |
| x | Secretary | Jennifer Leisz |
| | Treasurer | Dana Cortez, CCMT |
| x | Past President | Margaret Moggia, CTC |
| | Division 1 – North | vacant |
| | Division 2 – South | Michael Solorza |

Committee Chairs, Staff and Guests:

| | | |
|---|---|-----------------------|
| | Legislative Chair | Vacant |
| x | Membership & Budget Committee | Israel Garza |
| x | Education Chair | Tracey Angelo, CCMT |
| | Certification Chair | Ernestine Jones, CCMT |
| x | Technology Chair | Donald Patterson |
| | Commercial Associate Liaison | Jaime Loftin Picunko |
| | Commercial Associate Member | Kyle Tanaka |
| | Newsletter & Public Relations Chair | Vacant |
| x | Investment Policy Certification Chair | Shaun Farrell, CCMT |
| x | Revenue and Taxation Policy Committee Representative | John Adams |
| x | Meetings and Membership Specialist | Yelena Martynovskaya |
| | Meetings and Membership Assistant | Kristy Schrimsher |

Consent Calendar

The board reviewed the minutes from the August 17, 2017 Board of Directors Meeting as well as the Financial Report from August 31, 2017.

Dan Matusiewicz moved to approve August minutes and August financials. Margaret Moggia seconded the motion. August minutes and August financials were approved.

Action Items

1. 2018 Annual Conference

Rudy reported that the 2018 Annual Conference Committee had a first meeting and the committee has started the process for the program planning. Rudy reported that SMA team is working on conference logos and the 2018 conference theme has been selected to be "Muniball: The Art of Winning". Rudy also reported that the call for speakers went out and the deadline to submit was set for October 31. Rudy further reported that we are already picking up rooms at the hotel in Oakland. Rudy reminded the board that he will be working to schedule an in-person meeting for the end of October where the issue of whether to move the April board meeting to another day will be discussed.

2. 2018 Advanced Workshop

Rudy reported that Margaret Moggia will take the lead on the Advanced Workshop. Margaret reported that the agenda for the workshop is included in the packet and presented a report on the planning of the workshop.

3. Strategic Plan

Rudy reported his concerns that the board is lagging on the progress of the Strategic Plan. Rudy asked each subcommittee to submit a report on the progress up to date to submit for the next in-person board meeting.

a) Governance and Finance

Dan Matusiewicz was added to the subcommittee. Margaret who is now a Past President was added as a chair of the subcommittee.

b) Membership

Israel reviewed the membership report and talked about the next steps for the committee.

c) Certification and Education

Shaun reported on the Investment Policy and that the committee received about ten different policies. Due to the high submission rate at this point, the committee is taking longer to go through all of the policies. The Investment Policy currently has eight evaluators total and is looking for more evaluators that will be interested. Shaun reported that about 70% receive a passing score on a first attempt and that a committee member calls the agencies that do not pass and goes through suggestions for improvement. The agency can then resubmit their policies at no charge. Shaun reported that having CMTA Investment Policy program has raised a level of the investment policies among CMTA members.

d) Marketing and Communications

Margaret provided background from the Strategic Plan and that the board needs to work on finalizing roles of the board and committee chairs to align with the Standing Rules and the Strategic Plan. Margaret emphasized that CMTA needs to remain purposeful and meaningful.

4. Fixed Income Academy MOU

Rudy reported that Fixed Income Academy (FIA) has been CMTA's partner for some time now and Susan Munson wanted to restructure the agreement with CMTA. Rudy reported that FIA is helping CMTA with the CPEs at the conference and they have been providing this service at no charge. Rudy reported that FIA would like to restructure the agreement to provide the service for a fee. Rudy noted that he and Margaret have met to discuss the agreement. Rudy reported that unless the enrollment in FIA's Bond School goes further, the fee will be waived.

Margaret Moggia moved to approve the Fixed Income Academy's MOU. Jennifer Leisz seconded the motion. Fixed Income Academy's MOU was approved.

The meeting was adjourned at 4:00 p.m.

