

## Eastern WV Regional Airport Authority Profit & Loss Budget vs. Actual

July through October 2020

	Airport Authority			Total MRB FBO			TOTAL		
	Jul - Oct 20	Budget	% of Budget	Jul - Oct 20	Budget	% of Budget	Jul - Oct 20	Budget	% of Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
<b>AA Airfield Income</b>									
Legacy AA Box - T Hangar Leases	31,262.18	116,881.00	26.7%	2,577.45			33,839.63	116,881.00	29.0%
Legacy AA Ramp Tie Down Leases	706.00	8,416.00	8.4%	482.42			1,188.42	8,416.00	14.1%
<b>Total AA Airfield Income</b>	31,968.18	125,297.00	25.5%	3,059.87	0.00	100.0%	35,028.05	125,297.00	28.0%
<b>AA Airport Fees</b>									
Aircraft Landing Fees	299.74	9,000.00	3.3%	0.00			299.74	9,000.00	3.3%
Commercial Operating Permit	700.00	2,400.00	29.2%	0.00			700.00	2,400.00	29.2%
FAA Maintenance Fees	600.00	2,300.00	26.1%	0.00			600.00	2,300.00	26.1%
NGB Air Guard Joint Use Agrmnt	13,624.00	27,248.00	50.0%	0.00			13,624.00	27,248.00	50.0%
Through-Fence Airfield Access	3,120.83	6,547.00	47.7%	0.00			3,120.83	6,547.00	47.7%
Triumph/TPG Airport MainUse Fee	0.00	17,349.00	0.0%	0.00			0.00	17,349.00	0.0%
Wait List Service Fees	804.21	250.00	321.7%	0.00			804.21	250.00	321.7%
<b>Total AA Airport Fees</b>	19,148.78	65,094.00	29.4%	0.00			19,148.78	65,094.00	29.4%
<b>AA AIRPORT TERMINAL INCOME</b>									
Conference Rm Lease/Spec. Event	0.00			35.00			35.00	0.00	100.0%
Grease Trap	400.00	1,200.00	33.3%	0.00			400.00	1,200.00	33.3%
Office Leases	8,836.00	26,800.00	33.0%	2,607.81			11,443.81	26,800.00	42.7%
Restaurant Lease	3,600.00	12,000.00	30.0%	0.00			3,600.00	12,000.00	30.0%
<b>Total AA AIRPORT TERMINAL INCOME</b>	12,836.00	40,000.00	32.1%	2,642.81			15,478.81	40,000.00	38.7%
<b>AA Interest Earned - Rebates</b>									
P-Card Quarterly Rebates	1,250.41	9,000.00	13.9%	0.00			1,250.41	9,000.00	13.9%
<b>Total AA Interest Earned - Rebates</b>	1,250.41	9,000.00	13.9%	0.00			1,250.41	9,000.00	13.9%
<b>AA INVESTMENTS</b>									
AA WVAC General Revenue Grant	0.00	12,000.00	0.0%	0.00			0.00	12,000.00	0.0%
Transfer from Reserve	51,654.00	51,654.00	100.0%	0.00			51,654.00	51,654.00	100.0%
<b>Total AA INVESTMENTS</b>	51,654.00	63,654.00	81.1%	0.00			51,654.00	63,654.00	81.1%
<b>AA LAND LEASES</b>									
EAA Chapter 1071 Land Lease	100.00	100.00	100.0%	0.00			100.00	100.00	100.0%
Farm Leases	435.00	500.00	87.0%	0.00			435.00	500.00	87.0%
Shentel Land Lease	3,477.84	13,911.00	25.0%	0.00			3,477.84	13,911.00	25.0%
Stephen David Stg	1,000.00	6,000.00	16.7%	0.00			1,000.00	6,000.00	16.7%
