

**NEW JERSEY SCHOOL BOARDS
ASSOCIATION**

DRAFT 2020 – 2021 BUDGET

BOARD MEETING

MAY 8, 2020

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
STATEMENT OF RECEIPTS AND EXPENDITURES
AS OF MAY 8, 2020**

	ACTUAL 2018-2019*	BUDGET 2019-2020	REVISED PROPOSED BUDGET 2020-2021
MEMBERSHIP DUES	7,112,092	7,112,000	7,112,000
MEMBERSHIP PROGRAMS	297,051	277,300	274,795
TOTAL MEMBERSHIPS RECEIPTS	7,409,143	7,389,300	7,386,795
MEMBERSHIP EXPENDITURES:			
COMMITTEES	66,635	77,242	80,821
CONFERENCES - DUES BASED, NET	40,605	37,875	44,875
MEMBERSHIP SERVICES & PROGRAMS	192,870	200,727	178,214
PUBLICATIONS INCLUDED WITH MEMBERSHIPS, NET	19,772	74,517	69,104
TRAVEL & LIAISON	129,255	154,309	123,853
TOTAL MEMBERSHIPS EXPENDITURES	449,137	544,670	496,867
OVERHEAD:			
SALARIES	5,713,114	6,021,411	5,903,323
PERSONNEL ADMINISTRATION & TRAINING	2,118,608	2,368,972	2,106,670
HEADQUARTERS HOUSING	391,808	389,907	401,353
INSURANCE	89,174	96,853	96,717
OFFICE EXPENSE	292,582	352,859	353,990
TOTAL OVERHEAD EXPENDITURES	8,605,286	9,230,002	8,862,053
NET MEMBERSHIPS	(1,645,280)	(2,385,372)	(1,972,125)

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
STATEMENT OF RECEIPTS AND EXPENDITURES
AS OF MAY 8, 2020**

	ACTUAL 2018-2019*	BUDGET 2019-2020	REVISED PROPOSED BUDGET 2020-2021
WORKSHOP RECEIPTS	2,246,386	2,158,400	600,000
WORKSHOP EXPENDITURES	895,942	930,344	100,000
NET WORKSHOP	1,350,444	1,228,056	500,000
FEE BASED SERVICE RECEIPTS	675,507	823,016	824,655
FEE BASED SERVICE EXPENDITURES	318,213	355,964	361,235
NET FEE BASED SERVICES	357,294	467,052	463,420
CONFERENCE RECEIPTS	239,880	199,961	180,785
CONFERENCE EXPENDITURES	42,775	62,838	59,303
NET CONFERENCES	197,105	137,123	121,482
NET PUBLICATIONS	23,445	40,960	24,265
MISC. RECEIPTS INCLUDING INVESTMENT INCOME	289,144	287,181	292,958
FREE BALANCE REVENUE	0	225,000	570,000
NET RECEIPTS OVER EXPENDITURES	572,152	0	0

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021 Executive Director Budget Recommendation
Membership Dues				
01-01-20-40010-0000	General Membership Dues	7,112,092	7,112,000	7,112,000
	Total Membership Dues	7,112,092	7,112,000	7,112,000
Membership Programs				
01-02-20-40110-0000	Affiliate Membership	10,800	10,800	10,800
01-02-20-40120-0000	Charter School Assoc. Membership	191,250	172,500	172,500
01-02-70-40125-0000	PAA-ENA	53,449	50,000	47,500
01-02-80-40130-0000	AMPASA	41,552	44,000	43,995
	Total Membership Programs	297,051	277,300	274,795
	Total Memberships	7,409,143	7,389,300	7,386,795
Membership Expenditures:				
Committees				
01-17-10-60705-0000	Board of Directors	16,051	23,000	21,652
01-17-10-60710-0000	Executive Committee	2,001	1,200	1,200
01-17-10-60715-0000	Nominating Committee	3,623	1,757	3,971
01-17-10-60720-0000	Unassigned Committees	10,403	9,000	10,000
01-17-10-60725-0000	Standards & Assessments Committee	0	0	1,000
01-17-20-60735-0000	Finance Committee	60	100	100
01-17-20-60740-0000	Audit Committee	8	100	100
01-17-50-60760-0000	Legislative/Resolutions	10,815	13,000	13,000
01-17-50-60765-0000	Federal Relations Network	7,397	7,250	7,500
01-17-50-60770-0000	School Finance Committee	505	450	500
01-17-80-60780-0000	Delegate Assembly	11,154	11,398	12,922
01-17-80-60785-0000	Resolution Subcommittee	1,175	4,042	2,876
01-17-80-60790-0000	Special Education Committee	240	945	1,000
01-17-95-60800-0000	Urban Boards Committee	3,203	5,000	5,000
	Total Committees	66,635	77,242	80,821

