

**SOUTHWEST CHAPTER / AAAE**  
**Profit & Loss Prev Year Comparison**  
 July 2021 - March 2022

	Jul 21 - Mar 22	Budget	\$ Over Budget	% of Budget	Jul 20 - Mar 21	\$ Change	% Change
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
Total MEMBERSHIP DUES	52,970.00	43,000.00	9,970.00	123.19%	43,837.50	9,132.50	20.83%
Total SUMMER CONFERENCE	142,353.51	145,000.00	-2,646.49	98.18%	100.00	142,253.51	142,253.51%
Total MRY - WINTER CONFERENCE	159,863.00	150,000.00	9,863.00	106.58%	35,680.00	124,183.00	348.05%
SCHOLARSHIP FUND	0.00				25,000.00	-25,000.00	-100.0%
<b>MISCELLANEOUS INCOME</b>							
Misc. Income	325.00	0.00			0.00	325.00	100.0%
Other Income	50,000.00	0.00			0.00	50,000.00	100.0%
Accreditation Workshop	8,858.13	750.00	8,108.13	1,181.08%	2,600.00	6,258.13	240.7%
Total MISCELLANEOUS INCOME	59,183.13	750.00	58,433.13	7,891.08%	2,600.00	56,583.13	2,176.27%
Total Income	414,369.64	338,750.00	75,619.64	122.32%	107,217.50	307,152.14	286.48%
<b>Gross Profit</b>	414,369.64	338,750.00	75,619.64	122.32%	107,217.50	307,152.14	286.48%
<b>Expense</b>							
<b>OPERATING EXPENSE ITEMS</b>							
Total SUMMER CONFERENCE EXPENSE	87,114.15	100,000.00	-12,885.85	87.11%	241.93	86,872.22	35,908.0%
Total WINTER CONFERENCE EXPENSE	144,456.75	115,000.00	29,456.75	125.62%	4,987.31	139,469.44	2,796.49%
OFFICER EXPENSES	1,345.06	2,000.00	-654.94	67.25%	0.00	1,345.06	100.0%
BOARD MEETING EXPENSE	2,255.94	3,000.00	-744.06	75.2%	838.89	1,417.05	168.92%
<b>MANAGEMENT SERVICES</b>							
MGMT SERVICES FEE	44,478.99	59,540.00	-15,061.01	74.7%	35,553.66	8,925.33	25.1%
MGMT SERVICES DIRECT EXPENSES	2,976.44	3,000.00	-23.56	99.22%	239.22	2,737.22	1,144.23%
Total MANAGEMENT SERVICES	47,455.43	62,540.00	-15,084.57	75.88%	35,792.88	11,662.55	32.58%
INITIATION PINS	0.00	100.00	-100.00	0.0%	0.00	0.00	0.0%
POSTAGE & FREIGHT	264.56	400.00	-135.44	66.14%	270.96	-6.40	-2.36%
PRINTING	412.78	200.00	212.78	206.39%	73.63	339.15	460.61%
ACCOUNTING SERVICES	1,025.00	759.00	266.00	135.05%	759.90	265.10	34.89%
WEBSITE SERVICES	3,780.00	3,780.00	0.00	100.0%	0.00	3,780.00	100.0%
TECHNOLOGY	4,541.01	5,200.00	-658.99	87.33%	119.92	4,421.09	3,686.7%
INSURANCE EXPENSE	600.00	1,922.00	-1,322.00	31.22%	1,922.00	-1,322.00	-68.78%
CREDIT CARD SERVICES	8,402.02	7,000.00	1,402.02	120.03%	1,981.55	6,420.47	324.01%
MISCELLANEOUS EXPENSE	3,357.48	500.00	2,857.48	671.5%	0.00	3,357.48	100.0%
Total OPERATING EXPENSE ITEMS	305,010.18	302,401.00	2,609.18	100.86%	46,988.97	258,021.21	549.11%
DEPRECIATION EXPENSE	0.00	0.00	0.00	0.0%	0.00	0.00	0.0%
<b>CURRENT PROGRAM FUND</b>							
AAAE FOUNDATION--PART. CHAPTER	7,500.00	7,500.00	0.00	100.0%	7,500.00	0.00	0.0%
AAAE AIRPORT LEGISLATIVE MEMBER	0.00	1,000.00	-1,000.00	0.0%	0.00	0.00	0.0%
AAAE AIRPORT REGULATORY MEMBERS	0.00	1,000.00	-1,000.00	0.0%	0.00	0.00	0.0%
AAAE NATIONAL AIRPORTS CONF	0.00	1,500.00	-1,500.00	0.0%	1,500.00	-1,500.00	-100.0%
AAAE ANNUAL CONF. SPONSORSHIP	0.00	1,500.00	-1,500.00	0.0%	1,500.00	-1,500.00	-100.0%
AAAE CONTRACT TOWER ASSOCIATION	0.00	1,000.00	-1,000.00	0.0%	1,000.00	-1,000.00	-100.0%
AWARDS	1,392.30	600.00	792.30	232.05%	565.71	826.59	146.12%
STIPENDS	500.00	500.00	0.00	100.0%	500.00	0.00	0.0%
SCHOLARSHIP PROGRAM	6,500.00	3,000.00	3,500.00	216.67%	3,000.00	3,500.00	116.67%
BOARD APPROVED PROGRAMS	5,500.00	8,500.00	-3,000.00	64.71%	0.00	5,500.00	100.0%
Total CURRENT PROGRAM FUND	21,392.30	26,100.00	-4,707.70	81.96%	15,565.71	5,826.59	37.43%
Total Expense	326,402.48	328,501.00	-2,098.52	99.36%	62,554.68	263,847.80	421.79%
<b>Net Ordinary Income</b>	87,967.16	10,249.00	77,718.16	858.3%	44,662.82	43,304.34	96.96%
<b>Other Income/Expense</b>							
<b>Other Income</b>							
INTEREST	43.44	1,700.00	-1,656.56	2.56%	47.49	-4.05	-8.53%
DIVIDENDS	0.00	0.00	0.00	0.0%	1,583.17	-1,583.17	-100.0%
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	43.44	1,700.00	-1,656.56	2.56%	1,630.66	-1,587.22	-97.34%
<b>Net Other Income</b>	43.44	1,700.00	-1,656.56	2.56%	1,630.66	-1,587.22	-97.34%
<b>Net Income</b>	<b>88,010.60</b>	<b>11,949.00</b>	<b>76,061.60</b>	<b>736.55%</b>	<b>46,293.48</b>	<b>41,717.12</b>	<b>90.11%</b>