

SOUTHWEST CHAPTER / AAAE
Profit & Loss Prev Year Comparison
 July 2020 - September 2020

	Jul 20 - Sep 20	Budget	\$ Over Budget	% of Budget	Jul 19 - Sep 19	\$ Change	% Change
Ordinary Income/Expense							
Income							
MEMBERSHIP DUES							
INDIVIDUAL							
Executive	9,307.50				9,737.50	-430.00	-4.42%
Associate	570.00				1,330.00	-760.00	-57.14%
Corporate	6,370.00				8,060.00	-1,690.00	-20.97%
Student	105.00						
INDIVIDUAL - Other	0.00	0.00	0.00	0.0%	60.00	-60.00	-100.0%
Total INDIVIDUAL	16,352.50	0.00	16,352.50	100.0%	19,187.50	-2,835.00	-14.78%
GROUP							
Corporate Group	5,045.00				6,187.50	-1,142.50	-18.47%
Airport Group	16,677.50				13,300.00	3,377.50	25.4%
Total GROUP	21,722.50	0.00	21,722.50	100.0%	19,487.50	2,235.00	11.47%
MEMBERSHIP DUES - Other	0.00	40,000.00	-40,000.00	0.0%	0.00	0.00	0.0%
Total MEMBERSHIP DUES	38,075.00	40,000.00	-1,925.00	95.19%	38,675.00	-600.00	-1.55%
SUMMER CONFERENCE							
Exhibitors	0.00				28,350.00	-28,350.00	-100.0%
Sponsors	100.00				56,038.73	-55,938.73	-99.82%
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%	184,073.73	-183,973.73	-99.95%
MRY - WINTER CONFERENCE							
Registrations	0.00				205.00	-205.00	-100.0%
Exhibitors	0.00				0.00	0.00	0.0%
Sponsors	0.00				0.00	0.00	0.0%
WINTER CONFERENCE - Other	0.00	90,000.00	-90,000.00	0.0%	0.00	0.00	0.0%
Total MRY - WINTER CONFERENCE	0.00	90,000.00	-90,000.00	0.0%	205.00	-205.00	-100.0%
SCHOLARSHIP FUND	0.00				0.00	0.00	0.0%
MISCELLANEOUS INCOME							
Other Income	0.00				0.00	0.00	0.0%
Accreditation Workshop	0.00	750.00	-750.00	0.0%	0.00	0.00	0.0%
Total MISCELLANEOUS INCOME	0.00	750.00	-750.00	0.0%	0.00	0.00	0.0%
Total Income	38,175.00	130,750.00	-92,575.00	29.2%	222,953.73	-184,778.73	-82.88%
Gross Profit	38,175.00	130,750.00	-92,575.00	29.2%	222,953.73	-184,778.73	-82.88%
Expense							
OPERATING EXPENSE ITEMS							
BANK FEES	351.16				0.00	351.16	100.0%
SUMMER CONFERENCE EXPENSE							
Hotel	0.00				12,614.58	-12,614.58	-100.0%
Program	50.00				3,281.33	-3,231.33	-98.48%
Special Events	0.00				17,482.91	-17,482.91	-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	118.33	80.00	38.33	147.91%	111,382.46	-111,264.13	-99.89%
WINTER CONFERENCE EXPENSE							
Supplies	0.00				0.00	0.00	0.0%
Hotel	0.00				0.00	0.00	0.0%
Program	0.00				0.00	0.00	0.0%
Special Events	0.00				0.00	0.00	0.0%
General Admin	0.00				1,350.03	-1,350.03	-100.0%
WINTER CONFERENCE EXPENSE - Other	0.00	75,000.00	-75,000.00	0.0%			
Total WINTER CONFERENCE EXPENSE	0.00	75,000.00	-75,000.00	0.0%	1,350.03	-1,350.03	-100.0%
OFFICER EXPENSES	0.00	1,000.00	-1,000.00	0.0%	504.33	-504.33	-100.0%
BOARD MEETING EXPENSE	838.89	3,000.00	-2,161.11	27.96%	1,200.00	-361.11	-30.09%
MANAGEMENT SERVICES							
MGMT SERVICES FEE	8,702.82	53,800.00	-45,097.18	16.18%	18,890.40	-10,187.58	-53.93%
MGMT SERVICES DIRECT EXPENSES	30.96	3,000.00	-2,969.04	1.03%	644.34	-613.38	-95.2%
Total MANAGEMENT SERVICES	8,733.78	56,800.00	-48,066.22	15.38%	19,534.74	-10,800.96	-55.29%
INITIATION PINS	0.00	100.00	-100.00	0.0%	490.00	-490.00	-100.0%
POSTAGE & FREIGHT	177.80	400.00	-222.20	44.45%	181.53	-3.73	-2.06%
PRINTING	2.54	300.00	-297.46	0.85%	243.35	-240.81	-98.96%

