

NJAC  
Balance Sheet  
December 31, 2019

*ASSETS*

**CASH**

CASH - BANK OF AMERICA	\$	168,213.38	
CASH - PNC		47,140.34	
TD BANK CHECKING		3,927.14	
TD BANK MONEY MARKET		27,494.72	
INVESTORS SAVINGS BANK-MM		238,295.39	
TOTAL CASH	\$		485,070.97

**OTHER ASSETS**

SECURITY DEPOSITS	\$	4,509.50	
ACCOUNTS RECEIVABLE		19,337.38	
PREPAID EXPENSES		3,500.00	
DEFERRED INCOME		(17,190.00)	
TOTAL OTHER ASSETS		<u>10,156.88</u>	\$
<b>TOTAL ASSETS</b>			<u><u>\$ 495,227.85</u></u>

*LIABILITIES AND FUND BALANCE*

**LIABILITIES**

ACCOUNTS PAYABLE	\$	58,391.33
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**FUND BALANCE**

UNAPPROPRIATED FUND BALANCE	\$	<u>436,836.52</u>
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<b>TOTAL LIABILITIES AND FUND BALANCE</b>	\$	<u><u>495,227.85</u></u>
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**PRELIMINARY REPORTS - SUBJECT TO YEAR END AUDIT ADJUSTMENTS**

NJAC  
Statement of Revenue and Expenses  
December 31, 2019

	YTD	2019 BUDGET	VARIANCE (Unfavorable)
<i>Revenues</i>			
ANNUAL CONFERENCE	\$ 294,500.00	\$ 280,000.00	\$ 14,500.00
COUNTY DUES	\$ 218,045.00	\$ 218,044.00	\$ 1.00
NACO/NATIONWIDE	\$ 142,144.00	\$ 136,000.00	\$ 6,144.00
BUSINESS ASSOCIATES DUES	\$ 58,950.00	\$ 69,500.00	\$ (10,550.00)
GFOA MANAGEMENT	\$ 56,004.00	\$ 48,000.00	\$ 8,004.00
YEAR END SUMMIT	\$ 24,000.00	\$ 30,000.00	\$ (6,000.00)
WEBSITE ADVERTISEMENTS	\$ 2,870.00	\$ 3,950.00	\$ (1,080.00)
US COMMUNITIES DISTRIBUTION	\$ 12,696.61	\$ 6,000.00	\$ 6,696.61
GOVDEALS	\$ 2,720.54	\$ 3,000.00	\$ (279.46)
COUNTY ADMINISTRATORS PROGRAM	\$ -	\$ 2,500.00	\$ (2,500.00)
TRENTON THUNDER BASEBALL NETWORKING	\$ 1,775.00	\$ 2,000.00	\$ (225.00)
DIRECTORY	\$ 500.00	\$ 1,500.00	\$ (1,000.00)
MISCELLANEOUS INCOME	\$ 6,271.46	\$ -	\$ 6,271.46
INTEREST INCOME	\$ 474.41	\$ 300.00	\$ 174.41
<i>Total Revenues</i>	<u>\$ 820,951.02</u>	<u>\$ 800,794.00</u>	<u>\$ 20,157.02</u>
ANNUAL CONFERENCE EXPENSE	\$ 69,911.88	\$ 60,000.00	\$ (9,911.88)
YEAR END SUMMIT EXPENSE	\$ 5,130.78	\$ 10,000.00	\$ 4,869.22
TRENTON THUNDER BASEBALL NETWORKING	\$ 1,633.72	\$ 2,000.00	\$ 366.28
<i>Total Conference expenses</i>	<u>\$ 76,676.38</u>	<u>\$ 72,000.00</u>	<u>\$ (4,676.38)</u>
<i>Expenditures</i>			
SALARIES	\$ 366,816.96	\$ 366,802.00	\$ (14.96)
PAYROLL TAXES	\$ 27,342.72	\$ 29,346.00	\$ 2,003.28
GFOA PROFESSIONAL STIPENDS	\$ 44,000.00	\$ 42,000.00	\$ (2,000.00)
STAFF HEALTH BENEFITS	\$ 61,703.23	\$ 62,601.00	\$ 897.77
CC RETIREMENT HEALTH BENEFITS	\$ 8,518.80	\$ 13,344.00	\$ 4,825.20
PENSION	\$ 45,097.00	\$ 42,000.00	\$ (3,097.00)
PAYROLL - ACTION DATA	\$ 2,619.22	\$ 4,020.00	\$ 1,400.78
AUDIT- SUPLEE, CLOONEY	\$ 4,800.00	\$ 4,700.00	\$ (100.00)
BOOKKEEPING, KJS	\$ 5,302.50	\$ 4,500.00	\$ (802.50)
LEGAL - PRINGLE, QUINN, ANZANO PC	\$ 53,310.08	\$ 6,000.00	\$ (47,310.08)
IT- SUPPORT ANTON	\$ 3,192.40	\$ 6,000.00	\$ 2,807.60
IT- SUPPORT SITE LOCK	\$ 890.00	\$ 1,200.00	\$ 310.00
OFFICE INSURANCE- FAIRVIEW INSURANCE AGENCY	\$ 4,346.65	\$ 5,200.00	\$ 853.35
OFFICE BUILDING RENT- CAPITOL VIEW	\$ 50,445.38	\$ 50,445.00	\$ (0.38)
OFFICE BUILDING PARKING	\$ 2,400.00	\$ 2,400.00	\$ -
BANKING/CREDIT CARD SERVICE FEES	\$ 7,509.18	\$ 5,400.00	\$ (2,109.18)
OFFICE TELEPHONE/CONFERENCE CALLING	\$ 6,458.83	\$ 6,000.00	\$ (458.83)
COPIER MACHINE LEASE-RICOH	\$ 2,757.96	\$ 2,873.00	\$ 115.04
POSTAGE MACHINE LEASE- PITNEY BOWES	\$ 1,547.88	\$ 1,800.00	\$ 252.12
POSTAGE MACHINE SUPPLIES- PITNEY BOWES	\$ (1,055.11)	\$ 2,500.00	\$ 3,555.11
GOVNET	\$ 4,545.00	\$ 4,500.00	\$ (45.00)
DUES AND SUBSCRIPTIONS	\$ 1,319.05	\$ 1,200.00	\$ (119.05)
PRINTING	\$ 2,976.62	\$ 2,000.00	\$ (976.62)
OFFICE SUPPLIES	\$ 4,094.66	\$ 3,000.00	\$ (1,094.66)
BOARD OF DIRECTOR MEETINGS	\$ 71.00	\$ 1,700.00	\$ 1,629.00
TRAVEL	\$ 10,738.54	\$ 12,000.00	\$ 1,261.46
EVENTS REGISTRATION FEES	\$ 4,587.18	\$ 6,000.00	\$ 1,412.82
MISCELLANEOUS- CHANTALE	\$ 6,401.00	\$ -	\$ (6,401.00)
MISCELLANEOUS- KATIE	\$ 2,800.00	\$ -	\$ (2,800.00)
<i>Total Expenditures</i>	<u>\$ 735,536.73</u>	<u>\$ 689,531.00</u>	<u>\$ (46,005.73)</u>
<i>Net Income</i>	<u>\$ 8,737.91</u>	<u>\$ 39,263.00</u>	<u>\$ (30,525.09)</u>

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