



# New Jersey School Boards Association **2015-2016 BUDGET**





# New Jersey School Boards Association

413 West State Street • Trenton, NJ 08618 • Telephone: 609.695.7600 • Toll-Free: 888.88NJSBA • Fax: 609.695.0413

March 2, 2015

Board of Directors  
New Jersey School Boards Association  
413 West State Street  
Trenton, New Jersey 08618

Dear Fellow Board Members:

Enclosed is the New Jersey School Boards Association's (NJSBA) proposed Annual Budget for Fiscal Year 2015-2016. It will be presented for discussion and adoption at the next NJSBA Board of Directors meeting on March 27, 2015.

On February 25, the Finance Committee met with the Executive Director and the Director of Finance to review and finalize the proposed 2015-2016 budget.

All financial activities in the budget are organized according to membership service and revenue areas. Supporting data, which various components of the proposed budget, have also been included.

In order to meet NJSBA's financial goals of maintaining current services while providing a stable, long-term financial base, the proposed budget provides for continued delivery of existing Association services, suggestions for alternative revenue sources, and identifies areas for controlling costs.

On behalf of the New Jersey School Boards Association Finance Committee,

I recommend the Board of Directors adopt the proposed Annual Budget for Fiscal Year 2015-2016.

Sincerely,

Michael R. McClure  
*Vice President for Finance*



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## FINANCE COMMITTEE

**2015-2016\***

*(TWO YEAR TERM)*

- 2016 Donald Webster Jr. President, NJSBA  
Manchester Township Board of Education, Ocean County
- 2016 Michael R. McClure, Vice President of Finance  
Maple Shade Board of Education, Burlington County
- 2016 Frank Pannucci Jr.  
Brick Board of Education, Ocean County
- 2015 William Herman Sr.  
Millville Board of Education, Cumberland County
- 2016 Tafari Anderson,  
Clifton Board of Education, Passaic County

## STAFF

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\* As of this printing, one position on the Finance Committee remains vacant.



# INTRODUCTION TO THE 2015-2016 BUDGET

The Bylaws of the NJSBA dictate that the Association's Finance Committee shall have the duty of preparing the annual budget, which shall be submitted to the Board of Directors prior to the May/June delegates meeting. In addition, the Finance Committee shall, from time to time, advise the Board of Directors on all matters affecting the finances of the Association.

This budget recommendation projects revenues and expenditures at \$10,581,671.

This budget is a balanced budget. Revenues are equal to expenditures.

The proposed 2015-2016 budget is based on several assumptions:

- Increase the level of service to our membership in response to the changing needs, as identified in the goals of the 2015-2017 Strategic Plan;
- Continued development of an effective system of electronic communications and technology, and,
- Delivery of high-quality, mandatory training programs for board of education members at no cost, including new board member orientation training, in-person one-day conferences, and online programs.



# 2015-2016 PROPOSED BUDGET

## EXECUTIVE SUMMARY

The 2015-2016 proposed budget focuses on two key areas: increasing member participation in Association programs, and the professional development of local board of education members. Both are critical within the context of federal and state education reforms and the current financial climate in which school districts operate.

All training required by the New Jersey School Ethics Act and the New Jersey School District Accountability Act will continue to be provided as a dues-based service. These programs include Governance I, which members may complete through one of three formats: an in-person one-day conference; an online program; and a weekend New Board Member Orientation. Based on the observations of long-term board members and school administrators, NJSBA reestablished the weekend New Board Member Orientation program in March 2013. The program provides in-depth rigorous training. The proposed 2015-2016 budget provides for two weekend New Board Member Orientation programs at no cost to participants. The costs for the two weekend orientation programs will be accomplished through the efforts of ELFNJ. The proposed budget also provides dues based funding for Governance II, III, and IV in-person and on-line training.

For 2015-2016, NJSBA membership dues will remain frozen at the 2010-2011 level.

While reviewing the supporting financial documents, bear in mind that the proposed budget is formulated using both actual revenue and expense projections based on prior experience. This budget represents the minimum funding that NJSBA needs to continue delivering services to its members. Each Association department has fine-tuned the accounts for which it is responsible.

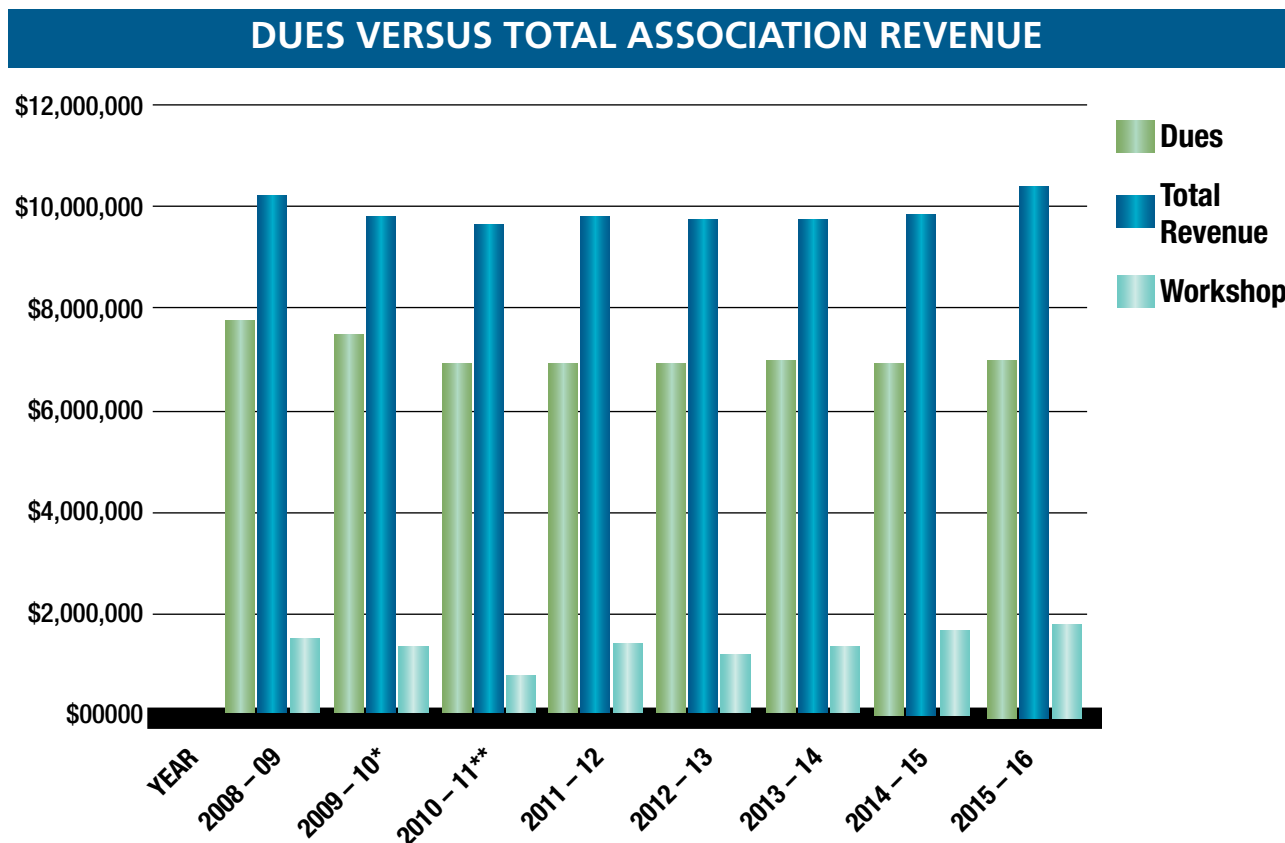
Fiscal year 2015-2016 revenue is projected to increase \$382,739, or 3.8%, over that of the current budget year.

