

Arizona Airports Association
Profit & Loss Prev Year Comparison
2016-2017 Budget

	<u>Budget '16-'17</u>	<u>Budget '15-'16</u>	<u>Change</u>	<u>% Change</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	26,600.00	-3,600.00	-14%	27,532.50	26,597.50	9,327.00
Fall Conference							
Registration	17,500.00	17,300.00	200.00	1%	15,462.50	17,265.00	7,430.00
Exhibitors	2,600.00	2,750.00	-150.00	-5%	2,500.00	2,750.00	850.00
Total Fall Conference	<u>20,100.00</u>	<u>20,050.00</u>	<u>50.00</u>	<u>0%</u>	<u>17,962.50</u>	<u>20,015.00</u>	<u>8,280.00</u>
Aviation Day							
Registration	1,650.00	1,600.00	50.00	3%	1,740.00	960.00	1,630.00
Sponsors	12,000.00	11,000.00	1,000.00	9%	13,350.00	10,600.00	13,350.00
Total Aviation Day	<u>13,650.00</u>	<u>12,600.00</u>	<u>1,050.00</u>	<u>8%</u>	<u>15,090.00</u>	<u>11,560.00</u>	<u>14,980.00</u>
Spring Conference							
Registration	40,000.00	35,500.00	4,500.00	13%	42,342.50	36,744.32	35,415.00
Sponsors	27,000.00	29,850.00	-2,850.00	-11%	17,750.00	29,850.00	18,150.00
Exhibitor	11,500.00	11,500.00	0.00	0%	9,600.00	10,725.00	12,400.00
Total Spring Conference	<u>78,500.00</u>	<u>76,850.00</u>	<u>1,650.00</u>	<u>2%</u>	<u>69,692.50</u>	<u>77,319.32</u>	<u>65,965.00</u>
Chapter Store	50.00	100.00	-50.00	-50%	0.00	301.05	813.00
Interest Income	200.00	300.00	-100.00	-33%	142.40	242.05	501.38
Misc Income	0.00	0.00	0.00	0%	0.00	0.00	0.00
Total Income	<u>135,500.00</u>	<u>136,500.00</u>	<u>-1,000.00</u>	<u>-1%</u>	<u>130,419.90</u>	<u>136,034.92</u>	<u>99,866.38</u>
Expense							
PROGRAM EXPENSES							
Fall Conference							
Venue & AV	3,500.00	3,000.00	500.00	17%	2,670.64	0.00	0.00
F&B	15,000.00	15,000.00	0.00	0%	13,553.64	20,808.06	15,834.91
Supplies	1,600.00	500.00	1,100.00	220%	300.86	203.25	350.50
Printed Program	750.00	700.00	50.00	7%	472.25	979.25	508.78
Total Fall Conference	<u>20,850.00</u>	<u>19,200.00</u>	<u>1,650.00</u>	<u>9%</u>	<u>16,997.39</u>	<u>21,990.56</u>	<u>16,694.19</u>
Aviation Day							
Equipment	4,500.00	4,500.00	0.00	0%	4,439.98	4,417.56	5,576.49
F&B	6,000.00	6,000.00	0.00	0%	6,907.68	6,781.98	9,569.58
Gifts	1,000.00	1,000.00	0.00	0%	879.40	1,986.50	503.19
Supplies	250.00	500.00	-250.00	-50%	0.00	92.86	5,202.47
Total Aviation Day	<u>11,750.00</u>	<u>12,000.00</u>	<u>-250.00</u>	<u>-2%</u>	<u>12,227.06</u>	<u>13,278.90</u>	<u>20,851.73</u>
Spring Conference							
Venue Rental	0.00	0.00	0.00	0%	1,090.60	0.00	0.00
F&B	27,500.00	27,500.00	0.00	0%	24,899.67	29,627.60	32,823.82
AV	500.00	500.00	0.00	0%	596.14	0.00	0.00
