

Eastern WV Regional Airport Authority
Profit & Loss Budget vs. Actual
 July through September 2020

10:49 AM
 10/13/20
 Cash Basis

	Airport Authority		Total MRB FBO		TOTAL	
	Jul - Sep 20	% of Budget	Jul - Sep 20	% of Budget	Jul - Sep 20	% of Budget
Ordinary Income/Expense						
Income						
AA - Airfield Income						
Legacy AA Box - T Hangar Leases	24,738.18	21.2%	1,325.00		26,063.18	22.3%
Legacy AA Ramp Tie Down Leases	539.00	6.4%	248.00		787.00	9.4%
Total AA Airfield Income	25,277.18	20.2%	1,573.00	0.00	26,850.18	21.4%
AA Airport Fees						
Aircraft Landing Fees	299.74	3.3%	0.00		299.74	3.3%
Commercial Operating Permit	600.00	25.0%	0.00		600.00	25.0%
FAA Maintenance Fees	600.00	26.1%	0.00		600.00	26.1%
NGB Air Guard Joint Use Agrmnt	13,624.00	50.0%	0.00		13,624.00	50.0%
Through-Fence Airfield Access	3,120.83	47.7%	0.00		3,120.83	47.7%
Triumph/TPG Airport MainUse Fee	0.00	0.0%	0.00		0.00	0.0%
Wait List Service Fees	804.21	321.7%	0.00		804.21	321.7%
Total AA Airport Fees	19,048.78	29.3%	0.00		19,048.78	29.3%
AA AIRPORT TERMINAL INCOME						
Conference Rm Lease/Spec. Event	0.00		35.00		35.00	100.0%
Grease Trap	300.00	25.0%	0.00		300.00	25.0%
Office Leases	8,243.00	30.8%	1,125.00		9,368.00	35.0%
Restaurant Lease	2,700.00	22.5%	0.00		2,700.00	22.5%
Total AA AIRPORT TERMINAL INCOME	11,243.00	28.1%	1,160.00		12,403.00	31.0%
AA Interest Earned - Rebates						
P-Card Quarterly Rebates	317.72	3.5%	0.00		317.72	3.5%
Total AA Interest Earned - Rebates	317.72	3.5%	0.00		317.72	3.5%
AA INVESTMENTS						
AA WVAC General Revenue Grant	0.00	0.0%	0.00		0.00	0.0%
Transfer from Reserve	51,654.00	100.0%	0.00		51,654.00	100.0%
Total AA INVESTMENTS	51,654.00	81.1%	0.00		51,654.00	81.1%
AA LAND LEASES						
EAA Chapter 1071 Land Lease	100.00	100.0%	0.00		100.00	100.0%
Farm Leases	435.00	87.0%	0.00		435.00	87.0%
Shental Land Lease	3,477.84	25.0%	0.00		3,477.84	25.0%
Stephen David Stg	1,000.00	16.7%	0.00		1,000.00	16.7%
Triple S Transport Lease	3,000.00	25.0%	0.00		3,000.00	25.0%
Triumph Land Lease	0.00	0.0%	0.00		0.00	0.0%
Total AA LAND LEASES	8,012.84	24.6%	0.00		8,012.84	24.6%
AA LOCAL GOV. CONTRIBUTIONS						
Berkeley County	0.00	0.0%	0.00		0.00	0.0%
City of Martinsburg	7,968.75	22.8%	0.00		7,968.75	22.8%
Jefferson County	0.00	0.0%	0.00		0.00	0.0%
Total AA LOCAL GOV. CONTRIBUTIONS	7,968.75	3.6%	0.00		7,968.75	3.6%
FBO AIRFIELD INCOME						
FBO Call Outs	0.00		0.00		0.00	0.0%
Total FBO AIRFIELD INCOME	0.00	0.0%	0.00	2,000.00	2,000.00	0.0%

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FBO Car Rental Commissions	0.00		0.00	0.0%	0.00	0.0%
FBO Customer Ramp Fees	0.00		4,004.42	20.0%	4,004.42	20.0%
FBO Fuel Sales - 100LL	0.00		24,683.78	20.0%	24,683.78	20.0%
FBO Fuel Sales - Jet A	0.00		85,689.71	21.1%	85,689.71	21.1%