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021 Executive Director Budget Recommendation
Conferences - Dues Based, Net				
01-04-60-40341-0000	County Programs	(1,800)	(500)	0
01-04-60-40385-0000	Mandatory Training	(1,150)	(5,000)	(5,000)
01-18-60-60945-0000	Weekend Orientation Conference	12,474	6,250	6,250
01-18-60-60947-0000	Mandatory Training	0	2,500	2,500
01-18-60-60949-0000	Regional Training - Student Achievement	0	1,000	500
01-18-60-60950-0000	One Day Orientation	3,193	3,125	3,125
01-18-60-60959-0000	County Programs	27,888	30,500	37,500
	Total Conferences - Dues Based, Net	40,605	37,875	44,875
Membership Services & Programs				
01-24-05-62210-0000	NJSBA Web Site	1,465	2,655	2,655
01-24-10-62215-0000	Advocacy	13,486	20,000	20,000
01-24-10-62220-0000	Consultants' Services	60,825	60,000	35,000
01-24-10-62230-0000	NSBA Dues	90,312	94,760	94,882
01-24-10-62235-0000	Reception at NSBA Convention	11,682	3,700	4,000
01-24-10-62248-0000	Student Achievement Task Force	105	0	0
01-24-15-62250-0000	Special Education Week	3,458	3,000	6,565
01-24-40-62260-0000	County Assoc. Leadership (CAL)	6,892	5,000	5,000
01-24-50-62265-0000	Association Advocacy	1,798	4,500	4,000
01-24-60-62266-0000	Parent Connections	257	2,000	1,000
01-24-70-62270-0000	PAA/ENA	2,290	4,502	4,502
01-24-80-62285-0000	AMPSA On-Line	300	610	610
	Total Membership Services & Programs	192,870	200,727	178,214

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021 Executive Director Budget Recommendation
Pubs. included with Memberships & Marketing, Net				
01-05-30-40425-0000	New Jersey School Leader Adv Sales, net of discount	(101,899)	(91,549)	(91,549)
01-06-20-40555-0000	Agency Discount	650		
01-05-30-40428-0000	eSchool Board Notes And Sales	(55)		
01-21-10-61505-0000	Executive Office Printed Material	1,447	750	750
01-21-15-61510-0000	Campaign Activities	0	500	500
01-21-30-61535-0000	Misc. Graphics & Publications	4,100	5,244	5,244
01-21-30-61540-0000	New Jersey School Leader	41,517	54,342	54,704
01-21-30-61550-0000	School Board Notes	31,213	36,210	35,330
01-21-40-61555-0000	Field Service Printed Material	6,026	4,000	4,000
01-21-40-61565-0000	Field Service Marketing/Advertising	2,248	2,000	2,000
01-21-50-61575-0000	Legislative Directory	0	1,220	1,250
01-21-65-61595-0000	Membership & Program Promotion	17,718	23,000	24,700
01-21-35-61595-0000	Membership & Program Promotion - Charters	1,000	1,000	1,000
01-21-65-61605-0000	Marketing - New Project Development	13,385	35,000	28,675
01-21-70-61615-0000	The Negotiations Advisor	0	500	500
01-21-80-61630-0000	DA Printed Materials	2,422	2,300	2,000
	Total Publications, net	19,772	74,517	69,104
Travel & Liaison				
01-22-00-61805-0000	Officer Travel-Out of State	33,983	53,405	34,013
01-22-00-61810-0000	Officer Travel-In State	15,382	10,000	15,000
01-22-05-61815-0000	Information Technology	0	0	0
01-22-10-61820-0000	Executive Director Travel	21,545	25,682	29,550
01-22-10-61825-0000	Officer/Exec Liaison-Other Groups	235	1,000	1,000
01-22-10-61835-0000	Exec Office Staff Travel excl. Exec. Dir.	2,379	1,500	1,500
01-22-10-61836-0000	Executive Director Subject/Content Meetings	1,489	1,000	1,000
01-22-15-61840-0000	Public Information Office/Travel & Liaison	695	1,000	1,000
01-22-20-61845-0000	Finance Travel/Liaison/Training	837	1,500	1,500
01-22-40-61860-0000	Field Services - Travel/Liaison/Training	33,400	32,000	12,000

