



New Jersey School Boards Association **2022-2023 BUDGET**





INTRODUCTION TO THE 2022 - 2023 BUDGET

Under NJSBA's Bylaws, the Association's Finance Committee shall prepare the annual budget, which shall be submitted to the Board of Directors prior to the May/June Delegate Assembly. In addition, the Finance Committee shall, from time to time, advise the Board of Directors on all matters affecting the finances of the Association.

The recommended budget for 2022-2023 projects revenues and expenditures at \$10,751,249.
This budget is a balanced budget - revenues are equal to expenditures.

The proposed 2022-2023 budget is based on several assumptions:

- Providing a level of service to our membership in response to the changing needs, as identified in the goals of the 2022-2024 Strategic Plan;
- Continued development of an effective system of electronic communications and technology;
- Hosting an in-person Workshop in 2022.
- Development of the recently-launched NJSBA Online University, offering online training opportunities to local board members and to district staff personnel.
- Maintaining the high-quality, mandatory training programs, which are provided at no cost to board of education members. These programs include new board member orientation training, in-person Governance training, and online Governance programs.

NEW JERSEY SCHOOL BOARDS ASSOCIATION
STATEMENT OF RECEIPTS AND EXPENDITURES
AS OF FEBRUARY 7, 2022

| | ACTUAL 2020-2021 | BUDGET 2021-2022 | PROPOSED BUDGET 2022-2023 |
|---|---------------------|---------------------|---------------------------------|
| MEMBERSHIP DUES | 7,112,092 | 7,112,000 | 7,112,000 |
| MEMBERSHIP PROGRAMS | 291,087 | 270,908 | 295,619 |
| TOTAL MEMBERSHIPS RECEIPTS | 7,403,179 | 7,382,908 | 7,407,619 |
| MEMBERSHIP EXPENDITURES: | | | |
| COMMITTEES | 9,644 | 78,569 | 73,869 |
| CONFERENCES - DUES BASED, NET | 10,319 | 35,425 | 37,600 |
| MEMBERSHIP SERVICES & PROGRAMS | 152,514 | 197,605 | 343,177 |
| PUBLICATIONS INCLUDED WITH MEMBERSHIPS, NET | 34,809 | 54,650 | 52,710 |
| TRAVEL & LIAISON | 19,951 | 131,879 | 149,589 |
| TOTAL MEMBERSHIPS EXPENDITURES | 227,237 | 498,128 | 656,945 |
| OVERHEAD: | | | |
| SALARIES | 5,796,368 | 5,830,163 | 5,765,555 |
| PERSONNEL ADMINISTRATION & TRAINING | 2,127,537 | 2,239,183 | 2,301,596 |
| HEADQUARTERS HOUSING | 379,669 | 381,900 | 403,038 |
| INSURANCE | 95,541 | 101,608 | 114,956 |
| OFFICE EXPENSE | 358,911 | 419,658 | 398,623 |
| TOTAL OVERHEAD EXPENDITURES | 8,758,026 | 8,972,512 | 8,983,768 |
| NET MEMBERSHIPS | (1,582,084) | (2,087,732) | (2,233,094) |
| WORKSHOP RECEIPTS | 977,560 | 1,000,000 | 1,661,300 |
| WORKSHOP EXPENDITURES | 164,563 | 200,000 | 961,275 |
| NET WORKSHOP | 812,997 | 800,000 | 700,025 |
| FEE BASED SERVICE RECEIPTS | 932,275 | 759,050 | 511,150 |
| FEE BASED SERVICE EXPENDITURES | 498,376 | 358,600 | 17,500 |
| NET FEE BASED SERVICES | 433,899 | 400,450 | 493,650 |
| CONFERENCE RECEIPTS | 152,156 | 204,467 | 230,460 |
| CONFERENCE EXPENDITURES | 0 | 39,667 | 61,761 |
| NET CONFERENCES | 152,156 | 164,800 | 168,699 |
| NET PUBLICATIONS | 26,477 | 32,425 | 18,000 |
| MISC. RECEIPTS INCLUDING INVESTMENT INCOME | 282,166 | 340,057 | 402,720 |
| FREE BALANCE REVENUE | 0 | 350,000 | 450,000 |
| NET RECEIPTS OVER EXPENDITURES | 125,611 | 0 | 0 |

