

Arizona Airports Association
Profit & Loss Prev Year Comparison
2021-2022 Budget

	<u>Budget '21-'22</u>	<u>Budget '20-'21</u>	<u>Change</u>	<u>% Change</u>	<u>Jul '19 - Jun '20</u>	<u>Jul '18 - Jun '19</u>	<u>Jul '17 - Jun '18</u>	<u>Jul '16 - Jun '17</u>	<u>Jul '15 - Jun '16</u>	<u>Jul '14 - Jun '15</u>	<u>Jul '13 - Jun '14</u>	<u>Jul '12 - Jun '13</u>
Ordinary Income/Expense												
Income												
Membership Dues	22,000.00	25,000.00	-3,000.00	-12%	21,357.50	19,750.00	22,107.50	23,020.00	20,592.50	27,532.50	26,597.50	9,327.00
Fall Conference												
Registration	15,000.00	18,500.00	-3,500.00	-19%	18,115.00	16,947.50	20,380.00	16,057.50	17,670.00	15,462.50	17,265.00	7,430.00
Exhibitors	2,000.00	2,000.00	0.00	0%	2,700.00	1,500.00	1,800.00	2,500.00	2,625.00	2,500.00	2,750.00	850.00
Total Fall Conference	17,000.00	20,500.00	-3,500.00	-17%	20,815.00	18,447.50	22,180.00	18,557.50	20,295.00	17,962.50	20,015.00	8,280.00
Aviation Day												
Registration	1,000.00	1,000.00	0.00	0%	2,590.00	1,000.00	1,060.00	980.00	960.00	1,740.00	960.00	1,630.00
Sponsors	10,000.00	10,000.00	0.00	0%	6,500.00	6,450.00	9,600.00	11,100.00	10,950.00	13,350.00	10,600.00	13,350.00
Total Aviation Day	11,000.00	11,000.00	0.00	0%	9,090.00	7,450.00	10,660.00	12,080.00	11,910.00	15,090.00	11,560.00	14,980.00
Spring Conference												
Registration	36,800.00	46,000.00	-9,200.00	-20%	0.00	45,702.50	46,192.50	42,170.00	39,806.50	42,342.50	36,744.32	35,415.00
Sponsors	18,400.00	23,000.00	-4,600.00	-20%	0.00	24,175.00	21,300.00	20,000.00	22,658.80	17,750.00	29,850.00	18,150.00
Exhibitor	12,000.00	15,000.00	-3,000.00	-20%	0.00	10,800.00	13,600.00	14,030.00	16,000.00	9,600.00	10,725.00	12,400.00
Total Spring Conference	67,200.00	84,000.00	-16,800.00	-20%	0.00	80,677.50	81,092.50	76,200.00	78,465.30	69,692.50	77,319.32	65,965.00
Chapter Store	100.00	200.00	-100.00	-50%	55.00	325.00	0.00	0.00	0.00	0.00	301.05	813.00
Interest Income	50.00	100.00	-50.00	-50%	50.20	87.45	67.30	91.37	75.01	142.40	242.05	501.38
Misc Income	0.00	0.00	0.00	#DIV/0!	0.00	0.00	170.00	100.00	50.00	0.00	0.00	0.00
Total Income	117,350.00	140,800.00	-23,450.00	-17%	51,367.70	126,737.45	136,277.30	130,048.87	131,387.81	130,419.90	136,034.92	99,866.38

