

NJAC
Balance Sheet
October 31, 2016

ASSETS

CASH

CASH - BANK OF AMERICA	\$	142,819.43	
CASH - PNC		78,475.35	
TD BANK CHECKING		4,646.92	
TD BANK MONEY MARKET		27,039.38	
INVESTORS SAVINGS BANK-MM		196,056.60	
TOTAL CASH	\$		449,037.68

OTHER ASSETS

SECURITY DEPOSITS	\$	4,509.50	
ACCOUNTS RECEIVABLE		24,475.00	
PREPAID EXPENSES		2,840.00	
FURNITURE AND EQUIPMENT		-	
TOTAL OTHER ASSETS		<u> </u>	\$ <u>31,824.50</u>

TOTAL ASSETS ***\$ 480,862.18***

LIABILITIES AND FUND BALANCE

LIABILITIES

ACCOUNTS PAYABLE	\$	4,657.33	
DEFERRED INCOME	\$	5,000.00	

FUND BALANCE

UNAPPROPRIATED FUND BALANCE	\$	<u>471,204.85</u>	
-----------------------------	----	-------------------	--

TOTAL LIABILITIES AND FUND BALANCE ***\$ 480,862.18***

PRELIMINARY REPORTS - SUBJECT TO YEAR END AUDIT ADJUSTMENTS

NJAC
Statement of Revenue and Expenses
October 31, 2016

	YTD	2016 BUDGET	VARIANCE (Unfavorable)
<i>Revenues</i>			
ANNUAL CONFERENCE	\$ 252,839.20	\$ 250,000.00	\$ 2,839.20
COUNTY DUES	\$ 205,470.00	\$ 205,470.00	\$ -
NACO/NATIONWIDE	\$ 102,802.63	\$ 135,000.00	\$ (32,197.37)
BUSINESS ASSOCIATES DUES	\$ 59,500.00	\$ 68,000.00	\$ (8,500.00)
FOUNDATION - 30% OVERHEAD	\$ 25,000.00	\$ 30,000.00	\$ (5,000.00)
YEAR END SUMMIT	\$ 13,475.00	\$ 25,000.00	\$ (11,525.00)
WEBSITE ADVERTISEMENTS	\$ 2,370.00	\$ 3,950.00	\$ (1,580.00)
US COMMUNITIES DISTRIBUTION	\$ 1,992.81	\$ 6,000.00	\$ (4,007.19)
GOVDEALS	\$ 7,059.19	\$ 2,500.00	\$ 4,559.19
TRENTON THUNDER BASEBALL NETWORKING	\$ 2,000.00	\$ 2,000.00	\$ -
DIRECTORY	\$ 1,680.00	\$ 2,000.00	\$ (320.00)
INTEREST INCOME	\$ 303.23	\$ 300.00	\$ 3.23
<i>Total Revenues</i>	<u>\$ 674,492.06</u>	<u>\$ 730,220.00</u>	<u>\$ (55,727.94)</u>
ANNUAL CONFERENCE EXPENSE	\$ 52,058.33	\$ 60,000.00	\$ 7,941.67
YEAR END SUMMIT EXPENSE	\$ 638.62	\$ 8,000.00	\$ 7,361.38
TRENTON THUNDER BASEBALL NETWORKING	\$ 1,797.50	\$ 2,000.00	\$ 202.50
	-	-	-
Total Conference expenses	<u>\$ 54,494.45</u>	<u>\$ 70,000.00</u>	<u>\$ 15,505.55</u>
<i>Expenditures</i>			
SALARIES	\$ 278,746.80	\$ 341,184.00	\$ 62,437.20
PAYROLL TAXES	\$ 30,348.00	\$ 27,000.00	\$ (3,348.00)
STAFF HEALTH BENEFITS	\$ 51,456.91	\$ 60,140.00	\$ 8,683.09
CC RETIREMENT HEALTH BENEFITS	\$ 11,054.30	\$ 13,344.00	\$ 2,289.70
PENSION	\$ -	\$ 35,000.00	\$ 35,000.00
PAYROLL - ACTION DATA	\$ 2,206.56	\$ 4,020.00	\$ 1,813.44
AUDIT- SUPLEE, CLOONEY	\$ -	\$ 4,200.00	\$ 4,200.00
BOOKKEEPING, KJS	\$ 2,817.50	\$ 4,500.00	\$ 1,682.50
LEGAL - PRINGLE, QUINN, ANZANO PC	\$ 3,000.00	\$ 6,000.00	\$ 3,000.00
IT- SUPPORT ANTON	\$ 2,029.87	\$ 8,300.00	\$ 6,270.13
OFFICE INSURANCE- FAIRVIEW INSURANCE AGENCY	\$ 4,219.00	\$ 4,568.00	\$ 349.00
OFFICE BUILDING RENT- CAPITOL VIEW	\$ 43,193.00	\$ 52,200.00	\$ 9,007.00
OFFICE BUILDING PARKING	\$ 2,000.00	\$ 2,400.00	\$ 400.00
BANKING/CREDIT CARD SERVICE FEES	\$ 4,022.37	\$ 5,400.00	\$ 1,377.63
OFFICE TELEPHONE/CONFERENCE CALLING	\$ 4,597.78	\$ 6,000.00	\$ 1,402.22
COPIER MACHINE LEASE-RICOH	\$ 1,807.77	\$ 2,873.00	\$ 1,065.23
POSTAGE MACHINE LEASE- PITNEY BOWES	\$ 1,260.00	\$ 1,800.00	\$ 540.00
POSTAGE MACHINE SUPPLIES- PITNEY BOWES	\$ 2,109.31	\$ 2,500.00	\$ 390.69
GOVNET	\$ 3,344.00	\$ 4,020.00	\$ 676.00
DUES AND SUBSCRIPTIONS	\$ 1,266.38	\$ 1,200.00	\$ (66.38)
PRINTING	\$ 3,664.85	\$ 1,200.00	\$ (2,464.85)
OFFICE SUPPLIES	\$ 3,612.69	\$ 3,000.00	\$ (612.69)
BOARD OF DIRECTOR MEETINGS	\$ 1,369.84	\$ 1,700.00	\$ 330.16
TRAVEL	\$ 9,897.66	\$ 12,000.00	\$ 2,102.34
EVENTS REGISTRATION FEES	\$ 4,447.75	\$ 6,000.00	\$ 1,552.25
<i>Total Expenditures</i>	<u>\$ 472,472.34</u>	<u>\$ 610,549.00</u>	<u>\$ 138,076.66</u>
<i>Net Income</i>	<u>\$ 147,525.27</u>	<u>\$ 49,671.00</u>	<u>\$ 97,854.27</u>

PRELIMINARY REPORT - SUBJECT TO YEAR END AUDIT ADJUSTMENTS