

Arizona Airports Association
Profit & Loss Prev Year Comparison
 2022-2023 Budget

| | Budget '22-'23 | Budget '21-'22 | Change | % Change | Jul '20 - Jun '21 | Jul '19 - Jun '20 | Jul '18 - Jun '19 | Jul '17 - Jun '18 | Jul '16 - Jun '17 | Jul '15 - Jun '16 | Jul '14 - Jun '15 | Jul '13 - Jun '14 | Jul '12 - Jun '13 |
|-------------------------|-------------------|-------------------|-----------------|-----------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Ordinary Income/Expense | | | | | | | | | | | | | |
| Income | | | | | | | | | | | | | |
| Membership Dues | 21,000.00 | 22,000.00 | -1,000.00 | -5% | 18,772.50 | 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 | 18,000.00 | 15,000.00 | 3,000.00 | 20% | 2,250.00 | 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% | 0.00 | 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 | 20,000.00 | 17,000.00 | 3,000.00 | 18% | 2,250.00 | 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% | 0.00 | 2,590.00 | 1,000.00 | 1,060.00 | 980.00 | 960.00 | 1,740.00 | 960.00 | 1,630.00 |
| Sponsors | 7,500.00 | 10,000.00 | -2,500.00 | -25% | 0.00 | 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 | 8,500.00 | 11,000.00 | -2,500.00 | -23% | 0.00 | 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 | 38,000.00 | 36,800.00 | 1,200.00 | 3% | 8,120.00 | 0.00 | 45,702.50 | 46,192.50 | 42,170.00 | 39,806.50 | 42,342.50 | 36,744.32 | 35,415.00 |
| Sponsors | 20,000.00 | 18,400.00 | 1,600.00 | 9% | 10,950.00 | 0.00 | 24,175.00 | 21,300.00 | 20,000.00 | 22,658.80 | 17,750.00 | 29,850.00 | 18,150.00 |
| Exhibitor | 10,000.00 | 12,000.00 | -2,000.00 | -17% | 0.00 | 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 | 68,000.00 | 67,200.00 | 800.00 | 1% | 19,070.00 | 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 | 100.00 | 0.00 | 0% | 0.00 | 55.00 | 325.00 | 0.00 | 0.00 | 0.00 | 0.00 | 301.05 | 813.00 |
| Member Events | 1,500.00 | 0.00 | 0.00 | #DIV/0! | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Interest Income | 15.00 | 50.00 | -35.00 | -70% | 11.66 | 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! | 100.00 | 0.00 | 0.00 | 170.00 | 100.00 | 50.00 | 0.00 | 0.00 | 0.00 |
| Total Income | 119,115.00 | 117,350.00 | 1,765.00 | 2% | 40,204.16 | 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 | Budget '22-'23 | Budget '21-'22 | Change | % Change | Jul '20 - Jun '21 | Jul '19 - Jun '20 | Jul '18 - Jun '19 | Jul '17 - Jun '18 | Jul '16 - Jun '17 | Jul '15 - Jun '16 | Jul '14 - Jun '15 | Jul '13 - Jun '14 | Jul '12 - Jun '13 |
|--------------------------------|------------------|------------------|-----------------|----------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| PROGRAM EXPENSES | | | | | | | | | | | | | |
| Fall Conference | | | | | | | | | | | | | |
| Venue & AV | 2,000.00 | 1,500.00 | 500.00 | 33% | 0.00 | 1,523.66 | 1,335.78 | 2,957.34 | 3,954.48 | 5,651.50 | 2,670.64 | 0.00 | 0.00 |
| F&B | 16,000.00 | 14,000.00 | 2,000.00 | 14% | 1,725.36 | 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% | 259.09 | 503.05 | | | | | | | |
| Supplies | 250.00 | 500.00 | -250.00 | -50% | 0.00 | 275.70 | 396.64 | 951.94 | 622.01 | 1,603.24 | 300.86 | 203.25 | 350.50 |
| Printed Program | 250.00 | 250.00 | 0.00 | 0% | 0.00 | 0.00 | 0.00 | 0.00 | 499.61 | 726.84 | 472.25 | 979.25 | 508.78 |
| Total Fall Conference | 19,000.00 | 16,750.00 | 2,250.00 | 13% | 1,984.45 | 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 | 5,600.00 | 5,500.00 | 100.00 | 2% | 0.00 | 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% | 0.00 | 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% | 0.00 | 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% | 0.00 | 105.03 | 87.71 | 50.08 | 54.39 | 375.00 | 0.00 | 92.86 | 5,202.47 |
