



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

	<b>Budget '17-'18</b>	<b>Budget '16-'17</b>	<b>Change</b>	<b>% Change</b>	<b>Jul '15 - Jun 16'</b>	<b>Jul '14 - Jun 15'</b>	<b>Jul '13 - Jun '14</b>	<b>Jul '12 - Jun '13</b>
<b>PROGRAM EXPENSES</b>								
<b>Fall Conference</b>								
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
<b>Total Fall Conference</b>	<b>19,350.00</b>	<b>20,850.00</b>	<b>-1,500.00</b>	<b>-7%</b>	<b>22,351.66</b>	<b>16,997.39</b>	<b>21,990.56</b>	<b>16,694.19</b>
<b>Aviation Day</b>								
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
<b>Total Aviation Day</b>	<b>12,800.00</b>	<b>11,750.00</b>	<b>1,050.00</b>	<b>9%</b>	<b>11,986.81</b>	<b>12,227.06</b>	<b>13,278.90</b>	<b>20,851.73</b>
<b>Spring Conference</b>								
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
AV	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
<b>Special Events</b>								
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
<b>Total Special Events</b>	<b>10,000.00</b>	<b>10,250.00</b>	<b>-250.00</b>	<b>-2%</b>	<b>5,946.15</b>	<b>9,609.52</b>	<b>10,232.92</b>	<b>4,069.24</b>
<b>Total Spring Conference</b>	<b>44,150.00</b>	<b>41,750.00</b>	<b>2,400.00</b>	<b>6%</b>	<b>47,726.26</b>	<b>38,828.98</b>	<b>43,049.90</b>	<b>42,539.05</b>
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
<b>Total PROGRAM EXPENSES</b>	<b>84,800.00</b>	<b>82,850.00</b>	<b>1,950.00</b>	<b>2%</b>	<b>86,276.66</b>	<b>71,566.43</b>	<b>81,984.10</b>	<b>85,515.29</b>

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

	<u>Budget '17-'18</u>	<u>Budget '16-'17</u>	<u>Change</u>	<u>% Change</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>
<b>OPERATING EXPENSES</b>								
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
<b>Total Association Mgmt</b>	<b>22,450.00</b>	<b>21,600.00</b>	<b>850.00</b>	<b>4%</b>	<b>19,151.75</b>	<b>18,511.32</b>	<b>8,811.44</b>	<b>8,264.22</b>
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
<b>Total OPERATING EXPENSES</b>	<b>55,035.00</b>	<b>52,260.00</b>	<b>2,775.00</b>	<b>5%</b>	<b>46,547.83</b>	<b>45,764.99</b>	<b>34,711.97</b>	<b>38,725.83</b>
<b>Total Expense</b>	<b>139,835.00</b>	<b>135,110.00</b>	<b>4,725.00</b>	<b>3%</b>	<b>132,824.49</b>	<b>117,331.42</b>	<b>116,696.07</b>	<b>124,241.12</b>
<b>Change in Net Assets</b>	<b>365.00</b>	<b>390.00</b>	<b>-25.00</b>	<b>-6%</b>	<b>-1,955.68</b>	<b>13,088.48</b>	<b>19,338.85</b>	<b>-24,374.74</b>