

NJAC  
Balance Sheet  
August 31, 2017

**ASSETS**

**CASH**

CASH - BANK OF AMERICA	\$	200,865.95
CASH - PNC		94,479.82
TD BANK CHECKING		4,973.71
TD BANK MONEY MARKET		27,209.04
INVESTORS SAVINGS BANK-MM		202,339.62

TOTAL CASH		\$	529,868.14
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**OTHER ASSETS**

SECURITY DEPOSITS	\$	4,509.50
ACCOUNTS RECEIVABLE		89,951.63
PREPAID EXPENSES		-
FURNITURE AND EQUIPMENT		-

TOTAL OTHER ASSETS	\$	94,461.13
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**TOTAL ASSETS**

\$	<u>624,329.27</u>
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**LIABILITIES AND FUND BALANCE**

**LIABILITIES**

ACCOUNTS PAYABLE	\$	2,542.12
DEFERRED INCOME	\$	-

**FUND BALANCE**

UNAPPROPRIATED FUND BALANCE	\$	<u>621,787.15</u>
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**TOTAL LIABILITIES AND FUND BALANCE**

\$	<u>624,329.27</u>
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**PRELIMINARY REPORTS - SUBJECT TO YEAR END AUDIT ADJUSTMENTS**

NJAC  
Statement of Revenue and Expenses  
August 31, 2017

	YTD	2017 BUDGET	VARIANCE (Unfavorable)
<i>Revenues</i>			
ANNUAL CONFERENCE	\$ 260,563.30	\$ 250,000.00	\$ 10,563.30
COUNTY DUES	\$ 180,293.00	\$ 209,577.00	\$ (29,284.00)
NACO/NATIONWIDE	\$ 67,288.78	\$ 135,000.00	\$ (67,711.22)
BUSINESS ASSOCIATES DUES	\$ 50,150.00	\$ 68,000.00	\$ (17,850.00)
FOUNDATION - 30% OVERHEAD	\$ 10,000.00	\$ 24,000.00	\$ (14,000.00)
YEAR END SUMMIT	\$ 1,075.00	\$ 25,000.00	\$ (23,925.00)
WEBSITE ADVERTISEMENTS	\$ 1,185.00	\$ 3,950.00	\$ (2,765.00)
US COMMUNITIES DISTRIBUTION	\$ 2,673.64	\$ 6,000.00	\$ (3,326.36)
GOVDEALS	\$ 778.16	\$ 5,000.00	\$ (4,221.84)
COUNTY ADMINISTRATORS PROGRAM		\$ 2,500.00	\$ (2,500.00)
TRENTON THUNDER BASEBALL NETWORKING	\$ 2,000.00	\$ 2,000.00	\$ -
DIRECTORY	\$ 1,000.00	\$ 1,000.00	\$ -
INTEREST INCOME	\$ 313.22	\$ 300.00	\$ 13.22
<i>Total Revenues</i>	<u>\$ 577,320.10</u>	<u>\$ 732,327.00</u>	<u>\$ (155,006.90)</u>
ANNUAL CONFERENCE EXPENSE	\$ 17,303.75	\$ 55,000.00	\$ 37,696.25
YEAR END SUMMIT EXPENSE	\$ 500.00	\$ 8,000.00	\$ 7,500.00
TRENTON THUNDER BASEBALL NETWORKING	\$ 1,745.00	\$ 2,000.00	\$ 255.00
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Total Conference expenses	<u>\$ 19,548.75</u>	<u>\$ 65,000.00</u>	<u>\$ 45,451.25</u>
<i>Expenditures</i>			
SALARIES	\$ 235,034.40	\$ 352,552.00	\$ 117,517.60
PAYROLL TAXES	\$ 19,507.97	\$ 27,000.00	\$ 7,492.03
STAFF HEALTH BENEFITS	\$ 40,117.44	\$ 61,566.00	\$ 21,448.56
CC RETIREMENT HEALTH BENEFITS	\$ 9,288.88	\$ 13,344.00	\$ 4,055.12
PENSION	\$ -	\$ 38,000.00	\$ 38,000.00
PAYROLL - ACTION DATA	\$ 1,867.63	\$ 4,020.00	\$ 2,152.37
AUDIT- SUPLEE, CLOONEY	\$ -	\$ 4,325.00	\$ 4,325.00
BOOKKEEPING, KJS	\$ 1,750.00	\$ 4,500.00	\$ 2,750.00
LEGAL - PRINGLE, QUINN, ANZANO PC	\$ 3,000.00	\$ 6,000.00	\$ 3,000.00
IT- SUPPORT ANTON	\$ 4,393.87	\$ 6,000.00	\$ 1,606.13
OFFICE INSURANCE- FAIRVIEW INSURANCE AGENCY	\$ 5,217.00	\$ 4,568.00	\$ (649.00)
OFFICE BUILDING RENT- CAPITOL VIEW	\$ 35,260.64	\$ 53,060.00	\$ 17,799.36
OFFICE BUILDING PARKING	\$ 1,600.00	\$ 2,400.00	\$ 800.00
BANKING/CREDIT CARD SERVICE FEES	\$ 4,605.30	\$ 5,400.00	\$ 794.70
OFFICE TELEPHONE/CONFERENCE CALLING	\$ 4,109.88	\$ 6,000.00	\$ 1,890.12
COPIER MACHINE LEASE-RICOH	\$ 1,838.64	\$ 2,873.00	\$ 1,034.36
POSTAGE MACHINE LEASE- PITNEY BOWES	\$ 840.00	\$ 1,800.00	\$ 960.00
POSTAGE MACHINE SUPPLIES- PITNEY BOWES	\$ 1,098.71	\$ 2,500.00	\$ 1,401.29
GOVNET	\$ 2,799.00	\$ 4,020.00	\$ 1,221.00
DUES AND SUBSCRIPTIONS	\$ 1,031.21	\$ 1,200.00	\$ 168.79
PRINTING	\$ 1,192.53	\$ 1,200.00	\$ 7.47
OFFICE SUPPLIES	\$ 2,066.50	\$ 3,000.00	\$ 933.50
BOARD OF DIRECTOR MEETINGS	\$ 819.86	\$ 1,700.00	\$ 880.14
TRAVEL	\$ 7,874.85	\$ 12,000.00	\$ 4,125.15
EVENTS REGISTRATION FEES	\$ 4,941.71	\$ 6,000.00	\$ 1,058.29
<i>Total Expenditures</i>	<u>\$ 390,256.02</u>	<u>\$ 625,028.00</u>	<u>\$ 234,771.98</u>
<i>Net Income</i>	<u>\$ 167,515.33</u>	<u>\$ 42,299.00</u>	<u>\$ 125,216.33</u>

**PRELIMINARY REPORT - SUBJECT TO YEAR END AUDIT ADJUSTMENTS**