

NJAC
Balance Sheet
October 31, 2017

ASSETS

CASH

CASH - BANK OF AMERICA	\$	151,453.32	
CASH - PNC		67,410.04	
TD BANK CHECKING		4,831.04	
TD BANK MONEY MARKET		27,231.78	
INVESTORS SAVINGS BANK-MM		202,391.06	
 TOTAL CASH			 \$ 453,317.24

OTHER ASSETS

SECURITY DEPOSITS	\$	4,509.50	
ACCOUNTS RECEIVABLE		105,427.79	
PREPAID EXPENSES		1,340.00	
FURNITURE AND EQUIPMENT		-	
TOTAL OTHER ASSETS		<u> </u>	<u>\$ 111,277.29</u>

TOTAL ASSETS

\$ 564,594.53

LIABILITIES AND FUND BALANCE

LIABILITIES

ACCOUNTS PAYABLE	\$	3,640.37	
DEFERRED INCOME	\$	5,000.00	

FUND BALANCE

UNAPPROPRIATED FUND BALANCE		<u> </u>	<u>\$ 555,954.16</u>
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TOTAL LIABILITIES AND FUND BALANCE

\$ 564,594.53

PRELIMINARY REPORTS - SUBJECT TO YEAR END AUDIT ADJUSTMENTS

NJAC
Statement of Revenue and Expenses
October 31, 2017

	YTD	2017 BUDGET	VARIANCE (Unfavorable)
<i>Revenues</i>			
ANNUAL CONFERENCE	\$ 263,100.00	\$ 250,000.00	\$ 13,100.00
COUNTY DUES	\$ 180,293.00	\$ 209,577.00	\$ (29,284.00)
NACO/NATIONWIDE	\$ 102,134.78	\$ 135,000.00	\$ (32,865.22)
BUSINESS ASSOCIATES DUES	\$ 52,700.00	\$ 68,000.00	\$ (15,300.00)
FOUNDATION - 30% OVERHEAD	\$ 20,000.00	\$ 24,000.00	\$ (4,000.00)
YEAR END SUMMIT	\$ 12,700.00	\$ 25,000.00	\$ (12,300.00)
WEBSITE ADVERTISEMENTS	\$ 1,975.00	\$ 3,950.00	\$ (1,975.00)
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	\$ 389.00	\$ 300.00	\$ 89.00
<i>Total Revenues</i>	<u>\$ 639,743.58</u>	<u>\$ 732,327.00</u>	<u>\$ (92,583.42)</u>
ANNUAL CONFERENCE EXPENSE	\$ 3,125.78	\$ 55,000.00	\$ 51,874.22
YEAR END SUMMIT EXPENSE	\$ 621.26	\$ 8,000.00	\$ 7,378.74
TRENTON THUNDER BASEBALL NETWORKING	\$ 1,745.00	\$ 2,000.00	\$ 255.00
<i>Total Conference expenses</i>	<u>\$ 5,492.04</u>	<u>\$ 65,000.00</u>	<u>\$ 59,507.96</u>
<i>Expenditures</i>			
SALARIES	\$ 293,793.00	\$ 352,552.00	\$ 58,759.00
PAYROLL TAXES	\$ 23,884.62	\$ 27,000.00	\$ 3,115.38
STAFF HEALTH BENEFITS	\$ 50,146.80	\$ 61,566.00	\$ 11,419.20
CC RETIREMENT HEALTH BENEFITS	\$ 11,611.10	\$ 13,344.00	\$ 1,732.90
PENSION	\$ -	\$ 38,000.00	\$ 38,000.00
PAYROLL - ACTION DATA	\$ 2,471.87	\$ 4,020.00	\$ 1,548.13
AUDIT- SUPLEE, CLOONEY	\$ -	\$ 4,325.00	\$ 4,325.00
BOOKKEEPING, KJS	\$ 2,292.50	\$ 4,500.00	\$ 2,207.50
LEGAL - PRINGLE, QUINN, ANZANO PC	\$ 3,000.00	\$ 6,000.00	\$ 3,000.00
IT- SUPPORT ANTON	\$ 1,974.86	\$ 6,000.00	\$ 4,025.14
OFFICE INSURANCE- FAIRVIEW INSURANCE AGENCY	\$ 5,217.00	\$ 4,568.00	\$ (649.00)
OFFICE BUILDING RENT- CAPITOL VIEW	\$ 44,075.80	\$ 53,060.00	\$ 8,984.20
OFFICE BUILDING PARKING	\$ 2,000.00	\$ 2,400.00	\$ 400.00
BANKING/CREDIT CARD SERVICE FEES	\$ 5,299.10	\$ 5,400.00	\$ 100.90
OFFICE TELEPHONE/CONFERENCE CALLING	\$ 5,125.14	\$ 6,000.00	\$ 874.86
COPIER MACHINE LEASE-RICOH	\$ 2,298.30	\$ 2,873.00	\$ 574.70
POSTAGE MACHINE LEASE- PITNEY BOWES	\$ 1,260.00	\$ 1,800.00	\$ 540.00
POSTAGE MACHINE SUPPLIES- PITNEY BOWES	\$ 2,107.21	\$ 2,500.00	\$ 392.79
GOVNET	\$ 3,503.00	\$ 4,020.00	\$ 517.00
DUES AND SUBSCRIPTIONS	\$ 1,031.21	\$ 1,200.00	\$ 168.79
PRINTING	\$ 1,766.88	\$ 1,200.00	\$ (566.88)
OFFICE SUPPLIES	\$ 2,801.25	\$ 3,000.00	\$ 198.75
BOARD OF DIRECTOR MEETINGS	\$ 819.86	\$ 1,700.00	\$ 880.14
TRAVEL	\$ 10,080.10	\$ 12,000.00	\$ 1,919.90
EVENTS REGISTRATION FEES	\$ 6,075.15	\$ 6,000.00	\$ (75.15)
<i>Total Expenditures</i>	<u>\$ 482,634.75</u>	<u>\$ 625,028.00</u>	<u>\$ 142,393.25</u>
<i>Net Income</i>	<u>\$ 151,616.79</u>	<u>\$ 42,299.00</u>	<u>\$ 109,317.79</u>

PRELIMINARY REPORT - SUBJECT TO YEAR END AUDIT ADJUSTMENTS