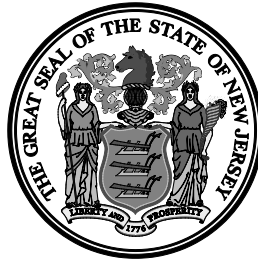


**For Use as a Worksheet Only – Do Not Send to the Department!**

**State of New Jersey  
Department of Banking & Insurance**



**Annual Report Worksheet for  
High Cost Home Loan Credit Counselors  
Year Ending December 31, 2018**

**New Jersey Department of Banking & Insurance  
Division of Banking  
Attn: Sharon Davis -- 5<sup>th</sup> floor  
20 West State Street  
Trenton, NJ 08625-0040**

**For Use as a Worksheet Only – Do Not Send to the Department!**

## *Licensee Demographics*

The online application will populate the associated fields with the data currently found in our Licensing System. All information requested below will be required by the online application (unless indicated otherwise.)

*(This is the 7-digit identification number found on your licensing certificate, followed by one of the following type codes: C24, P24, or I24.)*

NJ License Reference Number: \_\_\_\_\_

Licensee Name: \_\_\_\_\_

Business Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Telephone Number: \_\_\_\_\_

FAX Number: \_\_\_\_\_

Business E-mail: \_\_\_\_\_

Every licensee **must** include their official business e-mail address in their annual report according to N.J.A.C. 3:23-4.1. Failure to supply your official business e-mail address will result in a failure to comply with the annual report filing.

Note: All licensees who were actively licensed in New Jersey for any period of time from January 1, 2018 through December 31, 2018 are required to file an annual report. You are required to file an annual report even if you did no business in 2018. Audited financial statements are not required to complete your annual report.

If you were actively licensed on December 31, 2018, your annual report must reflect the total activity of your New Jersey business as of the end of 2018.

If you surrendered your license during 2018, your annual report must reflect the total activity of your New Jersey business as of the date of surrender.

**Your annual report should only reflect the amount of business done with New Jersey consumers thru your main office and all New Jersey branch offices during 2018.**

If you actively held two or more New Jersey licenses during 2018, you must file an annual report for each type of license.

**For Use as a Worksheet Only – Do Not Send to the Department!**

## *Balance Sheet* *as of 12/31/2018 or Close of Business*

### **Balance Sheet Instructions**

Use the following pages to collect the financial information that will be entered into the online application as part of your balance sheet. *When entering data into the online application, please remember these important points:*

- Financial statements can be consolidated for the entire company; they do not have to be New Jersey specific.
- Round all amounts to the nearest whole US dollar, and do not enter any commas or periods.
- The assets section of the balance sheet contains an “Other Assets” line. If you do not see an appropriate entry for an account on the assets screen, clicking the “Other Assets” link will display a new screen that allows you to enter the description and amount for any account not described on the assets page. The total calculated on the “Other Assets” page will be automatically included on the assets page at the “Other Assets” line. These worksheets are organized in a similar fashion.
- The liabilities section of the balance sheet contains an “Other Liabilities” line. If you do not see an appropriate entry for an account on the liabilities screen, clicking the “Other Liabilities” link will display a new screen that allows you to enter the description and amount for any account not described on the liabilities page. The total calculated on the “Other Liabilities” page will be automatically included on the liabilities page at the “Other Liabilities” line. These worksheets are organized in a similar fashion.
- When entering “Other Assets” or “Other Liabilities”, you may organize and combine similar accounts to correspond with your personal accounting needs.
- The stockholders’ equity section of the balance sheet contains an “Other Stockholders’ Equity” line. If you do not see an appropriate entry for certain accounts on the stockholders’ equity screen, add those accounts and enter the total amount on the “Other Stockholders’ Equity” line. There is no need to provide detailed descriptions for those entries.
- The online application does not currently provide a facility for entering contra-accounts into the balance sheet. Instead, you must net any accounts that have a corresponding contra-account, and enter only the net amount into the balance sheet.