ACCOUNTING SERVICES	759.90	750.00	9.90	101.32%	0.00	759.90	100.0%
WEBSITE SERVICES	0.00	3,132.00	-3,132.00	0.0%	4,882.00	-4,882.00	-100.0%
TECHNOLOGY							
TECHNOLOGY	44.97				0.00	44.97	100.0%
TECHNOLOGY - Other	0.00	0.00	0.00	0.0%			
Total TECHNOLOGY	44.97	0.00	44.97	100.0%	0.00	44.97	100.0%
INSURANCE EXPENSE	0.00	1,900.00	-1,900.00	0.0%	0.00	0.00	0.0%
CREDIT CARD SERVICES	222.29	3,587.00	-3,364.71	6.2%	4,488.26	-4,265.97	-95.05%
MISCELLANEOUS EXPENSE	0.00	500.00	-500.00	0.0%	0.00	0.00	0.0%
Total OPERATING EXPENSE ITEMS	11,249.66	146,549.00	-135,299.34	7.68%	144,256.70	-133,007.04	-92.2%
DEPRECIATION EXPENSE	0.00	2,730.00	-2,730.00	0.0%	0.00	0.00	0.0%
CURRENT PROGRAM FUND							
AAAE FOUNDATION--PART. CHAPTER	0.00	5,000.00	-5,000.00	0.0%	7,500.00	-7,500.00	-100.0%
AAAE AIRPORT LEGISLATIVE MEMBER	0.00	1,000.00	-1,000.00	0.0%	2,500.00	-2,500.00	-100.0%
AAAE AIRPORT REGULATORY MEMBERS	0.00	1,000.00	-1,000.00	0.0%	1,000.00	-1,000.00	-100.0%
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	0.00	1,500.00	-1,500.00	0.0%	0.00	0.00	0.0%
AAAE CONTRACT TOWER ASSOCIATION	0.00	1,000.00	-1,000.00	0.0%	0.00	0.00	0.0%
AWARDS	565.71	450.00	115.71	125.71%	429.32	136.39	31.77%
STIPENDS	0.00	500.00	-500.00	0.0%	500.00	-500.00	-100.0%
SCHOLARSHIP PROGRAM	0.00	3,000.00	-3,000.00	0.0%	3,500.00	-3,500.00	-100.0%
BOARD APPROVED PROGRAMS	0.00	2,750.00	-2,750.00	0.0%	2,500.00	-2,500.00	-100.0%
Total CURRENT PROGRAM FUND	2,065.71	17,700.00	-15,634.29	11.67%	19,429.32	-17,363.61	-89.37%
Total Expense	13,315.37	166,979.00	-153,663.63	7.97%	163,686.02	-150,370.65	-91.87%
Net Ordinary Income	24,859.63	-36,229.00	61,088.63	-68.62%	59,267.71	-34,408.08	-58.06%
Other Income/Expense							
Other Income							
INTEREST	11.25	1,500.00	-1,488.75	0.75%	20.17	-8.92	-44.22%
DIVIDENDS	0.00		0.00	0.0%	0.00	0.00	0.0%
UNREALIZED GAIN (LOSS) INV	0.00		0.00	0.0%	0.00	0.00	0.0%
CAPITAL GAINS(LOSSES)	0.00		0.00	0.0%	0.00	0.00	0.0%
Total Other Income	11.25	1,500.00	-1,488.75	0.75%	20.17	-8.92	-44.22%
Net Other Income	11.25	1,500.00	-1,488.75	0.75%	20.17	-8.92	-44.22%
Net Income	24,870.88	-34,729.00	59,599.88	-71.61%	59,287.88	-34,417.00	-58.05%