| Total Aviation Day | 13,700.00 | 13,600.00 | 100.00 | 1% | 0.00 | 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 | 3,000.00 | 1,200.00 | 1,800.00 | 150% | 0.00 | 0.00 | 650.29 | 2,295.23 | 959.14 | 8,365.00 | 1,090.60 | 0.00 | 0.00 |
| F&B | 35,000.00 | 32,000.00 | 3,000.00 | 9% | 0.00 | 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 | 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 | 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% | 320.00 | 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% | 3,602.18 | 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% | 1,967.12 | 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 | 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 | 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% | 5,569.30 | 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 | 52,300.00 | 47,500.00 | 4,800.00 | 10% | 5,889.30 | 552.26 | 48,611.29 | 60,408.90 | 47,363.15 | 47,726.26 | 38,232.84 | 43,049.90 | 42,539.05 |
| Member Event Expense | 1,500.00 | 0.00 | 1,500.00 | #DIV/0! | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Scholarships | 7,500.00 | 7,500.00 | 0.00 | 0% | 2,500.00 | 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% | 738.48 | 681.20 | 991.52 | 1,005.20 | 875.32 | 787.35 | 879.40 | 1,164.74 | 983.68 |
| Total PROGRAM EXPENSES | 95,000.00 | 86,350.00 | 8,650.00 | 10% | 11,112.23 | 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 | 30,948.00 | 29,765.00 | 1,183.00 | 4% | 27,870.00 | 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 | 500.00 | 750.00 | -250.00 | -33% | 0.00 | 125.91 | 1,254.79 | 254.25 | 433.02 | 222.38 | 511.28 | 494.77 | 1,074.99 |
| Total Association Mgmt | 31,448.00 | 30,515.00 | 933.00 | 3% | 27,870.00 | 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 | 200.00 | 0.00 | 0% | 175.00 | 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% | 5,025.40 | 5,000.00 | 5,025.00 | 5,007.65 | 2,525.00 | 2,500.00 | 2,525.00 | 0.00 | 0.00 |
| Website | 2,100.00 | 2,000.00 | 100.00 | 5% | 1,728.00 | 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% | 1,579.00 | 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 | 6,000.00 | 0.00 | 0% | 0.00 | 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 | 500.00 | 750.00 | -250.00 | -33% | 299.94 | 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% | 384.70 | 18.36 | 25.17 | 28.63 | 28.54 | 28.65 | 91.62 | 256.40 | 8.65 |
| Copies | 250.00 | 250.00 | 0.00 | 0% | 31.00 | 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 | 0.00 | 33.42 | 234.77 | 1,916.86 |
| Supplies/Equipment Package | 1,200.00 | 1,200.00 | 0.00 | 0% | 1,200.00 | 1,200.00 | 1,353.60 | 1,749.05 | 1,612.38 | 724.24 | 168.57 | 107.41 | 1,831.85 |
| Telephone, Telecommunications | 150.00 | 75.00 | 75.00 | 100% | 149.90 | 0.00 | 0.00 | 25.74 | 44.36 | 60.82 | 54.39 | 1,494.93 | 1,101.15 |
| Merchant Fees | 4,750.00 | 4,700.00 | 50.00 | 1% | 1,521.33 | 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% | 14.99 | 10.00 | 10.00 | 10.00 | 10.00 | 10.00 | 1,010.00 | 10.00 | 35.00 |
| Total OPERATING EXPENSES | 53,258.00 | 52,350.00 | 908.00 | 2% | 39,979.26 | 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 | 148,258.00 | 138,700.00 | 9,558.00 | 7% | 51,091.49 | 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 | -29,143.00 | -21,350.00 | -7,793.00 | 37% | -10,887.33 | -27,167.59 | 2,868.36 | -6,230.75 | 310.38 | -1,602.81 | 13,684.62 | 19,338.85 | -24,374.74 |