

NJAC  
Balance Sheet  
October 31, 2021

*ASSETS*

**CASH**

CASH - BANK OF AMERICA	\$	201,027.72
CASH - PNC		44,961.55
TD BANK CHECKING		9,617.15
TD BANK MONEY MARKET		27,619.40
INVESTORS SAVINGS BANK-MM		255,708.40

TOTAL CASH	\$	538,934.22
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**OTHER ASSETS**

SECURITY DEPOSITS	\$	4,509.50
ACCOUNTS RECEIVABLE		117,590.34
PREPAID EXPENSES		1,000.00

TOTAL OTHER ASSETS	\$	<u>123,099.84</u>
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<b>TOTAL ASSETS</b>	<b>\$</b>	<b><u><u>662,034.06</u></u></b>
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*LIABILITIES AND FUND BALANCE*

**LIABILITIES**

ACCOUNTS PAYABLE	\$	9,283.19
DEFERRED INCOME	\$	16,525.00

**FUND BALANCE**

UNAPPROPRIATED FUND BALANCE	\$	<u>636,225.87</u>
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<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>\$</b>	<b><u><u>662,034.06</u></u></b>
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**PRELIMINARY REPORTS - SUBJECT TO YEAR END AUDIT ADJUSTMENTS**

NJAC  
Statement of Revenue and Expenses  
October 31, 2021

	2021 BUDGET	YTD	VARIANCE (Unfavorable)
<i>Revenues</i>			
2021 ANNUAL CONFERENCE	\$ 100,000.00	\$ 259,035.00	\$ 159,035.00
COUNTY DUES	\$ 278,010.00	\$ 278,010.00	\$ -
NACO/NATIONWIDE	\$ 136,000.00	\$ 91,640.34	\$ (44,359.66)
BUSINESS ASSOCIATES DUES	\$ 60,000.00	\$ 59,550.00	\$ (450.00)
GFOA MANAGEMENT	\$ 54,000.00	\$ 46,670.00	\$ (7,330.00)
YEAR END SUMMIT	\$ 30,000.00	\$ 8,875.00	\$ (21,125.00)
WEBSITE ADVERTISEMENTS	\$ 1,500.00	\$ 1,975.00	\$ 475.00
OMNIA PARTNERS	\$ 5,000.00	\$ 2,500.00	\$ (2,500.00)
GOVDEALS	\$ 3,000.00	\$ 353.66	\$ (2,646.34)
COUNTY ADMINISTRATORS PROGRAM	\$ 2,000.00	\$ -	\$ (2,000.00)
DIRECTORY	\$ 1,500.00	\$ 1,700.00	\$ 200.00
MISCELLANEOUS INCOME	\$ -	\$ 1,000.00	\$ 1,000.00
INTEREST INCOME	\$ 300.00	\$ 300.59	\$ 0.59
VIRTUAL WORKSHOPS	\$ 25,000.00	\$ 33,025.00	\$ 8,025.00
CASH VEST	\$ 25,000.00	\$ -	\$ (25,000.00)
<i>Total Revenues</i>	<u>\$ 721,310.00</u>	<u>\$ 784,634.59</u>	<u>\$ 63,324.59</u>
<i>Conference Expenses</i>			
ANNUAL CONFERENCE EXPENSE	\$ 30,000.00	\$ 19,065.79	\$ 10,934.21
YEAR END SUMMIT EXPENSE	\$ 10,000.00	\$ 500.00	\$ 9,500.00
VIRTUAL WORKSHOP EXPENSE	\$ -	\$ 2,112.50	\$ (2,112.50)
<i>Total Conference expenses</i>	<u>\$ 40,000.00</u>	<u>\$ 21,678.29</u>	<u>\$ 20,434.21</u>
<i>Expenditures</i>			
SALARIES	\$ 378,692.00	\$ 315,569.00	\$ 63,123.00
PAYROLL TAXES	\$ 31,000.00	\$ 25,814.96	\$ 5,185.04
GFOA PROFESSIONAL STIPENDS	\$ 42,000.00	\$ 33,200.00	\$ 8,800.00
STAFF HEALTH BENEFITS	\$ 49,400.00	\$ 40,764.60	\$ 8,635.40
CC RETIREMENT HEALTH BENEFITS	\$ 15,000.00	\$ 7,716.10	\$ 7,283.90
PENSION	\$ 48,000.00	\$ -	\$ 48,000.00
PAYROLL - ACTION DATA	\$ 4,020.00	\$ 3,077.77	\$ 942.23
AUDIT- SUPLEE, CLOONEY	\$ 5,000.00	\$ 5,000.00	\$ -
BOOKKEEPING, KJS	\$ 3,500.00	\$ 3,517.50	\$ (17.50)
LEGAL - PRINGLE, QUINN, ANZANO PC	\$ -	\$ -	\$ -
IT- SUPPORT ATON	\$ 6,000.00	\$ 3,011.55	\$ 2,988.45
IT- SUPPORT SITE LOCK	\$ 1,200.00	\$ 700.00	\$ 500.00
OFFICE INSURANCE- FAIRVIEW INSURANCE AGENCY	\$ 5,200.00	\$ 4,899.66	\$ 300.34
OFFICE BUILDING RENT- CAPITOL VIEW	\$ 31,700.00	\$ 31,000.00	\$ 700.00
BANKING/CREDIT CARD SERVICE FEES	\$ 5,400.00	\$ 8,712.10	\$ (3,312.10)
OFFICE TELEPHONE/CONFERENCE CALLING	\$ 6,000.00	\$ 6,935.10	\$ (935.10)
COPIER MACHINE LEASE-RICOH	\$ 2,873.00	\$ 2,505.72	\$ 367.28
POSTAGE MACHINE LEASE- FP MAILING SOLUTIONS	\$ 1,800.00	\$ 971.82	\$ 828.18
POSTAGE MACHINE SUPPLIES- FP MAILING SOLUTIONS	\$ 2,500.00	\$ 1,341.09	\$ 1,158.91
GOVNET	\$ 4,500.00	\$ 3,945.00	\$ 555.00
DUES AND SUBSCRIPTIONS	\$ -	\$ 1,018.39	\$ (1,018.39)
PRINTING	\$ 1,000.00	\$ 256.74	\$ 743.26
OFFICE SUPPLIES	\$ 2,500.00	\$ 1,547.60	\$ 952.40
BOARD OF DIRECTOR MEETINGS	\$ -	\$ -	\$ -
TRAVEL	\$ 10,000.00	\$ 7,037.00	\$ 2,963.00
EVENTS REGISTRATION FEES	\$ 2,000.00	\$ 2,633.65	\$ (633.65)
MISCELLANEOUS DONATION EXPENSE	\$ -	\$ 1,687.00	\$ (1,687.00)
MISCELLANEOUS	\$ -	\$ 359.66	\$ (359.66)
<i>Total Expenditures</i>	<u>\$ 659,285.00</u>	<u>\$ 513,222.01</u>	<u>\$ 146,062.99</u>
<i>Net Income</i>	<u>\$ 22,025.00</u>	<u>\$ 249,734.29</u>	<u>\$ 227,709.29</u>

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