To balance the 2015-2016 budget, we are proposing the use of \$225,000 of free balance. In previous years we have used free balance funds to balance the Association's budget. Despite using the free balance reserve to balance the NJSBA budgets in the past, this reserve has grown slightly from \$3,479,385 on June 30, 2012 to a projected reserve balance of \$3,625,805 on June 30, 2015.

The chart below illustrates the Association's efforts to maintain needed services and create new ones by increasing income from sources other than dues. The proposed budget will reduce reliance on dues from over 80% of total revenue in fiscal year 2010-2011 to 68.7% in the proposed 2015-2016 budget. *(See chart and graph on next page)*

PERCENTAGE OF DUES VERSUS TOTAL ASSOCIATION REVENUE					
YEAR	DUES	TOTAL REVENUE	DUES AS PERCENT OF TOTAL REVENUE	WORKSHOP REVENUE	WORKSHOP AS PERCENT OF TOTAL REVENUE
2008-09	\$ 7,582,113	\$ 10,283,109	73.7%	\$ 1,740,187	16.9%
2009-10	\$ 7,459,299	\$ 9,796,565	76.1%	\$ 1,540,803	15.7%
2010-11	\$ 7,142,871	\$ 8,921,057	80.0%	\$ 822,322	9.2%
2011-12	\$ 7,146,930	\$ 9,415,482	75.9%	\$ 1,350,851	14.3%
2012-13	\$ 7,114,446	\$ 9,742,299	73.0%	\$ 1,495,694	15.4%
2013-14	\$ 7,066,907*	\$ 9,950,593	71.0%	\$ 1,658,933	16.7%
<b>BUDGET 2014-2015</b>	\$ 7,114,314	\$ 9,973,932	71.3%	\$ 1,660,550	16.7%
<b>BUDGET 2015-2016</b>	\$ 7,114,310	\$ 10,356,671	68.7%	\$ 1,802,984	17.4%

\* DUES REDUCED BY GRANT FOR SUPERSTORM SANDY DISTRICTS



The above chart and graph illustrates the relationship among dues revenue, total revenue and workshop revenue.

The 2015-2016 budget also provides for three non-dues revenue sources: USBAflex, the NJSBA Corporate Partner Program, and a new program, called TEC (Technology for Education and Career). This new program encompasses NJEDge, a service already in use by many districts.

**USBAflex** is a flexible benefits program that the Association sponsors for New Jersey school districts. Administrative costs for USBAflex are 40% to 50% less than those of other flexible spending plan providers. Through December 31, 2014, 14 school districts are participating in this program.

**The NJSBA Corporate Partner Program** is a year-round effort to engage commercial and non-profit vendors, sponsors and advertisers in NJSBA's mission to advance student achievement through effective school district governance.

**Participants in the Corporate Partner Program** pay a membership fee that entitles them to work with NJSBA in marketing their product(s) or service(s). The NJSBA marketing package offered to corporate partners includes Workshop participation, county program sponsorships, presentation opportunities and advertising in NJSBA publications.

**Technology for Education and Career** is a program that enables school to purchase technological tools and services at reduced costs. NJSBA's TEC program is endorsed by the New Jersey Department of Education. The program assists schools by securing cost saving alternatives for creating, establishing and continuing the most current digital learning opportunities available for students. It includes the NJEDge program:

**NJEDge** provides software that enables districts to reduce their Information Technology expenses by virtualizing servers and desktops. In addition to cost savings, this technology gives IT administrator's greater control over each device on their network while enabling them to manage it remotely. We anticipate an increase in revenue from the NJEDge program in fiscal year 2015-2016.

## BUDGET DETAIL

### Total Dues

Total Dues encompasses four revenue sources: General Membership Dues for local boards of education; Affiliate Membership Dues, which includes educational services commissions and jointure commissions; Associate Membership Dues, which includes charter schools; and Professional Membership Groups, including statewide networks of school board attorneys and personnel administrators.

**General Membership Dues** for 2015-2016 are projected at \$7,114,310, the same amount that was budgeted and paid for in 2014-2015. The average dues amount per local board is \$12,245.

**Affiliate Membership** Any public education agency, organization or commission established under N.J.S.A. 18A that has as its purpose the provision of services, programs or assistance to district boards of education in the delivery of public education to the students of New Jersey, and which is governed by a body consisting of at least one representative of a district board of education, can join the Association as an Affiliate Member. Educational Services Commissions and Jointure Commissions are eligible to join NJSBA under this category. We are projecting ten Affiliate Memberships in 2015-2016 for a total of \$12,000 in dues.

**Associate Membership Dues** Charter schools, interested persons or common-interest groups may become associate members of NJSBA, a designation that does not provide representation or voting privileges within the Delegate Assembly or the Board of Directors. The proposed 2015-2016 budget anticipates 72 charter school members paying full year membership dues. Full-year dues for an associate member is set at \$2,500.

## PROFESSIONAL MEMBERSHIP GROUPS

NJSBA sponsors three professional membership groups: the Personnel Administrators Association, the Educational Negotiators Association, and the Associate Membership Program for School Attorneys.

**PAA/ENA.** Under the proposed budget, combined membership in two labor relations-oriented professional membership groups—the Personnel Administrators Association (PAA) and the Educational Negotiators Association (ENA)—is projected at 120. Annual dues will be \$325 per person, for total revenue of \$39,000.

- PAA provides school district personnel administrators with resources, information and opportunities to network with colleagues throughout the state.
- ENA is open to professional negotiators and offers a variety of labor relations data and information developed by NJSBA.

**Associate Membership Program** for School Attorneys (AMPSA). NJSBA and the New Jersey Association of School Attorneys inaugurated the AMPSA program to provide school attorneys with an extensive range of learning and development opportunities in school law. Membership is open to individual school board attorneys and offers a three-tiered system of payment. All school attorneys enrolled in AMPSA are automatically enrolled in the New Jersey Association of School Attorneys. Projected dues revenue for this program, \$54,280, represents an increase of \$14,400, or 36%. This higher revenue is based on an anticipated increase in membership and increased membership fees for 2015-2016.

**Corporate Partnership Program** as described above.

## 2015 WORKSHOP PROJECTIONS

**Net income** (receipts over expenditures) from Workshop 2015 will exceed that for the 2014 conference due to increased attendee registration and sponsorships.

**Revenue** from exhibitors and sponsors For Workshop 2015, we anticipate \$1,802,984 in revenue, including exhibit space sales, sponsorships and registration. This amount is \$142,434, or 8.6%, higher than budgeted receipts for Workshop 2014.

**Expenses for Workshop 2015** are budgeted at \$757,950, an 8.4% increase in expenditures over that budgeted for Workshop 2014. Workshop 2015 anticipated net revenue (revenue minus expenditures) is \$83,309 above net revenue for Workshop 2014.

## CONFERENCES

**Revenue** from non-mandatory training programs is projected at \$232,657, an increase of \$101,231, or 77%, from the current-year budgeted amount. For 2015-2016, this category includes revenue projections for the Spring School Law Forum, four labor relations programs, increased Leadership offerings and the Technology Conference. We are anticipating increased attendance at all of our non-mandatory training programs.

**Expenses** related to the programs include facility rental, audio-visual equipment, food and beverage service, printed materials, and mileage reimbursement for staff and speakers. The proposed budget projects these expenses at \$90,645, a 10.8 % increase.

## CONTRACTED SERVICES

NJSBA offers a variety of services on a contracted, or fee, basis. These critical labor-intensive services are used by individual school boards requiring those services in a given year. Consequently, the Association charges boards a fee to offset the cost of providing the services, although these programs are underwritten in part by dues.

