

NJAC
Balance Sheet
October 31, 2014

ASSETS

CASH

| | | |
|---------------------------|----|------------|
| CASH - BANK OF AMERICA | \$ | 27,667.54 |
| CASH - PNC | | 62,656.43 |
| TD BANK CHECKING | | 4,838.93 |
| TD BANK MONEY MARKET | | 26,956.08 |
| INVESTORS SAVINGS BANK-MM | | 185,491.84 |

| | | | |
|------------|--|----|------------|
| TOTAL CASH | | \$ | 307,610.82 |
|------------|--|----|------------|

OTHER ASSETS

| | | |
|-------------------------|----|-----------|
| SECURITY DEPOSITS | \$ | 4,509.50 |
| ACCOUNTS RECEIVABLE | | 34,391.06 |
| FURNITURE AND EQUIPMENT | | - |

| | | | |
|--------------------|--|----|------------------|
| TOTAL OTHER ASSETS | | \$ | <u>38,900.56</u> |
|--------------------|--|----|------------------|

| | | | |
|----------------------------|--|------------------|--|
| <i>TOTAL ASSETS</i> | | <i>\$</i> | <i><u><u>346,511.38</u></u></i> |
|----------------------------|--|------------------|--|

LIABILITIES AND FUND BALANCE

LIABILITIES

| | | |
|------------------|----|----------|
| ACCOUNTS PAYABLE | \$ | 6,299.88 |
|------------------|----|----------|

FUND BALANCE

| | | |
|-----------------------------|----|-------------------|
| UNAPPROPRIATED FUND BALANCE | \$ | <u>340,211.50</u> |
|-----------------------------|----|-------------------|

| | | | |
|--|--|------------------|--|
| <i>TOTAL LIABILITIES AND FUND BALANCE</i> | | <i>\$</i> | <i><u><u>346,511.38</u></u></i> |
|--|--|------------------|--|