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021 Executive Director Budget Recommendation
<u>Travel & Liason Continued:</u>				
01-22-50-61865-0000	Governmental Relations/Staff Travel	5,693	6,000	6,000
01-22-50-61870-0000	Gov Relations Related-Business	4,544	4,200	4,000
01-22-60-61879-0000	TEC Travel	385	2,000	1,500
01-22-60-61880-0000	Business Development Travel	1,093	1,500	3,000
01-22-35-61881-0000	Charter School Travel	2,136	3,732	2,800
01-22-60-61883-0000	Training Travel	458	2,500	2,500
01-22-70-61885-0000	Labor Relations Travel & Expense	2,361	5,000	5,000
01-22-80-61890-0000	Legal /Policy Travel Expenses	2,640	2,290	2,490
	Total Travel & Liaison	129,255	154,309	123,853
	Total Membership Expenditures	449,137	544,670	496,867
Overhead:				
Salaries				
01-10-14-60020-0000	Promotions/Adjustments	18,500	10,000	10,000
01-10-17-60030-0000	Part Time	116,944	128,443	131,195
01-10-20-60035-0000	Base Salaries	5,559,889	5,875,468	5,754,628
01-10-75-60060-0000	Overtime	17,781	7,500	7,500
	Total Salaries	5,713,114	6,021,411	5,903,323
Personnel Administration & Training				
01-12-20-60110-0000	PERS	739,587	791,833	720,244
01-12-20-60115-0000	Social Security	408,568	442,845	451,817
01-12-20-60120-0000	Health Benefits Program - active	788,017	803,000	710,030
01-12-20-60121-0000	Health Benefits Program - retiree	105,521	115,758	75,829
01-12-20-60122-0000	Section 125/Flexible Spending Acct	920	800	800
01-12-20-60125-0000	Dental Program	34,437	34,861	35,739
01-12-20-60130-0000	Worker's Compensation Insurance	17,157	18,875	18,211
01-12-20-60135-0000	Unemployment Claims	0	2,500	2,500
01-12-25-60140-0000	Temporary Disability	1,657	1,500	1,500
01-12-25-60145-0000	Tuition Reimbursement	0	2,500	2,500
01-12-25-60150-0000	Employment Recruitment	1,146	4,500	2,500
01-12-25-60160-0000	Temporary Professional Help	2,143	115,000	50,000
01-22-10-61830-0000	Staff Development	19,455	35,000	35,000
	Total Personnel Administration	2,118,608	2,368,972	2,106,670