Supplies	500.00	500.00	0.00	0%	0.00	133.16	337.78
Printed Program	1,000.00	1,500.00	-500.00	-33%	778.05	1,424.58	1,584.24
Gifts	2,000.00	2,500.00	-500.00	-20%	1,855.00	1,631.64	3,723.97
Special Events							
Golf Tournament	2,500.00	2,500.00	0.00	0%	2,572.11	3,470.19	1,714.99
Welcome Reception	3,500.00	3,500.00	0.00	0%	3,102.76	5,003.30	1,975.58
Monday Evening Event	3,000.00	3,000.00	0.00	0%	2,457.31	759.43	0.00
Post Banquet Reception	1,250.00	1,000.00	250.00	25%	1,477.34	1,000.00	378.67
Total Special Events	<u>10,250.00</u>	<u>10,000.00</u>	<u>250.00</u>	<u>3%</u>	<u>9,609.52</u>	<u>10,232.92</u>	<u>4,069.24</u>
Total Spring Conference	<u>41,750.00</u>	<u>42,500.00</u>	<u>-750.00</u>	<u>-2%</u>	<u>38,828.98</u>	<u>43,049.90</u>	<u>42,539.05</u>
Scholarships	7,500.00	7,000.00	500.00	7%	2,633.60	2,500.00	4,446.64
Awards	1,000.00	1,000.00	0.00	0%	879.40	1,164.74	983.68
Total PROGRAM EXPENSES	<u>82,850.00</u>	<u>81,700.00</u>	<u>1,150.00</u>	<u>1%</u>	<u>71,566.43</u>	<u>81,984.10</u>	<u>85,515.29</u>
OPERATING EXPENSES							
Association Mgmt	20,950.00	21,650.00	-700.00	-3%	18,000.04	8,316.67	7,189.23
Direct Expenses	650.00	1,500.00	-850.00	-57%	511.28	494.77	1,074.99
Total Association Mgmt	<u>21,600.00</u>	<u>23,150.00</u>	<u>-1,550.00</u>	<u>-7%</u>	<u>18,511.32</u>	<u>8,811.44</u>	<u>8,264.22</u>
Accounting Fees	600.00	600.00	0.00	0%	600.00	1,524.58	267.70
Lobbyist	4,000.00	5,050.00	-1,050.00	-21%	2,525.00	0.00	0.00
Website	6,500.00	6,500.00	0.00	0%	7,090.00	7,140.97	9,009.95
Insurance	1,500.00	2,000.00	-500.00	-25%	500.00	974.00	1,082.00
Board Meetings	10,000.00	10,000.00	0.00	0%	9,502.84	9,502.11	10,101.47
Board Member Expenses	1,500.00	2,000.00	-500.00	-25%	1,058.17	1,398.80	2,008.57
Postage/Shipping	150.00	200.00	-50.00	-25%	91.62	256.40	8.65
Copies	400.00	400.00	0.00	0%	227.88	50.52	0.00
Marketing	0.00	0.00	0.00	0%	33.42	234.77	1,916.86
Supplies/Equipment Package	1,400.00	300.00	1,100.00	367%	168.57	107.41	1,831.85
Telephone, Telecommunications	100.00	100.00	0.00	0%	54.39	1,494.93	1,101.15
Merchant Fees	4,500.00	3,500.00	1,000.00	29%	4,391.78	3,206.04	3,098.41
Miscellaneous Expense	10.00	10.00	0.00	0%	1,010.00	10.00	35.00
Total OPERATING EXPENSES	<u>52,260.00</u>	<u>53,810.00</u>	<u>-1,550.00</u>	<u>-3%</u>	<u>45,764.99</u>	<u>34,711.97</u>	<u>38,725.83</u>
Total Expense	<u>135,110.00</u>	<u>135,510.00</u>	<u>-400.00</u>	<u>0%</u>	<u>117,331.42</u>	<u>116,696.07</u>	<u>124,241.12</u>
Change in Net Assets	<u>390.00</u>	<u>990.00</u>	<u>-600.00</u>	<u>-61%</u>	<u>13,088.48</u>	<u>19,338.85</u>	<u>-24,374.74</u>