

SOUTHWEST CHAPTER / AAAE
Profit & Loss Prev Year Comparison
 July - September 2021

	Jul - Sep, 21	Budget	\$ Over Budget	% of Budget	Jul - Sep, 20	\$ Change	% Change
Ordinary Income/Expense							
Income							
MEMBERSHIP DUES							
Total MEMBERSHIP DUES	42,942.50	43,000.00	-57.50	99.87%	37,885.00	5,057.50	13.35%
SUMMER CONFERENCE							
Exhibitors	15,000.00				0.00	15,000.00	100.0%
Sponsors	58,387.51				100.00	58,287.51	58,287.51%
Registrations	68,881.00				0.00	68,881.00	100.0%
SUMMER CONFERENCE - Other	0.00	145,000.00	-145,000.00	0.0%	0.00	0.00	0.0%
Total SUMMER CONFERENCE	142,268.51	145,000.00	-2,731.49	98.12%	100.00	142,168.51	142,168.51%
MRY - WINTER CONFERENCE							
Registrations	0.00				0.00	0.00	0.0%
Exhibitors	0.00				0.00	0.00	0.0%
Sponsors	0.00				0.00	0.00	0.0%
WINTER CONFERENCE - Other	0.00	150,000.00	-150,000.00	0.0%	0.00	0.00	0.0%
Total MRY - WINTER CONFERENCE	0.00	150,000.00	-150,000.00	0.0%	0.00	0.00	0.0%
MISCELLANEOUS INCOME							
Other Income	325.00				0.00	325.00	100.0%
Accreditation Workshop	5,649.50	750.00	4,899.50	753.27%	0.00	5,649.50	100.0%
Total MISCELLANEOUS INCOME	5,974.50	750.00	5,224.50	796.6%	0.00	5,974.50	100.0%
Total Income	191,185.51	338,750.00	-147,564.49	56.44%	37,985.00	153,200.51	403.32%
Gross Profit	191,185.51	338,750.00	-147,564.49	56.44%	37,985.00	153,200.51	403.32%
Expense							
OPERATING EXPENSE ITEMS							
SUMMER CONFERENCE EXPENSE							
Hotel	57,944.29				0.00	57,944.29	100.0%
Program	6,670.25				50.00	6,620.25	13,240.5%
Special Events	12,512.71				0.00	12,512.71	100.0%
General Admin	7,836.90				73.60	7,763.30	10,547.96%
SUMMER CONFERENCE EXPENSE - Other	0.00	100,000.00	-100,000.00	0.0%	68.33	-68.33	-100.0%
Total SUMMER CONFERENCE EXPENSE	84,964.15	100,000.00	-15,035.85	84.96%	191.93	84,772.22	44,168.3%
WINTER CONFERENCE EXPENSE							
Supplies	0.00				0.00	0.00	0.0%
Hotel	1,000.00				0.00	1,000.00	100.0%
Program	141.97				548.49	-406.52	-74.12%
Special Events	0.00				0.00	0.00	0.0%
General Admin	1,750.00				0.00	1,750.00	100.0%
WINTER CONFERENCE EXPENSE - Other	0.00	115,000.00	-115,000.00	0.0%	0.00	0.00	0.0%
Total WINTER CONFERENCE EXPENSE	2,891.97	115,000.00	-112,108.03	2.52%	548.49	2,343.48	427.26%
OFFICER EXPENSES	1,345.06	2,000.00	-654.94	67.25%	505.95	839.11	165.85%
BOARD MEETING EXPENSE	300.00	3,000.00	-2,700.00	10.0%	838.89	-538.89	-64.24%
MANAGEMENT SERVICES							
MGMT SERVICES FEE	14,826.33	59,540.00	-44,713.67	24.9%	8,702.82	6,123.51	70.36%
MGMT SERVICES DIRECT EXPENSES	684.96	3,000.00	-2,315.04	22.83%	39.82	645.14	1,620.14%
Total MANAGEMENT SERVICES	15,511.29	62,540.00	-47,028.71	24.8%	8,742.64	6,768.65	77.42%
INITIATION PINS	0.00	100.00	-100.00	0.0%	0.00	0.00	0.0%
POSTAGE & FREIGHT	322.89	400.00	-77.11	80.72%	141.00	181.89	129.0%
PRINTING	491.34	200.00	291.34	245.67%	2.19	489.15	22,335.62%
ACCOUNTING SERVICES	250.00	759.00	-509.00	32.94%	759.90	-509.90	-67.1%
WEBSITE SERVICES	0.00	3,780.00	-3,780.00	0.0%	0.00	0.00	0.0%
TECHNOLOGY							
TECHNOLOGY	29.98	5,200.00	-5,170.02	0.58%	4,076.50	-4,046.52	-99.27%
Total TECHNOLOGY	29.98	5,200.00	-5,170.02	0.58%	4,076.50	-4,046.52	-99.27%
INSURANCE EXPENSE	0.00	1,922.00	-1,922.00	0.0%	0.00	0.00	0.0%
CREDIT CARD SERVICES	3,124.98	7,000.00	-3,875.02	44.64%	573.45	2,551.53	444.94%
MISCELLANEOUS EXPENSE	2,987.50	500.00	2,487.50	597.5%	0.00	2,987.50	100.0%
Total OPERATING EXPENSE ITEMS	112,219.16	302,401.00	-190,181.84	37.11%	16,380.94	95,838.22	585.06%