Triple S Transport Lease	4,000.00	12,000.00	33.3%	0.00			4,000.00	12,000.00	33.3%
Triumph Land Lease	0.00	33.00	0.0%	0.00			0.00	33.00	0.0%
<b>Total AA LAND LEASES</b>	9,012.84	32,544.00	27.7%	0.00			9,012.84	32,544.00	27.7%
<b>AA LOCAL GOV. CONTRIBUTIONS</b>									
Berkeley County	0.00	181,162.00	0.0%	0.00			0.00	181,162.00	0.0%
City of Martinsburg	7,968.75	34,875.00	22.8%	0.00			7,968.75	34,875.00	22.8%
Jefferson County	0.00	5,000.00	0.0%	0.00			0.00	5,000.00	0.0%
<b>Total AA LOCAL GOV. CONTRIBUTIONS</b>	7,968.75	221,037.00	3.6%	0.00			7,968.75	221,037.00	3.6%
<b>FBO AIRFIELD INCOME</b>									
FBO Call Outs	0.00			482.40	2,000.00	24.1%	482.40	2,000.00	24.1%

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	Jul - Oct 20	Budget	% of Budget	Jul - Oct 20	Budget	% of Budget	Jul - Oct 20	Budget	% of Budget
FBO Car Rental Commissions	0.00			0.00	750.00	0.0%	0.00	750.00	0.0%
FBO Customer Ramp Fees	0.00			6,399.15	20,000.00	32.0%	6,399.15	20,000.00	32.0%
FBO Fuel Sales - 100LL	0.00			35,306.75	123,360.00	28.6%	35,306.75	123,360.00	28.6%
FBO Fuel Sales - Jet A	0.00			173,518.81	406,455.00	42.7%	173,518.81	406,455.00	42.7%
FBO Hangar Rent - Tenants	0.00			19,854.80	161,900.00	12.3%	19,854.80	161,900.00	12.3%
FBO Hangar Rent - Transients	0.00			145.00	4,500.00	3.2%	145.00	4,500.00	3.2%
FBO JetLink/Arcadia Income	0.00			4,564.40	10,000.00	45.6%	4,564.40	10,000.00	45.6%
FBO Misc Revenue	0.00			8,701.37	2,400.00	362.6%	8,701.37	2,400.00	362.6%
FBO Oil Sales	0.00			154.20	750.00	20.6%	154.20	750.00	20.6%
FBO Tie Downs	0.00			753.76	1,000.00	75.4%	753.76	1,000.00	75.4%
<b>Total FBO AIRFIELD INCOME</b>	<b>0.00</b>			<b>249,880.64</b>	<b>733,115.00</b>	<b>34.1%</b>	<b>249,880.64</b>	<b>733,115.00</b>	<b>34.1%</b>
<b>FBO FLIGHT OPERATIONS INCOME</b>									
FBO Charter - Airport Fees	0.00			41,945.14	42,000.00	99.9%	41,945.14	42,000.00	99.9%
FBO Charter Revenue	0.00			145,770.58	375,000.00	38.9%	145,770.58	375,000.00	38.9%
FBO Sales Discounts	0.00			-3,660.96	-10,142.00	36.1%	-3,660.96	-10,142.00	36.1%
<b>Total FBO FLIGHT OPERATIONS INCOME</b>	<b>0.00</b>			<b>184,054.76</b>	<b>406,858.00</b>	<b>45.2%</b>	<b>184,054.76</b>	<b>406,858.00</b>	<b>45.2%</b>
<b>FBO FLIGHT SCHOOL</b>									
FBO Aircraft Rent - Owned	0.00			10,404.21	75,000.00	13.9%	10,404.21	75,000.00	13.9%
FBO Sales Discounts -FS	0.00			0.00	-874.00	0.0%	0.00	-874.00	0.0%
FS Instruction	0.00			857.96	24,500.00	3.5%	857.96	24,500.00	3.5%
FS Maintenance/Parts	0.00			45.21	600.00	7.5%	45.21	600.00	7.5%