Respectfully submitted,

Yelena Martynovskaya
Meeting & Membership Specialist

CMTA
Balance Sheet
 As of September 30, 2017

| | <u>Sep 30, 17</u> | <u>Sep 30, 16</u> | <u>\$ Change</u> |
|--|--------------------------|--------------------------|--------------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 1010000 · Cash and cash equivalents | | | |
| 1010400 · General - Chase-8076 | 62,100.18 | 76,190.57 | -14,090.39 |
| 1010500 · Education - Chase | 7,534.12 | 7,534.12 | 0.00 |
| Total 1010000 · Cash and cash equivalents | <u>69,634.30</u> | <u>83,724.69</u> | <u>-14,090.39</u> |
| 1020000 · Investments | | | |
| 1020100 · LAIF | 47,008.93 | 46,660.86 | 348.07 |
| Total 1020000 · Investments | <u>47,008.93</u> | <u>46,660.86</u> | <u>348.07</u> |
| Total Checking/Savings | <u>116,643.23</u> | <u>130,385.55</u> | <u>-13,742.32</u> |
| Other Current Assets | | | |
| 1040100 · YourMembership AR | 1,630.00 | 2,725.00 | -1,095.00 |
| 1049000 · Undeposited funds | 0.00 | 325.00 | -325.00 |
| 1070000 · Prepaid expenses | 3,051.04 | 7,048.90 | -3,997.86 |
| Total Other Current Assets | <u>4,681.04</u> | <u>10,098.90</u> | <u>-5,417.86</u> |
| Total Current Assets | <u>121,324.27</u> | <u>140,484.45</u> | <u>-19,160.18</u> |
| TOTAL ASSETS | <u><u>121,324.27</u></u> | <u><u>140,484.45</u></u> | <u><u>-19,160.18</u></u> |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable | | | |
| 2010000 · Accounts payable | 0.00 | 1,533.63 | -1,533.63 |
| Total Accounts Payable | <u>0.00</u> | <u>1,533.63</u> | <u>-1,533.63</u> |
| Total Current Liabilities | <u>0.00</u> | <u>1,533.63</u> | <u>-1,533.63</u> |
| Total Liabilities | <u>0.00</u> | <u>1,533.63</u> | <u>-1,533.63</u> |
| Equity | | | |
| 3700000 · Retained Earnings | 0.00 | 15.00 | -15.00 |
| 3740000 · General fund | 71,081.15 | 97,916.29 | -26,835.14 |
| 3750000 · M Woodward Memorial Education | 18,910.00 | 18,910.00 | 0.00 |
| Net Income | <u>31,333.12</u> | <u>22,109.53</u> | <u>9,223.59</u> |
| Total Equity | <u>121,324.27</u> | <u>138,950.82</u> | <u>-17,626.55</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>121,324.27</u></u> | <u><u>140,484.45</u></u> | <u><u>-19,160.18</u></u> |