FBO Hangar Rent - Tenants	0.00		8,287.05	5.1%	8,287.05	5.1%
FBO Hangar Rent - Transients	0.00		145.00	3.2%	145.00	3.2%
FBO JetLink/Arcadia Income	0.00		4,564.40	45.6%	4,564.40	45.6%
FBO Misc Revenue	0.00		3,380.22	140.8%	3,380.22	140.8%
FBO Oil Sales	0.00		72.18	9.6%	72.18	9.6%
FBO Tie Downs	0.00		753.76	75.4%	753.76	75.4%
Total FBO AIRFIELD INCOME	0.00		131,580.52	17.9%	131,580.52	17.9%
FBO FLIGHT OPERATIONS INCOME						
FBO Charter - Airport Fees	0.00		5,250.00	12.5%	5,250.00	12.5%
FBO Charter Revenue	0.00		98,183.23	26.2%	98,183.23	26.2%
FBO Sales Discounts	0.00		-1,675.84	16.5%	-1,675.84	16.5%
Total FBO FLIGHT OPERATIONS INCOME	0.00		101,757.39	25.0%	101,757.39	25.0%
FBO FLIGHT SCHOOL						
FBO Aircraft Rent - Owned	0.00		1,849.20	2.5%	1,849.20	2.5%
FBO Sales Discounts -FS	0.00		0.00	0.0%	0.00	0.0%
FS Instruction	0.00		857.96	3.5%	857.96	3.5%
FS Maintenance/Parts	0.00		105.04	17.5%	105.04	17.5%
Total FBO FLIGHT SCHOOL	0.00		2,812.20	2.8%	2,812.20	2.8%
Uncategorized Income (Income not categorized elsewhere)	0.00		798.07		798.07	100.0%
Total Income	123,522.27	556,626.00	239,681.18	19.3%	363,203.45	20.2%
Cost of Goods Sold						
FBO COSTS OF GOODS SOLD						
FBO Charter Parts & Maintenance	0.00		10,893.58	15.0%	10,893.58	100.0%
FBO Credit Card Fees-Merch Svcs	0.00		2,579.02	37.8%	2,579.02	15.0%
FBO Fuel Purchase - Jet A	0.00		88,165.90	2.4%	88,165.90	37.8%
FBO Fuel/Oil Fuel Trucks	0.00		484.41	22.1%	484.41	2.4%
FBO MISC Expenses	0.00		128.66	21.3%	128.66	22.1%
FBO Oil Purchases	0.00		192.99	8.8%	192.99	21.3%
Fuel Purchase -100 LL	0.00		7,144.94	31.0%	7,144.94	8.8%
Total FBO COSTS OF GOODS SOLD	0.00		109,589.50	31.0%	109,589.50	31.0%
FBO FLIGHT OPS COGS						
Aircraft Expense	0.00		0.00	0.0%	0.00	0.0%
FO Charters Purchased	0.00		1,500.00	1.2%	1,500.00	1.2%
FO Contract Labor	0.00		3,612.00	14.4%	3,612.00	14.4%
FO Parts & Maintenance	0.00		6,243.80	22.6%	6,243.80	22.6%
FO Pilot Training	0.00		0.00	0.0%	0.00	0.0%
Total FBO FLIGHT OPS COGS	0.00		11,355.80	6.0%	11,355.80	6.0%
FBO FLIGHT SCHOOL COGS						
FBO FS Fuel Purchased - 100 LL	0.00		0.00	0.0%	0.00	0.0%

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FBO FS Parts - Maintenance						
Total FBO FLIGHT SCHOOL COGS	0.00		1,367.75	10.3%	1,367.75	10.3%
Total COGS	0.00		1,367.75	5.6%	1,367.75	5.6%
Gross Profit	123,522.27	22.2%	122,313.05	21.6%	122,313.05	21.6%
Expense						
AA ADMINISTRATIVE						
AA Accounting	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Bank Service Charges	495.98	49.6%	0.00	0.0%	495.98	49.6%
AA Capital Improvements	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Dues & Subscriptions	751.49	24.2%	0.00	0.0%	751.49	24.2%
AA Legal Services	7,104.00	28.4%	0.00	0.0%	7,104.00	28.4%