Revenue in this category is anticipated at \$573,837, a 6.7% increase from last year's budgeted amount.



## **OVERHEAD**

Overhead costs include staff salaries and benefits, headquarters facility costs, insurance and office expenses. This category is anticipated to increase by \$368,782, or 4.3%.

This budget anticipates the addition of a Field Service representative to staff. This addition is necessary as NJSBA is experiencing an increase in the requests from local boards for in-district services.

## **MERIT INCREASES**

For 2015-2016, the increase recommended by Compensation Resources, an independent salary consultant, is 0 to 3%. All increases are based on the employee's annual performance evaluation. To be eligible for the maximum increase, a staff member would need to score 100% on their performance evaluation.

## **PUBLICATIONS**

For print volumes, books are produced and shipped to NJSBA on demand through a vendor, Absolute Book Printing. This arrangement results in a small expenditure for the production of the publications volumes. For 2015-2016, anticipated revenue from books will be \$24,429, a slight decrease from the amount budgeted for 2014-2015. It is anticipated the Association will develop a plan to update core publications designed to meet member needs in key areas of school board responsibility.

## **INVESTMENT AND MISCELLANEOUS INCOME**

Investment income is anticipated to remain at same level as 2014-2015. Interest earned on surplus and unexpended funds remains at historically low rates.

For 2015-2016, we anticipate that the Association will receive \$5,000 in interest income. The Association is projecting an annualized balance of \$2,400,000 and an average interest rate of 0.2%.

Miscellaneous income is projected at \$225,795 for 2015-2016. This represents an increase of \$100,995 or 81% over the amount budgeted in the 2014-2015 budget. The Association anticipates revenue under this category to come from USBAflex, the TEC Program including NJEDge, and the Corporate Partnership Program.



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
STATEMENT OF RECEIPTS AND EXPENDITURES  
AS BUDGETED ON 2/25/15**

	<b>BUDGET 2013-2014</b>	<b>BUDGET 2014-2015</b>	<b>ACTUAL DEC. 2014</b>	<b>BUDGET 2015-2016</b>
MEMBERSHIP DUES	7,114,466.00	7,114,314.00	7,114,309.86	7,114,310.00
MEMBERSHIP PROGRAMS	212,400.00	285,280.00	270,315.00	285,380.00
<b>TOTAL MEMBERSHIPS RECEIPTS</b>	<b>7,326,866.00</b>	<b>7,399,594.00</b>	<b>7,384,624.86</b>	<b>7,399,690.00</b>
<b>MEMBERSHIP EXPENDITURES:</b>				
COMMITTEES	80,653.00	77,912.00	31,842.52	76,924.00
CONFERENCES - DUES BASED, NET	11,579.00	41,923.00	(3,010.00)	49,788.00
MEMBERSHIP SERVICES & PROGRAMS	188,742.00	204,691.00	103,362.86	203,282.00
PUBLICATIONS INCLUDED WITH MEMBERSHIPS, NET	104,577.00	137,685.00	69,644.86	103,672.00
TRAVEL & LIAISON	154,369.00	160,870.00	72,701.42	163,453.00
<b>TOTAL MEMBERSHIPS EXPENDITURES</b>	<b>539,920.00</b>	<b>623,081.00</b>	<b>274,541.66</b>	<b>597,119.00</b>
<b>OVERHEAD:</b>				
SALARIES	5,135,810.00	5,418,349.00	2,475,757.53	5,761,760.00
PERSONNEL ADMINISTRATION & TRAINING	2,286,566.00	2,197,191.00	813,852.07	2,316,892.00
HEADQUARTERS HOUSING	395,062.00	430,972.00	256,011.32	406,165.00
INSURANCE	79,318.00	81,264.00	82,513.55	81,417.00
OFFICE EXPENSE	325,817.00	406,106.00	201,811.52	336,430.00
<b>TOTAL OVERHEAD EXPENDITURES</b>	<b>8,222,573.00</b>	<b>8,533,882.00</b>	<b>3,829,945.99</b>	<b>8,902,664.00</b>
<b>NET MEMBERSHIPS</b>	<b>(1,435,627.00)</b>	<b>(1,757,369.00)</b>	<b>3,280,137.21</b>	<b>(2,100,093.00)</b>
WORKSHOP RECEIPTS	1,480,090.00	1,660,550.00	1,831,448.00	1,802,984.00
WORKSHOP EXPENDITURES	623,075.00	699,525.00	791,395.58	757,950.00
<b>NET WORKSHOP</b>	<b>857,015.00</b>	<b>961,025.00</b>	<b>1,040,052.42</b>	<b>1,045,034.00</b>
FEE BASED SERVICE RECEIPTS	504,207.00	537,837.00	258,638.47	573,987.00
FEE BASED SERVICE EXPENDITURES*	294,429.00	190,375.00	70,279.60	136,164.00
<b>NET FEE BASED SERVICES</b>	<b>209,778.00</b>	<b>347,462.00</b>	<b>188,358.87</b>	<b>437,823.00</b>
CONFERENCE RECEIPTS	87,519.00	131,426.00	46,317.00	232,657.00
CONFERENCE EXPENDITURES	54,301.00	81,839.00	16,832.26	90,645.00
<b>NET CONFERENCES</b>	<b>33,218.00</b>	<b>49,587.00</b>	<b>29,484.74</b>	<b>142,012.00</b>
<b>NET PUBLICATIONS</b>	<b>23,745.00</b>	<b>24,495.00</b>	<b>21,314.07</b>	<b>24,429.00</b>
MISC. RECEIPTS INCLUDING INVESTMENT INCOME	111,871.00	124,800.00	92,801.23	225,795.00
FREE BALANCE REVENUE	200,000.00	250,000.00		225,000.00
<b>NET RECEIPTS OVER EXPENDITURES</b>	<b>0.00</b>	<b>0.00</b>	<b>4,652,148.54</b>	<b>0.00</b>

\*Expenditures include an allocation of salary based on time actually spent on these services in budget year 2013-2014.



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2013-2014	2014-2015	2014-2015	2015-2016
		Budget	Budget	12/31/14 YTD	Executive Director Budget Recommendation
<b>Membership Dues</b>					
01-01-20-40010-0000	General Membership Dues	7,114,466.00	7,114,314.00	7,114,309.86	7,114,310.00
01-01-20-40011-0000	Dues discount, Sandy grant	0.00	0.00	0.00	0.00
	<b>Total Membership Dues</b>	<b>7,114,466.00</b>	<b>7,114,314.00</b>	<b>7,114,309.86</b>	<b>7,114,310.00</b>
<b>Membership Programs</b>					
01-02-20-40110-0000	Affiliate Membership	6,300.00	6,300.00	8,100.00	12,000.00
01-02-20-40115-0000	Individual Associate Membership	100.00	100.00	0.00	100.00
01-02-20-40120-0000	Charter School Assoc. Membership	139,000.00	200,000.00	184,500.00	180,000.00
01-02-70-40125-0000	PAA-ENA	33,000.00	39,000.00	41,970.00	39,000.00
01-02-80-40130-0000	AMPSA	34,000.00	39,880.00	35,745.00	54,280.00
	<b>Total Membership Programs</b>	<b>212,400.00</b>	<b>285,280.00</b>	<b>270,315.00</b>	<b>285,380.00</b>
	<b>Total Memberships</b>	<b>7,326,866.00</b>	<b>7,399,594.00</b>	<b>7,384,624.86</b>	<b>7,399,690.00</b>
<b>Membership Expenditures:</b>					
<b>Committees</b>					
01-17-10-60705-0000	Board of Directors	34,158.00	31,563.00	9,420.31	31,585.00
01-17-10-60710-0000	Executive Committee	3,831.00	4,781.00	354.30	4,781.00
01-17-10-60715-0000	Nominating Committee	5,547.00	5,547.00	0.00	1,689.00
01-17-10-60720-0000	Unassigned Committees	3,000.00	3,000.00	9,161.14	3,000.00
01-17-20-60735-0000	Finance Committee	150.00	150.00	0.00	150.00
01-17-20-60740-0000	Audit Committee	400.00	400.00	0.00	400.00
01-17-50-60760-0000	Legislative/Resolutions	5,800.00	6,300.00	2,058.90	6,800.00
01-17-50-60765-0000	Federal Relations Network	6,066.00	6,082.00	5,311.14	6,252.00
01-17-50-60770-0000	School Finance Committee	1,500.00	1,549.00	310.06	2,146.00
01-17-80-60780-0000	Delegate Assembly	11,235.00	9,796.00	5,123.62	10,746.00
01-17-80-60785-0000	Resolution Subcommittee	2,516.00	2,274.00	103.05	3,221.00
01-17-80-60790-0000	Special Education Committee	1,450.00	1,470.00	0.00	1,154.00
01-17-95-60800-0000	Urban Boards Committee	5,000.00	5,000.00	0.00	5,000.00
	<b>Total Committees</b>	<b>80,653.00</b>	<b>77,912.00</b>	<b>31,842.52</b>	<b>76,924.00</b>



