



Arizona Airports Association  
**Profit & Loss Prev Year Comparison**  
 2020-2021 Budget

	Budget '20-'21	Budget '19-'20	Change	% Change	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
<b>PROGRAM EXPENSES</b>											
<b>Fall Conference</b>											
Venue & AV	1,500.00	2,000.00	-500.00	-25%	1,335.78	2,957.34	3,954.48	5,651.50	2,670.64	0.00	0.00
F&B	14,500.00	14,500.00	0.00	0%	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%							
Supplies	500.00	500.00	0.00	0%	396.64	951.94	622.01	1,603.24	300.86	203.25	350.50
Printed Program	500.00	500.00	0.00	0%	0.00	0.00	499.61	726.84	472.25	979.25	508.78
<b>Total Fall Conference</b>	<b>17,500.00</b>	<b>18,000.00</b>	<b>-500.00</b>	<b>-3%</b>	<b>15,737.28</b>	<b>15,686.18</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	5,500.00	5,000.00	500.00	10%	4,793.39	4,803.81	4,424.26	4,461.61	4,439.98	4,417.56	5,576.49
F&B	7,000.00	8,000.00	-1,000.00	-13%	5,678.10	6,270.32	6,470.61	6,434.20	6,907.68	6,781.98	9,569.58
Gifts	900.00	900.00	0.00	0%	682.50	819.00	783.45	716.00	879.40	1,986.50	503.19
Supplies	200.00	900.00	-700.00	-78%	87.71	50.08	54.39	375.00	0.00	92.86	5,202.47
<b>Total Aviation Day</b>	<b>13,600.00</b>	<b>14,800.00</b>	<b>-1,200.00</b>	<b>-8%</b>	<b>11,241.70</b>	<b>11,943.21</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/ AV	1,200.00	1,200.00	0.00	0%	650.29	2,295.23	959.14	8,365.00	1,090.60	0.00	0.00
F&B	32,000.00	32,000.00	0.00	0%	28,267.28	37,853.00	29,681.08	31,319.81	24,899.67	29,627.60	32,823.82
AV	0.00	0.00	0.00	#DIV/0!	0.00	0.00	0.00	0.00	596.14	0.00	0.00
Supplies	400.00	650.00	-250.00	-38%	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%	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%	1,055.37	744.82	556.67	423.40	1,855.00	1,631.64	3,723.97
<b>Special Events</b>											
Golf Tournament	4,500.00	4,500.00	0.00	0%	4,837.48	5,090.08	3,997.03	522.20	2,572.11	3,470.19	1,714.99
Welcome Reception	4,200.00	4,200.00	0.00	0%	2,852.97	8,615.65	8,312.67	2,165.45	3,102.76	5,003.30	1,975.58
Monday Evening Event	2,400.00	2,400.00	0.00	0%	7,156.68	3,867.98	1,609.63	2,361.70	2,457.31	759.43	0.00
Post Banquet Reception	750.00	750.00	0.00	0%	2,193.60	222.37	383.55	896.80	1,477.34	1,000.00	378.67
<b>Total Special Events</b>	<b>11,850.00</b>	<b>11,850.00</b>	<b>0.00</b>	<b>0%</b>	<b>17,040.73</b>	<b>17,796.08</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>47,500.00</b>	<b>47,750.00</b>	<b>-250.00</b>	<b>-1%</b>	<b>48,611.29</b>	<b>60,408.90</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>
<b>Scholarships</b>											
Scholarships	7,500.00	7,500.00	0.00	0%	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%	991.52	1,005.20	875.32	787.35	879.40	1,164.74	983.68
<b>Total PROGRAM EXPENSES</b>	<b>87,100.00</b>	<b>89,050.00</b>	<b>-1,950.00</b>	<b>-2%</b>	<b>78,018.55</b>	<b>91,632.43</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>											
<b>Association Mgmt</b>	28,715.00	27,520.00	1,195.00	4%	22,199.00	19,906.00	22,698.00	18,929.37	18,000.04	8,316.67	7,189.23
<b>Direct Expenses</b>	750.00	1,000.00	-250.00	-25%	1,254.79	254.25	433.02	222.38	511.28	494.77	1,074.99
<b>Total Association Mgmt</b>	29,465.00	28,520.00	945.00	3%	23,453.79	20,160.25	23,131.02	19,151.75	18,511.32	8,811.44	8,264.22
<b>Accounting Fees</b>	300.00	300.00	0.00	0%	175.00	175.00	600.00	600.00	600.00	1,524.58	267.70
<b>Lobbyist</b>	5,000.00	5,000.00	0.00	0%	5,025.00	5,007.65	2,525.00	2,500.00	2,525.00	0.00	0.00
<b>Website</b>	2,000.00	2,000.00	0.00	0%	3,150.50	7,160.74	7,413.88	6,819.75	7,090.00	7,140.97	9,009.95
<b>Insurance</b>	1,600.00	1,600.00	0.00	0%	1,543.00	1,534.00	1,451.00	1,451.00	500.00	974.00	1,082.00
<b>Board Meetings</b>	7,500.00	7,500.00	0.00	0%	5,917.09	9,430.22	7,869.90	10,624.44	9,502.84	9,502.11	10,101.47
<b>Board Member Expenses</b>	750.00	1,100.00	-350.00	-32%	825.84	704.16	790.34	260.32	1,058.17	1,398.80	2,008.57
<b>Postage/Shipping</b>	50.00	100.00	-50.00	-50%	25.17	28.63	28.54	28.65	91.62	256.40	8.65
<b>Copies</b>	250.00	250.00	0.00	0%	10.90	120.92	187.24	246.06	227.88	50.52	0.00
<b>Marketing</b>	0.00	0.00	0.00	#DIV/0!	0.00	0.00	0.00	0.00	33.42	234.77	1,916.86
<b>Supplies/Equipment Package</b>	1,700.00	1,700.00	0.00	0%	1,353.60	1,749.05	1,612.38	724.24	168.57	107.41	1,831.85
<b>Telephone, Telecommunications</b>	75.00	75.00	0.00	0%	0.00	25.74	44.36	60.82	54.39	1,494.93	1,101.15
<b>Merchant Fees</b>	4,750.00	4,750.00	0.00	0%	4,360.65	4,769.26	3,673.12	4,236.93	4,391.78	3,206.04	3,098.41
<b>Miscellaneous Expense</b>	10.00	10.00	0.00	0%	10.00	10.00	10.00	10.00	1,010.00	10.00	35.00
<b>Total OPERATING EXPENSES</b>	53,450.00	52,905.00	545.00	1%	45,850.54	50,875.62	49,336.78	46,713.96	45,764.99	34,711.97	38,725.83
<b>Total Expense</b>	140,550.00	141,955.00	-1,405.00	-1%	123,869.09	142,508.05	129,738.49	132,990.62	117,331.42	116,696.07	124,241.12
<b>Change in Net Assets</b>	250.00	-4,455.00	4,705.00	-106%	2,868.36	-6,230.75	310.38	-1,602.81	13,088.48	19,338.85	-24,374.74