<b>Total FBO FLIGHT SCHOOL</b>	<b>0.00</b>			<b>11,307.38</b>	<b>99,226.00</b>	<b>11.4%</b>	<b>11,307.38</b>	<b>99,226.00</b>	<b>11.4%</b>
<b>Total Income</b>	<b>133,838.96</b>	<b>556,626.00</b>	<b>24.0%</b>	<b>450,945.46</b>	<b>1,239,199.00</b>	<b>36.4%</b>	<b>584,784.42</b>	<b>1,795,825.00</b>	<b>32.6%</b>
<b>Cost of Goods Sold</b>									
<b>FBO COSTS OF GOODS SOLD</b>									
FBO Charter Parts & Maintenance	0.00			11,393.58			11,393.58	0.00	100.0%
FBO Credit Card Fees-Merch Svcs	0.00			4,839.72	17,194.00	28.1%	4,839.72	17,194.00	28.1%
FBO Fuel Purchase - Jet A	0.00			156,665.10	233,528.00	67.1%	156,665.10	233,528.00	67.1%
FBO Fuel/Oil Fuel Trucks	0.00			484.41	20,374.00	2.4%	484.41	20,374.00	2.4%
FBO MISC Expenses	0.00			116.71	581.00	20.1%	116.71	581.00	20.1%
FBO Oil Purchases	0.00			270.26	904.00	29.9%	270.26	904.00	29.9%
Fuel Purchase -100 LL	0.00			9,934.00	81,029.00	12.3%	9,934.00	81,029.00	12.3%
<b>Total FBO COSTS OF GOODS SOLD</b>	<b>0.00</b>			<b>183,703.78</b>	<b>353,610.00</b>	<b>52.0%</b>	<b>183,703.78</b>	<b>353,610.00</b>	<b>52.0%</b>
<b>FBO FLIGHT OPS COGS</b>									
Aircraft Expense	0.00			1,075.00	3,359.00	32.0%	1,075.00	3,359.00	32.0%
FO Charters Purchased	0.00			10,099.48	124,894.00	8.1%	10,099.48	124,894.00	8.1%
FO Contract Labor	0.00			7,062.00	25,112.00	28.1%	7,062.00	25,112.00	28.1%
FO Parts & Maintenance	0.00			6,354.20	27,601.00	23.0%	6,354.20	27,601.00	23.0%
FO Pilot Training	0.00			0.00	8,000.00	0.0%	0.00	8,000.00	0.0%
<b>Total FBO FLIGHT OPS COGS</b>	<b>0.00</b>			<b>24,590.68</b>	<b>188,966.00</b>	<b>13.0%</b>	<b>24,590.68</b>	<b>188,966.00</b>	<b>13.0%</b>
<b>FBO FLIGHT SCHOOL COGS</b>									
FBO FS Fuel Purchased - 100 LL	0.00			0.00	11,123.00	0.0%	0.00	11,123.00	0.0%
FBO FS Parts - Maintenance	0.00			6,214.52	13,232.00	47.0%	6,214.52	13,232.00	47.0%

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<b>Total FBO FLIGHT SCHOOL COGS</b>	0.00			6,214.52	24,355.00	25.5%	6,214.52	24,355.00	25.5%
<b>Total COGS</b>	0.00			214,508.98	566,931.00	37.8%	214,508.98	566,931.00	37.8%
<b>Gross Profit</b>	133,838.96	556,626.00	24.0%	236,436.48	672,268.00	35.2%	370,275.44	1,228,894.00	30.1%
<b>Expense</b>									
<b>AA ADMINISTRATIVE</b>									
AA Accounting	0.00	10,000.00	0.0%	0.00			0.00	10,000.00	0.0%
AA Bank Service Charges	573.14	1,000.00	57.3%	0.00			573.14	1,000.00	57.3%
AA Capital Improvements	0.00	12,000.00	0.0%	0.00			0.00	12,000.00	0.0%
AA Dues & Subscriptions	751.49	3,100.00	24.2%	380.00			1,131.49	3,100.00	36.5%