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2015-2016		
		2013-2014 Budget	2014-2015 Budget	2014-2015 12/31/14 YTD
	<b>Conferences - Dues Based, Net</b>			<b>Executive Director Budget Recommendation</b>
01-04-60-40341-0000	County Programs	0.00	0.00	(1,060.00)
01-04-60-40344-0000	Charter School Governance	0.00	0.00	0.00
01-04-60-40385-0000	Mandatory Training	(104,000.00)	(104,000.00)	(1,950.00)
01-04-60-40390-0000	County Meeting Sponsorships	(184,800.00)	(184,800.00)	0.00
01-18-60-60945-0000	Weekend Orientation Conference	103,188.00	104,188.00	0.00
01-18-60-60947-0000	Mandatory Training	5,315.00	1,300.00	0.00
01-18-60-60949-0000	Regional Training	3,800.00	3,800.00	0.00
01-18-60-60950-0000	One Day Orientation	23,226.00	14,585.00	0.00
01-18-60-60959-0000	County Programs	164,850.00	206,850.00	0.00
	<b>Total Conferences - Dues Based, Net</b>	<b>11,579.00</b>	<b>41,923.00</b>	<b>(3,010.00)</b>
	<b>Membership Services &amp; Programs</b>			
01-24-05-62210-0000	NJSBA Web Site	15,000.00	15,000.00	33.76
01-24-10-62215-0000	Advocacy	50,000.00	50,000.00	9,994.37
01-24-10-62220-0000	Consultants' Services	20,000.00	20,000.00	0.00
01-24-10-62230-0000	NSBA Dues	85,061.00	89,729.00	87,681.00
01-24-10-62235-0000	Reception at NSBA Convention	0.00	3,500.00	0.00
01-24-10-62247-0000	Board Member Recognition Program	310.00	310.00	0.00
01-24-10-62248-0000	Student Achievement Task Force	0.00	1,853.00	0.00
01-24-10-62249-0000	Training Task Force	0.00	2,729.00	0.00
01-24-15-62250-0000	Special Education Week	2,500.00	2,500.00	0.00
01-24-40-62260-0000	County Assoc. Leadership	5,000.00	5,000.00	1,906.83
01-24-50-62265-0000	Association Advocacy	6,000.00	7,000.00	394.84
01-24-60-62266-0000	Parent Connections	0.00	2,100.00	0.00
01-24-70-62270-0000	PAAVENA	3,815.00	4,020.00	1,320.00
01-24-80-62285-0000	AMP/SA On-Line	1,056.00	950.00	35.18
01-24-10-62289-0000	IT Fund Expense	0.00	0.00	0.00
01-24-10-62290-0000	Strategic Plan Expense*	0.00	0.00	1,996.88
	<b>Total Membership Services &amp; Programs</b>	<b>188,742.00</b>	<b>204,691.00</b>	<b>103,362.86</b>
	<b>Total</b>	<b>199,321.00</b>	<b>246,614.00</b>	<b>100,352.86</b>

\*No budget for this account, will release reserve at year end



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2013-2014			2014-2015		2015-2016	
		Budget	Budget	Budget	2014-2015 12/31/14 YTD	Executive Director Budget	Executive Director Recommendation	
<b>Pubs. included with Memberships &amp; Marketing, Net</b>								
01-05-30-40420-0000	Board Member Reminder Adv Sales	(3,230.00)	(3,230.00)	(3,230.00)	(2,690.00)	(2,580.00)	(2,580.00)	
01-05-30-40425-0000	New Jersey School Leader Adv Sales	(71,000.00)	(71,000.00)	(74,000.00)	(28,717.04)	(91,549.00)	(91,549.00)	
01-05-30-40428-0000	eSchool Board Notes And Sales	0.00	0.00	(15,000.00)	0.00	0.00	0.00	
01-05-35-40429-0000	Online Charter School Newsletter Adv Sales	0.00	0.00	(3,000.00)	0.00	(3,000.00)	(3,000.00)	
01-21-10-61505-0000	Executive Office Printed Material	525.00	525.00	525.00	457.88	525.00	525.00	
01-21-15-61510-0000	Campaign Activities	2,050.00	2,050.00	2,050.00	0.00	2,050.00	2,050.00	
01-21-15-61520-0000	Media Relations	630.00	630.00	630.00	0.00	300.00	300.00	
01-21-30-61530-0000	Board Member Reminder	9,783.00	9,783.00	9,913.00	1,305.64	2,000.00	2,000.00	
01-21-30-61535-0000	Misc. Graphics & Publications	3,779.00	3,779.00	3,527.00	1,607.93	4,374.00	4,374.00	
01-21-30-61540-0000	New Jersey School Leader	43,800.00	43,800.00	47,346.00	19,005.10	48,338.00	48,338.00	
01-21-30-61550-0000	School Board Notes	63,460.00	63,460.00	60,114.00	26,435.77	61,320.00	61,320.00	
01-21-40-61555-0000	Field Service Printed Material	3,000.00	3,000.00	6,000.00	1,758.42	6,000.00	6,000.00	
01-21-40-61565-0000	Field Service Marketing/Advertising	2,000.00	2,000.00	2,500.00	1,227.88	2,500.00	2,500.00	
01-21-50-61575-0000	Legislative Directory	550.00	550.00	0.00	0.00	750.00	750.00	
01-21-65-61595-0000	Membership & Program Promotion	27,500.00	27,500.00	44,500.00	16,823.74	36,000.00	36,000.00	
01-21-35-61596-0000	Membership & Program Promotion - Charters	0.00	0.00	4,000.00	0.00	4,000.00	4,000.00	
01-21-65-61605-0000	Marketing - New Project Development	15,500.00	15,500.00	46,500.00	31,648.59	30,000.00	30,000.00	
01-21-70-61615-0000	The Negotiations Advisor	510.00	510.00	610.00	0.00	610.00	610.00	
01-21-80-61630-0000	DA Printed Materials	5,720.00	5,720.00	4,700.00	780.95	2,034.00	2,034.00	
	<b>Total Publications, net</b>	<b>104,577.00</b>	<b>104,577.00</b>	<b>137,685.00</b>	<b>69,644.86</b>	<b>103,672.00</b>	<b>103,672.00</b>	
<b>Travel &amp; Liaison</b>								
01-22-00-61805-0000	Officer Travel-Out of State	39,118.00	39,118.00	40,532.00	25,167.92	44,308.00	44,308.00	
01-22-00-61810-0000	Officer Travel-In State	7,500.00	7,500.00	7,500.00	2,432.19	7,500.00	7,500.00	
01-22-05-61815-0000	Information Technology	3,989.00	3,989.00	4,000.00	771.33	1,500.00	1,500.00	
01-22-10-61820-0000	Executive Director Travel	27,128.00	27,128.00	27,173.00	18,291.05	29,437.00	29,437.00	
01-22-10-61825-0000	Officer/Exec Liaison-Other Groups	1,000.00	1,000.00	500.00	531.66	500.00	500.00	
01-22-10-61835-0000	Exec Office Staff Travel excl. Exec. Dir.	4,000.00	4,000.00	4,000.00	2,825.45	4,000.00	4,000.00	
01-22-15-61840-0000	Public Information Office/Travel & Liaison	1,000.00	1,000.00	1,000.00	582.75	1,000.00	1,000.00	
01-22-20-61845-0000	Finance	5,000.00	5,000.00	4,000.00	347.92	2,500.00	2,500.00	
01-22-40-61860-0000	Field Services	38,000.00	38,000.00	35,000.00	13,946.21	35,000.00	35,000.00	



