

## ILLINOIS STATE ASSOCIATION OF COUNTIES

## Profit &amp; Loss Prev Year Comparison

January 1 through November 23, 2023

	Jan 1 - Nov 23, 23	Jan 1 - Nov 23, 22	\$ Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Corp Sponsorship	21,915.25	7,000.00	14,915.25
ISACo Dues	160,179.87	141,420.00	18,759.87
Membership dues	509.00	61,562.45	-61,053.45
Misc NACO Funds	900.00	22,997.17	-22,097.17
NACo Royalty FSB	274,064.00	261,515.00	12,549.00
<b>Other Types of Income</b>			
Miscellaneous Revenue	15,381.71	16,089.56	-707.85
Other Types of Income - Other	0.00	2,000.00	-2,000.00
<b>Total Other Types of Income</b>	<b>15,381.71</b>	<b>18,089.56</b>	<b>-2,707.85</b>
<b>Total Income</b>	<b>472,949.83</b>	<b>512,584.18</b>	<b>-39,634.35</b>
<b>Expense</b>			
bank fees	271.35	0.00	271.35
CCCo Lobbieist	92,500.00	98,500.00	-6,000.00
<b>Conference and Training</b>			
Training for Elected and Staff	1,800.00	0.00	1,800.00
Conference and Training - Other	1,725.00	0.00	1,725.00
<b>Total Conference and Training</b>	<b>3,525.00</b>	<b>0.00</b>	<b>3,525.00</b>
<b>Contract Services</b>			
Accounting Fees	2,480.00	2,305.00	175.00
<b>Legal Fees</b>			
501 (c)(3) filing with IRS	0.00	50.00	-50.00
Legal Fees - Other	605.30	722.50	-117.20
<b>Total Legal Fees</b>	<b>605.30</b>	<b>772.50</b>	<b>-167.20</b>
<b>Outside Contract Services</b>	<b>24,803.19</b>	<b>37,926.42</b>	<b>-13,123.23</b>
<b>Contract Services - Other</b>	<b>0.00</b>	<b>372.38</b>	<b>-372.38</b>
<b>Total Contract Services</b>	<b>27,888.49</b>	<b>41,376.30</b>	<b>-13,487.81</b>
<b>Dues and Memberships</b>	<b>2,650.00</b>	<b>0.00</b>	<b>2,650.00</b>
<b>Facilities and Equipment</b>			
Equip Rental and Maintenance	0.00	262.15	-262.15
Rent, Parking, Utilities	24,960.00	20,800.00	4,160.00
<b>Total Facilities and Equipment</b>	<b>24,960.00</b>	<b>21,062.15</b>	<b>3,897.85</b>
<b>Federal Taxes</b>	<b>1,390.50</b>	<b>55,441.36</b>	<b>-54,050.86</b>
<b>Insurance</b>	<b>14,565.84</b>	<b>1,343.00</b>	<b>13,222.84</b>
<b>Misc Business expenses</b>	<b>43,012.77</b>	<b>39,585.82</b>	<b>3,426.95</b>
<b>NACo marketing espenses</b>	<b>0.00</b>	<b>2,040.33</b>	<b>-2,040.33</b>
<b>Newsletter</b>	<b>10,864.67</b>	<b>6,033.22</b>	<b>4,831.45</b>
<b>Office Equipment</b>			
Laptop computers	4,351.59	0.00	4,351.59
Yearly Software costs	90.00	0.00	90.00
<b>Total Office Equipment</b>	<b>4,441.59</b>	<b>0.00</b>	<b>4,441.59</b>
<b>Office Rent</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Operations</b>			
Books, Subscriptions, Reference	500.00	0.00	500.00
Postage, Mailing Service	0.00	730.10	-730.10
Printing and Copying	0.00	905.00	-905.00
Supplies	128.53	578.65	-450.12
Telephone, Telecommunications	1,852.86	2,059.45	-206.59
<b>Total Operations</b>	<b>2,481.39</b>	<b>4,273.20</b>	<b>-1,791.81</b>
<b>Operations and Maintenance</b>	<b>0.00</b>	<b>104.70</b>	<b>-104.70</b>

**ILLINOIS STATE ASSOCIATION OF COUNTIES**  
**Profit & Loss Prev Year Comparison**  
**January 1 through November 23, 2023**