*Example: If Total Fixed Assets is \$100,000, and Total Accumulated Depreciation is (\$10,000), enter \$90,000 as the Total Net Fixed Assets.*

- Your Total Assets must equal your Total Liabilities plus your Total Stockholders’ Equity. ***The online application will not allow you to submit your annual report if your balance sheet does not balance!***

**For Use as a Worksheet Only – Do Not Send to the Department!**

***Balance Sheet***  
***as of 12/31/2018 or Close of Business***

**ASSETS**

<b>Line</b>	<b>Description of Asset</b>	<b>Whole Dollar Amount</b>
1	Cash and Cash Equivalents	
2	Marketable Securities	
3	Accounts Receivable	
4	Prepaid Expenses	
5	Furniture, Fixtures & Equipment, Net	
6	Other Assets <i>(Use attached Schedule A-1. Enter the total from Schedule A-1 here.)</i>	
7	<b>Total Assets</b> <i>(Add all lines above.)</i>	



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***Balance Sheet***  
***as of 12/31/2018 or Close of Business***

**LIABILITIES**

<b>Line</b>	<b>Description of Liability</b>	<b>Whole Dollar Amount</b>
1	Accounts Payable	
2	Accrued Expenses	
3	Notes Payable	
4	Other Liabilities <i>(Use attached Schedule L-1. Enter the total from Schedule L-1 here.)</i>	
5	<b>Total Liabilities</b> <i>(Add all lines above.)</i>	

**For Use as a Worksheet Only – Do Not Send to the Department!**

***Balance Sheet***  
*as of 12/31/2018 or Close of Business*

**Schedule L-1 – Other Liabilities**

*(make additional copies, if needed)*

<b>Description of Other Liabilities</b>	<b>Whole Dollar Amount</b>
<b>Total Other Liabilities</b> <i>(Add all lines above and also enter this total on line 4 of the Liabilities page of the Balance Sheet.)</i>	

**For Use as a Worksheet Only – Do Not Send to the Department!**

***Balance Sheet***  
***as of 12/31/2018 or Close of Business***

**STOCKHOLDERS' EQUITY**

Line	Description of Stockholders' Equity	Whole Dollar Amount
1	Capital Stock	
2	Paid-in Capital	
3	Retained Earnings	
4	Other Stockholders' Equity	
5	<b>Total Stockholders' Equity</b> <i>(Add all lines above.)</i>	
6	<b>Total Liabilities</b> <i>(From line 5 of the Liabilities page of the Balance Sheet.)</i>	
7	<b>Total Liabilities and Stockholders' Equity</b> <i>(Add line 5 and line 6.)</i>	
8	<b>Total Assets</b> <i>(From line 7 of the Assets page of the Balance Sheet.)</i>	

**NOTE: Your Total Assets (line 8) MUST EQUAL your Total Liabilities plus your Total Stockholders' Equity (line 7).**

**The online application will not allow you to submit your Annual Report if the balance sheet does not balance.**



**For Use as a Worksheet Only – Do Not Send to the Department!**

***Income Statement***  
***as of 12/31/2018 or Close of Business***

**REVENUE**

<b>Line</b>	<b>Description of Revenue</b>	<b>Whole Dollar Amount</b>
1	Counseling Fees	
2	Other Revenue <i>(Use attached Schedule R-1. Enter the total from Schedule R-1 here.)</i>	
3	<b>Total Revenue</b> <i>(Add all lines above.)</i>	



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***Income Statement  
as of 12/31/2018 or Close of Business***

**EXPENSES**

<b>Line</b>	<b>Description of Expenses</b>	<b>Whole Dollar Amount</b>
1	Salaries & Benefits	
2	Commissions	
3	Rent & Utilities	
4	Advertising and Promotion	
5	Professional Fees	
6	General & Administrative	
7	Interest Expense	
8	Other Expenses <i>(Use attached Schedule X-1. Enter the total from Schedule X-1 here.)</i>	
9	<b>Total Expenses</b> <i>(Add all lines above.)</i>	

**For Use as a Worksheet Only – Do Not Send to the Department!**

***Income Statement***  
***as of 12/31/2018 or Close of Business***

**Schedule X-1 – Other Expenses**  
*(make additional copies, if needed)*

<b>Description of Other Expenses</b>	<b>Whole Dollar Amount</b>
<b>Total Other Expenses</b> <i>(Add all lines above and also enter this total on line 8 of the Expenses page.)</i>	

**For Use as a Worksheet Only – Do Not Send to the Department!**

***Income Statement  
as of 12/31/2018 or Close of Business***

**SUMMARY**

<b>Line</b>	<b>Description of Summary Item</b>	<b>Whole Dollar Amount</b>
1	Total Revenue <i>(From line 3 of the Revenue page.)</i>	
2	Total Expenses <i>(From line 9 of the Expense page.)</i>	
3	Net Income Before Taxes <i>(Subtract line 2 from line 1.)</i>	
4	Income Taxes	
5	<b>Total Net Income</b> <i>(Subtract line 4 from line 3.)</i>	