CMTA
Profit & Loss Prev Year Comparison
 July through September 2017

| | <u>Jul - Sep 17</u> | <u>Jul - Sep 16</u> | <u>\$ Change</u> | <u>% Change</u> |
|---|---------------------|---------------------|------------------|-----------------|
| Income | | | | |
| 4010000 · Membership dues | | | | |
| 4010100 · Dues (Public) | 45,540.00 | 43,300.00 | 2,240.00 | 5.17% |
| 4010200 · Dues (commercial) | 5,330.00 | 6,815.00 | -1,485.00 | -21.79% |
| 4010400 · Dues (Alumni) | 0.00 | 30.00 | -30.00 | -100.0% |
| Total 4010000 · Membership dues | <u>50,870.00</u> | <u>50,145.00</u> | <u>725.00</u> | <u>1.45%</u> |
| 4500000 · Program services | | | | |
| 4510000 · Certification | | | | |
| 4510400 · Certification program app. fee | 1,745.00 | 1,125.00 | 620.00 | 55.11% |
| 4510100 · Investment Policy Application | 155.00 | 0.00 | 155.00 | 100.0% |
| 4510200 · CCMT- Certified CA Municipal T. | 0.00 | 35.00 | -35.00 | -100.0% |
| 4510000 · Certification - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 4510000 · Certification | <u>1,900.00</u> | <u>1,160.00</u> | <u>740.00</u> | <u>63.79%</u> |
| 4520000 · Education | | | | |
| 4520300 · Essentials Workshop | 0.00 | 9,000.00 | -9,000.00 | -100.0% |
| 4520400 · Advanced Workshop | 500.00 | 0.00 | 500.00 | 100.0% |
| Total 4520000 · Education | <u>500.00</u> | <u>9,000.00</u> | <u>-8,500.00</u> | <u>-94.44%</u> |
| 4530000 · Publications | | | | |
| 4530100 · Handbook | 54.00 | 62.00 | -8.00 | -12.9% |
| 4530300 · Job Ads | -75.00 | 900.00 | -975.00 | -108.33% |
| Total 4530000 · Publications | <u>-21.00</u> | <u>962.00</u> | <u>-983.00</u> | <u>-102.18%</u> |
| 4560000 · Annual Conference | | | | |
| 4560100 · Registrations | | | | |
| 4560110 · Active Members | 0.00 | 753.00 | -753.00 | -100.0% |
| 4560120 · Commercial Associates | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 4560100 · Registrations | <u>0.00</u> | <u>753.00</u> | <u>-753.00</u> | <u>-100.0%</u> |
| 4560200 · Sponsors | | | | |
| 4560210 · Exhibit Sponsor | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 4560200 · Sponsors | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.0%</u> |
| Total 4560000 · Annual Conference | <u>0.00</u> | <u>753.00</u> | <u>-753.00</u> | <u>-100.0%</u> |
| Total 4500000 · Program services | <u>2,379.00</u> | <u>11,875.00</u> | <u>-9,496.00</u> | <u>-79.97%</u> |
| 4980000 · Interest | 108.01 | 63.39 | 44.62 | 70.39% |
| Total Income | <u>53,357.01</u> | <u>62,083.39</u> | <u>-8,726.38</u> | <u>-14.06%</u> |
| Gross Profit | 53,357.01 | 62,083.39 | -8,726.38 | -14.06% |
| Expense | | | | |
| Prepaid expenseses | 0.00 | 0.00 | 0.00 | 0.0% |
| 5010000 · Management and general | | | | |
| 5010100 · Audit | 0.00 | 1,363.00 | -1,363.00 | -100.0% |
| 5010200 · Board meetings | 0.00 | 13,364.16 | -13,364.16 | -100.0% |
| 5010300 · In House Printing | 12.16 | 17.47 | -5.31 | -30.4% |
| 5010310 · Storage | 60.16 | 31.80 | 28.36 | 89.18% |
| 5010400 · Contract Services | | | | |
| 5010420 · Website update and maintenance | 407.52 | 3,929.61 | -3,522.09 | -89.63% |
| 5010430 · SMA - AMC | 18,564.06 | 18,146.70 | 417.36 | 2.3% |
| Total 5010400 · Contract Services | <u>18,971.58</u> | <u>22,076.31</u> | <u>-3,104.73</u> | <u>-14.06%</u> |
| 5010600 · Insurance | 1,179.18 | 1,147.77 | 31.41 | 2.74% |