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021 Executive Director Budget Recommendation
Headquarters Housing				
01-13-05-60205-0000	Computer Network Lines	46,985	47,700	47,700
01-13-05-60210-0000	Computer Development	22,260	0	0
01-13-05-60215-0000	Future Ready IT Project	8,673	25,000	25,000
01-13-20-60215-0000	Telephone Costs	10,740	13,000	13,000
01-13-20-60220-0000	Utilities	98,976	105,000	105,000
01-13-20-60225-0000	Equipment Service Agreement	99,804	96,359	100,805
01-13-20-60227-0000	Telecommunications	34,589	31,000	33,000
01-13-20-60230-0000	Maintenance	23,577	25,000	30,000
01-13-20-60235-0000	Furniture & Equipment	1,212	2,500	2,500
01-13-20-60240-0000	Security	43,550	42,848	42,848
01-13-20-60245-0000	Unrecovered Accounts Receivable	1,442	1,500	1,500
	Total Headquarters Housing	391,808	389,907	401,353
Insurance				
01-15-20-60350-0000	Property and Casualty Liability	45,322	50,216	50,216
01-15-20-60355-0000	Automobile	5,082	5,377	6,127
01-15-20-60360-0000	AD & D Insurance	1,425	1,425	1,496
01-15-20-60365-0000	Directors' & Officers' Liability	33,569	35,835	35,728
01-15-20-60370-0000	Cyber Security Insurance	3,776	4,000	3,150
	Total Insurance	89,174	96,853	96,717

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021 Executive Director Budget Recommendation
	Office Expense			
01-16-00-60405-0000	Outside Legal Counsel/Legal Issues	10,000	25,000	15,000
01-16-05-60410-0000	Computer Supplies & Typesetting	679	2,800	2,300
01-16-05-60415-0000	Computer Contracts & Maintenance	166,346	185,879	192,270
01-16-05-60420-0000	Computer Hardware & Software Purchases	2,949	2,500	2,500
01-16-05-60425-0000	Information Systems - Library	0	1,500	1,500
01-16-10-60430-0000	Executive - Library	1,991	5,800	5,800
01-16-15-60435-0000	Public Information - Subscriptions	1,097	1,682	1,800
01-16-15-60440-0000	Public Information - Paper/Postage	18	500	500
01-16-20-60445-0000	Office Expense & Supplies	31,354	30,000	32,000
01-16-20-60450-0000	Payroll Processing Services	0	3,200	3,200
01-16-20-60460-0000	Public Advertisements-Purchasing	1,497	2,500	2,500
01-16-20-60465-0000	Mailing & Printing Supplies	6,109	8,000	8,000
01-16-20-60470-0000	Postage	888	10,000	12,500
01-16-20-60475-0000	Audit Expense	19,000	19,320	20,157
01-16-20-60480-0000	Copier Rentals	33,570	35,500	35,500
01-16-25-60490-0000	Human Resources - Library	209	400	400
01-16-40-60505-0000	Professional Assoc. & Manuals	2,687	0	
01-16-50-60510-0000	Governmental Relations - Library/Membership/Sub.	4,410	4,500	4,500
01-16-35-60516-0000	Charter Schools Library	287	300	300
01-16-60-60517-0000	Training - Library	319	1,000	1,000
01-16-70-60525-0000	Labor Relations - Library/Memberships	3,060	2,538	2,538
01-16-80-60530-0000	Legal - Library	5,392	8,950	8,941
01-16-90-60540-0000	Policy & Library Resources - Paper/Postage	720	990	784
	Total Office Expense	292,582	352,859	353,990
	Total Overhead Expenditures	8,605,286	9,230,002	8,862,053
	MEMBERSHIPS, NET	(1,645,280)	(2,385,372)	(1,972,125)

