

Arizona Airports Association
Profit & Loss Prev Year Comparison
2019-2020 Budget

	<u>Budget '19-'20</u>	<u>Budget '18-'19</u>	<u>Change</u>	<u>% Change</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>
PROGRAM EXPENSES										
Fall Conference										
Venue & AV	2,000.00	2,500.00	-500.00	-20%	2,957.34	3,954.48	5,651.50	2,670.64	0.00	0.00
F&B	14,500.00	15,000.00	-500.00	-3%	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%						
Supplies	500.00	600.00	-100.00	-17%	951.94	622.01	1,603.24	300.86	203.25	350.50
Printed Program	500.00	750.00	-250.00	-33%	0.00	499.61	726.84	472.25	979.25	508.78
Total Fall Conference	18,000.00	19,350.00	-1,350.00	-7%	15,686.18	17,412.43	22,351.66	16,997.39	21,990.56	16,694.19
Aviation Day										
Equipment	5,000.00	5,000.00	0.00	0%	4,803.81	4,424.26	4,461.61	4,439.98	4,417.56	5,576.49
F&B	8,000.00	8,000.00	0.00	0%	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%	819.00	783.45	716.00	879.40	1,986.50	503.19
Supplies	900.00	900.00	0.00	0%	50.08	54.39	375.00	0.00	92.86	5,202.47
Total Aviation Day	14,800.00	14,800.00	0.00	0%	11,943.21	11,732.71	11,986.81	12,227.06	13,278.90	20,851.73
Spring Conference										
Venue Rental	0.00	0.00	0.00	#DIV/0!	2,295.23	959.14	8,365.00	1,090.60	0.00	0.00
F&B	32,000.00	30,000.00	2,000.00	7%	37,853.00	29,681.08	31,319.81	24,899.67	29,627.60	32,823.82
A/V	1,200.00	1,000.00	200.00	20%	0.00	0.00	0.00	596.14	0.00	0.00
Supplies	650.00	650.00	0.00	0%	257.96	722.36	624.95	0.00	133.16	337.78
Printed Program	1,300.00	1,000.00	300.00	30%	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%	744.82	556.67	423.40	1,855.00	1,631.64	3,723.97
Special Events										
Golf Tournament	4,500.00	3,500.00	1,000.00	29%	5,090.08	3,997.03	522.20	2,572.11	3,470.19	1,714.99
Welcome Reception	4,200.00	4,000.00	200.00	5%	8,615.65	8,312.67	2,165.45	3,102.76	5,003.30	1,975.58
Monday Evening Event	2,400.00	2,000.00	400.00	20%	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%	222.37	383.55	896.80	1,477.34	1,000.00	378.67
Total Special Events	11,850.00	10,250.00	1,600.00	16%	17,796.08	14,302.88	5,946.15	9,609.52	10,232.92	4,069.24
Total Spring Conference	47,750.00	43,650.00	4,100.00	9%	60,408.90	47,363.15	47,726.26	38,828.98	43,049.90	42,539.05
Scholarships	7,500.00	7,500.00	0.00	0%	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%	1,005.20	875.32	787.35	879.40	1,164.74	983.68
Total PROGRAM EXPENSES	89,050.00	86,300.00	2,750.00	3%	91,632.43	80,401.71	86,276.66	71,566.43	81,984.10	85,515.29

Arizona Airports Association
Profit & Loss Prev Year Comparison
2019-2020 Budget

	<u>Budget '19-'20</u>	<u>Budget '18-'19</u>	<u>Change</u>	<u>% Change</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>
OPERATING EXPENSES										
Association Mgmt	27,520.00	20,950.00	6,570.00	31%	19,906.00	22,698.00	18,929.37	18,000.04	8,316.67	7,189.23
Direct Expenses	1,000.00	1,500.00	-500.00	-33%	254.25	433.02	222.38	511.28	494.77	1,074.99
Total Association Mgmt	28,520.00	22,450.00	6,070.00	27%	20,160.25	23,131.02	19,151.75	18,511.32	8,811.44	8,264.22
Accounting Fees	300.00	600.00	-300.00	-50%	175.00	600.00	600.00	600.00	1,524.58	267.70
Lobbyist	5,000.00	5,000.00	0.00	0%	5,007.65	2,525.00	2,500.00	2,525.00	0.00	0.00
Website	2,000.00	8,100.00	-6,100.00	-75%	7,160.74	7,413.88	6,819.75	7,090.00	7,140.97	9,009.95
Insurance	1,600.00	1,500.00	100.00	7%	1,534.00	1,451.00	1,451.00	500.00	974.00	1,082.00
Board Meetings	7,500.00	10,000.00	-2,500.00	-25%	9,430.22	7,869.90	10,624.44	9,502.84	9,502.11	10,101.47
Board Member Expenses	1,100.00	1,500.00	-400.00	-27%	704.16	790.34	260.32	1,058.17	1,398.80	2,008.57
Postage/Shipping	100.00	100.00	0.00	0%	28.63	28.54	28.65	91.62	256.40	8.65
Copies	250.00	250.00	0.00	0%	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	33.42	234.77	1,916.86
Supplies/Equipment Package	1,700.00	1,600.00	100.00	6%	1,749.05	1,612.38	724.24	168.57	107.41	1,831.85
Telephone, Telecommunications	75.00	75.00	0.00	0%	25.74	44.36	60.82	54.39	1,494.93	1,101.15
Merchant Fees	4,750.00	4,500.00	250.00	6%	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	1,010.00	10.00	35.00
Total OPERATING EXPENSES	52,905.00	55,685.00	-2,780.00	-5%	50,875.62	49,336.78	46,713.96	45,764.99	34,711.97	38,725.83
Total Expense	141,955.00	141,985.00	-30.00	0%	142,508.05	129,738.49	132,990.62	117,331.42	116,696.07	124,241.12
Change in Net Assets	-4,455.00	315.00	-4,770.00	-1514%	-6,230.75	310.38	-1,602.81	13,088.48	19,338.85	-24,374.74