DEPRECIATION EXPENSE	0.00	0.00	0.00	0.0%	0.00	0.00	0.0%
CURRENT PROGRAM FUND							
AAAA FOUNDATION--PART. CHAPTER	0.00	7,500.00	-7,500.00	0.0%	0.00	0.00	0.0%
AAAA AIRPORT LEGISLATIVE MEMBER	0.00	1,000.00	-1,000.00	0.0%	0.00	0.00	0.0%
AAAA AIRPORT REGULATORY MEMBERS	0.00	1,000.00	-1,000.00	0.0%	0.00	0.00	0.0%
AAAA NATIONAL AIRPORTS CONF	0.00	1,500.00	-1,500.00	0.0%	1,500.00	-1,500.00	-100.0%
AAAA ANNUAL CONF. SPONSORSHIP	0.00	1,500.00	-1,500.00	0.0%	0.00	0.00	0.0%
AAAA CONTRACT TOWER ASSOCIATION	0.00	1,000.00	-1,000.00	0.0%	0.00	0.00	0.0%
AWARDS	968.04	600.00	368.04	161.34%	565.71	402.33	71.12%
STIPENDS	500.00	500.00	0.00	100.0%	0.00	500.00	100.0%
SCHOLARSHIP PROGRAM	3,500.00	3,000.00	500.00	116.67%	0.00	3,500.00	100.0%
BOARD APPROVED PROGRAMS	5,000.00	8,500.00	-3,500.00	58.82%	0.00	5,000.00	100.0%
Total CURRENT PROGRAM FUND	9,968.04	26,100.00	-16,131.96	38.19%	2,065.71	7,902.33	382.55%
Total Expense	122,187.20	328,501.00	-206,313.80	37.2%	18,446.65	103,740.55	562.38%
Net Ordinary Income	68,998.31	10,249.00	58,749.31	673.22%	19,538.35	49,459.96	253.14%
Other Income/Expense							
Other Income							
INTEREST	12.03	1,700.00	-1,687.97	0.71%	14.87	-2.84	-19.1%
DIVIDENDS	0.00	0.00	0.00	0.0%	0.00	0.00	0.0%
UNREALIZED GAIN (LOSS) INV	0.00	0.00	0.00	0.0%	0.00	0.00	0.0%
CAPITAL GAINS(LOSSES)	0.00	0.00	0.00	0.0%	0.00	0.00	0.0%
Total Other Income	12.03	1,700.00	-1,687.97	0.71%	14.87	-2.84	-19.1%
Net Other Income	12.03	1,700.00	-1,687.97	0.71%	14.87	-2.84	-19.1%
Net Income	69,010.34	11,949.00	57,061.34	577.54%	19,553.22	49,457.12	252.94%