

**SOUTHWEST CHAPTER / AAAE**  
**Profit & Loss Prev Year Comparison**  
 July 2020 - June 2021

	Jul 20 - Jun 21	Budget	\$ Over Budget	% of Budget	Jul 19 - Jun 20	\$ Change	% Change
Ordinary Income/Expense							
Income							
MEMBERSHIP DUES							
Total MEMBERSHIP DUES	44,027.50	40,000.00	4,027.50	110.07%	45,839.00	-1,811.50	-3.95%
SUMMER CONFERENCE							
Exhibitors	0.00				28,350.00	-28,350.00	-100.0%
Sponsors	100.00				58,012.73	-58,012.73	-99.83%
Registrations	0.00				99,685.00	-99,685.00	-100.0%
SUMMER CONFERENCE - Other	0.00	0.00	0.00	0.0%	0.00	0.00	0.0%
Total SUMMER CONFERENCE	100.00	0.00	100.00	100.0%	186,147.73	-186,047.73	-99.95%
MRY - WINTER CONFERENCE							
Registrations	16,480.00				106,051.00	-89,571.00	-84.46%
Exhibitors	0.00				9,000.00	-9,000.00	-100.0%
Sponsors	19,250.00				54,550.00	-35,300.00	-64.71%
WINTER CONFERENCE - Other	0.00	90,000.00	-90,000.00	0.0%	0.00	0.00	0.0%
Total MRY - WINTER CONFERENCE	35,730.00	90,000.00	-54,270.00	39.7%	169,601.00	-133,871.00	-78.93%
SCHOLARSHIP FUND	25,000.00				0.00	25,000.00	100.0%
MISCELLANEOUS INCOME							
Accreditation Workshop	2,600.00	750.00	1,850.00	346.67%	1,952.26	647.74	33.18%
Total MISCELLANEOUS INCOME	2,600.00	750.00	1,850.00	346.67%	1,952.26	647.74	33.18%
Total Income	107,457.50	130,750.00	-23,292.50	82.19%	403,539.99	-296,082.49	-73.37%
Gross Profit	107,457.50	130,750.00	-23,292.50	82.19%	403,539.99	-296,082.49	-73.37%
Expense							
OPERATING EXPENSE ITEMS							
SUMMER CONFERENCE EXPENSE							
Hotel	0.00				12,614.58	-12,614.58	-100.0%
Program	100.00				3,281.33	-3,181.33	-96.95%
Special Events	0.00				18,532.91	-18,532.91	-100.0%
General Admin	0.00				6,688.78	-6,688.78	-100.0%
SUMMER CONFERENCE EXPENSE - Other	68.33	80.00	-11.67	85.41%	71,314.86	-71,246.53	-99.9%
Total SUMMER CONFERENCE EXPENSE	168.33	80.00	88.33	210.41%	112,432.46	-112,264.13	-99.85%
WINTER CONFERENCE EXPENSE							
Supplies	0.00				1,010.45	-1,010.45	-100.0%
Hotel	0.00				71,909.88	-71,909.88	-100.0%
Program	1,119.82				14,266.61	-13,146.79	-92.15%
Special Events	150.00				25,533.91	-25,383.91	-99.41%
General Admin	3,169.00				14,446.06	-11,277.06	-78.06%
WINTER CONFERENCE EXPENSE - Other	0.00	75,000.00	-75,000.00	0.0%	0.00	0.00	0.0%
Total WINTER CONFERENCE EXPENSE	4,438.82	75,000.00	-70,561.18	5.92%	127,166.91	-122,728.09	-96.51%
OFFICER EXPENSES	513.54	1,000.00	-486.46	51.35%	1,218.54	-705.00	-57.86%
BOARD MEETING EXPENSE	1,478.89	3,000.00	-1,521.11	49.3%	3,291.10	-1,812.21	-55.06%
MANAGEMENT SERVICES							
MGMT SERVICES FEE	53,701.68	53,800.00	-98.32	99.82%	61,633.80	-7,932.12	-12.87%
MGMT SERVICES DIRECT EXPENSES	660.96	3,000.00	-2,339.04	22.03%	2,360.25	-1,699.29	-72.0%
Total MANAGEMENT SERVICES	54,362.64	56,800.00	-2,437.36	95.71%	63,994.05	-9,631.41	-15.05%
INITIATION PINS	0.00	100.00	-100.00	0.0%	490.00	-490.00	-100.0%
POSTAGE & FREIGHT	339.42	400.00	-60.58	84.86%	365.43	-26.01	-7.12%
PRINTING	92.15	300.00	-207.85	30.72%	530.24	-438.09	-82.62%
ACCOUNTING SERVICES	759.90	750.00	9.90	101.32%	760.00	-0.10	-0.01%
WEBSITE SERVICES	3,132.00	3,132.00	0.00	100.0%	8,153.17	-5,021.17	-61.59%
TECHNOLOGY							
TECHNOLOGY	164.89				4,371.83	-4,206.94	-96.23%
TECHNOLOGY - Other	0.00	0.00	0.00	0.0%			
Total TECHNOLOGY	164.89	0.00	164.89	100.0%	4,371.83	-4,206.94	-96.23%
INSURANCE EXPENSE	1,922.00	1,900.00	22.00	101.16%	1,885.00	37.00	1.96%
CREDIT CARD SERVICES	3,229.72	3,587.00	-357.28	90.04%	9,337.57	-6,107.85	-65.41%
MISCELLANEOUS EXPENSE	0.00	500.00	-500.00	0.0%	2,020.00	-2,020.00	-100.0%
Total OPERATING EXPENSE ITEMS	70,602.30	146,549.00	-75,946.70	48.18%	336,016.30	-265,414.00	-78.99%
DEPRECIATION EXPENSE	982.20	2,730.00	-1,747.80	35.98%	1,964.39	-982.19	-50.0%