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2013-2014		2014-2015		2015-2016	
		Budget	Budget	12/31/14 YTD	Executive Director Budget	Recommendation	
<b>Travel &amp; Liason Continued:</b>							
01-22-50-61865-0000	Governmental Relations/Staff Travel	6,435.00	7,080.00	2,768.59	8,020.00		
01-22-50-61870-0000	Gov Relations Business - Lobbying	3,200.00	4,150.00	1,793.89	4,530.00		
01-22-60-61880-0000	Business Development Travel	0.00	2,500.00	168.42	2,000.00		
01-22-35-61881-0000	Charter School Travel	0.00	5,970.00	489.67	5,970.00		
01-22-60-61883-0000	Training Travel	0.00	0.00	0.00	3,000.00		
01-22-70-61885-0000	Labor Relations	9,000.00	9,900.00	2,336.24	9,900.00		
01-22-80-61890-0000	Legal/Policy Travel Expenses	8,999.00	7,565.00	248.13	4,288.00		
	<b>Total Travel &amp; Liason</b>	<b>154,369.00</b>	<b>160,870.00</b>	<b>72,701.42</b>	<b>163,453.00</b>		
	<b>Total Membership Expenditures</b>	<b>539,920.00</b>	<b>623,081.00</b>	<b>274,541.66</b>	<b>597,119.00</b>		
	<b>Overhead:</b>						
	<b>Salaries</b>						
01-10-13-60015-0000	Performance Increase	101,487.00	137,557.00	70,474.82	148,122.00		
01-10-14-60020-0000	Promotions/Adjustments	16,000.00	15,000.00	16,596.16	15,000.00		
01-10-17-60030-0000	Part Time	101,860.00	101,065.00	23,663.39	45,500.00		
01-10-20-60035-0000	Base Salaries	4,913,963.00	5,143,627.00	2,354,853.70	5,532,038.00		
01-10-75-60060-0000	Overtime	2,500.00	21,100.00	10,169.46	21,100.00		
	<b>Total Salaries</b>	<b>5,135,810.00</b>	<b>5,418,349.00</b>	<b>2,475,757.53</b>	<b>5,761,760.00</b>		
	<b>Personnel Administration &amp; Training</b>						
01-12-20-60110-0000	PERS	532,131.00	583,064.00	0.00	606,110.00		
01-12-20-60115-0000	Social Security	376,213.00	393,251.00	170,767.56	412,121.00		
01-12-20-60120-0000	Health Benefits Program - active	1,031,872.00	888,500.00	394,865.23	979,016.00		
01-12-20-60121-0000	Health Benefits Program - retiree	167,600.00	144,550.00	62,847.36	143,145.00		
01-12-20-60122-0000	Section 125/Flexible Spending Acct	1,000.00	1,000.00	440.00	1,000.00		
01-12-20-60125-0000	Dental Program	44,500.00	45,100.00	17,446.48	38,000.00		
01-12-20-60130-0000	Worker's Compensation Insurance	18,250.00	21,726.00	21,095.00	22,500.00		
01-12-20-60135-0000	Unemployment Claims	10,000.00	10,000.00	0.00	10,000.00		
01-12-25-60140-0000	Temporary Disability	5,000.00	5,000.00	677.50	5,000.00		
01-12-25-60145-0000	Tuition Reimbursement	5,000.00	5,000.00	3,330.00	5,000.00		
01-12-25-60150-0000	Employment Recruitment	5,000.00	5,000.00	1,129.00	5,000.00		
01-12-25-60155-0000	Temporary Help	5,000.00	5,000.00	49,310.37	5,000.00		
01-12-25-60160-0000	Temporary Professional Help	50,000.00	50,000.00	75,870.46	50,000.00		
01-22-10-61830-0000	Staff Development	35,000.00	40,000.00	16,073.11	35,000.00		
	<b>Total Personnel Administration</b>	<b>2,286,566.00</b>	<b>2,197,191.00</b>	<b>813,852.07</b>	<b>2,316,892.00</b>		



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2013-2014		2014-2015		2015-2016	
		Budget	Budget	12/31/14 YTD	Executive Director Budget	Recommendation	
<b>Headquarters Housing</b>							
01-13-05-60205-0000	Computer Network Lines	34,342.00	51,112.00	24,131.41	46,150.00		
01-13-05-60210-0000	Computer Development	23,220.00	24,360.00	67,341.19	15,000.00		
01-13-20-60215-0000	Telephone Costs	15,000.00	15,000.00	6,095.22	13,000.00		
01-13-20-60220-0000	Utilities	130,000.00	133,000.00	66,237.56	125,000.00		
01-13-20-60225-0000	Equipment Service Agreement	92,000.00	92,000.00	38,734.04	112,985.00		
01-13-20-60227-0000	Telecommunication	39,000.00	45,000.00	16,607.53	28,000.00		
01-13-20-60230-0000	Maintenance	30,000.00	30,000.00	16,559.54	25,000.00		
01-13-20-60235-0000	Furniture & Equipment	2,500.00	2,500.00	589.99	2,500.00		
01-13-20-60240-0000	Security system	28,000.00	36,500.00	19,714.84	37,000.00		
01-13-20-60245-0000	Unrecovered Accounts Receivable	1,000.00	1,500.00	0.00	1,500.00		
	<b>Total Headquarters Housing</b>	<b>395,062.00</b>	<b>430,972.00</b>	<b>256,011.32</b>	<b>406,165.00</b>		
<b>Insurance</b>							
01-15-20-60350-0000	Property and Casualty Liability	47,993.00	49,317.00	50,455.30	48,095.00		
01-15-20-60355-0000	Automobile	2,350.00	2,517.00	2,551.76	2,580.00		
01-15-20-60360-0000	A D & D Insurance	1,425.00	1,500.00	1,425.00	1,500.00		
01-15-20-60365-0000	Directors & Officers Liability	27,550.00	27,930.00	28,081.49	29,242.00		
	<b>Total Insurance</b>	<b>79,318.00</b>	<b>81,264.00</b>	<b>82,513.55</b>	<b>81,417.00</b>		
<b>Office Expense</b>							
01-16-00-60405-0000	Outside Legal Counsel/Legal Issues	25,000.00	25,000.00	0.00	25,000.00		
01-16-05-60410-0000	Computer Supplies & Typesetting	2,500.00	2,500.00	2,262.16	2,500.00		
01-16-05-60415-0000	Computer Contracts & Maintenance	96,542.00	157,517.00	117,719.97	128,601.00		
01-16-05-60420-0000	Computer Hardware & Software Purchases	10,000.00	20,000.00	5,199.79	20,000.00		
01-16-05-60425-0000	Information Systems - Library	1,500.00	1,500.00	842.28	1,500.00		
01-16-10-60430-0000	Executive - Library	2,865.00	3,065.00	1,359.33	2,430.00		
01-16-15-60435-0000	Public Information - Subscriptions	2,078.00	1,614.00	208.20	1,525.00		
01-16-15-60440-0000	Public Information - Paper/Postage	1,500.00	1,500.00	37.21	1,500.00		
01-16-20-60445-0000	Office Expense & Supplies	30,000.00	30,000.00	16,219.22	25,000.00		
01-16-20-60450-0000	Payroll Processing Services	15,900.00	16,900.00	8,210.30	17,700.00		
01-16-20-60460-0000	Public Advertisements-Purchasing	2,000.00	2,500.00	2,560.89	4,500.00		
01-16-20-60465-0000	Mailing & Printing Supplies	30,000.00	30,000.00	2,941.53	10,000.00		
01-16-20-60470-0000	Postage	30,000.00	30,000.00	9,544.04	15,000.00		
01-16-20-60475-0000	Audit - Office Expense	16,100.00	16,950.00	0.00	16,950.00		
01-16-20-60480-0000	Copier Rentals	35,000.00	40,000.00	21,772.02	35,000.00		
01-16-20-60485-0000	Finance - Library	1,500.00	1,500.00	0.00	1,000.00		
01-16-25-60490-0000	Human Resources - Library	400.00	400.00	190.00	400.00		