CMTA
Profit & Loss Prev Year Comparison
 July through September 2017

| | <u>Jul - Sep 17</u> | <u>Jul - Sep 16</u> | <u>\$ Change</u> | <u>% Change</u> |
|--|-------------------------|-------------------------|------------------------|----------------------|
| 5010900 · Postage | 31.06 | 605.82 | -574.76 | -94.87% |
| 5011200 · Telecommunications | | | | |
| 5011210 · Internet services | 815.04 | 47.85 | 767.19 | 1,603.32% |
| 5011220 · Telephone | 47.72 | 482.05 | -434.33 | -90.1% |
| 5011200 · Telecommunications - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total 5011200 · Telecommunications | <u>862.76</u> | <u>529.90</u> | <u>332.86</u> | <u>62.82%</u> |
| 5011300 · Supplies | 13.20 | 0.00 | 13.20 | 100.0% |
| 5011500 · Bank and Merchant Fees | | | | |
| 5011510 · Bank Fees | 0.00 | 1.00 | -1.00 | -100.0% |
| 5011520 · Merchant Fees | 893.79 | 820.35 | 73.44 | 8.95% |
| Total 5011500 · Bank and Merchant Fees | <u>893.79</u> | <u>821.35</u> | <u>72.44</u> | <u>8.82%</u> |
| Total 5010000 · Management and general | <u>22,023.89</u> | <u>39,957.58</u> | <u>-17,933.69</u> | <u>-44.88%</u> |
| 5050000 · Program services expenses | | | | |
| 5051000 · Certification | 0.00 | 16.28 | -16.28 | -100.0% |
| Total 5050000 · Program services expenses | <u>0.00</u> | <u>16.28</u> | <u>-16.28</u> | <u>-100.0%</u> |
| Total Expense | <u>22,023.89</u> | <u>39,973.86</u> | <u>-17,949.97</u> | <u>-44.9%</u> |
| Net Income | <u><u>31,333.12</u></u> | <u><u>22,109.53</u></u> | <u><u>9,223.59</u></u> | <u><u>41.72%</u></u> |

CMTA
Profit & Loss
 July through September 2017

| | <u>Jul - Sep 17</u> | <u>Jul - Sep 16</u> | <u>\$ Change</u> |
|--|-------------------------|-------------------------|------------------------|
| Income | | | |
| 4010000 · Membership dues | 50,870.00 | 50,145.00 | 725.00 |
| 4500000 · Program services | 2,379.00 | 11,875.00 | -9,496.00 |
| 4980000 · Interest | 108.01 | 63.39 | 44.62 |
| Total Income | <u>53,357.01</u> | <u>62,083.39</u> | <u>-8,726.38</u> |
| Gross Profit | 53,357.01 | 62,083.39 | -8,726.38 |
| Expense | | | |
| Prepaid expenseses | 0.00 | 0.00 | 0.00 |
| 5010000 · Management and general | 22,023.89 | 39,957.58 | -17,933.69 |
| 5050000 · Program services expenses | 0.00 | 16.28 | -16.28 |
| Total Expense | <u>22,023.89</u> | <u>39,973.86</u> | <u>-17,949.97</u> |
| Net Income | <u><u>31,333.12</u></u> | <u><u>22,109.53</u></u> | <u><u>9,223.59</u></u> |