<b>CURRENT PROGRAM FUND</b>								
AAAE FOUNDATION–PART. CHAPTER	7,500.00	5,000.00	2,500.00	150.0%	7,500.00	0.00	0.0%	
AAAE AIRPORT LEGISLATIVE MEMBER	1,000.00	1,000.00	0.00	100.0%	2,500.00	-1,500.00	-60.0%	
AAAE AIRPORT REGULATORY MEMBERS	1,000.00	1,000.00	0.00	100.0%	1,000.00	0.00	0.0%	
AAAE NATIONAL AIRPORTS CONF	1,500.00	1,500.00	0.00	100.0%	1,500.00	0.00	0.0%	
AAAE ANNUAL CONF. SPONSORSHIP	1,500.00	1,500.00	0.00	100.0%	0.00	1,500.00	100.0%	
AAAE CONTRACT TOWER ASSOCIATION	1,000.00	1,000.00	0.00	100.0%	2,600.00	-1,600.00	-61.54%	
AWARDS	565.71	450.00	115.71	125.71%	590.19	-24.48	-4.15%	
STIPENDS	500.00	500.00	0.00	100.0%	500.00	0.00	0.0%	
SCHOLARSHIP PROGRAM	3,000.00	3,000.00	0.00	100.0%	5,500.00	-2,500.00	-45.46%	
BOARD APPROVED PROGRAMS	500.00	2,750.00	-2,250.00	18.18%	5,680.00	-5,180.00	-91.2%	
<b>Total CURRENT PROGRAM FUND</b>	<b>18,065.71</b>	<b>17,700.00</b>	<b>365.71</b>	<b>102.07%</b>	<b>27,370.19</b>	<b>-9,304.48</b>	<b>-34.0%</b>	
<b>Total Expense</b>	<b>89,650.21</b>	<b>166,979.00</b>	<b>-77,328.79</b>	<b>53.69%</b>	<b>365,350.88</b>	<b>-275,700.67</b>	<b>-75.46%</b>	
<b>Net Ordinary Income</b>	<b>17,807.29</b>	<b>-36,229.00</b>	<b>54,036.29</b>	<b>-49.15%</b>	<b>38,189.11</b>	<b>-20,381.82</b>	<b>-53.37%</b>	
<b>Other Income/Expense</b>								
<b>Other Income</b>								
INTEREST	62.28	1,500.00	-1,437.72	4.15%	80.50	-18.22	-22.63%	
DIVIDENDS	1,583.17	0.00	1,583.17	100.0%	665.34	917.83	137.95%	
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%	
<b>Total Other Income</b>	<b>1,645.45</b>	<b>1,500.00</b>	<b>145.45</b>	<b>109.7%</b>	<b>745.84</b>	<b>899.61</b>	<b>120.62%</b>	
<b>Net Other Income</b>	<b>1,645.45</b>	<b>1,500.00</b>	<b>145.45</b>	<b>109.7%</b>	<b>745.84</b>	<b>899.61</b>	<b>120.62%</b>	
<b>Net Income</b>	<b>19,452.74</b>	<b>-34,729.00</b>	<b>54,181.74</b>	<b>-56.01%</b>	<b>38,934.95</b>	<b>-19,482.21</b>	<b>-50.04%</b>	