AA Legal Services	7,104.00	25,000.00	28.4%	0.00			7,104.00	25,000.00	28.4%
AA Marketing & Advertising	2,067.58	31,000.00	6.7%	487.00			2,554.58	31,000.00	8.2%
AA Office Equipment	1,116.06	1,500.00	74.4%	0.00			1,116.06	1,500.00	74.4%
AA Office Supplies/Expenses	376.76	3,000.00	12.6%	0.00			376.76	3,000.00	12.6%
AA Postage	79.62	1,000.00	8.0%	3.96			83.58	1,000.00	8.4%
AA Professional Services	0.00	4,000.00	0.0%	0.00			0.00	4,000.00	0.0%
AA Travel & Meals & Training	532.82	15,000.00	3.6%	256.36			789.18	15,000.00	5.3%
<b>Total AA ADMINISTRATIVE</b>	12,601.47	106,600.00	11.8%	1,127.32			13,728.79	106,600.00	12.9%
<b>AA AIRPORT INSURANCE</b>									
AA Airport Liability	0.00	3,101.00	0.0%	0.00			0.00	3,101.00	0.0%
AA Airport Vehicle Insurance	0.00	1,650.00	0.0%	0.00			0.00	1,650.00	0.0%
AA Directors/Officers	0.00	4,500.00	0.0%	0.00			0.00	4,500.00	0.0%
AA Property Policy	10,398.48	11,300.00	92.0%	0.00			10,398.48	11,300.00	92.0%
AA Workers Compensation	1,954.00	2,500.00	78.2%	0.00			1,954.00	2,500.00	78.2%
<b>Total AA AIRPORT INSURANCE</b>	12,352.48	23,051.00	53.6%	0.00			12,352.48	23,051.00	53.6%
<b>AA MAINTENANCE &amp; REPAIR</b>									
AA Airfield	310.52	10,000.00	3.1%	218.24			528.76	10,000.00	5.3%
AA Equipment & Safety	403.70	6,000.00	6.7%	0.00			403.70	6,000.00	6.7%
AA Gas/Diesel Fuel	0.00	1,200.00	0.0%	0.00			0.00	1,200.00	0.0%
AA Hangars	0.00	3,000.00	0.0%	0.00			0.00	3,000.00	0.0%
AA Licenses, Permits, & Fees	423.84	1,500.00	28.3%	0.00			423.84	1,500.00	28.3%
AA Terminal	2,740.97	11,000.00	24.9%	1,837.99			4,578.96	11,000.00	41.6%
<b>Total AA MAINTENANCE &amp; REPAIR</b>	3,879.03	32,700.00	11.9%	2,056.23			5,935.26	32,700.00	18.2%
<b>AA PAYROLL &amp; LIABILITY</b>									
AA Contracted Labor	904.00	1,000.00	90.4%	0.00			904.00	1,000.00	90.4%
AA Employees Salaries/Wages	55,167.10	157,830.00	35.0%	870.55			56,037.65	157,830.00	35.5%
AA Health/Dental/Life Insurance	15,643.00	48,000.00	32.6%	0.00			15,643.00	48,000.00	32.6%
AA Payroll Taxes	3,848.43	17,860.00	21.5%	8,239.33			12,087.76	17,860.00	67.7%
AA Retirement	5,519.19	15,783.00	35.0%	2,676.95			8,196.14	15,783.00	51.9%
<b>Total AA PAYROLL &amp; LIABILITY</b>	81,081.72	240,473.00	33.7%	11,786.83			92,868.55	240,473.00	38.6%
<b>AA UTILITIES</b>									
AA Dumpster	981.39	3,000.00	32.7%	0.00			981.39	3,000.00	32.7%
AA Electric-Maint-Hangar	830.99	4,500.00	18.5%	0.00			830.99	4,500.00	18.5%
AA Electric-Terminal-Airfield	6,179.35	35,000.00	17.7%	4,133.04			10,312.39	35,000.00	29.5%