AA Marketing & Advertising	1,982.52	6.4%	0.00	0.0%	1,982.52	6.4%
AA Office Equipment	1,116.06	7.4%	0.00	0.0%	1,116.06	7.4%
AA Office Supplies/Expenses	376.76	12.6%	0.00	0.0%	376.76	12.6%
AA Postage	79.62	8.0%	0.00	0.0%	79.62	8.0%
AA Professional Services	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Travel & Meals & Training	6.76	0.0%	256.36	0.0%	263.12	1.8%
Total AA ADMINISTRATIVE	11,913.19	11.2%	256.36	0.0%	12,169.55	11.4%
AA AIRPORT INSURANCE						
AA Airport Liability	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Airport Vehicle Insurance	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Directors/Officers	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Property Policy	10,398.48	92.0%	0.00	0.0%	10,398.48	92.0%
AA Workers Compensation	1,954.00	78.2%	0.00	0.0%	1,954.00	78.2%
Total AA AIRPORT INSURANCE	12,352.48	53.6%	0.00	0.0%	12,352.48	53.6%
AA MAINTENANCE & REPAIR						
AA Airfield	232.89	2.3%	0.00	0.0%	232.89	2.3%
AA Equipment & Safety	350.08	5.8%	0.00	0.0%	350.08	5.8%
AA Gas/Diesel Fuel	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Hangars	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Licenses, Permits, & Fees	423.84	28.3%	0.00	0.0%	423.84	28.3%
AA Terminal	2,740.97	24.9%	1,285.49	0.0%	4,026.46	36.6%
Total AA MAINTENANCE & REPAIR	3,747.78	11.5%	1,285.49	0.0%	5,033.27	15.4%
AA PAYROLL & LIABILITY						
AA Contracted Labor	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Employees Salaries/Wages	41,588.64	26.4%	766.61	0.0%	42,355.25	26.8%
AA Health/Dental/Life Insurance	11,962.47	24.9%	0.00	0.0%	11,962.47	24.9%
AA Payroll Taxes	2,899.83	16.2%	6,091.67	0.0%	8,991.50	50.3%
AA Retirement	4,161.35	26.4%	2,080.79	0.0%	6,242.14	39.5%
Total AA PAYROLL & LIABILITY	60,612.29	25.2%	8,939.07	0.0%	69,551.36	28.9%
AA UTILITIES						
AA Dumpster	409.14	13.6%	0.00	0.0%	409.14	13.6%
AA Electric-Maint-Hangar	0.00	0.0%	0.00	0.0%	0.00	0.0%
AA Electric-Terminal-Airfield	7,010.34	20.0%	0.00	0.0%	7,010.34	20.0%
AA Grease Trap	0.00	0.0%	0.00	0.0%	0.00	0.0%

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AA Telephone & Internet	1,809.99	6,000.00	30.2%	819.70			2,629.69	6,000.00	43.8%
AA Water - Sewer	920.66	4,200.00	21.9%	364.58			1,285.24	4,200.00	30.6%
Total AA UTILITIES	10,150.13	53,900.00	18.8%	1,184.28			11,334.41	53,900.00	21.0%
FBO ADMINISTRATIVE EXPENSES									
FBO 1st United Debt Service	0.00	5,868.20	12.6%	5,868.20	46,440.00	12.6%	5,868.20	46,440.00	12.6%
FBO Accounting	0.00	0.00	0.0%	0.00	10,000.00	0.0%	0.00	10,000.00	0.0%
FBO Bank Charges	0.00	111.89	22.4%	111.89	500.00	22.4%	111.89	500.00	22.4%
FBO Drug Testing	0.00	0.00	0.0%	0.00	500.00	0.0%	0.00	500.00	0.0%
FBO Dues & Subscriptions	0.00	1,703.70	9.5%	1,703.70	18,000.00	9.5%	1,703.70	18,000.00	9.5%