	Jan 1 - Nov 23, 23	Jan 1 - Nov 23, 22	\$ Change
<b>Other Types of Expenses</b>			
<b>Other Costs</b>	5,358.65	0.00	5,358.65
<b>Total Other Types of Expenses</b>	5,358.65	0.00	5,358.65
<b>Payroll Expenses</b>	172,059.01	214,207.31	-42,148.30
<b>Quarterly tax reconciliation</b>			
<b>Audit and Taxes</b>	11,200.17	9,943.15	1,257.02
<b>Quarterly tax reconciliation - Other</b>	27,319.46	5,476.20	21,843.26
<b>Total Quarterly tax reconciliation</b>	38,519.63	15,419.35	23,100.28
<b>State Taxes</b>	0.00	232.97	-232.97
<b>Travel</b>			
<b>President</b>	10,080.18	7,140.72	2,939.46
<b>Secretary</b>	1,796.10	4,565.86	-2,769.76
<b>Treasurer</b>	355.50	288.63	66.87
<b>Vice President</b>	-160.65	7,807.49	-7,968.14
<b>Travel - Other</b>	0.00	55.30	-55.30
<b>Total Travel</b>	12,071.13	19,858.00	-7,786.87
<b>Travel and Meetings</b>			
<b>Conference, Convention, Meeting</b>	23,938.42	26,325.60	-2,387.18
<b>Travel</b>	1,789.05	3,145.13	-1,356.08
<b>Travel and Meetings - Other</b>	1,308.00	1,438.80	-130.80
<b>Total Travel and Meetings</b>	27,035.47	30,909.53	-3,874.06
<b>Utilities</b>	393.17	0.00	393.17
<b>Total Expense</b>	483,988.66	550,387.24	-66,398.58
<b>Net Ordinary Income</b>	-11,038.83	-37,803.06	26,764.23
<b>Net Income</b>	<b>-11,038.83</b>	<b>-37,803.06</b>	<b>26,764.23</b>

## ILLINOIS STATE ASSOCIATION OF COUNTIES

## Profit &amp; Loss Prev Year Comparison

January 1 through November 23, 2023

	% Change
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Corp Sponsorship	213.1%
ISACo Dues	13.3%
Membership dues	-99.2%
Misc NACO Funds	-96.1%
NACo Royalty FSB	4.8%
<b>Other Types of Income</b>	
Miscellaneous Revenue	-4.4%
Other Types of Income - Other	-100.0%
<b>Total Other Types of Income</b>	-15.0%
<b>Total Income</b>	-7.7%
<b>Expense</b>	
bank fees	100.0%
CCCo Lobbieist	-6.1%
<b>Conference and Training</b>	
Training for Elected and Staff	100.0%
Conference and Training - Other	100.0%
<b>Total Conference and Training</b>	100.0%
<b>Contract Services</b>	
Accounting Fees	7.6%
Legal Fees	
501 (c)(3) filing with IRS	-100.0%
Legal Fees - Other	-16.2%
<b>Total Legal Fees</b>	-21.6%
<b>Outside Contract Services</b>	-34.6%
Contract Services - Other	-100.0%
<b>Total Contract Services</b>	-32.6%
<b>Dues and Memberships</b>	100.0%
<b>Facilities and Equipment</b>	
Equip Rental and Maintenance	-100.0%
Rent, Parking, Utilities	20.0%
<b>Total Facilities and Equipment</b>	18.5%
<b>Federal Taxes</b>	-97.5%
<b>Insurance</b>	984.6%
<b>Misc Business expenses</b>	8.7%
<b>NACo marketing espenses</b>	-100.0%
<b>Newsletter</b>	80.1%
<b>Office Equipment</b>	
Laptop computers	100.0%
Yearly Software costs	100.0%
<b>Total Office Equipment</b>	100.0%
<b>Office Rent</b>	0.0%
<b>Operations</b>	
Books, Subscriptions, Reference	100.0%
Postage, Mailing Service	-100.0%
Printing and Copying	-100.0%
Supplies	-77.8%
Telephone, Telecommunications	-10.0%
<b>Total Operations</b>	-41.9%
<b>Operations and Maintenance</b>	-100.0%

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January 1 through November 23, 2023

	<u>% Change</u>
Other Types of Expenses	
Other Costs	100.0%
<b>Total Other Types of Expenses</b>	100.0%
Payroll Expenses	-19.7%
Quarterly tax reconciliation	
Audit and Taxes	12.6%
Quarterly tax reconciliation - Other	398.9%
<b>Total Quarterly tax reconciliation</b>	149.8%
State Taxes	-100.0%
Travel	
President	41.2%
Secretary	-60.7%
Treasurer	23.2%
Vice President	-102.1%
Travel - Other	-100.0%
<b>Total Travel</b>	-39.2%
Travel and Meetings	
Conference, Convention, Meeting	-9.1%
Travel	-43.1%
Travel and Meetings - Other	-9.1%
<b>Total Travel and Meetings</b>	-12.5%
Utilities	100.0%
<b>Total Expense</b>	-12.1%
<b>Net Ordinary Income</b>	70.8%
<b>Net Income</b>	<b>70.8%</b>