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021
				Executive Director Budget Recommendation
Workshop Receipts				
01-03-20-40215-0000	Workshop Transportation	53,019	45,000	45,000
01-03-60-40230-0000	Registration	706,150	700,000	142,000
01-03-60-40235-0000	Commercial Exhibits	897,375	845,200	155,200
01-03-60-40240-0000	Non-Commercial Exhibits	20,700	20,000	20,000
01-03-60-40245-0000	Commercial - Extra Exhibitors	4,600	5,000	5,000
01-03-60-40250-0000	Program Advertising	122,500	120,000	20,700
01-03-60-40260-0000	School Law Forum	47,146	42,000	42,000
01-03-60-40280-0000	Workshop Sponsorships	394,096	380,000	169,000
01-03-60-40284-0000	Demo Table Sponsor	800	1,200	1,100
	Total Workshop Receipts	2,246,386	2,158,400	600,000
Workshop Expenditures				
01-19-20-61210-0000	Workshop Transportation	26,676	35,000	0
01-19-60-61215-0000	Workshop Overtime	1,033	1,000	1,000
01-19-60-61220-0000	Event Production & Operations	456,414	462,000	42,970
01-19-60-61225-0000	Registration	43,696	42,000	10,000
01-19-60-61235-0000	Event Cancellation Insurance	6,221	6,844	6,530
01-19-60-61245-0000	School Law Forum	15,320	15,500	0
01-19-60-61255-0000	Officer Expense	693	1,500	1,500
01-19-60-61265-0000	Promotion	24,506	28,000	8,000
01-19-60-61270-0000	Sponsorships	30,399	38,000	5,000
01-19-60-61290-0000	General Sessions	979	12,000	12,000
01-19-60-61305-0000	Joint Workshop Registration	77,073	86,000	10,000
01-19-60-61340-0000	Staff Expense	27,385	28,000	3,000
01-19-60-61345-0000	Workshop Convention Staff Expense	9,325	9,500	0
01-19-60-61346-0000	Workshop Food & Beverage	133,080	125,000	0
01-19-60-61347-0000	Workshop Internet - Telephone	43,142	40,000	0
	Total Workshop Expenditures	895,942	930,344	100,000
	WORKSHOP, NET	1,350,444	1,228,056	500,000

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021 Executive Director Budget Recommendation
Contracted Service Receipts				
01-51-70-40650-0000	Salary Guide: Development & Construction Svcs	41,868	41,625	41,625
01-52-90-40845-0000	Critical Policy Reference Manual	0	206	0
01-52-90-40847-0000	Manual Writing Services	44,750	37,500	37,500
01-52-90-40863-0000	Policy Alerts and Resources	1,078	3,980	3,980
01-52-90-40864-0000	Policy Manual Publication	25,769	38,405	40,150
New Account	Basic School Law Subscriptions			3,000
01-52-90-40865-0000	BoardDocs E-Governance Services	378,292	425,300	431,400
01-79-40-40910-0000	Superintendent Searches	107,250	150,000	140,000
01-79-40-40920-0000	Fee Based Service-Strategic Planning	61,500	96,000	96,000
01-79-35-40922-0000	Fee Based Service-Charter Schools	1,000	15,000	15,000
01-79-40-40930-0000	Fee Based Service-Community Planning	0	1,000	1,000
01-79-40-40935-0000	Fee Based Service-Strategic Plan Renewal	6,000	10,000	10,000
01-79-40-40940-0000	Focus Group/Process Facilitation	8,000	4,000	5,000
	Total Fee-Based Service Receipts	675,507	823,016	824,655
Contracted Service Expenditures				
01-24-90-62561-0000	Online Policy Manual Publications Expense	5,875	9,500	10,000
01-24-90-62562-0000	Policy Alerts and Resources Expenses	5,000	5,000	5,000
01-24-90-62565-0000	BoardDocs E-Governance Services Expenses	296,826	330,200	335,100
01-80-40-65110-0000	NJSBA Superintendent Searches	3,640	4,000	4,000
01-80-35-65115-0000	Charter School Fee-Based Service	241	500	250
01-80-40-65125-0000	Strategic Planning Fee-Based Service	6,203	4,000	5,000
01-80-40-65127-0000	Community Planning Fee- Based Service	0	400	0
01-80-40-65130-0000	Focus Group/Process	0	400	0
01-80-70-65500-0000	L/R Negotiation Services	195	1,100	1,100
01-80-90-65135-0000	Policy Manual Writing Services	233	864	785
	Total Fee Based Service Expenditures	318,213	355,964	361,235
	FEE BASED SERVICES, NET	357,294	467,052	463,420