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET RECAP
2021 - 2022 AND 2022 - 2023**

| REVENUES | 2021-2022 BUDGET | 2022-2023 BUDGET | INCREASE (DECREASE) | EXPENSES | 2021-2022 BUDGET | 2022-2023 BUDGET | INCREASE (DECREASE) |
|----------------------------------|----------------------|----------------------|------------------------|--------------------------------|----------------------|----------------------|------------------------|
| General Membership Dues | \$ 7,112,000 | \$ 7,112,000 | \$ - | Salary Accounts | \$ 5,830,163 | \$ 5,765,555 | \$ (64,608) |
| Affiliate Membership | 10,800 | 12,000 | \$ 1,200 | Personnel Administration | 2,239,183 | 2,301,596 | \$ 62,413 |
| Individual Associate Membership | 0 | 0 | \$ - | Housing: Trenton Headquarters | 381,900 | 403,038 | \$ 21,138 |
| Charter School Assoc. Membership | 172,500 | 182,500 | \$ 10,000 | Insurance | 101,608 | 114,956 | \$ 13,348 |
| PAA - ENA Dues | 47,500 | 57,000 | \$ 9,500 | Office Expense | 419,658 | 398,623 | \$ (21,035) |
| AMPSA Dues | 40,108 | 44,119 | \$ 4,011 | Committees | 78,569 | 73,869 | \$ (4,700) |
| Workshop | 1,000,000 | 1,661,300 | \$ 661,300 | Workshop | 200,000 | 961,275 | \$ 761,275 |
| Conferences | 204,467 | 230,460 | \$ 25,993 | Conferences | 75,092 | 99,361 | \$ 24,269 |
| Advertising | 91,549 | 70,000 | \$ (21,549) | Advertising, Promotions & Pub. | 146,199 | 122,710 | \$ (23,489) |
| Publications | 32,425 | 18,000 | \$ (14,425) | Membership Services & Programs | 197,605 | 343,177 | \$ 145,572 |
| Contracted Services | 759,050 | 511,150 | \$ (247,900) | Contracted Services | 358,600 | 17,500 | \$ (341,100) |
| Investment Income | 100,000 | 40,000 | \$ (60,000) | Travel/Liaison/Training | 131,879 | 149,589 | \$ 17,710 |
| Miscellaneous | 240,057 | 362,720 | \$ 122,663 | | | | |
| Free Balance | 350,000 | 450,000 | \$ 100,000 | | | | |
| TOTAL REVENUES | \$ 10,160,456 | \$ 10,751,249 | \$ 590,793 | TOTAL EXPENSES | \$ 10,160,456 | \$ 10,751,249 | \$ 590,793 |
| TOTAL BUDGET | \$ 10,160,456 | \$ 10,751,249 | \$ 590,793 | TOTAL BUDGET | \$ 10,160,456 | \$ 10,751,249 | \$ 590,793 |

NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 |
|---------------------|-----------------------------------|---------------------|-----------------------|--|
| | | | | 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 | 13,200 | 10,600 | 12,000 |
| 01-02-20-40120-0000 | Charter School Assoc. Membership | 185,000 | 172,500 | 182,500 |
| 01-02-70-40125-0000 | PAA-ENA | 58,472 | 47,500 | 57,000 |
| 01-02-80-40130-0000 | AMPSA | 34,415 | 40,108 | 44,119 |
| | Total Membership Programs | 291,087 | 270,908 | 295,619 |
| | Total Memberships | 7,403,179 | 7,382,908 | 7,407,619 |
| | Membership Expenditures: | | | |
| | Committees | | | |
| 01-17-10-60705-0000 | Board of Directors | 512 | 21,495 | 21,495 |
| 01-17-10-60710-0000 | Executive Committee | 15 | 1,200 | 1,200 |
| 01-17-10-60715-0000 | Nominating Committee | 77 | 1,876 | 1,876 |
| 01-17-10-60720-0000 | Strategic Committees | | 12,000 | 11,000 |
| 01-17-10-60725-0000 | Standards & Assessments Committee | 3,760 | 0 | |
| 01-17-20-60735-0000 | Finance Committee | 38 | 100 | 100 |
| 01-17-20-60740-0000 | Audit Committee | 119 | 100 | 100 |
| 01-17-50-60760-0000 | Legislative/Resolutions | (237) | 13,000 | 13,000 |
| 01-17-50-60765-0000 | Federal Relations Network | 598 | 7,500 | 7,500 |
| 01-17-50-60770-0000 | School Finance Committee | | 500 | 500 |
| 01-17-80-60780-0000 | Delegate Assembly | 6,173 | 12,922 | 12,922 |
| 01-17-80-60785-0000 | Resolution Subcommittee | 17 | 2,876 | 2,876 |
| 01-17-80-60790-0000 | Special Education Committee | | 1,000 | 1,000 |
| 01-17-95-60800-0000 | Urban Boards Committee | (1,448) | 4,000 | 300 |
| | Total Committees | 9,644 | 78,569 | 73,869 |

NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 |
|---------------------|---|---------------------|-----------------------|--|
| | | | | Executive Director Budget Recommendation |
| | Conferences - Dues Based, Net | | | |
| 01-04-60-40341-0000 | County Programs | (260) | | |
| 01-04-60-40385-0000 | Mandatory Training | (150) | (5,000) | (2,500) |
| 01-18-60-60945-0000 | Weekend Orientation Conference | 7,133 | 6,250 | 6,250 |
| 01-18-60-60947-0000 | Mandatory Training | | 2,500 | 2,500 |
| 01-18-60-60949-0000 | Regional Training - Student Achievement | | 500 | 0 |
| 01-18-60-60950-0000 | One Day Orientation | 3,243 | 3,125 | 3,300 |
| 01-18-60-60959-0000 | County Programs | 373 | 28,050 | 28,050 |
| | Total Conferences - Dues Based, Net | 10,319 | 35,425 | 37,600 |
| | Membership Services & Programs | | | |
| 01-24-05-62210-0000 | NJSBA Web Site | 546 | 7,655 | 9,700 |
| 01-24-10-62215-0000 | Advocacy | 3,325 | 19,000 | 15,000 |
| 01-24-10-62220-0000 | Consultants' Services | 52,650 | 50,000 | 200,000 |
| 01-24-10-62230-0000 | NSBA Dues | 93,960 | 96,000 | 96,777 |
| 01-24-10-62235-0000 | Reception at NSBA Convention | 88 | 4,000 | 4,000 |
| 01-24-10-62248-0000 | Student Achievement Task Force | | | |
| 01-24-15-62250-0000 | Special Education Week | | 5,838 | 5,200 |
| 01-24-40-62260-0000 | County Assoc. Leadership (CAL) | | 5,000 | 5,000 |
| 01-24-50-62265-0000 | Association Advocacy | 1,125 | 4,000 | 2,500 |
| 01-24-60-62266-0000 | Parent Connections | | 1,000 | 1,000 |
| 01-24-70-62270-0000 | PAA/ENA | 820 | 4,502 | 3,500 |
| 01-24-80-62285-0000 | AMPSA On-Line | | 610 | 500 |
| | Total Membership Services & Programs | 152,514 | 197,605 | 343,177 |

NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 Executive Director Budget Recommendation |
|---------------------|---|------------------|--------------------|--|
| | Pubs. included with Memberships & Marketing, Net | | | |
| 01-05-30-40425-0000 | New Jersey School Leader Adv. Sales | (84,710) | (91,549) | (70,000) |
| 01-21-10-61505-0000 | Executive Office Printed Material | 1,344 | 750 | 750 |
| 01-22-15-61840-0000 | Campaign Activities | | 500 | 500 |
| 01-21-30-61530-0000 | Board Member Reminder | 154 | | |
| 01-21-30-61535-0000 | Misc. Graphics & Publications | 4,100 | 5,100 | 5,000 |
| 01-21-30-61540-0000 | New Jersey School Leader Expenses | 42,565 | 53,745 | 54,360 |
| 01-21-30-61550-0000 | School Board Notes | 27,644 | 31,554 | 5,000 |
| 01-06-20-40550-0000 | Discounts | 13,435 | | |
| 01-21-40-61555-0000 | Field Service Printed Material | 22 | 4,000 | 4,000 |
| 01-21-40-61565-0000 | Field Service Marketing/Advertising | 168 | 2,000 | 2,000 |
| 01-21-50-61575-0000 | Legislative Directory | | 1,250 | 0 |
| 01-21-65-61595-0000 | Membership & Program Promotion | 4,178 | 25,000 | 29,000 |
| 01-21-35-61595-0000 | Membership & Program Promotion - Charters | | 1,000 | |
| 01-21-65-61605-0000 | Marketing - New Project Development | 25,438 | 18,800 | 19,600 |
| 01-21-70-61615-0000 | The Negotiations Advisor | | 500 | 500 |
| 01-21-80-61630-0000 | DA Printed Materials | 471 | 2,000 | 2,000 |
| | Total Publications, net | 34,809 | 54,650 | 52,710 |
| | Travel & Liaison | | | |
| 01-22-00-61805-0000 | Officer Travel-Out of State | 1,196 | 49,538 | 49,538 |
| 01-22-00-61810-0000 | Officer Travel-In State | 1,049 | 15,000 | 15,000 |
| 01-22-05-61815-0000 | Information Technology Travel | | 0 | 1,000 |
| 01-22-10-61820-0000 | Executive Director Travel | 1,490 | 28,551 | 28,551 |
| 01-22-10-61825-0000 | Officer/Exec Liaison-Other Groups | 1,207 | 500 | 500 |
| 01-22-10-61835-0000 | Exec Office Staff Travel excl. Exec. Dir. | 2,613 | 1,500 | 1,500 |
| 01-22-10-61836-0000 | Executive Director Subject/Content Meetings | 119 | 1,000 | 1,000 |
| 01-22-15-61840-0000 | Public Information Office/Travel & Liaison | 191 | 1,000 | 1,000 |
| 01-22-20-61845-0000 | Finance Travel/Liaison/Training | 464 | 1,000 | 1,000 |
| 01-22-40-61860-0000 | Field Services - Travel/Liaison/Training | 8,088 | 12,000 | 35,000 |

NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 |
|---------------------------------------|--|------------------|--------------------|--|
| | | | | Executive Director Budget Recommendation |
| <u>Travel & Liason Continued:</u> | | | | |
| 01-22-50-61865-0000 | Governmental Relations/Staff Travel | 99 | 6,000 | 6,000 |
| 01-22-50-61870-0000 | Gov Relations Related-Business | (175) | 4,000 | 4,000 |
| 01-22-60-61880-0000 | Business Development Travel | 200 | 3,000 | |
| 01-22-60-61883-0000 | Training Travel | 416 | 2,500 | 1,500 |
| 01-22-70-61885-0000 | Labor Relations Travel & Expense | 252 | 4,000 | 2,000 |
| 01-22-80-61890-0000 | Legal Travel Expenses | 2,742 | 2,290 | 2,000 |
| | Total Travel & Liaison | 19,951 | 131,879 | 149,589 |
| | Total Membership Expenditures | 227,237 | 498,128 | 656,945 |
| | Overhead: | | | |
| | Salaries | | | |
| 01-10-14-60020-0000 | Promotions/Adjustments | | 10,000 | 10,000 |
| 01-10-17-60030-0000 | Part Time | | 55,488 | |
| 01-10-20-60035-0000 | Base Salaries | 5,776,144 | 5,757,175 | 5,748,055 |
| 01-10-75-60060-0000 | Overtime | 20,224 | 7,500 | 7,500 |
| | Total Salaries | 5,796,368 | 5,830,163 | 5,765,555 |
| | Personnel Administration & Training | | | |
| 01-12-20-60110-0000 | PERS | 791,124 | 840,610 | 860,267 |
| 01-12-20-60115-0000 | Social Security | 409,366 | 427,339 | 427,751 |
| 01-12-20-60120-0000 | Health Benefits Program - active | 731,008 | 725,000 | 770,000 |
| 01-12-20-60121-0000 | Health Benefits Program - retiree | 93,249 | 84,000 | 84,000 |
| 01-12-20-60122-0000 | Section 125/Flexible Spending Acct | (747) | 850 | 850 |
| 01-12-20-60125-0000 | Dental Program | 29,678 | 31,442 | 34,000 |
| 01-12-20-60130-0000 | Worker's Compensation Insurance | 22,373 | 19,942 | 22,728 |
| 01-12-20-60135-0000 | Unemployment Claims | | 2,500 | 1,000 |
| 01-12-25-60140-0000 | Temporary Disability & SUI | (2,971) | 1,500 | 1,500 |
| 01-12-25-60145-0000 | Tuition Reimbursement | 2,619 | 3,500 | 3,500 |
| 01-12-25-60150-0000 | Employment Recruitment | 749 | 2,500 | 1,000 |
| 01-12-25-60160-0000 | Temporary Professional Help | 25,389 | 65,000 | 60,000 |
| 01-22-10-61830-0000 | Staff Development | 25,700 | 35,000 | 35,000 |
| | Total Personnel Administration | 2,127,537 | 2,239,183 | 2,301,596 |

NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 |
|---------------------|-----------------------------------|---------------------|-----------------------|--|
| | | | | Executive Director Budget Recommendation |
| | Headquarters Housing | | | |
| 01-13-05-60205-0000 | Computer Network Lines | 42,482 | 30,300 | 34,500 |
| 01-13-05-60215-0000 | Digital Ready IT Project | 7,890 | 15,000 | 15,000 |
| 01-13-20-60215-0000 | Telephone Costs | 13,757 | 15,000 | 15,000 |
| 01-13-20-60220-0000 | Utilities | 127,810 | 112,000 | 130,366 |
| 01-13-20-60225-0000 | Equipment Service Agreement | 79,346 | 94,100 | 93,324 |
| 01-13-20-60227-0000 | Telecommunications | 35,698 | 38,000 | 38,000 |
| 01-13-20-60230-0000 | Maintenance | 35,196 | 30,000 | 30,000 |
| 01-13-20-60235-0000 | Furniture & Equipment | 4,945 | 2,500 | 2,500 |
| 01-13-20-60240-0000 | Security | 32,545 | 43,500 | 42,848 |
| 01-13-20-60245-0000 | Unrecovered Accounts Receivable | | 1,500 | 1,500 |
| | Total Headquarters Housing | 379,669 | 381,900 | 403,038 |
| | Insurance | | | |
| 01-15-20-60350-0000 | Property and Casualty Liability | 49,380 | 52,332 | 52,314 |
| 01-15-20-60355-0000 | Automobile | 5,629 | 7,000 | 6,043 |
| 01-15-20-60360-0000 | AD & D Insurance | 1,425 | 1,539 | 1,539 |
| 01-15-20-60365-0000 | Directors' & Officers' Liability | 36,053 | 37,438 | 43,330 |
| 01-15-20-60370-0000 | Cyber Security Insurance | 3,054 | 3,299 | 11,730 |
| | Total Insurance | 95,541 | 101,608 | 114,956 |

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023**

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 |
|---------------------|--|---------------------|-----------------------|--|
| | | | | Executive Director Budget Recommendation |
| | Office Expense | | | |
| 01-16-00-60405-0000 | Outside Legal Counsel/Legal Issues | | 15,000 | 10,000 |
| 01-16-05-60410-0000 | Computer Supplies | 521 | 2,300 | 2,000 |
| 01-16-05-60415-0000 | Computer Contracts & Maintenance | 243,180 | 262,755 | 246,903 |
| 01-16-05-60420-0000 | Computer Hardware & Software Purchases | 4,023 | 2,500 | 5,000 |
| 01-16-05-60425-0000 | Information Systems - Library | 580 | 1,300 | 1,000 |
| 01-16-10-60430-0000 | Executive - Library | 3,776 | 5,800 | 4,500 |
| 01-16-15-60435-0000 | Public Information - Subscriptions | 1,776 | 1,989 | 2,220 |
| 01-16-15-60440-0000 | Public Information - Paper/Postage | | 500 | 500 |
| 01-16-20-60445-0000 | Office Expense & Supplies | 21,118 | 32,000 | 32,000 |
| 01-16-20-60450-0000 | Payroll Processing Services | 9,872 | 5,000 | 5,000 |
| 01-16-20-60460-0000 | Public Advertisements-Purchasing | 4,780 | 2,500 | 2,500 |
| 01-16-20-60465-0000 | Mailing & Printing Supplies | (1,119) | 8,000 | 5,000 |
| 01-16-20-60470-0000 | Postage | 13,303 | 10,000 | 13,000 |
| 01-16-20-60475-0000 | Audit Expense | 20,440 | 20,776 | 21,200 |
| 01-16-20-60480-0000 | Copier Rentals | 12,835 | 35,500 | 35,500 |
| 01-16-25-60490-0000 | Human Resources - Library | | 400 | 500 |
| 01-16-40-60505-0000 | Professional Assoc. & Manuals | 20 | | |
| 01-16-50-60510-0000 | Governmental Relations - Library/Membership/Sub. | 5,814 | 4,500 | 4,500 |
| 01-16-35-60516-0000 | Charter Schools Library | 412 | 300 | 300 |
| 01-16-60-60517-0000 | Training - Library | | 1,000 | 2,000 |
| 01-16-70-60525-0000 | Labor Relations - Library/Memberships | 2,117 | 2,538 | 2,500 |
| 01-16-80-60530-0000 | Legal - Library | 8,397 | 5,000 | 2,500 |
| 01-16-90-60540-0000 | Policy & Library Resources - Paper/Postage | 2,457 | | |
| 01-70-20-62400-0000 | Writeoffs | 4,609 | | |
| | Total Office Expense | 358,911 | 419,658 | 398,623 |
| | Total Overhead Expenditures | 8,758,026 | 8,972,512 | 8,983,768 |
| | MEMBERSHIPS, NET | (1,582,084) | (2,087,732) | (2,233,094) |

NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 Executive Director Budget Recommendation |
|---------------------|------------------------------------|------------------|--------------------|--|
| | Workshop Receipts | | | |
| 01-03-20-40215-0000 | Workshop Transportation | | 0 | 30,000 |
| 01-03-60-40230-0000 | Registration | 347,460 | 360,000 | 650,000 |
| 01-03-60-40235-0000 | Commercial Exhibits | | 0 | 597,500 |
| 01-03-60-40240-0000 | Non-Commercial Exhibits | | | 10,800 |
| 01-03-60-40245-0000 | Commercial - Extra Exhibitors | | 0 | 3,000 |
| 01-03-60-40250-0000 | Program Advertising | | | 20,000 |
| 01-03-60-40280-0000 | Workshop Sponsorships | 631,000 | 640,000 | 350,000 |
| 01-03-60-40284-0000 | Demo Table Sponsor | (900) | | |
| | Total Workshop Receipts | 977,560 | 1,000,000 | 1,661,300 |
| | Workshop Expenditures | | | |
| 01-19-20-61210-0000 | Workshop Transportation | | 0 | 60,000 |
| 01-19-60-61220-0000 | Event Production & Operations | 43,153 | 175,000 | 487,000 |
| 01-19-60-61225-0000 | Registration | 109,680 | 0 | 48,525 |
| 01-19-60-61235-0000 | Event Cancellation Insurance | | 6,500 | 6,500 |
| 01-19-60-61255-0000 | Officer Expense | | 0 | 1,750 |
| 01-19-60-61260-0000 | Officers' Reception | | 0 | 17,000 |
| 01-19-60-61265-0000 | Promotion | | 8,500 | |
| 01-19-60-61270-0000 | Sponsorships | | 0 | 30,000 |
| 01-19-60-61290-0000 | General Sessions | 1,000 | 0 | 2,500 |
| 01-19-60-61305-0000 | Joint Workshop Registration | 10,360 | 10,000 | 80,000 |
| 01-19-60-61315-0000 | Action Labs | 373 | | |
| 01-19-60-61340-0000 | Staff Expense | | 0 | 28,000 |
| 01-19-60-61345-0000 | Workshop Convention Staff Expense | (300) | 0 | 10,000 |
| 01-19-60-61346-0000 | Workshop Food & Beverage | 297 | 0 | 120,000 |
| 01-19-60-61347-0000 | Workshop Internet - Telephone | | 0 | 70,000 |
| | Total Workshop Expenditures | 164,563 | 200,000 | 961,275 |
| | WORKSHOP, NET | 812,997 | 800,000 | 700,025 |

NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 Executive Director Budget Recommendation |
|--|---|------------------|--------------------|--|
| Contracted Service Receipts | | | | |
| 01-51-70-40650-0000 | Salary Guide: Development & Construction Svcs | 31,929 | 25,000 | 20,000 |
| 01-52-90-40847-0000 | Manual Writing Services | 16,250 | 30,000 | 40,000 |
| 01-52-90-40864-0000 | Policy Manual Publication | 26,268 | 40,150 | 40,150 |
| 01-52-90-40865-0000 | BoardDocs E-Governance Services | 609,078 | 431,400 | 160,000 |
| 01-79-40-40910-0000 | Superintendent Searches | 202,750 | 150,000 | 175,000 |
| 01-79-40-40920-0000 | Fee Based Service-Strategic Planning | 41,500 | 70,000 | 65,000 |
| 01-79-40-40935-0000 | Fee Based Service-Strategic Plan Renewal | 1,000 | 7,500 | 7,500 |
| 01-79-40-40940-0000 | Focus Group/Process Facilitation | 3,500 | 5,000 | 3,500 |
| | Total Fee-Based Service Receipts | 932,275 | 759,050 | 511,150 |
| Contracted Service Expenditures | | | | |
| 01-24-90-62561-0000 | Online Policy Manual Publications Expense | 6,000 | 10,000 | 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 | 480,539 | 335,100 | |
| 01-80-40-65110-0000 | NJSBA Superintendent Searches | 5,788 | 4,000 | 2,000 |
| 01-80-40-65125-0000 | Strategic Planning Fee-Based Service | 322 | 4,000 | 0 |
| 01-80-70-65500-0000 | L/R Negotiation Services | 727 | 500 | 500 |
| | Total Fee Based Service Expenditures | 498,376 | 358,600 | 17,500 |
| | FEE BASED SERVICES, NET | 433,899 | 400,450 | 493,650 |

**NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023**

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 Executive Director Budget Recommendation |
|--------------------------------|---|------------------|--------------------|--|
| Conference Receipts | | | | |
| 01-04-30-40310-0000 | Public Relations Forum | 4,800 | 3,960 | 5,500 |
| 01-04-60-40358-0000 | Spring Symposium | 72,550 | | |
| 01-04-60-40305-0000 | Leadership Training | (40) | | |
| 01-04-60-40314-0000 | Mental Health Conference | (99) | 0 | 0 |
| 01-04-60-40326-0000 | SEL Series | (99) | | 0 |
| 01-04-70-40350-0000 | Comprehensive Labor (Virtual) Revenues | 13,038 | 11,175 | 11,000 |
| 01-04-60-40356-0000 | Conferences Managed by Business Development Group | (891) | 90,000 | 105,000 |
| 01-04-70-40360-0000 | Analyzing/Constructing Salary Guides | 8,940 | 4,470 | |
| 01-04-70-40361-0000 | Best Practices of Urban Boards | | 3,000 | 3,960 |
| 01-04-80-40370-0000 | Intermediate School Law | 7,363 | 4,378 | |
| 01-04-80-40371-0000 | Fall School Law Forum Revenues | 40,657 | 35,000 | 40,000 |
| 01-04-80-40375-0000 | Spring School Law Forum | 3,189 | 28,106 | 40,000 |
| 01-04-80-40376-0000 | Legal Program (Virtual) Revenues | 3,096 | 4,378 | |
| 01-04-80-40378-0000 | Leadership Series Conference | (348) | 20,000 | 15,000 |
| 01-04-80-40390-0000 | NJSBA Online University Revenues | | | 10,000 |
| | Total Conference Receipts | 152,156 | 204,467 | 230,460 |
| Conference Expenditures | | | | |
| 01-18-60-60953-0000 | Conferences Managed by Business Development Group | | 10,000 | 30,000 |
| 01-18-60-60956-0000 | Leadership Series Conference Expenses | | 4,000 | 9,700 |
| 01-18-70-60961-0000 | Best Practices of Urban Boards Expenses | | 2,000 | 2,000 |
| 01-18-70-60965-0000 | Comprehensive Labor (Virtual) Expenses | | 2,404 | 2,400 |
| 01-18-70-60967-0000 | Innovations in School Finance & EE Health Care | | 902 | |
| 01-18-70-60975-0000 | Analyzing/Construct Salary Guides Prog. | | 2,042 | |
| 01-18-70-60976-0000 | Legal Program (Virtual) Expenses | | 1,066 | |
| 01-18-80-60985-0000 | Intermediate School Law Conference Costs | | 1,066 | |
| 01-18-80-60990-0000 | Spring School Law Forum | | 7,000 | 7,500 |
| 01-18-80-60991-0000 | Fall School Law Forum Expenses | | 7,716 | 7,500 |
| 01-24-30-62255-0000 | Public Relations Forum | | 1,471 | 2,661 |
| | Total Conference Expenditures | 0 | 39,667 | 61,761 |
| | CONFERENCES, NET | 152,156 | 164,800 | 168,699 |