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2013-2014		2014-2015		2014-2015		2015-2016	
		Budget	Budget	Budget	Budget	12/31/14 YTD	Executive Director Budget	Executive Director Recommendation	
01-16-40-60505-0000	Professional Assoc. & Manuals	900.00		3,300.00		3,145.00	3,630.00		
01-16-50-60510-0000	Governmental Relations - Library/Membership/Sub.	5,250.00		4,750.00		1,481.29	4,950.00		
01-16-35-60516-0000	Charter Schools Library	0.00		700.00		0.00	700.00		
01-16-60-60517-0000	Training - Library	0.00		0.00		637.40	975.00		
01-16-70-60525-0000	Labor Relations - Library/Memberships	1,632.00		1,740.00		0.00	1,744.00		
01-16-80-60530-0000	Legal - Library	9,065.00		8,585.00		4,997.40	9,740.00		
01-16-90-60540-0000	Policy & Library Resources - Paper/Postage	1,335.00		1,335.00		108.49	1,335.00		
01-16-90-60545-0000	Policy & Library Resources - CPRM on the WEB	4,750.00		4,750.00		2,375.00	4,750.00		
	<b>Total Office Expense</b>	<b>325,817.00</b>		<b>406,106.00</b>		<b>201,811.52</b>	<b>336,430.00</b>		
	<b>Total Overhead Expenditures</b>	<b>8,222,573.00</b>		<b>8,533,882.00</b>		<b>3,829,945.99</b>	<b>8,902,664.00</b>		
	<b>MEMBERSHIPS, NET</b>	<b>(1,435,627.00)</b>		<b>(1,757,369.00)</b>		<b>3,280,137.21</b>	<b>(2,100,093.00)</b>		





**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2015-2016		
		2013-2014 Budget	2014-2015 Budget	2014-2015 12/31/14 YTD
<b>Workshop Receipts</b>				
01-03-20-40215-0000	W/S Transportation	35,000.00	35,000.00	30,281.00
01-03-60-40230-0000	Registration	369,500.00	448,000.00	530,300.00
01-03-60-40235-0000	Commercial Exhibits	775,320.00	775,320.00	767,850.00
01-03-60-40240-0000	Non-commercial Exhibits	10,000.00	11,000.00	11,500.00
01-03-60-40245-0000	Commercial-Extra Exhibitors	0.00	0.00	5,530.00
01-03-60-40250-0000	Program Advertising	88,750.00	99,350.00	127,350.00
01-03-60-40260-0000	School Law Forum	31,880.00	36,880.00	41,823.00
01-03-60-40280-0000	Workshop Sponsorships	164,640.00	250,000.00	316,814.00
01-03-60-40281-0000	Workshop TV	5,000.00	5,000.00	0.00
<b>Total Workshop Receipts</b>		<b>1,480,090.00</b>	<b>1,660,550.00</b>	<b>1,831,448.00</b>
<b>Workshop Expenditures</b>				
01-19-20-61210-0000	Workshop Transportation	33,000.00	33,000.00	32,788.50
01-19-60-61215-0000	Workshop Overtime	0.00	1,000.00	2,997.20
01-19-60-61220-0000	Event Production & Operations	279,800.00	350,000.00	435,165.36
01-19-60-61225-0000	Registration	10,300.00	10,300.00	14,621.08
01-19-60-61230-0000	Press Room	550.00	550.00	550.00
01-19-60-61235-0000	Event Cancellation Insurance	5,125.00	5,125.00	4,982.03
01-19-60-61245-0000	School Law Forum	14,500.00	14,500.00	12,274.78
01-19-60-61250-0000	CAL County Corner Booth	27,500.00	27,500.00	39,850.60
01-19-60-61255-0000	Officer Expense	2,000.00	2,000.00	2,558.81
01-19-60-61260-0000	Officers' Reception	10,500.00	12,500.00	25,124.66
01-19-60-61265-0000	Promotion	12,500.00	13,000.00	14,312.43
01-19-60-61270-0000	Sponsorships	79,500.00	79,500.00	81,938.54
01-19-60-61280-0000	Labor Relations Workshop	1,500.00	1,700.00	1,180.80
01-19-60-61285-0000	Group Sessions	5,500.00	5,600.00	1,364.81
01-19-60-61290-0000	General Sessions	30,000.00	30,000.00	9,565.72
01-19-60-61295-0000	Breakfast Program	3,000.00	3,000.00	3,997.50
01-19-60-61305-0000	Joint Workshop Registration	85,000.00	87,000.00	84,550.00
01-19-60-61310-0000	School P. R. Program	800.00	550.00	500.00
01-19-60-61315-0000	Action Labs	1,500.00	2,200.00	1,633.52
01-19-60-61325-0000	Legislative Update/State Board	500.00	500.00	0.00
01-19-60-61340-0000	Staff Expense	17,000.00	17,000.00	17,854.24
01-19-60-61345-0000	Workshop Convention Staff Expense	3,000.00	3,000.00	3,585.00
<b>Total Workshop Expenditures</b>		<b>623,075.00</b>	<b>699,525.00</b>	<b>791,395.58</b>
				<b>1,802,984.00</b>
				<b>757,950.00</b>