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021
				Executive Director Budget Recommendation
Conference Receipts				
01-04-60-40304-0000	Student Achievement	0	9,356	
01-04-80-40365-0000	Special Education Conference		10,445	
01-04-30-40310-0000	Public Relations Forum	4,050	3,750	4,000
01-04-60-40305-0000	Leadership Training	3,518	0	0
01-04-60-40314-0000	Mental Health Conference (formerly The Opiate Crisis)	8,614	8,366	
01-04-70-40350-0000	Ready, Set, Bargain	18,004	9,834	9,834
01-04-60-40356-0000	Conferences Managed by Business Development Group	123,124	90,000	90,000
01-04-70-40360-0000	Analyzing/Constructing Salary Guides	9,952	8,940	8,940
01-04-70-40361-0000	Best Practices of Urban Boards	2,772		3,960
01-04-80-40370-0000	Intermediate School Law	5,878	5,000	4,975
01-04-80-40375-0000	Spring School Law Forum	27,508	28,106	28,106
01-04-80-40376-0000	School Law Essentials Training Program	7,572	7,164	5,970
01-04-80-40377-0000	Innovations in School Finance & EE Health Care	8,885	4,000	4,000
01-04-80-40378-0000	Leadership Series Conference	20,150	15,000	21,000
	Total Conference Receipts	239,880	199,961	180,785
Conference Expenditures				
01-18-60-60934-0000	Student Achievement Conference Costs		2,200	
01-18-70-60977-0000	Special Education Conference Costs		2,750	
01-18-60-60940-0000	Leadership Training	3,338	0	
01-18-60-60953-0000	Conferences Managed by Business Development Group	22,330	35,000	35,000
01-18-60-60956-0000	Leadership Series Conference Expenses	4,838	5,900	6,200
01-18-70-60961-0000	Best Practices of Urban Boards Expenses	1,373	0	1,545
01-18-70-60965-0000	Ready, Set, Bargain Expenses	2,376	1,242	2,404
01-18-70-60967-0000	Innovations in School Finance & EE Health Care	1,885	902	902
01-18-70-60975-0000	Analyzing/Construct Salary Guides Prog.	507	2,042	2,042
01-18-70-60976-0000	School Board Attorney Training Program	597	950	833
01-18-60-60979-0000	Mental Health Conference (formerly Opiate Conference)		1,700	
01-18-80-60985-0000	Intermediate School Law Conference Costs	477	950	928
01-18-80-60990-0000	Spring School Law Forum	4,623	7,716	7,966
01-24-30-62255-0000	Public Relations Forum	431	1,486	1,483
	Total Conference Expenditures	42,775	62,838	59,303
	CONFERENCES, NET	197,105	137,123	121,482