NEW JERSEY SCHOOL BOARDS ASSOCIATION
BUDGET SUMMARY
2022-2023

| Account Number | Descriptions | 2020-2021 Actual | 2021 - 2022 Budget | 2022-2023 Executive Director Budget Recommendation |
|---------------------|--|---------------------|-----------------------|---|
| | | | | |
| | Publications | | | |
| 01-52-30-40727-0000 | Non-Periodical Publications | (18) | 15,000 | |
| 01-52-70-40785-0000 | Labor Relations Online Services | 10,288 | 8,750 | 18,000 |
| 01-52-70-40805-0000 | On-Line Index and Analysis of PERC Decisions | 12,254 | 8,500 | |
| 01-52-80-40811-0000 | Public School Contracts Law | 35 | | |
| 01-52-80-40815-0000 | Basic School Law - Vol 1 | 3,918 | | |
| 01-52-80-40825-0000 | School Law Index | | 3,000 | |
| 01-21-30-61542-0000 | Publication Reproduction | | (2,825) | |
| | PUBLICATIONS, NET | 26,477 | 32,425 | 18,000 |
| | Misc. Receipts | | | |
| 01-51-20-40635-0000 | Plaque Sales | 4,016 | 0 | 2,500 |
| 01-21-20-61525-0000 | Plaque Sales, costs | (685) | 0 | (1,000) |
| 01-06-20-40525-0000 | Investment Income | 7,813 | 100,000 | 40,000 |
| 01-06-20-40530-0000 | Miscellaneous Income | 2,761 | 10,757 | 2,500 |
| 01-06-20-40545-0000 | Cancellations | | 500 | 500 |
| 01-06-20-40559-0000 | Grants Office | 5,670 | 3,000 | 3,000 |
| 01-06-20-40564-0000 | ACES - Plus | | 20,000 | 55,000 |
| 01-06-20-40565-0000 | Affiliate Partnership Program | | 15,000 | 11,000 |
| 01-21-20-61575-0000 | NJSBA Products & Services | | (2,000) | |
| 01-51-20-40625-0000 | NJSL/SBN Subscription | (50) | 0 | |
| 01-06-20-40569-0000 | TEC Program | 203,225 | 120,000 | 205,000 |
| 01-06-20-40570-0000 | Corporate Membership Program | 44,167 | 50,000 | 50,000 |
| 01-06-20-40571-0000 | Solar Renewable Energy Credits | 6,749 | 6,300 | 6,720 |
| 01-06-20-40578-0000 | iSTEAM & Sustainability Services | 8,500 | 20,000 | 30,000 |
| 01-21-20-61570-0000 | Corporate Membership Program Costs | | (1,000) | |
| 01-21-20-61581-0000 | STEAM & Sustainability Services Expenses | | (2,500) | (2,500) |
| | MISC., NET | 282,166 | 340,057 | 402,720 |
| | Free Balance Revenue | | 350,000 | 450,000 |
| | RECEIPTS OVER EXPENDITURES, NET | 125,611 | 0 | 0 |



FREE BALANCE ACCOUNTS 2022 - 2023 BUDGET

The Association's Free Balance for both designated and undesignated accounts is projected to be \$4,076,879 as of June 30, 2022 and \$3,551,879 as of June 30, 2023.

PROJECTED DESIGNATED FREE BALANCE

Since November 2020 the Board of Directors has approved appropriations totaling \$265,000 for future facility upgrades, in recognition of the Association's need to upgrade its building, equipment and software systems. The Capital Building Fund account is anticipated to have \$169,902 remaining as of June 30, 2022 and \$94,902 as of June 30, 2023.

ANTICIPATED UNDESIGNATED FREE BALANCE 2022 - 2023 BUDGET

| | |
|--|--------------------|
| Undesignated Free Balance as of June 30, 2021 | \$4,356,977 |
|--|--------------------|

MINUS:

| | |
|--|-------------|
| Portion of Free Balance designated for use in 2021-2022 Budget | \$(350,000) |
|--|-------------|

| | |
|---|-------------|
| Portion of Free Balance designated for future facility upgrades | \$(100,000) |
|---|-------------|

PLUS:

| | |
|---|-------------|
| Revenue Over Expenses as of June 30, 2022 | \$ -0-_____ |
|---|-------------|

| | |
|--|---------------------------|
| Projected Undesignated Free Balance as of June 30, 2022 | <u>\$3,906,977</u> |
|--|---------------------------|

MINUS:

| | |
|--|--------------------|
| Portion of Free Balance designated for use in 2022-2023 Budget | <u>\$(450,000)</u> |
|--|--------------------|

| | |
|--|----------------------------|
| Projected Undesignated Free Balance as of June 30, 2023 | <u>\$ 3,456,977</u> |
|--|----------------------------|

SURPLUS 2022-2023 2

ANTICIPATED DESIGNATED FREE BALANCE ACCOUNTS 2022 - 2023 BUDGET

Digital Ready Technology Replacement Fund:

| | |
|---------------------------|-------------------|
| Balance June 30, 2021 | \$ 46,998 |
| Additional Funds Approved | \$ -0- |
| Expended by June 30, 2022 | <u>\$(46,998)</u> |
| Balance June 30, 2022 | \$ -0- |
| Expended by June 30, 2023 | <u>\$ -0-</u> |
| Balance June 30, 2023 | \$ -0- |

Capital Fund Building:

| | |
|---------------------------|--------------------|
| Balance June 30, 2021 | \$ 149,902 |
| Additional Funds Approved | \$ 100,000 |
| Expended by June 30, 2022 | <u>\$ (80,000)</u> |
| Balance June 30, 2022 | \$ 169,902 |
| Expended by June 30, 2023 | <u>\$ (75,000)</u> |
| Balance June 30, 2023 | \$ 94,902 |

| | |
|--|-------------------|
| Total Designated Free Balance, June 30, 2022 | <u>\$ 169,902</u> |
|--|-------------------|

| | |
|--|------------------|
| Total Designated Free Balance, June 30, 2022 | <u>\$ 94,902</u> |
|--|------------------|