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2013-2014		2014-2015		2014-2015		2015-2016	
		Budget	Budget	Budget	Budget	12/31/14 YTD	Executive Director Budget	Executive Director Recommendation	
<b>WORKSHOP, NET</b>									
		<b>857,015.00</b>		<b>961,025.00</b>		<b>1,040,052.42</b>		<b>1,045,034.00</b>	
<b>Contracted Service Receipts</b>									
01-51-70-40650-0000	Salary Guide: Development & Construction Svcs	33,000.00		33,000.00		24,056.77		36,000.00	
01-52-90-40840-0000	District Manual on the Web-Microscribe	101,200.00		101,200.00		53,458.34		96,200.00	
01-52-90-40845-0000	Critical Policy Reference Manual	1,939.00		1,939.00		100.00		1,939.00	
01-52-90-40847-0000	Manual Writing Services	120,500.00		121,000.00		43,250.00		121,000.00	
01-52-90-40855-0000	Job Description manual	1,848.00		1,848.00		200.00		1,848.00	
01-52-90-40860-0000	Paperless Meetings (Schoolboardnet)	34,220.00		67,350.00		27,623.36		40,000.00	
01-52-90-40865-0000	Policy Maintenance Services	0.00		0.00		0.00		37,000.00	
01-79-40-40910-0000	Superintendent Searches	161,500.00		137,500.00		91,350.00		157,000.00	
01-79-40-40915-0000	Fee Based Service-Facility Planning	2,000.00		0.00		0.00		0.00	
01-79-40-40920-0000	Fee Based Service-Strategic Planning	38,000.00		65,000.00		17,600.00		74,000.00	
01-79-35-40922-0000	Fee Based Service-Charter Schools	10,000.00		5,000.00		0.00		5,000.00	
01-79-40-40930-0000	Fee Based Service-Community Planning	0.00		2,000.00		0.00		0.00	
01-79-40-40940-0000	Focus Group/Process Facilitation	0.00		2,000.00		1,000.00		4,000.00	
	<b>Total Fee based Service Receipts</b>	<b>504,207.00</b>		<b>537,837.00</b>		<b>258,638.47</b>		<b>573,987.00</b>	
<b>Contracted Service Expenditures</b>									
01-24-90-62550-0000	Policy - Online Services	75,300.00		96,100.00		38,775.00		71,000.00	
01-24-90-62560-0000	Paperless Board Meetings	32,000.00		57,000.00		23,333.33		32,000.00	
01-24-90-62565-0000	Policy Maintenance Services Costs	0.00		0.00		0.00		15,000.00	
01-80-40-65110-0000	NJSBA Superintendent Searches	64,462.00		15,000.00		4,625.88		9,500.00	
01-80-35-65115-0000	Charter School Fee-Based Service	1,000.00		1,000.00		236.51		1,000.00	
01-80-40-65125-0000	Strategic Planning Fee-Based Service	18,295.00		18,000.00		2,876.71		5,000.00	
01-80-40-65127-0000	Community Planning Fee- Based Service	0.00		100.00		0.00		0.00	
01-80-40-65130-0000	Focus Group/Process	518.00		100.00		0.00		0.00	
01-80-70-65500-0000	L/R Negotiation Services	14,300.00		825.00		240.14		825.00	
01-80-90-65135-0000	Policy Manual Writing Services	88,554.00		2,250.00		192.03		1,839.00	
	<b>Total Fee based Service Expenditures</b>	<b>294,429.00</b>		<b>190,375.00</b>		<b>70,279.60</b>		<b>136,164.00</b>	
	<b>FEE BASED SERVICES, NET</b>	<b>209,778.00</b>		<b>347,462.00</b>		<b>188,358.87</b>		<b>437,823.00</b>	
<b>Conference Receipts</b>									
01-04-30-40310-0000	Public Relations Forum	3,000.00		3,000.00		0.00		3,000.00	
01-04-35-40311-0000	Charter Schools Training Sponsors	0.00		4,000.00		0.00		4,000.00	
01-04-60-40305-0000	Leadership Training	0.00		25,000.00		22,400.00		67,500.00	
01-04-60-40309-0000	Highlights of Workshop 2014	0.00		0.00		3,800.00		0.00	
01-04-60-40312-0000	Technology Conference	0.00		0.00		0.00		28,000.00	
01-04-60-40313-0000	Technolov Conference Sponsors	0.00		0.00		0.00		45,500.00	



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2013-2014		2014-2015		2014-2015		2015-2016	
		Budget	Budget	Budget	12/31/14 YTD	Executive Director Budget	Recommendation		
01-04-70-40340-0000	Advanced Bargaining	15,800.00		18,000.00		0.00		0.00	
01-04-70-40350-0000	Bargaining at the table	11,175.00		11,175.00	12,218.00	15,920.00		15,920.00	
01-04-70-40355-0000	Preparing for Bargaining	10,430.00		11,175.00	7,152.00	14,925.00		14,925.00	
01-04-70-40360-0000	Analyzing/Constructing Salary Guides	12,450.00		13,695.00	747.00	16,445.00		16,445.00	
01-04-80-40370-0000	Intermediate School Law Conference	7,875.00		13,695.00	0.00	0.00		0.00	
01-04-80-40375-0000	Spring School Law Forum	22,410.00		26,910.00	0.00	32,591.00		32,591.00	
01-04-80-40376-0000	School Board Attorney Training Program	3,980.00		4,776.00	0.00	4,776.00		4,776.00	
01-04-80-40380-0000	Conference-Rowan University	399.00		0.00	0.00	0.00		0.00	
	<b>Total Conference Receipts</b>	<b>87,519.00</b>		<b>131,426.00</b>	<b>46,317.00</b>	<b>232,657.00</b>		<b>232,657.00</b>	
	<b>Conference Expenditures</b>								
01-18-60-60940-0000	Leadership Training	0.00		25,000.00	15,274.67	39,375.00		39,375.00	
01-18-60-60942-0000	Technology Conference Costs	0.00		0.00	0.00	14,700.00		14,700.00	
01-18-70-60955-0000	Advanced Bargaining Program	15,230.00		15,230.00	1,057.83	0.00		0.00	
01-18-70-60965-0000	Bargaining at the table	6,841.00		9,811.00	99.70	9,811.00		9,811.00	
01-18-70-60970-0000	Preparing for Bargaining	6,841.00		7,385.00	400.06	7,385.00		7,385.00	
01-18-70-60975-0000	Analyzing/Construct Salary Guides Prog.	8,173.00		7,662.00	0.00	7,662.00		7,662.00	
01-18-70-60976-0000	School Board Attorney Training Program	1,388.00		1,387.00	0.00	1,390.00		1,390.00	
01-18-80-60985-0000	Intermediate School Law Conference	5,648.00		5,647.00	0.00	0.00		0.00	
01-18-80-60990-0000	Spring School Law Forum	7,676.00		7,675.00	0.00	8,529.00		8,529.00	
01-24-30-62255-0000	Public Relations Forum	2,504.00		2,042.00	0.00	1,793.00		1,793.00	
	<b>Total Conference Expenditures</b>	<b>54,301.00</b>		<b>81,839.00</b>	<b>16,832.26</b>	<b>90,645.00</b>		<b>90,645.00</b>	
	<b>CONFERENCES, NET</b>	<b>33,218.00</b>		<b>49,587.00</b>	<b>29,484.74</b>	<b>142,012.00</b>		<b>142,012.00</b>	
	<b>Publications</b>								
01-52-30-40727-0000	Non-Periodical Publications	3,000.00		3,000.00	4,083.00	3,000.00		3,000.00	
01-52-70-40785-0000	The Negotiations Advisor On-Line	7,500.00		7,500.00	5,610.00	7,500.00		7,500.00	
01-52-70-40805-0000	On-Line Index and Analysis of PERC Decision	7,500.00		8,250.00	7,332.00	8,250.00		8,250.00	
01-52-80-40825-0000	School Law Index	7,500.00		7,500.00	5,250.00	7,500.00		7,500.00	
01-21-30-61542-0000	Publication Reproduction	(1,755.00)		(1,755.00)	(960.93)	(1,821.00)		(1,821.00)	
	<b>PUBLICATIONS, NET</b>	<b>23,745.00</b>		<b>24,495.00</b>	<b>21,314.07</b>	<b>24,429.00</b>		<b>24,429.00</b>	



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
THREE YEAR BUDGET COMPARISON  
2013 – 2014 TO 2015 – 2016**

