

Arizona Airports Association
Profit & Loss Prev Year Comparison
2017-2018 Budget

	Budget '17-'18	Budget '16-'17	Change	% Change	Jul '15 - Jun '16'	Jul '14 - Jun '15'	Jul '13 - Jun '14	Jul '12 - Jun '13
PROGRAM EXPENSES								
Fall Conference								
Venue & AV	2,500.00	3,500.00	-1,000.00	-29%	5,651.50	2,670.64	0.00	0.00
F&B	15,000.00	15,000.00	0.00	0%	14,370.08	13,553.64	20,808.06	15,834.91
Supplies	1,100.00	1,600.00	-500.00	-31%	1,603.24	300.86	203.25	350.50
Printed Program	750.00	750.00	0.00	0%	726.84	472.25	979.25	508.78
Total Fall Conference	19,350.00	20,850.00	-1,500.00	-7%	22,351.66	16,997.39	21,990.56	16,694.19
Aviation Day								
Equipment	4,700.00	4,500.00	200.00	4%	4,461.61	4,439.98	4,417.56	5,576.49
F&B	6,700.00	6,000.00	700.00	12%	6,434.20	6,907.68	6,781.98	9,569.58
Gifts	1,000.00	1,000.00	0.00	0%	716.00	879.40	1,986.50	503.19
Supplies	400.00	250.00	150.00	60%	375.00	0.00	92.86	5,202.47
Total Aviation Day	12,800.00	11,750.00	1,050.00	9%	11,986.81	12,227.06	13,278.90	20,851.73
Spring Conference								
Venue Rental	0.00	0.00	0.00	0%	8,365.00	1,090.60	0.00	0.00
F&B	30,000.00	27,500.00	2,500.00	9%	31,319.81	24,899.67	29,627.60	32,823.82
A/V	750.00	500.00	250.00	50%	0.00	596.14	0.00	0.00
Supplies	650.00	500.00	150.00	30%	624.95	0.00	133.16	337.78
Printed Program	1,000.00	1,000.00	0.00	0%	1,046.95	778.05	1,424.58	1,584.24
Gifts	1,750.00	2,000.00	-250.00	-13%	423.40	1,855.00	1,631.64	3,723.97
Special Events								
Golf Tournament	2,500.00	2,500.00	0.00	0%	0.00	2,572.11	3,470.19	1,714.99
Welcome Reception	3,500.00	3,500.00	0.00	0%	0.00	3,102.76	5,003.30	1,975.58
Monday Evening Event	3,000.00	3,000.00	0.00	0%	0.00	2,457.31	759.43	0.00
Post Banquet Reception	1,000.00	1,250.00	-250.00	-20%	0.00	1,477.34	1,000.00	378.67
Total Special Events	10,000.00	10,250.00	-250.00	-2%	5,946.15	9,609.52	10,232.92	4,069.24
Total Spring Conference	44,150.00	41,750.00	2,400.00	6%	47,726.26	38,828.98	43,049.90	42,539.05
Scholarships	7,500.00	7,500.00	0.00	0%	3,424.58	2,633.60	2,500.00	4,446.64
Awards	1,000.00	1,000.00	0.00	0%	787.35	879.40	1,164.74	983.68
Total PROGRAM EXPENSES	84,800.00	82,850.00	1,950.00	2%	86,276.66	71,566.43	81,984.10	85,515.29

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OPERATING EXPENSES								
Association Mgmt	20,950.00	20,950.00	0.00	0%	18,929.37	18,000.04	8,316.67	7,189.23
Direct Expenses	1,500.00	650.00	850.00	131%	222.38	511.28	494.77	1,074.99
Total Association Mgmt	22,450.00	21,600.00	850.00	4%	19,151.75	18,511.32	8,811.44	8,264.22
Accounting Fees	600.00	600.00	0.00	0%	600.00	600.00	1,524.58	267.70
Lobbyist	5,000.00	4,000.00	1,000.00	25%	2,500.00	2,525.00	0.00	0.00
Website	7,600.00	6,500.00	1,100.00	17%	6,819.25	7,090.00	7,140.97	9,009.95
Insurance	1,500.00	1,500.00	0.00	0%	1,451.00	500.00	974.00	1,082.00
Board Meetings	10,000.00	10,000.00	0.00	0%	10,624.44	9,502.84	9,502.11	10,101.47
Board Member Expenses	1,500.00	1,500.00	0.00	0%	260.32	1,058.17	1,398.80	2,008.57
Postage/Shipping	150.00	150.00	0.00	0%	28.65	91.62	256.40	8.65
Copies	250.00	400.00	-150.00	-38%	246.06	227.88	50.52	0.00
Marketing	0.00	0.00	0.00	0%	0.00	33.42	234.77	1,916.86
Supplies/Equipment Package	1,400.00	1,400.00	0.00	0%	724.24	168.57	107.41	1,831.85
Telephone, Telecommunications	75.00	100.00	-25.00	-25%	60.82	54.39	1,494.93	1,101.15
Merchant Fees	4,500.00	4,500.00	0.00	0%	4,071.30	4,391.78	3,206.04	3,098.41
Miscellaneous Expense	10.00	10.00	0.00	0%	10.00	1,010.00	10.00	35.00
Total OPERATING EXPENSES	55,035.00	52,260.00	2,775.00	5%	46,547.83	45,764.99	34,711.97	38,725.83
Total Expense	139,835.00	135,110.00	4,725.00	3%	132,824.49	117,331.42	116,696.07	124,241.12
Change in Net Assets	365.00	390.00	-25.00	-6%	-1,955.68	13,088.48	19,338.85	-24,374.74