

NJAC  
Statement of Revenue and Expenses  
July 31, 2021

	YTD	2021 BUDGET	VARIANCE (Unfavorable)
<i>Revenues</i>			
2021 ANNUAL CONFERENCE	\$ 91,465.00	\$ 100,000.00	\$ (8,535.00)
COUNTY DUES	\$ 260,050.00	\$ 278,010.00	\$ (17,960.00)
NACO/NATIONWIDE	\$ 61,093.00	\$ 136,000.00	\$ (74,907.00)
BUSINESS ASSOCIATES DUES	\$ 53,175.00	\$ 60,000.00	\$ (6,825.00)
GFOA MANAGEMENT	\$ 28,002.00	\$ 54,000.00	\$ (25,998.00)
YEAR END SUMMIT	\$ 4,500.00	\$ 30,000.00	\$ (25,500.00)
WEBSITE ADVERTISEMENTS	\$ 790.00	\$ 1,500.00	\$ (710.00)
OMNIA PARTNERS	\$ 2,500.00	\$ 5,000.00	\$ (2,500.00)
GOVDEALS	\$ 1,176.11	\$ 3,000.00	\$ (1,823.89)
COUNTY ADMINISTRATORS PROGRAM	\$ -	\$ 2,000.00	\$ (2,000.00)
DIRECTORY	\$ 1,700.00	\$ 1,500.00	\$ 200.00
MISCELLANEOUS INCOME	\$ 1,000.00	\$ -	\$ 1,000.00
INTEREST INCOME	\$ 151.65	\$ 300.00	\$ (148.35)
VIRTUAL WORKSHOPS	\$ 31,575.00	\$ 25,000.00	\$ 6,575.00
CASH VEST	\$ -	\$ 25,000.00	\$ (25,000.00)
<i>Total Revenues</i>	\$ 537,177.76	\$ 721,310.00	\$ (165,707.24)
<i>Conference Expenses</i>			
ANNUAL CONFERENCE EXPENSE	\$ 1,000.00	\$ 30,000.00	\$ 29,000.00
YEAR END SUMMIT EXPENSE	\$ 500.00	\$ 10,000.00	\$ 9,500.00
VIRTUAL WORKSHOP EXPENSE	\$ 2,112.50	\$ -	\$ (2,112.50)
<i>Total Conference expenses</i>	\$ 3,612.50	\$ 40,000.00	\$ 38,500.00
<i>Expenditures</i>			
SALARIES	\$ 220,898.30	\$ 378,692.00	\$ 157,793.70
PAYROLL TAXES	\$ 18,342.11	\$ 31,000.00	\$ 12,657.89
GFOA PROFESSIONAL STIPENDS	\$ 24,500.00	\$ 42,000.00	\$ 17,500.00
STAFF HEALTH BENEFITS	\$ 23,173.11	\$ 49,400.00	\$ 26,226.89
CC RETIREMENT HEALTH BENEFITS	\$ 5,401.27	\$ 15,000.00	\$ 9,598.73
PENSION	\$ -	\$ 48,000.00	\$ 48,000.00
PAYROLL - ACTION DATA	\$ 2,647.25	\$ 4,020.00	\$ 1,372.75
AUDIT- SUPLEE, CLOONEY	\$ -	\$ 5,000.00	\$ 5,000.00
BOOKKEEPING, KJS	\$ 2,511.25	\$ 3,500.00	\$ 988.75
LEGAL - PRINGLE, QUINN, ANZANO PC	\$ -	\$ -	\$ -
IT- SUPPORT ATON	\$ 2,836.55	\$ 6,000.00	\$ 3,163.45
IT- SUPPORT SITE LOCK	\$ 490.00	\$ 1,200.00	\$ 710.00
OFFICE INSURANCE- FAIRVIEW INSURANCE AGENCY	\$ 4,912.91	\$ 5,200.00	\$ 287.09
OFFICE BUILDING RENT- CAPITOL VIEW	\$ 21,700.00	\$ 31,700.00	\$ 10,000.00
BANKING/CREDIT CARD SERVICE FEES	\$ 4,864.08	\$ 5,400.00	\$ 535.92
OFFICE TELEPHONE/CONFERENCE CALLING	\$ 4,740.81	\$ 6,000.00	\$ 1,259.19
COPIER MACHINE LEASE-RICOH	\$ 1,860.72	\$ 2,873.00	\$ 1,012.28
POSTAGE MACHINE LEASE- FP MAILING SOLUTIONS	\$ 827.88	\$ 1,800.00	\$ 972.12
POSTAGE MACHINE SUPPLIES- FP MAILING SOLUTIONS	\$ 1,341.09	\$ 2,500.00	\$ 1,158.91
GOVNET	\$ 2,760.00	\$ 4,500.00	\$ 1,740.00
DUES AND SUBSCRIPTIONS	\$ 868.60	\$ -	\$ (868.60)
PRINTING	\$ 256.74	\$ 1,000.00	\$ 743.26
OFFICE SUPPLIES	\$ 1,050.32	\$ 2,500.00	\$ 1,449.68
BOARD OF DIRECTOR MEETINGS	\$ -	\$ -	\$ -
TRAVEL	\$ 5,637.00	\$ 10,000.00	\$ 4,363.00
EVENTS REGISTRATION FEES	\$ 1,855.86	\$ 2,000.00	\$ 144.14
MISCELLANEOUS DONATION EXPENSE	\$ 1,687.00	\$ -	\$ (1,687.00)
MISCELLANEOUS	\$ 359.66	\$ -	\$ (359.66)
<i>Total Expenditures</i>	\$ 355,522.51	\$ 659,285.00	\$ 303,762.49
<i>Net Income</i>	\$ 178,042.75	\$ 22,025.00	\$ 156,017.75

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

NJAC  
Balance Sheet  
July 31, 2021

**ASSETS**

**CASH**

CASH - BANK OF AMERICA	\$	120,711.83
CASH - PNC		75,666.36
TD BANK CHECKING		7,120.73
TD BANK MONEY MARKET		27,619.40
INVESTORS SAVINGS BANK-MM		225,014.63

TOTAL CASH	\$	456,132.95
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**OTHER ASSETS**

SECURITY DEPOSITS	\$	4,509.50
ACCOUNTS RECEIVABLE		144,207.21
PREPAID EXPENSES		-
TOTAL OTHER ASSETS	\$	148,716.71

<b>TOTAL ASSETS</b>	<b>\$</b>	<b><u>604,849.66</u></b>
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**LIABILITIES AND FUND BALANCE**

**LIABILITIES**

ACCOUNTS PAYABLE	\$	-
DEFERRED INCOME	\$	5,500.00

**FUND BALANCE**

UNAPPROPRIATED FUND BALANCE	\$	<u>599,349.66</u>
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<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>\$</b>	<b><u>604,849.66</u></b>
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**PRELIMINARY REPORTS - SUBJECT TO YEAR END AUDIT ADJUSTMENTS**