Account Number	Descriptions	2013-2014			2014-2015		2015-2016	
		Budget	Budget	Budget	2014-2015 12/31/14 YTD	Executive Director Budget	Executive Director Recommendation	
	<b>Misc. Receipts</b>							
01-51-20-40625-0000	NJSL/SBN Subscription	0.00	0.00	0.00	50.00	0.00	0.00	
01-51-20-40630-0000	Non-Profit Mailing Labels Sales	0.00	0.00	0.00	75.00	0.00	0.00	
01-51-20-40631-0000	Electronic Mailing Label Sales	0.00	0.00	0.00	900.00	0.00	0.00	
01-51-20-40635-0000	Plaque Sales	2,500.00	2,500.00	2,500.00	1,432.90	2,000.00	2,000.00	
01-21-20-61525-0000	Plaque Sales, costs	(2,000.00)	(2,000.00)	(2,000.00)	(789.24)	(2,000.00)	(2,000.00)	
01-06-20-40525-0000	Investment Income	5,000.00	5,000.00	5,000.00	2,196.69	5,000.00	5,000.00	
01-06-20-40530-0000	Miscellaneous Income	18,471.00	18,471.00	12,500.00	25,324.19	13,896.00	13,896.00	
01-06-20-40545-0000	Cancellations	0.00	0.00	0.00	1,010.00	0.00	0.00	
01-06-20-40560-0000	NJEDge.net	50,000.00	50,000.00	60,000.00	26,519.30	75,000.00	75,000.00	
01-06-20-40565-0000	Affiliate Partnership Program	2,100.00	2,100.00	1,000.00	0.00	36,026.00	36,026.00	
01-21-20-61575-0000	Affiliate Partner Program Costs	0.00	0.00	0.00	0.00	(9,450.00)	(9,450.00)	
01-06-20-40567-0000	SHI/Microsoft	0.00	0.00	7,000.00	7,709.19	18,000.00	18,000.00	
01-06-20-40568-0000	LiveStream Sponsorship Sales	0.00	0.00	12,000.00	0.00	0.00	0.00	
01-06-20-40569-0000	TEC Program	0.00	0.00	0.00	0.00	25,000.00	25,000.00	
01-06-20-40570-0000	Corporate Partnership Program	40,000.00	40,000.00	36,000.00	9,000.00	36,000.00	36,000.00	
01-21-20-61570-0000	Corporate Partnership Program Costs	(2,000.00)	(2,000.00)	(2,000.00)	0.00	(2,000.00)	(2,000.00)	
01-06-20-40585-0000	NJ Green Program of Study	0.00	0.00	0.00	0.00	35,523.00	35,523.00	
01-21-20-61580-0000	STEM & Sustainability Initiative	(2,200.00)	(2,200.00)	(7,200.00)	19,373.20	(7,200.00)	(7,200.00)	
	<b>MISC., NET</b>	<b>111,871.00</b>	<b>124,800.00</b>	<b>92,801.23</b>		<b>225,795.00</b>		
	Free Balance Revenue	200,000.00	250,000.00			225,000.00		
	<b>RECEIPTS OVER EXPENDITURES, NET</b>	<b>0.00</b>	<b>0.00</b>	<b>4,652,148.54</b>		<b>(225,000.00)</b>		



**NEW JERSEY SCHOOL BOARDS ASSOCIATION  
BUDGET RECAP  
2014 – 2015 AND 2015 – 2016**

REVENUES	2014-2015 BUDGET	2015-2016 BUDGET	INCREASE (DECREASE)	EXPENSES	2014-2015 BUDGET	2015-2016 BUDGET	INCREASE (DECREASE)
General Membership Dues	\$ 7,114,314	\$ 7,114,310	\$ (4)	Salary Accounts	\$ 5,418,349	\$ 5,761,760	\$ 343,411
Affiliate Membership	6,300	12,000	5,700	Personnel Administration	2,197,191	2,316,892	119,701
Individual Associate Membership	100	100	-	Housing, Trenton Headquarters	430,972	406,165	(24,807)
Charter School Assoc. Membership	200,000	180,000	(20,000)	Insurance	81,264	81,417	153
PAA - ENA Dues	39,000	39,000	-	Office Expense	406,106	336,430	(69,676)
AMPSA Dues	39,880	54,280	14,400	Committees	77,912	76,924	(988)
Workshop	1,660,550	1,802,984	142,434	Workshop	699,525	757,950	58,425
Conferences	131,426	232,657	101,231	Conferences	123,762	140,433	16,671
Advertising	95,230	97,129	1,899	Advertising, Promotions & Pub.	232,915	200,801	(32,114)
Publications	24,495	24,429	(66)	Membership Services & Programs	204,691	203,282	(1,409)
Contracted Services	537,837	573,987	36,150	Contracted Services	190,375	136,164	(54,211)
Investment Income	5,000	5,000	-	Travel/Liaison/Training	160,870	163,453	2,583
Miscellaneous	119,800	220,795	100,995				
Free Balance	250,000	225,000	(25,000)				
<b>TOTAL REVENUES</b>	<b>\$ 10,223,932</b>	<b>\$ 10,581,671</b>	<b>\$ 357,739</b>	<b>TOTAL EXPENSES</b>	<b>\$ 10,223,932</b>	<b>\$ 10,581,671</b>	<b>\$ 357,739</b>
<b>TOTAL BUDGET</b>	<b>\$ 10,223,932</b>	<b>\$ 10,581,671</b>	<b>\$ 357,739</b>	<b>TOTAL BUDGET</b>	<b>\$ 10,223,932</b>	<b>\$ 10,581,671</b>	<b>\$ 357,739</b>



## **FREE BALANCE ACCOUNTS 2015-2016 BUDGET**

On June 30, 2015, the Association's Free Balance is projected to be \$3,625,805. This amount includes two line items:

<b>Projected Undesignated Free Balance,</b>	<b>\$3,850,805</b>
<b>Projected Designated Balance</b>	<b>\$ 0</b>
<b>Projected Total Free Balance</b>	<b>\$3,850,805</b>

### **PROJECTED DESIGNATED FREE BALANCE**

It is projected the Capital Fund Building Account, the Strategic Plan Fund and the IT Capital Fund will have a zero balance on June 30, 2015.

The Strategic Plan Fund was established by the Board of Directors to fund needs of the 2008-2011 Strategic Plan not funded in the annual budget.

It is anticipated the Strategic Plan Fund will have \$0 remaining at June 30, 2015.



# ANTICIPATED UNDESIGNATED FREE BALANCE JUNE 30, 2015

Free Balance at June 30, 2014:	\$4,000,805
<b>MINUS:</b>	
Surplus designated for use in 2014-2015 Budget	<u>\$(250,000)</u>
<b>PLUS:</b>	
Revenue Over Expenses at June 30, 2015	<u>\$100,000</u>
Projected Undesignated Free Balance at June 30, 2015:	<u>\$ 3,850,805</u>
Amount the proposed 2015-2016 budget usage	\$ (225,000)
Net Projected Free Balance at June 30, 2015	<u>\$ 3,625,805</u>



# DESIGNATED FREE BALANCE ACCOUNTS ACCOUNT BREAKDOWN 2015-2016 BUDGET

## **Strategic Plan Fund:**

Balance June 30, 2014	\$ 3,740
Expended by June 30, 2015	<u>\$ 3,740</u>
Balance June 30, 2015	\$ 0

## **Capital Fund-Building:**

Balance June 30, 2014	\$ 51,777
Expended by June 30, 2015	<u>\$ 51,777</u>
Balance June 30, 2015	\$ 0
Total Designated Free Balance June 30, 2015	<u>\$ 0</u>





Celebrating 100 Years of Service

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