PRELIMINARY REPORTS - SUBJECT TO YEAR END AUDIT ADJUSTMENTS

NJAC
Statement of Revenue and Expenses
October 31, 2014

| | YTD | 2014 BUDGET | VARIANCE (Unfavorable) |
|--------------------------------------|----------------------|----------------------|---------------------------|
| <i>Revenues</i> | | | |
| ANNUAL CONFERENCE | \$ 230,149.84 | \$ 225,000.00 | \$ 5,149.84 |
| COUNTY DUES | \$ 197,489.00 | \$ 197,490.00 | \$ (1.00) |
| NACO/NATIONWIDE | \$ 103,442.38 | \$ 120,000.00 | \$ (16,557.62) |
| BUSINESS ASSOCIATES DUES | \$ 59,275.00 | \$ 68,000.00 | \$ (8,725.00) |
| FOUNDATION - 30% OVERHEAD | \$ 21,902.52 | \$ 36,000.00 | \$ (14,097.48) |
| YEAR END SUMMIT | \$ 16,250.00 | \$ 20,000.00 | \$ (3,750.00) |
| COUNTY NURSING HOMES | \$ 9,600.00 | \$ 12,000.00 | \$ (2,400.00) |
| TRAINING PROGRAMS | | \$ 4,000.00 | \$ (4,000.00) |
| WEBSITE ADVERTISEMENTS | \$ 1,975.00 | \$ 3,950.00 | \$ (1,975.00) |
| US COMMUNITIES DISTRIBUTION | \$ 2,337.71 | \$ 3,000.00 | \$ (662.29) |
| GOVDEALS | \$ 1,812.91 | \$ 2,500.00 | \$ (687.09) |
| TRENTON THUNDER BASEBALL NETWORKI | \$ 1,500.00 | \$ 2,000.00 | \$ (500.00) |
| DIRECTORY | \$ 1,560.00 | \$ 2,000.00 | \$ (440.00) |
| INTEREST INCOME | \$ 259.87 | \$ 600.00 | \$ (340.13) |
| <i>Total Revenues</i> | <u>\$ 647,554.23</u> | <u>\$ 696,540.00</u> | <u>\$ (48,985.77)</u> |
| ANNUAL CONFERENCE EXPENSE | \$ 54,169.98 | \$ 50,000.00 | \$ (4,169.98) |
| YEAR END SUMMIT EXPENSE | \$ 607.37 | \$ 5,000.00 | \$ 4,392.63 |
| TRENTON THUNDER BASEBALL NETWORKI | \$ 1,612.90 | \$ 1,500.00 | \$ (112.90) |
| <i>Total Conference expenses</i> | <u>\$ 56,390.25</u> | <u>\$ 56,500.00</u> | <u>\$ 109.75</u> |
| <i>Expenditures</i> | | | |
| SALARIES | \$ 268,765.49 | \$ 327,502.00 | \$ 58,736.51 |
| PAYROLL TAXES | \$ 24,158.23 | \$ 27,000.00 | \$ 2,841.77 |
| STAFF HEALTH BENEFITS | \$ 51,687.67 | \$ 54,559.00 | \$ 2,871.33 |
| CC RETIREMENT HEALTH BENEFITS | \$ 9,994.30 | \$ 11,844.00 | \$ 1,849.70 |
| PENSION | | \$ 32,000.00 | \$ 32,000.00 |
| PAYROLL - ACTION DATA | \$ 3,064.85 | \$ 4,020.00 | \$ 955.15 |
| AUDIT- SUPLEE, CLOONEY | | \$ 3,500.00 | \$ 3,500.00 |
| BOOKKEEPING, KJS | \$ 3,237.50 | \$ 4,500.00 | \$ 1,262.50 |
| LEGAL - PRINGLE, QUINN, ANZANO PC | \$ 7,500.00 | \$ 6,000.00 | \$ (1,500.00) |
| IT- SUPPORT ANTON | \$ 3,847.32 | \$ 4,395.00 | \$ 547.68 |
| OFFICE INSURANCE- FAIRVIEW INSURANCE | \$ 4,256.00 | \$ 4,568.00 | \$ 312.00 |
| OFFICE BUILDING RENT- CAPITOL VIEW | \$ 35,152.50 | \$ 43,000.00 | \$ 7,847.50 |
| OFFICE BUILDING CAM- CAPITOL VIEW | \$ 23,210.00 | \$ 31,000.00 | \$ 7,790.00 |
| OFFICE BUILDING PARKING | \$ 2,000.00 | \$ 2,416.00 | \$ 416.00 |
| OFFICE TELEPHONE/CONFERENCE CALLING | \$ 4,685.50 | \$ 6,000.00 | \$ 1,314.50 |
| COPIER MACHINE LEASE-RICOH | \$ 2,390.40 | \$ 2,873.00 | \$ 482.60 |
| POSTAGE MACHINE LEASE- PITNEY BOWES | \$ 1,350.00 | \$ 1,800.00 | \$ 450.00 |
| POSTAGE MACHINE SUPPLIES- PITNEY BOW | \$ 2,186.46 | \$ 2,500.00 | \$ 313.54 |
| GOVNET | \$ 2,952.00 | \$ 3,840.00 | \$ 888.00 |
| DUES AND SUBSCRIPTIONS | \$ 276.47 | \$ 1,000.00 | \$ 723.53 |
| PRINTING | \$ 205.31 | \$ 1,200.00 | \$ 994.69 |
| OFFICE SUPPLIES | \$ 8,626.50 | \$ 6,000.00 | \$ (2,626.50) |
| BOARD OF DIRECTOR MEETINGS | \$ 1,141.14 | \$ 1,000.00 | \$ (141.14) |
| TRAVEL | \$ 10,265.68 | \$ 12,000.00 | \$ 1,734.32 |
| EVENTS REGISTRATION FEES | \$ 5,271.00 | \$ 1,000.00 | \$ (4,271.00) |
| IT- HARDWARE AND SOFTWARE PURCHASE | \$ 7,587.78 | \$ 7,000.00 | \$ (587.78) |
| <i>Total Expenditures</i> | <u>\$ 483,812.10</u> | <u>\$ 602,517.00</u> | <u>\$ 118,704.90</u> |
| <i>Net Income</i> | <u>\$ 107,351.88</u> | <u>\$ 37,523.00</u> | <u>\$ 69,828.88</u> |

PRELIMINARY REPORT - SUBJECT TO YEAR END AUDIT ADJUSTMENTS