

Arizona Airports Association
Profit & Loss Prev Year Comparison
2023-2024 Budget

	<u>Budget '23-'24</u>	<u>Budget '22-'23</u>	<u>Change</u>	<u>% Change</u>	<u>Jul '21 - Jun '22</u>	<u>Jul '20 - Jun '21</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	23,000.00	21,000.00	2,000.00	10%	20,985.00	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	20,000.00	18,000.00	2,000.00	11%	22,620.00	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
Sponsors	5,000.00	0.00												
Exhibitors	2,000.00	2,000.00	0.00	0%	2,400.00	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	27,000.00	20,000.00	7,000.00	35%	25,020.00	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	0.00	1,000.00	-1,000.00	-100%	800.00	0.00	2,590.00	1,000.00	1,060.00	980.00	960.00	1,740.00	960.00	1,630.00
Sponsors	0.00	7,500.00	-7,500.00	-100%	3,749.00	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	0.00	8,500.00	-8,500.00	-100%	4,549.00	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	50,000.00	38,000.00	12,000.00	32%	53,355.00	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	20,000.00	0.00	0%	21,900.00	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	12,000.00	10,000.00	2,000.00	20%	13,100.00	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	82,000.00	68,000.00	14,000.00	21%	88,355.00	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%	20.00	0.00	55.00	325.00	0.00	0.00	0.00	0.00	301.05	813.00
Member Events	4,500.00	1,500.00	0.00	0%	1,770.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest Income	15.00	15.00	0.00	0%	9.27	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!	0.00	100.00	0.00	0.00	170.00	100.00	50.00	0.00	0.00	0.00
Total Income	136,615.00	119,115.00	17,500.00	15%	140,708.27	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 '23-'24	Budget '22-'23	Change	% Change	Jul '21 - Jun '22	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	2,000.00	0.00	0%	1,921.14	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	16,000.00	0.00	0%	16,462.77	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%	459.76	259.09	503.05							
Supplies	250.00	250.00	0.00	0%	284.79	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%	195.69	0.00	0.00	0.00	0.00	499.61	726.84	472.25	979.25	508.78
Total Fall Conference	19,000.00	19,000.00	0.00	0%	19,324.15	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	0.00	5,600.00	-5,600.00	-100%	5,379.36	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	0.00	7,000.00	-7,000.00	-100%	5,179.68	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	1,200.00	900.00	300.00	33%	816.27	0.00	863.36	682.50	819.00	783.45	716.00	879.40	1,986.50	503.19
Supplies	0.00	200.00	-200.00	-100%	442.27	0.00	105.03	87.71	50.08	54.39	375.00	0.00	92.86	5,202.47
Total Aviation Day	1,200.00	13,700.00	-12,500.00	-91%	11,817.58	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/ A/V	3,500.00	3,000.00	500.00	17%	2,623.98	0.00	0.00	650.29	2,295.23	959.14	8,365.00	1,090.60	0.00	0.00
F&B	45,000.00	35,000.00	10,000.00	29%	44,153.15	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	500.00	400.00	100.00	25%	573.22	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%	433.31	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%	824.47	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	6,000.00	4,500.00	1,500.00	33%	8,060.36	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	5,500.00	4,200.00	1,300.00	31%	5,352.38	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	3,100.00	2,400.00	700.00	29%	0.00	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	0.00	750.00	-750.00	-100%	0.00	0.00	0.00	2,193.60	222.37	383.55	896.80	1,477.34	1,000.00	378.67
Total Special Events	14,600.00	11,850.00	2,750.00	23%	13,412.74	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	65,650.00	52,300.00	13,350.00	26%	62,020.87	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	3,000.00	1,500.00	1,500.00	100%	1,453.72	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%	2,644.54	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%	817.49	738.48	681.20	991.52	1,005.20	875.32	787.35	879.40	1,164.74	983.68
Total PROGRAM EXPENSES	97,350.00	95,000.00	2,350.00	2%	98,078.35	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	29,844.00	30,948.00	-1,104.00	-4%	29,760.00	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	700.00	500.00	200.00	40%	753.01	0.00	125.91	1,254.79	254.25	433.02	222.38	511.28	494.77	1,074.99
Total Association Mgmt	30,544.00	31,448.00	-904.00	-3%	30,513.01	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	500.00	200.00	300.00	150%	175.00	175.00	175.00	175.00	175.00	600.00	600.00	600.00	1,524.58	267.70
Lobbyist	6,000.00	5,000.00	1,000.00	20%	5,000.00	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	2,600.00	2,100.00	500.00	24%	2,052.00	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%	1,627.00	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	4,000.00	6,000.00	-2,000.00	-33%	2,849.08	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	500.00	0.00	0%	259.39	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%	10.49	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%	35.55	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!	124.24	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%	1,202.20	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	150.00	0.00	0%	149.90	149.90	0.00	0.00	25.74	44.36	60.82	54.39	1,494.93	1,101.15
Merchant Fees	5,500.00	4,750.00	750.00	16%	5,046.92	1,521.33	3,390.66	4,360.65	4,769.26	3,673.12	4,236.93	4,391.78	3,206.04	3,096.41
Miscellaneous Expense	10.00	10.00	0.00	0%	10.00	14.99	10.00	10.00	10.00	10.00	10.00	1,010.00	10.00	35.00
Total OPERATING EXPENSES	52,904.00	53,258.00	-354.00	-1%	49,054.78	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	150,254.00	148,258.00	1,996.00	1%	147,133.13	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	-13,639.00	-29,143.00	15,504.00	-53%	-6,424.86	-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