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Expense												
PROGRAM EXPENSES												
Fall Conference												
Venue & AV	1,500.00	1,500.00	0.00	0%	1,523.66	1,335.78	2,957.34	3,954.48	5,651.50	2,670.64	0.00	0.00
F&B	14,000.00	14,500.00	-500.00	-3%	13,920.34	14,004.86	11,776.90	12,336.33	14,370.08	13,553.64	20,808.06	15,834.91
Gifts	500.00	500.00	0.00	0%	503.05							
Supplies	500.00	500.00	0.00	0%	275.70	396.64	951.94	622.01	1,603.24	300.86	203.25	350.50
Printed Program	250.00	500.00	-250.00	-50%	0.00	0.00	0.00	499.61	726.84	472.25	979.25	508.78
Total Fall Conference	16,750.00	17,500.00	-750.00	-4%	16,222.75	15,737.28	15,686.18	17,412.43	22,351.66	16,997.39	21,990.56	16,694.19
Aviation Day												
Equipment	5,500.00	5,500.00	0.00	0%	5,122.63	4,793.39	4,803.81	4,424.26	4,461.61	4,439.98	4,417.56	5,576.49
F&B	7,000.00	7,000.00	0.00	0%	7,701.69	5,678.10	6,270.32	6,470.61	6,434.20	6,907.68	6,781.98	9,569.58
Gifts	900.00	900.00	0.00	0%	863.36	682.50	819.00	783.45	716.00	879.40	1,986.50	503.19
Supplies	200.00	200.00	0.00	0%	105.03	87.71	50.08	54.39	375.00	0.00	92.86	5,202.47
Total Aviation Day	13,600.00	13,600.00	0.00	0%	13,792.71	11,241.70	11,943.21	11,732.71	11,986.81	12,227.06	13,278.90	20,851.73
Spring Conference												
Venue Rental/ AV	1,200.00	1,200.00	0.00	0%	0.00	650.29	2,295.23	959.14	8,365.00	1,090.60	0.00	0.00
F&B	32,000.00	32,000.00	0.00	0%	0.00	28,267.28	37,853.00	29,681.08	31,319.81	24,899.67	29,627.60	32,823.82
Supplies	400.00	400.00	0.00	0%	0.00	281.78	257.96	722.36	624.95	0.00	133.16	337.78
Printed Program	1,300.00	1,300.00	0.00	0%	0.00	1,315.84	1,461.81	1,141.02	1,046.95	778.05	1,424.58	1,584.24
Gifts	750.00	750.00	0.00	0%	0.00	1,055.37	744.82	556.67	423.40	1,855.00	1,631.64	3,723.97
Special Events												
Golf Tournament	4,500.00	4,500.00	0.00	0%	552.26	4,837.48	5,090.08	3,997.03	522.20	2,572.11	3,470.19	1,714.99
Welcome Reception	4,200.00	4,200.00	0.00	0%	0.00	2,852.97	8,615.65	8,312.67	2,165.45	3,102.76	5,003.30	1,975.58
Monday Evening Event	2,400.00	2,400.00	0.00	0%	0.00	7,156.68	3,867.98	1,609.63	2,361.70	2,457.31	759.43	0.00
Post Banquet Reception	750.00	750.00	0.00	0%	0.00	2,193.60	222.37	383.55	896.80	1,477.34	1,000.00	378.67
Total Special Events	11,850.00	11,850.00	0.00	0%	552.26	17,040.73	17,796.08	14,302.88	5,946.15	9,609.52	10,232.92	4,069.24
Total Spring Conference	47,500.00	47,500.00	0.00	0%	552.26	48,611.29	60,408.90	47,363.15	47,726.26	38,232.84	43,049.90	42,539.05
Scholarships	7,500.00	7,500.00	0.00	0%	1,500.00	1,436.76	2,588.94	3,018.10	3,424.58	2,633.60	2,500.00	4,446.64
Awards	1,000.00	1,000.00	0.00	0%	681.20	991.52	1,005.20	875.32	787.35	879.40	1,164.74	983.68
Total PROGRAM EXPENSES	86,350.00	87,100.00	-750.00	-1%	32,748.92	78,018.55	91,632.43	80,401.71	86,276.66	70,970.29	81,984.10	85,515.29

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OPERATING EXPENSES												
Association Mgmt	29,765.00	28,715.00	1,050.00	4%	27,016.00	22,199.00	19,906.00	22,698.00	18,929.37	18,000.04	8,316.67	7,189.23
Direct Expenses	750.00	750.00	0.00	0%	125.91	1,254.79	254.25	433.02	222.38	511.28	494.77	1,074.99
Total Association Mgmt	30,515.00	29,465.00	1,050.00	4%	27,141.91	23,453.79	20,160.25	23,131.02	19,151.75	18,511.32	8,811.44	8,264.22
Accounting Fees	200.00	300.00	-100.00	-33%	175.00	175.00	175.00	600.00	600.00	600.00	1,524.58	267.70
Lobbyist	5,000.00	5,000.00	0.00	0%	5,000.00	5,025.00	5,007.65	2,525.00	2,500.00	2,525.00	0.00	0.00
Website	2,000.00	2,000.00	0.00	0%	1,847.97	3,150.50	7,160.74	7,413.88	6,819.75	7,090.00	7,140.97	9,009.95
Insurance	1,600.00	1,600.00	0.00	0%	1,552.00	1,543.00	1,534.00	1,451.00	1,451.00	500.00	974.00	1,082.00
Board Meetings	6,000.00	7,500.00	-1,500.00	-20%	4,736.11	5,917.09	9,430.22	7,869.90	10,624.44	9,502.84	9,502.11	10,101.47
Board Member Expenses	750.00	750.00	0.00	0%	659.74	825.84	704.16	790.34	260.32	1,058.17	1,398.80	2,008.57
Postage/Shipping	50.00	50.00	0.00	0%	18.36	25.17	28.63	28.54	28.65	91.62	256.40	8.65
Copies	250.00	250.00	0.00	0%	54.62	10.90	120.92	187.24	246.06	227.88	50.52	0.00
Marketing	0.00	0.00	0.00	#DIV/0!	0.00	0.00	0.00	0.00	0.00	33.42	234.77	1,916.86
Supplies/Equipment Package	1,200.00	1,700.00	-500.00	-29%	1,200.00	1,353.60	1,749.05	1,612.38	724.24	168.57	107.41	1,831.85
Telephone, Telecommunications	75.00	75.00	0.00	0%	0.00	0.00	25.74	44.36	60.82	54.39	1,494.93	1,101.15
Merchant Fees	4,700.00	4,750.00	-50.00	-1%	3,390.66	4,360.65	4,769.26	3,673.12	4,236.93	4,391.78	3,206.04	3,098.41
Miscellaneous Expense	10.00	10.00	0.00	0%	10.00	10.00	10.00	10.00	10.00	1,010.00	10.00	35.00
Total OPERATING EXPENSES	52,350.00	53,450.00	-1,100.00	-2%	45,786.37	45,850.54	50,875.62	49,336.78	46,713.96	45,764.99	34,711.97	38,725.83
Total Expense	138,700.00	140,550.00	-1,850.00	-1%	78,535.29	123,869.09	142,508.05	129,738.49	132,990.62	116,735.28	116,696.07	124,241.12
Change in Net Assets	-21,350.00	250.00	-21,600.00	-8640%	-27,167.59	2,868.36	-6,230.75	310.38	-1,602.81	13,684.62	19,338.85	-24,374.74