CMTA
Profit & Loss Budget Performance
September 2017

| | Sep 17 | Jul - Sep 17 | YTD Budget | \$ Over Budget | % of Budget | Annual Budget |
|---|-----------------|------------------|------------------|------------------|----------------|-------------------|
| Income | | | | | | |
| 4010000 · Membership dues | | | | | | |
| 4010100 · Dues (Public) | 2,065.00 | 45,540.00 | 48,665.00 | -3,125.00 | 93.58% | 53,000.00 |
| 4010200 · Dues (commercial) | 205.00 | 5,330.00 | 6,720.00 | -1,390.00 | 79.32% | 10,000.00 |
| 4010400 · Dues (Alumni) | 0.00 | 0.00 | 150.00 | -150.00 | 0.0% | 180.00 |
| 4010000 · Membership dues - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 4010000 · Membership dues | 2,270.00 | 50,870.00 | 55,535.00 | -4,665.00 | 91.6% | 63,180.00 |
| 4500000 · Program services | | | | | | |
| 4510000 · Certification | | | | | | |
| 4510400 · Certification program app. fee | 150.00 | 1,745.00 | | | | |
| 4510100 · Investment Policy Application | 175.00 | 155.00 | 435.00 | -280.00 | 35.63% | 1,750.00 |
| 4510200 · CCMT- Certified CA Municipal T. | 0.00 | 0.00 | 75.00 | -75.00 | 0.0% | 300.00 |
| 4510300 · CTC- Certified CA Treasury Crt | 0.00 | 0.00 | 75.00 | -75.00 | 0.0% | 300.00 |
| 4510000 · Certification - Other | -125.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 4510000 · Certification | 200.00 | 1,900.00 | 585.00 | 1,315.00 | 324.79% | 2,350.00 |
| 4520000 · Education | | | | | | |
| 4520200 · Educational support | 0.00 | 0.00 | 999.00 | -999.00 | 0.0% | 4,000.00 |
| 4520300 · Essentials Workshop | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 4520400 · Advanced Workshop | 500.00 | 500.00 | 0.00 | 500.00 | 100.0% | 25,000.00 |
| Total 4520000 · Education | 500.00 | 500.00 | 999.00 | -499.00 | 50.05% | 29,000.00 |
| 4530000 · Publications | | | | | | |
| 4530100 · Handbook | 0.00 | 54.00 | 150.00 | -96.00 | 36.0% | 600.00 |
| 4530300 · Job Ads | 0.00 | -75.00 | 180.00 | -255.00 | -41.67% | 750.00 |
| 4540000 · Newsletter | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 4540100 · Website | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 4530000 · Publications | 0.00 | -21.00 | 330.00 | -351.00 | -6.36% | 1,350.00 |
| 4550000 · Scholarship | | | | | | |
| 4550100 · Woodward Memorial Scholarship | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 500.00 |
| 4550200 · Vincent Amado Scholarship | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 1,500.00 |
| Total 4550000 · Scholarship | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 2,000.00 |
| 4560000 · Annual Conference | | | | | | |
| 4560100 · Registrations | | | | | | |
| 4560110 · Active Members | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 45,000.00 |
| 4560120 · Commercial Associates | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 22,800.00 |
| 4560130 · Additional Meals | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 4560300 · Pre-Conference Seminar | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 4,500.00 |
| 4560100 · Registrations - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 4560100 · Registrations | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 72,300.00 |
| 4560200 · Sponsors | | | | | | |
| 4560210 · Exhibit Sponsor | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 65,000.00 |
| 4560220 · Non-Exhibit Sponsor | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 4560200 · Sponsors - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 4560200 · Sponsors | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 65,000.00 |
| 4560000 · Annual Conference - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 4560000 · Annual Conference | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 137,300.00 |
| Total 4500000 · Program services | 700.00 | 2,379.00 | 1,914.00 | 465.00 | 124.3% | 172,000.00 |
| 4600000 · Division Income | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 4980000 · Interest | 0.00 | 108.01 | 37.50 | 70.51 | 288.03% | 150.00 |
| 4999999 · Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total Income | 2,970.00 | 53,357.01 | 57,486.50 | -4,129.49 | 92.82% | 235,330.00 |

