

NJAC  
Balance Sheet  
December 31, 2020

***ASSETS***

**CASH**

CASH - BANK OF AMERICA	\$	86,309.96	
CASH - PNC		31,593.29	
TD BANK CHECKING		3,953.51	
TD BANK MONEY MARKET		57,597.62	
INVESTORS SAVINGS BANK-MM		230,308.44	
TOTAL CASH			\$ 409,762.82

**OTHER ASSETS**

SECURITY DEPOSITS	\$	4,509.50	
ACCOUNTS RECEIVABLE		25,841.20	
PREPAID EXPENSES		1,500.00	
TOTAL OTHER ASSETS			\$ <u>31,850.70</u>

***TOTAL ASSETS*** \$ 441,613.52

***LIABILITIES AND FUND BALANCE***

**LIABILITIES**

ACCOUNTS PAYABLE	\$	50,104.21	
DEFERRED INCOME	\$	46,685.00	

**FUND BALANCE**

UNAPPROPRIATED FUND BALANCE			\$ <u>344,824.31</u>
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***TOTAL LIABILITIES AND FUND BALANCE*** \$ 441,613.52

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

NJAC  
Statement of Revenue and Expenses  
December 31, 2020

	YTD	2020 BUDGET	VARIANCE (Unfavorable)
<i>Revenues</i>			
2020 Conference Revenues	\$ 137,635.00		
Less 2020 Conference Reimbursements	\$ 9,345.00		
Less Deferred 2020 Conference Revenues for 2021	\$ 43,330.00		
Less Covid 19 Workshop	\$ 4,950.00		
2020 ACTUAL ANNUAL CONFERENCE REVENUE	\$ 80,010.00	\$ 290,000.00	\$ (209,990.00)
COUNTY DUES	\$ 222,408.00	\$ 222,404.00	\$ 4.00
NACO/NATIONWIDE	\$ 131,077.39	\$ 136,000.00	\$ (4,922.61)
BUSINESS ASSOCIATES DUES	\$ 53,262.50	\$ 70,000.00	\$ (16,737.50)
GFOA MANAGEMENT	\$ 51,337.00	\$ 54,000.00	\$ (2,663.00)
YEAR END SUMMIT	\$ 2,050.00	\$ 30,000.00	\$ (27,950.00)
WEBSITE ADVERTISEMENTS	\$ 1,975.00	\$ 3,950.00	\$ (1,975.00)
OMNIA PARTNERS	\$ 3,750.00	\$ 5,000.00	\$ (1,250.00)
GOVDEALS	\$ 223.41	\$ 3,000.00	\$ (2,776.59)
COUNTY ADMINISTRATORS PROGRAM	\$ 3,100.00	\$ 2,000.00	\$ 1,100.00
DIRECTORY	\$ 1,000.00	\$ 1,500.00	\$ (500.00)
MISCELLANEOUS INCOME	\$ -	\$ -	\$ -
INTEREST INCOME	\$ 459.37	\$ 300.00	\$ 159.37
VIRTUAL WORKSHOPS	\$ 23,636.00	\$ -	\$ 23,636.00
<i>Total Revenues</i>	\$ 574,288.67	\$ 818,154.00	\$ (267,501.33)
<i>Conference Expenses</i>			
ANNUAL CONFERENCE EXPENSE	\$ 556.47	\$ 60,000.00	\$ 59,443.53
YEAR END SUMMIT EXPENSE	\$ -	\$ 12,000.00	\$ 12,000.00
VIRTUAL WORKSHOP EXPENSE	\$ 3,247.75	\$ -	\$ (3,247.75)
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<i>Total Conference expenses</i>	\$ 556.47	\$ 72,000.00	\$ 71,443.53
<i>Expenditures</i>			
SALARIES	\$ 378,682.80	\$ 378,691.00	\$ 8.20
PAYROLL TAXES	\$ 27,935.78	\$ 31,000.00	\$ 3,064.22
GFOA PROFESSIONAL STIPENDS	\$ 42,000.00	\$ 48,000.00	\$ 6,000.00
STAFF HEALTH BENEFITS	\$ 53,732.64	\$ 63,543.00	\$ 9,810.36
CC RETIREMENT HEALTH BENEFITS	\$ 13,797.48	\$ 15,000.00	\$ 1,202.52
PENSION	\$ 50,889.00	\$ 48,000.00	\$ (2,889.00)
PAYROLL - ACTION DATA	\$ 2,608.35	\$ 4,020.00	\$ 1,411.65
AUDIT- SUPLEE, CLOONEY	\$ 5,000.00	\$ 4,800.00	\$ (200.00)
BOOKKEEPING, KJS	\$ 4,043.75	\$ 4,500.00	\$ 456.25
LEGAL - PRINGLE, QUINN, ANZANO PC	\$ 4,818.28	\$ 6,000.00	\$ 1,181.72
IT- SUPPORT ATON	\$ 10,906.01	\$ 8,000.00	\$ (2,906.01)
IT- SUPPORT SITE LOCK	\$ 840.00	\$ 1,200.00	\$ 360.00
OFFICE INSURANCE- FAIRVIEW INSURANCE AGENCY	\$ 4,961.09	\$ 5,200.00	\$ 238.91
OFFICE BUILDING RENT- CAPITOL VIEW	\$ 48,275.47	\$ 51,183.00	\$ 2,907.53
OFFICE BUILDING PARKING	\$ 1,800.00	\$ 2,400.00	\$ 600.00
BANKING/CREDIT CARD SERVICE FEES	\$ 5,883.84	\$ 5,400.00	\$ (483.84)
OFFICE TELEPHONE/CONFERENCE CALLING	\$ 7,589.04	\$ 9,000.00	\$ 1,410.96
COPIER MACHINE LEASE-RICOH	\$ 2,772.50	\$ 2,873.00	\$ 100.50
POSTAGE MACHINE LEASE- FP MAILING SOLUTIONS	\$ 575.76	\$ 1,800.00	\$ 1,224.24
POSTAGE MACHINE SUPPLIES- FP MAILING SOLUTIONS	\$ 500.00	\$ 2,500.00	\$ 2,000.00
GOVNET	\$ 4,670.00	\$ 4,500.00	\$ (170.00)
DUES AND SUBSCRIPTIONS	\$ 1,602.13	\$ 1,200.00	\$ (402.13)
PRINTING	\$ 1,429.25	\$ 2,000.00	\$ 570.75
OFFICE SUPPLIES	\$ 4,013.16	\$ 3,000.00	\$ (1,013.16)
BOARD OF DIRECTOR MEETINGS	\$ 1,000.00	\$ 1,700.00	\$ 700.00
TRAVEL	\$ 8,821.68	\$ 12,000.00	\$ 3,178.32
EVENTS REGISTRATION FEES	\$ 1,329.23	\$ 4,000.00	\$ 2,670.77
PER DIEM EMPLOYEE	\$ 3,065.00	\$ 10,000.00	\$ 6,935.00
<i>Total Expenditures</i>	\$ 693,542.24	\$ 731,510.00	\$ 37,967.76
<i>Net Income</i>	\$ (119,810.04)	\$ 14,644.00	\$ (134,454.04)

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