FBO Fringe Benefits	0.00	1,059.18	3.3%	1,059.18	31,640.00	3.3%	1,059.18	31,640.00	3.3%
FBO Legal	0.00	5,503.14	27.5%	5,503.14	20,000.00	27.5%	5,503.14	20,000.00	27.5%
FBO License & Fees	0.00	1,000.00	200.0%	1,000.00	500.00	200.0%	1,000.00	500.00	200.0%
FBO Marketing and Advertising	0.00	5,678.91	18.9%	5,678.91	30,000.00	18.9%	5,678.91	30,000.00	18.9%
FBO Office Equipment Lease	0.00	0.00	0.0%	0.00	2,700.00	0.0%	0.00	2,700.00	0.0%
FBO Office Supplies	0.00	1,552.65	28.2%	1,552.65	5,500.00	28.2%	1,552.65	5,500.00	28.2%
FBO Payroll Taxes	0.00	409.14	1.3%	409.14	32,000.00	1.3%	409.14	32,000.00	1.3%
FBO Postage & Freight	0.00	74.70	5.7%	74.70	1,300.00	5.7%	74.70	1,300.00	5.7%
FBO Professional Fees	0.00	0.00	0.0%	0.00	6,500.00	0.0%	0.00	6,500.00	0.0%
FBO Property & Liability	0.00	39,497.00	98.7%	39,497.00	40,000.00	98.7%	39,497.00	40,000.00	98.7%
FBO Salaries/Wages	0.00	84,074.64	20.1%	84,074.64	418,040.00	20.1%	84,074.64	418,040.00	20.1%
FBO Travel Meals & Training	0.00	0.00	0.0%	0.00	11,000.00	0.0%	0.00	11,000.00	0.0%
FBO Uniforms	0.00	1,436.41	28.7%	1,436.41	5,000.00	28.7%	1,436.41	5,000.00	28.7%
FBO WVEDA Debt Service	0.00	0.00	0.0%	0.00	16,000.00	0.0%	0.00	16,000.00	0.0%
Total FBO ADMINISTRATIVE EXPENSES	0.00	147,969.56	21.3%	147,969.56	695,620.00	21.3%	147,969.56	695,620.00	21.3%
FBO MAINTENANCE & REPAIR									
FBO Equipment & Repair	0.00	3,489.01	58.2%	3,489.01	6,000.00	58.2%	3,489.01	6,000.00	58.2%
FBO Repairs & Maintenance	0.00	2,008.48	15.4%	2,008.48	13,000.00	15.4%	2,008.48	13,000.00	15.4%
JetLink/Arcadia Fire Safety	0.00	0.00	0.0%	0.00	550.00	0.0%	0.00	550.00	0.0%
Total FBO MAINTENANCE & REPAIR	0.00	5,497.49	28.1%	5,497.49	19,550.00	28.1%	5,497.49	19,550.00	28.1%
FBO UTILITIES									
FBO JetL/Arcadia Sewer - Water	0.00	241.67	16.1%	241.67	1,500.00	16.1%	241.67	1,500.00	16.1%
FBO JetLink/Arcadia Insurance	0.00	0.00	0.0%	0.00	4,000.00	0.0%	0.00	4,000.00	0.0%
FBO JetLink/Arcadia Natural Gas	0.00	0.00	0.0%	0.00	3,500.00	0.0%	0.00	3,500.00	0.0%
FBO JetLink/Arcadia Power	0.00	2,386.19	25.1%	2,386.19	9,500.00	25.1%	2,386.19	9,500.00	25.1%
FBO JetLink/Arcadia Trash	0.00	0.00	0.0%	0.00	500.00	0.0%	0.00	500.00	0.0%
FBO Telephone - Internet	0.00	0.00	0.0%	0.00	6,000.00	0.0%	0.00	6,000.00	0.0%
FBO Utilities	0.00	2,588.93	8.1%	2,588.93	32,000.00	8.1%	2,588.93	32,000.00	8.1%
Total FBO UTILITIES	0.00	5,216.79	9.2%	5,216.79	57,000.00	9.2%	5,216.79	57,000.00	9.2%
Reconciliation Discrepancies	-31.18			0.00			-31.18	0.00	100.0%
Total Expense	98,744.69	456,724.00	21.6%	170,349.04	772,170.00	22.1%	269,093.73	1,228,894.00	21.9%
Net Ordinary Income	24,777.58	99,902.00	24.8%	-52,980.91	-99,902.00	53.0%	-28,203.33	0.00	100.0%
Net Income	24,777.58	99,902.00	24.8%	-52,980.91	-99,902.00	53.0%	-28,203.33	0.00	100.0%