CMTA
Profit & Loss Budget Performance
September 2017

| | Sep 17 | Jul - Sep 17 | YTD Budget | \$ Over Budget | % of Budget | Annual Budget |
|--|----------|--------------|------------|----------------|-------------|---------------|
| Gross Profit | 2,970.00 | 53,357.01 | 57,486.50 | -4,129.49 | 92.82% | 235,330.00 |
| Expense | | | | | | |
| 5010000 · Management and general | | | | | | |
| 5010100 · Audit | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 5,000.00 |
| 5010200 · Board meetings | | | | | | |
| 5054500 · League Advertising | 0.00 | 0.00 | 249.00 | -249.00 | 0.0% | 1,000.00 |
| 5010200 · Board meetings - Other | 0.00 | 0.00 | 249.00 | -249.00 | 0.0% | 1,000.00 |
| Total 5010200 · Board meetings | 0.00 | 0.00 | 498.00 | -498.00 | 0.0% | 2,000.00 |
| 5010300 · In House Printing | 0.00 | 12.16 | 37.50 | -25.34 | 32.43% | 150.00 |
| 5010310 · Storage | 17.93 | 60.16 | 60.00 | 0.16 | 100.27% | 250.00 |
| 5010400 · Contract Services | | | | | | |
| 5010420 · Website update and maintenance | 0.00 | 407.52 | 1,500.00 | -1,092.48 | 27.17% | 6,000.00 |
| 5010430 · SMA - AMC | 6,188.02 | 18,564.06 | 18,146.70 | 417.36 | 102.3% | 72,587.00 |
| Total 5010400 · Contract Services | 6,188.02 | 18,971.58 | 19,646.70 | -675.12 | 96.56% | 78,587.00 |
| 5010600 · Insurance | 0.00 | 1,179.18 | 1,500.00 | -320.82 | 78.61% | 2,400.00 |
| 5010700 · Travel | | | | | | |
| 5010720 · Legislative | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 5010700 · Travel | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 5010800 · Taxes and Filings | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 900.00 |
| 5010900 · Postage | 0.00 | 31.06 | 249.00 | -217.94 | 12.47% | 1,000.00 |
| 5011200 · Telecommunications | | | | | | |
| 5011210 · Internet services | 407.52 | 815.04 | 0.00 | 815.04 | 100.0% | 100.00 |
| 5011220 · Telephone | 0.00 | 47.72 | 304.46 | -256.74 | 15.67% | 2,000.00 |
| 5011200 · Telecommunications - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 5011200 · Telecommunications | 407.52 | 862.76 | 304.46 | 558.30 | 283.37% | 2,100.00 |
| 5011300 · Supplies | 0.00 | 13.20 | 25.00 | -11.80 | 52.8% | 100.00 |
| 5011410 · President's fund | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 5011500 · Bank and Merchant Fees | | | | | | |
| 5011510 · Bank Fees | 0.00 | 0.00 | 25.00 | -25.00 | 0.0% | 100.00 |
| 5011520 · Merchant Fees | 150.18 | 893.79 | 496.31 | 397.48 | 180.09% | 4,800.00 |
| Total 5011500 · Bank and Merchant Fees | 150.18 | 893.79 | 521.31 | 372.48 | 171.45% | 4,900.00 |
| Total 5010000 · Management and general | 6,763.65 | 22,023.89 | 22,841.97 | -818.08 | 96.42% | 97,387.00 |
| 5050000 · Program services expenses | | | | | | |
| 5051000 · Certification | | | | | | |
| 5051100 · Investment Policy Application | 0.00 | 0.00 | 40.00 | -40.00 | 0.0% | 40.00 |
| 5052100 · CCMT/CCTC Expenses | 0.00 | 0.00 | 624.00 | -624.00 | 0.0% | 2,500.00 |
| 5051000 · Certification - Other | 0.00 | 0.00 | 120.00 | -120.00 | 0.0% | 500.00 |
| Total 5051000 · Certification | 0.00 | 0.00 | 784.00 | -784.00 | 0.0% | 3,040.00 |
| 5052000 · Division support | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 5053000 · Education | | | | | | |
| 5520300 · Essential Workshop Expenses | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 5520400 · Advanced Workshop Expenses | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 21,250.00 |
| Total 5053000 · Education | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 21,250.00 |
| 5054000 · Publications | | | | | | |
| 5054200 · Newsletter | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 5054300 · Printing - General | 0.00 | 0.00 | 187.50 | -187.50 | 0.0% | 750.00 |
| Total 5054000 · Publications | 0.00 | 0.00 | 187.50 | -187.50 | 0.0% | 750.00 |
| 5055000 · Woodward Memorial Scholarship | | | | | | |
| 5055100 · Woodward memorial | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 500.00 |
| Total 5055000 · Woodward Memorial Scholarship | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 500.00 |