**For Use as a Worksheet Only – Do Not Send to the Department!**

## *Surety Bond Policies*

### **Funds Held in Trust Accounts**

Part of the calculation of the surety bond requirement for your business is based on the amount of funds held in trust accounts during 2018. The online application will ask you for the average of your Highest Daily Trust Account Balance for each month in 2018. The worksheet below will assist you in determining that figure:

1	Enter the Highest Daily Trust Account Balance for January 2018	
2	Enter the Highest Daily Trust Account Balance for February 2018	
3	Enter the Highest Daily Trust Account Balance for March 2018	
4	Enter the Highest Daily Trust Account Balance for April 2018	
5	Enter the Highest Daily Trust Account Balance for May 2018	
6	Enter the Highest Daily Trust Account Balance for June 2018	
7	Enter the Highest Daily Trust Account Balance for July 2018	
8	Enter the Highest Daily Trust Account Balance for August 2018	
9	Enter the Highest Daily Trust Account Balance for September 2018	
10	Enter the Highest Daily Trust Account Balance for October 2018	
11	Enter the Highest Daily Trust Account Balance for November 2018	
12	Enter the Highest Daily Trust Account Balance for December 2018	
13	Total of all Highest Daily Trust Account Balances for 2018 <i>(Add lines 1 through 12.)</i>	
14	Number of months your business was actively licensed in New Jersey during 2018 <i>(See explanation below...)</i>	
15	Average Highest Daily Trust Account Balance per Month for 2018 <i>(Divide line 13 by line 14, and round the result to the nearest dollar.)</i>	

For line 14, if your business was actively licensed in New Jersey for all of 2018, enter “12”. If you ceased operations in New Jersey during 2018, enter the number of months from January 2018 up to and including the month you closed your business. If you were originally licensed in New Jersey during 2018, enter the number of months starting from and including the month first licensed through December 2018.

The amount calculated in line 15 will be used by the online application as part of the calculation for your Surety Bond Requirement.

**For Use as a Worksheet Only – Do Not Send to the Department!**

## *Surety Bond Policies*

### Number of Debtors Serviced at Principal and Branch Office Locations

*(make additional copies, if needed)*

Part of the calculation of the surety bond requirement for your business is based on the total number of debtors serviced at each office location (principal and branch) that were actively doing business in New Jersey during 2018. The online application will calculate and display a list of all New Jersey office locations that were active during 2018. Use the table below to compile your Debtors Serviced per office location.

			(A)	(B)	(C)	(D)	(E)	(F)
Office Type	Reference Number	Street Address / City / State / Zip	Number of Debtors Serviced	Subtract 250 from (A) <i>(See Note below)</i>	Divide (B) by 250 <u>rounding any remainder up to next whole number</u>	Multiply (C) by \$25,000	Base Surety amount	Add (D) and (E)
Principal							<b>\$50,000</b>	
Branch							<b>\$25,000</b>	
Branch							<b>\$25,000</b>	
Branch							<b>\$25,000</b>	
Branch							<b>\$25,000</b>	
Branch							<b>\$25,000</b>	
16	Total Surety Bond Requirement Amount based on Debtors Serviced <i>(Add the amounts calculated in column F.)</i>							

Enter the Number of Debtors Serviced (column A) for each office location into the corresponding area in the online application. The online application will perform the above calculations to determine this part of your Surety Bond Requirement.

**NOTE:** If the amount in column (B) for any location is equal to or less than zero, enter zero in column (D) for that office location

**For Use as a Worksheet Only – Do Not Send to the Department!**

## *Surety Bond Policies*

### **Surety Bond Policy Detail Information**

*(make additional copies, if needed)*

The online application will ask for detailed information concerning each surety bond in effect as of December 31, 2018. The following page of this worksheet is provided to assist you in compiling that information.

Once the detailed surety bond policy information has been entered, the online application will automatically perform the necessary calculations to verify that the requirement has been satisfied. The following chart is provided so you can compare your results with ours.

