

NJAC
Balance Sheet
December 31st, 2012

ASSETS

CASH

CASH - BANK OF AMERICA	\$ 29,139.65	
CASH - PNC	4,765.38	
TD BANK CHECKING	4,972.42	
TD BANK MONEY MARKET	26,842.80	
INVESTORS SAVINGS BANK-MM	127,647.83	
TOTAL CASH		\$ 193,368.08

OTHER ASSETS

SECURITY DEPOSITS	\$ 4,509.50	
ACCOUNTS RECEIVABLE	76,833.34	
OTHER RECEIVABLES - NACo/Related Co	-	
FURNITURE AND EQUIPMENT	-	
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TOTAL OTHER ASSETS		\$ 81,342.84

TOTAL ASSETS \$ 274,710.92

LIABILITIES AND FUND BALANCE

LIABILITIES

ACCOUNTS PAYABLE	\$ 43,948.28
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FUND BALANCE

UNAPPROPRIATED FUND BALANCE	<u>\$ 230,762.64</u>
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TOTAL LIABILITIES AND FUND BALANCE \$ 274,710.92

PRELIMINARY REPORTS - SUBJECT TO YEAR END AUDIT ADJUSTMENTS

NJAC
Statement of Revenue and Expenses
December 31st, 2012

	YTD	2012 BUDGET	VARIANCE (Unfavorable)
<i>Revenues</i>			
COUNTY DUES	\$ 193,618.00	\$ 174,311.00	\$ 19,307.00
ROSTER/WEBSITE INCOME	3,220.00	2,450.00	770.00
ASSOCIATE MEMBERSHIP	74,319.50	68,550.00	5,769.50
NACO/NATIONWIDE INCOME	100,193.85	130,000.00	(29,806.15)
ANNUAL CONFERENCE	192,480.00	275,000.00	(82,520.00)
YEAR END CONFERENCE	25,850.00	20,000.00	5,850.00
TRENTON THUNDER EVENT	750.00	0.00	750.00
US COMMUNITIES DISTRIBUTION	3,231.20	1,722.00	1,509.20
MANAGEMENT FEE INCOME	25,069.25	30,000.00	(4,930.75)
INTEREST INCOME	286.20	360.00	(73.80)
MISCELLANEOUS INCOME (NJAC BENEFITS)	62,220.33		
<i>Total Revenues</i>	<u>\$ 681,238.33</u>	<u>\$ 702,393.00</u>	<u>\$ (83,375.00)</u>
ANNUAL CONFERENCE EXPENSE	\$ 44,226.99	\$ 35,000.00	\$ 9,226.99
YEAR END CONFERENCE EXPENSE	6,285.10	5,000.00	1,285.10
TRENTON THUNDER EXPENSE	1,270.00		
Roster Expenses	-		-
Total Conference expenses	<u>\$ 51,782.09</u>	<u>\$ 40,000.00</u>	<u>\$ 10,512.09</u>
<i>Expenditures</i>			
SALARIES	\$ 325,127.54	\$ 334,367.20	\$ 9,239.66
PENSION	\$ 30,413.00	\$ 62,500.00	\$ 32,087.00
BENEFITS	65,139.29	54,156.00	(10,983.29)
PROFESSIONAL FEES	21,047.33	21,350.00	302.67
TELEPHONE	5,473.38	5,580.00	106.62
POSTAGE	2,061.17	2,496.00	434.83
RENT	70,132.93	73,356.00	3,223.07
PRINTING	826.61	1,200.00	373.39
OFFICE SUPPLIES	4,889.35	6,900.00	2,010.65
OFFICE EQUIPMENT	6,133.49	4,664.00	(1,469.49)
DUES & SUBSCRIPTIONS	1,528.00	2,500.00	972.00
MEETING EXPENSES	2,487.08	1,800.00	(687.08)
TRAVEL - NET	6,589.34	7,200.00	610.66
MISC CONFERENCE & REGISTRATION	175.00	4,200.00	4,025.00
PHOTO & PRESENTATION			-
OFFICE INSURANCE	4,200.25	4,200.00	(0.25)
PRESIDENT'S EXPENSE			-
NACO REPRESENTATIVE EXPENSE			-
NEWSLETTER			-
PUBLIC RELATIONS			-
COMPUTER SERVICE	9,437.72	8,940.00	(497.72)
RESERVE FOR CONTINGENCY			-
<i>Total Expenditures</i>	<u>\$ 607,443.57</u>	<u>\$ 635,409.20</u>	<u>\$ 50,259.81</u>
<i>Net Income</i>	<u>\$ 73,794.76</u>	<u>\$ 66,983.80</u>	<u>\$ (33,115.19)</u>

PRELIMINARY REPORT - SUBJECT TO YEAR END AUDIT ADJUSTMENTS