CMTA
Profit & Loss Budget Performance
 September 2017

| | Sep 17 | Jul - Sep 17 | YTD Budget | \$ Over Budget | % of Budget | Annual Budget |
|--|------------------|------------------|------------------|------------------|---------------|------------------|
| 5056000 - Annual Conference | | | | | | |
| 5056100 - Annual conference planning | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 5056200 - Audio Video | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 16,000.00 |
| 5056250 - Banquet - Entertainment, Decor. | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 14,000.00 |
| 5056300 - Gifts & Mementos | | | | | | |
| 5056305 - Attendee | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 800.00 |
| 5056310 - Speaker, Sponsor, Board | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 1,600.00 |
| Total 5056300 - Gifts & Mementos | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 2,400.00 |
| 5056400 - Food and Beverage - Hotel | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 79,000.00 |
| 5056525 - Lodging/Travel | | | | | | |
| 505626 - Board | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 3,500.00 |
| 505627 - Staff | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 5,000.00 |
| 5056525 - Lodging/Travel - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 5056525 - Lodging/Travel | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 8,500.00 |
| 5056650 - Postage | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 1,000.00 |
| 5056700 - Printing | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 1,200.00 |
| 5056750 - Speaker Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 5056800 - Supplies | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 100.00 |
| 5056970 - Vince Amado Scholarship Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| 5056000 - Annual Conference - Other | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 0.00 |
| Total 5056000 - Annual Conference | 0.00 | 0.00 | 0.00 | 0.00 | 0.0% | 122,200.00 |
| Total 5050000 - Program services expenses | 0.00 | 0.00 | 971.50 | -971.50 | 0.0% | 147,740.00 |
| Total Expense | 6,763.65 | 22,023.89 | 23,813.47 | -1,789.58 | 92.49% | 245,127.00 |
| Net Income | -3,793.65 | 31,333.12 | 33,673.03 | -2,339.91 | 93.05% | -9,797.00 |

CMTA A/R
September 2017

| Date | Invoice Number | Last Name | Organization | Amount | GL Code | |
|-------------|-----------------------|------------------|------------------------|-----------------|---|--------------------------------------|
| 9/21/2017 | 200001514 | Oxnard | City of Oxnard | 175 | 4500000 Program services:4510000Certification:4510100 | Investment Policy Appl |
| | | | | 175 | | |
| 9/26/2017 | 200001517 | Harrah | Sutter County Treasury | 250 | 4500000 Program services:4520000 Education:4520400 | Advanced Workshop |
| | | | | 250 | | |
| 3/27/2017 | 200001389 | Brown | City of Inglewood | 350 | 4560100Conference:4560110 Annual Conf. - Active | followed up. should we write it off? |
| 4/13/2016 | 200000954 | Paulk | City of Benicia | 100 | 4560100Conference:4560110 Annual Conf. - Active | followed up. should we write it off? |
| | | | | 450 | | |
| 4/20/2017 | 200001457 | Nguyen | CalPERS | 755 | 4560100Conference:4560120 Commercial Assoc. | followed up. should we write it off? |
| | | | | \$755 | | |
| | | | | \$ 1,630 | Total CMTA A/R September 2017 | |

CMTA
Expense Detail
 September 2017

| | Type | Date | Num | Name | Memo | Debit | Credit |
|---|-----------------|------------|----------|--------------------------------|--|-----------------|-------------|
| Expense | | | | | | | |
| 5010000 · Management and general | | | | | | | |
| 5010310 · Storage | | | | | | | |
| | Bill | 09/01/2017 | 4155400 | Pacific Storage | Standard Records Containers Monthly Fee | 17.93 | |
| Total 5010310 · Storage | | | | | | 17.93 | 0.00 |
| 5010400 · Contract Services | | | | | | | |
| 5010430 · SMA - AMC | | | | | | | |
| | Bill | 09/01/2017 | 20170799 | Smith Moore & Associates, Inc. | Smith Moore & Associates, Inc.-Admin and conference services | 6,188.02 | |
| Total 5010430 · SMA - AMC | | | | | | 6,188.02 | 0.00 |
| Total 5010400 · Contract Services | | | | | | 6,188.02 | 0.00 |
| 5011200 · Telecommunications | | | | | | | |
| 5011210 · Internet services | | | | | | | |
| | General Journal | 09/01/2017 | 2017-003 | | yourmembership.com Sept 2017 | 407.52 | |
| Total 5011210 · Internet services | | | | | | 407.52 | 0.00 |
| Total 5011200 · Telecommunications | | | | | | 407.52 | 0.00 |
| Total 5010000 · Management and general | | | | | | 6,613.47 | 0.00 |
| Total Expense | | | | | | 6,613.47 | 0.00 |
| Net Income | | | | | | 6,613.47 | 0.00 |