



**Arizona Airports Association**  
**Profit & Loss Prev Year Comparison**  
**2018-2019 Budget**

	<b>Budget '18-'19</b>	<b>Budget '17-'18</b>	<b>Change</b>	<b>% Change</b>	<b>Jul '16 - Jun 17'</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	2,500.00	0.00	0%	3,954.48	5,651.50	2,670.64	0.00	0.00
F&B	15,000.00	15,000.00	0.00	0%	12,336.33	14,370.08	13,553.64	20,808.06	15,834.91
Gifts	500.00								
Supplies	600.00	1,100.00	-500.00	-45%	622.01	1,603.24	300.86	203.25	350.50
Printed Program	750.00	750.00	0.00	0%	499.61	726.84	472.25	979.25	508.78
<b>Total Fall Conference</b>	<b>19,350.00</b>	<b>19,350.00</b>	<b>0.00</b>	<b>0%</b>	<b>17,412.43</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	5,000.00	4,700.00	300.00	6%	4,424.26	4,461.61	4,439.98	4,417.56	5,576.49
F&B	8,000.00	6,700.00	1,300.00	19%	6,470.61	6,434.20	6,907.68	6,781.98	9,569.58
Gifts	900.00	1,000.00	-100.00	-10%	783.45	716.00	879.40	1,986.50	503.19
Supplies	900.00	400.00	500.00	125%	54.39	375.00	0.00	92.86	5,202.47
<b>Total Aviation Day</b>	<b>14,800.00</b>	<b>12,800.00</b>	<b>2,000.00</b>	<b>16%</b>	<b>11,732.71</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%	959.14	8,365.00	1,090.60	0.00	0.00
F&B	30,000.00	30,000.00	0.00	0%	29,681.08	31,319.81	24,899.67	29,627.60	32,823.82
A/V	1,000.00	750.00	250.00	33%	0.00	0.00	596.14	0.00	0.00
Supplies	650.00	650.00	0.00	0%	722.36	624.95	0.00	133.16	337.78
Printed Program	1,000.00	1,000.00	0.00	0%	1,141.02	1,046.95	778.05	1,424.58	1,584.24
Gifts	750.00	1,750.00	-1,000.00	-57%	556.67	423.40	1,855.00	1,631.64	3,723.97
<b>Special Events</b>									
Golf Tournament	3,500.00	2,500.00	1,000.00	40%	3,997.03	522.20	2,572.11	3,470.19	1,714.99
Welcome Reception	4,000.00	3,500.00	500.00	14%	8,312.67	2,165.45	3,102.76	5,003.30	1,975.58
Monday Evening Event	2,000.00	3,000.00	-1,000.00	-33%	1,609.63	2,361.70	2,457.31	759.43	0.00
Post Banquet Reception	750.00	1,000.00	-250.00	-25%	383.55	896.80	1,477.34	1,000.00	378.67
<b>Total Special Events</b>	<b>10,250.00</b>	<b>10,000.00</b>	<b>250.00</b>	<b>3%</b>	<b>14,302.88</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>43,650.00</b>	<b>44,150.00</b>	<b>-500.00</b>	<b>-1%</b>	<b>47,363.15</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%	3,018.10	3,424.58	2,633.60	2,500.00	4,446.64
Awards	1,000.00	1,000.00	0.00	0%	875.32	787.35	879.40	1,164.74	983.68
<b>Total PROGRAM EXPENSES</b>	<b>86,300.00</b>	<b>84,800.00</b>	<b>1,500.00</b>	<b>2%</b>	<b>80,401.71</b>	<b>86,276.66</b>	<b>71,566.43</b>	<b>81,984.10</b>	<b>85,515.29</b>

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<b>OPERATING EXPENSES</b>									
Association Mgmt	20,950.00	20,950.00	0.00	0%	22,698.00	18,929.37	18,000.04	8,316.67	7,189.23
Direct Expenses	1,500.00	1,500.00	0.00	0%	433.02	222.38	511.28	494.77	1,074.99
<b>Total Association Mgmt</b>	<b>22,450.00</b>	<b>22,450.00</b>	<b>0.00</b>	<b>0%</b>	<b>23,131.02</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	600.00	1,524.58	267.70
Lobbyist	5,000.00	5,000.00	0.00	0%	2,525.00	2,500.00	2,525.00	0.00	0.00
Website	8,100.00	7,600.00	500.00	7%	7,413.88	6,819.75	7,090.00	7,140.97	9,009.95
Insurance	1,500.00	1,500.00	0.00	0%	1,451.00	1,451.00	500.00	974.00	1,082.00
Board Meetings	10,000.00	10,000.00	0.00	0%	7,869.90	10,624.44	9,502.84	9,502.11	10,101.47
Board Member Expenses	1,500.00	1,500.00	0.00	0%	790.34	260.32	1,058.17	1,398.80	2,008.57
Postage/Shipping	100.00	150.00	-50.00	-33%	28.54	28.65	91.62	256.40	8.65
Copies	250.00	250.00	0.00	0%	187.24	246.06	227.88	50.52	0.00
Marketing	0.00	0.00	0.00		0.00	0.00	33.42	234.77	1,916.86
Supplies/Equipment Package	1,600.00	1,400.00	200.00	14%	1,612.38	724.24	168.57	107.41	1,831.85
Telephone, Telecommunications	75.00	75.00	0.00	0%	44.36	60.82	54.39	1,494.93	1,101.15
Merchant Fees	4,500.00	4,500.00	0.00	0%	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	1,010.00	10.00	35.00
<b>Total OPERATING EXPENSES</b>	<b>55,685.00</b>	<b>55,035.00</b>	<b>650.00</b>	<b>1%</b>	<b>49,336.78</b>	<b>46,713.96</b>	<b>45,764.99</b>	<b>34,711.97</b>	<b>38,725.83</b>
<b>Total Expense</b>	<b>141,985.00</b>	<b>139,835.00</b>	<b>2,150.00</b>	<b>2%</b>	<b>129,738.49</b>	<b>132,990.62</b>	<b>117,331.42</b>	<b>116,696.07</b>	<b>124,241.12</b>
<b>Change in Net Assets</b>	<b>315.00</b>	<b>365.00</b>	<b>-50.00</b>	<b>-14%</b>	<b>310.38</b>	<b>-1,602.81</b>	<b>13,088.48</b>	<b>19,338.85</b>	<b>-24,374.74</b>