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2020-2021**

Account Number	Descriptions	2018-2019 Actual	2019-2020 Budget	2020-2021
				Executive Director Budget Recommendation
Publications				
01-52-30-40727-0000	Non-Periodical Publications	255	21,300	6,250
01-52-70-40785-0000	The Negotiations Advisor On-Line	9,505	8,090	8,090
01-52-70-40805-0000	On-Line Index and Analysis of PERC Decisions	10,555	9,000	9,000
01-52-80-40825-0000	School Law Index	3,130	4,000	3,500
01-21-30-61542-0000	Publication Reproduction	0	(1,430)	(2,575)
	PUBLICATIONS, NET	23,445	40,960	24,265
Misc. Receipts				
01-51-20-40635-0000	Plaque Sales	2,717	0	0
01-21-20-61525-0000	Plaque Sales, costs	(2,355)	(1,000)	(1,000)
01-06-20-40525-0000	Investment Income	127,286	100,000	100,000
01-06-20-40530-0000	Miscellaneous Income	6,106	100	2,500
01-21-20-61560-0000	Donation to ELF-NJ	(15,178)	0	0
01-06-20-40545-0000	Cancellations	1,061	500	500
01-06-20-40559-0000	Grants Office	1,065	4,500	3,000
01-06-20-40564-0000	ACES - Plus	37,468	14,000	14,000
01-06-20-40565-0000	Affiliate Partnership Program	13,261	17,000	14,000
01-21-20-61575-0000	NJSBA Products & Services		(2,450)	(2,000)
01-51-20-40625-0000	NJSL/SBN Subscription	90	0	
01-06-20-40567-0000	SHI/Microsoft	11,888	11,500	11,500
01-06-20-40569-0000	TEC Program	83,490	61,000	90,000
01-06-20-40570-0000	Corporate Membership Program	54,333	40,000	40,000
01-06-20-40571-0000	Solar Renewable Energy Credits	6,551	7,543	7,543
01-06-20-40578-0000	STEAM TANK Regional Competition	12,870	16,415	16,415
01-21-20-61570-0000	Corporate Membership Program Costs		(1,500)	(1,000)
01-06-20-40580-0000	iSTEAM and Sustainability Programs	5,583	0	
01-06-20-40581-0000	NASA Integrative STEM	0	7,353	0
01-06-20-40583-0000	iSTEAM & Sustainability Initiative Costs	7,585	0	
01-06-20-40585-0000	NJ Green Program of Study	0	20,000	0
01-21-20-61579-0000	iSTEAM Conference Costs	(13,727)	(5,280)	
01-21-20-61580-0000	Sustainability Initiative Costs	(950)		
01-21-20-61581-0000	NASA Integrative STEM Costs/STEAMTank Regional Costs		(2,500)	(2,500)
01-21-20-61590-0000	Contribution to Sustainable New Jersey	(50,000)		
	MISC., NET	289,144	287,181	292,958
	Free Balance Revenue		225,000	570,000
	RECEIPTS OVER EXPENDITURES, NET	572,152	0	0

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET RECAP
2019 - 2020 AND 2020 - 2021**

REVENUES	2019-2020 BUDGET	2020-2021 BUDGET	INCREASE (DECREASE)	EXPENSES	2019-2020 BUDGET	2020-2021 BUDGET	INCREASE (DECREASE)
General Membership Dues	\$ 7,112,000	\$ 7,112,000	\$	- Salary Accounts	\$ 6,021,411	\$ 5,903,323	\$ (118,088)
Affiliate Membership	10,800	10,800	\$	- Personnel Administration	2,368,972	2,106,670	\$ (262,302)
Individual Associate Membership	0	0	\$	- Housing: Trenton Headquarters	389,907	401,353	\$ 11,446
Charter School Assoc. Membership	172,500	172,500	\$	- Insurance	96,853	96,717	\$ (136)
PAA - ENA Dues	50,000	47,500	\$ (2,500)	Office Expense	352,859	353,990	\$ 1,131
AMPSA Dues	44,000	43,995	\$ (5)	Committees	77,242	80,821	\$ 3,579
Workshop	2,158,400	600,000	\$ (1,558,400)	Workshop	930,344	100,000	\$ (830,344)
Conferences	199,961	180,785	\$ (19,176)	Conferences	100,713	104,178	\$ 3,465
Advertising	91,549	91,549	\$	- Advertising, Promotions & Pub.	166,066	160,653	\$ (5,413)
Publications	40,960	24,265	\$ (16,695)	Membership Services & Programs	200,727	178,214	\$ (22,513)
Contracted Services	823,016	824,655	\$ 1,639	Contracted Services	355,964	361,235	\$ 5,271
Investment Income	100,000	100,000	\$	- Travel/Liaison/Training	154,309	123,853	\$ (30,456)
Miscellaneous	187,181	192,958	\$ 5,777				
Free Balance	225,000	570,000	\$ 345,000				
TOTAL REVENUES	\$ 11,215,367	\$ 9,971,007	\$ (1,244,360)	TOTAL EXPENSES	\$ 11,215,367	\$ 9,971,007	\$ (1,244,360)
TOTAL BUDGET	\$ 11,215,367	\$ 9,971,007	\$ (1,244,360)	TOTAL BUDGET	\$ 11,215,367	\$ 9,971,007	\$ (1,244,360)