17	<b>Surety Bond Requirement Amount for Debtors Serviced</b> <i>(Enter the amount from page 15, line 16.)</i>		
18	<b>Average Highest Daily Trust Account Balance for 2018</b> <i>(Enter the amount from page 14, line 15.)</i>		
19	<b>Subtract \$250,000 from line 18</b> <i>(If the result is less than zero, enter "0" here and on line 22.)</i>		
20	<b>Divide line 19 by \$250,000</b> <i>(If the remainder is not zero, enter the <u>next highest whole number.</u>)</i>		
21	<b>Surety Bond Requirement Amount for Funds Held in Trust Accounts</b> <i>(Multiply line 20 by \$25,000.)</i>		
22	<b>Total Surety Bond Requirement as of December 31, 2018</b> <i>(Add lines 17 &amp; 21.)</i>		

**NOTE:** The total amount of coverage identified by the policy information entered must be sufficient to meet your calculated surety bond requirement on line 22. If your current coverage is deficient, provide original documentation to the Department within 30 days of filing this annual report evidencing that the required coverage has been obtained. Please send this information to the address at the bottom of the cover page.



**For Use as a Worksheet Only – Do Not Send to the Department!**

## *Surety Bond Policies*

### Surety Bond Policy Detail Information

*(make additional copies, if needed)*

Please enter the Surety Company information for each policy in force as of December 31, 2018, or, if you are no longer actively licensed, at Close of Business.

<b>Name of Provider:</b>					
<b>Business Address:</b>					
	<b>City:</b>		<b>State:</b>		<b>ZIP:</b>
<b>Policy Number:</b>			<b>Amount of Coverage:</b>		
<b>Effective Date:</b>		<b>Paid Thru or Expire Date:</b>	<input type="checkbox"/> No Expiration Date		
<b>Name of Provider:</b>					
<b>Business Address:</b>					
	<b>City:</b>		<b>State:</b>		<b>ZIP:</b>
<b>Policy Number:</b>			<b>Amount of Coverage:</b>		
<b>Effective Date:</b>		<b>Paid Thru or Expire Date:</b>	<input type="checkbox"/> No Expiration Date		
<b>Name of Provider:</b>					
<b>Business Address:</b>					
	<b>City:</b>		<b>State:</b>		<b>ZIP:</b>
<b>Policy Number:</b>			<b>Amount of Coverage:</b>		
<b>Effective Date:</b>		<b>Paid Thru or Expire Date:</b>	<input type="checkbox"/> No Expiration Date		
<b>Name of Provider:</b>					
<b>Business Address:</b>					
	<b>City:</b>		<b>State:</b>		<b>ZIP:</b>
<b>Policy Number:</b>			<b>Amount of Coverage:</b>		
<b>Effective Date:</b>		<b>Paid Thru or Expire Date:</b>	<input type="checkbox"/> No Expiration Date		

**For Use as a Worksheet Only – Do Not Send to the Department!**

## *Questionnaire*

Please answer the following questions:

1. What was the date of the last audit? \_\_\_\_\_
2. Is the Licensee HUD Certified?  Yes  No

## *Contact Information*

Please provide your Auditor Contact information:

Contact Name \_\_\_\_\_

Contact Address \_\_\_\_\_

Phone Number \_\_\_\_\_

E-mail Address  
(if available) \_\_\_\_\_

**For Use as a Worksheet Only – Do Not Send to the Department!**

## Affidavit

This sample affidavit is included for completeness only. The online application will collect all of the necessary information. DO NOT MAIL THIS AFFIDAVIT to the Department, unless you are specifically instructed to do so.

=====

I hereby certify that the information provided in connection with this Annual Report is true to the best of my knowledge and belief:

\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Signature of Licensee or Responsible Party)

Please enter the following information for the individual preparing this report:

Name of Preparer \_\_\_\_\_

Title of Preparer \_\_\_\_\_

Phone of Preparer \_\_\_\_\_

E-mail of Preparer  
(if available) \_\_\_\_\_

Please enter the following information for the licensee or individual responsible for the licensed entity. If that person no longer holds an active license, please put the mailing address of their current location or the location where they would like their mail sent so future mailings may be successfully sent to them.

Name of Responsible Party \_\_\_\_\_

Title of Responsible Party \_\_\_\_\_

Address of Responsible Party \_\_\_\_\_

Phone of Responsible Party \_\_\_\_\_

E-mail of Responsible Party \_\_\_\_\_

Every licensee **must** include their official e-mail address in their annual report according to N.J.A.C. 3:23-4.1. Failure to supply your official e-mail address will result in a failure to comply with the annual report filing.

===== *Notarization* =====

State of \_\_\_\_\_ County of \_\_\_\_\_

Sworn to and subscribed before me this \_\_\_\_\_ day of \_\_\_\_\_ in the year \_\_\_\_\_,  
and I hereby certify that I am not an officer or director of this entity.

\_\_\_\_\_  
(Signature of Notary Public)

My commission expires on \_\_\_\_\_  
(Date)