AA Grease Trap	220.00	1,200.00	18.3%	0.00			220.00	1,200.00	18.3%
AA Telephone & Internet	1,961.12	6,000.00	32.7%	818.57			2,779.69	6,000.00	46.3%

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AA Water - Sewer	920.66	4,200.00	21.9%	364.58			1,285.24	4,200.00	30.6%
<b>Total AA UTILITIES</b>	<b>11,093.51</b>	<b>53,900.00</b>	<b>20.6%</b>	<b>5,316.19</b>			<b>16,409.70</b>	<b>53,900.00</b>	<b>30.4%</b>
<b>FBO ADMINISTRATIVE EXPENSES</b>									
FBO 1st United Debt Service	0.00			10,697.20	46,440.00	23.0%	10,697.20	46,440.00	23.0%
FBO Accounting	0.00			0.00	10,000.00	0.0%	0.00	10,000.00	0.0%
FBO Bank Charges	0.00			111.89	500.00	22.4%	111.89	500.00	22.4%
FBO Drug Testing	0.00			305.50	500.00	61.1%	305.50	500.00	61.1%
FBO Dues & Subscriptions	0.00			2,474.42	18,000.00	13.7%	2,474.42	18,000.00	13.7%
FBO Fringe Benefits	0.00			1,059.18	31,640.00	3.3%	1,059.18	31,640.00	3.3%
FBO Legal	0.00			5,503.14	20,000.00	27.5%	5,503.14	20,000.00	27.5%
FBO License & Fees	0.00			1,000.00	500.00	200.0%	1,000.00	500.00	200.0%
FBO Marketing and Advertising	0.00			7,529.05	30,000.00	25.1%	7,529.05	30,000.00	25.1%
FBO Office Equipment Lease	0.00			0.00	2,700.00	0.0%	0.00	2,700.00	0.0%
FBO Office Supplies	0.00			1,747.46	5,500.00	31.8%	1,747.46	5,500.00	31.8%
FBO Payroll Taxes	0.00			409.14	32,000.00	1.3%	409.14	32,000.00	1.3%
FBO Postage & Freight	0.00			74.70	1,300.00	5.7%	74.70	1,300.00	5.7%
FBO Professional Fees	0.00			0.00	6,500.00	0.0%	0.00	6,500.00	0.0%
FBO Property & Liability	0.00			44,429.00	40,000.00	111.1%	44,429.00	40,000.00	111.1%
FBO Salaries/Wages	0.00			112,439.20	418,040.00	26.9%	112,439.20	418,040.00	26.9%
FBO Travel Meals & Training	0.00			191.34	11,000.00	1.7%	191.34	11,000.00	1.7%
FBO Uniforms	0.00			1,436.41	5,000.00	28.7%	1,436.41	5,000.00	28.7%
FBO WVEDA Debt Service	0.00			0.00	16,000.00	0.0%	0.00	16,000.00	0.0%
<b>Total FBO ADMINISTRATIVE EXPENSES</b>	<b>0.00</b>			<b>189,407.63</b>	<b>695,620.00</b>	<b>27.2%</b>	<b>189,407.63</b>	<b>695,620.00</b>	<b>27.2%</b>
<b>FBO MAINTENANCE &amp; REPAIR</b>									
FBO Equipment & Repair	0.00			7,098.00	6,000.00	118.3%	7,098.00	6,000.00	118.3%
FBO Repairs & Maintenance	0.00			6,774.53	13,000.00	52.1%	6,774.53	13,000.00	52.1%
JetLink/Arcadia Fire Safety	0.00			0.00	550.00	0.0%	0.00	550.00	0.0%
<b>Total FBO MAINTENANCE &amp; REPAIR</b>	<b>0.00</b>			<b>13,872.53</b>	<b>19,550.00</b>	<b>71.0%</b>	<b>13,872.53</b>	<b>19,550.00</b>	<b>71.0%</b>
<b>FBO UTILITIES</b>									
FBO JetL/Arcadia Sewer - Water	0.00			809.00	1,500.00	53.9%	809.00	1,500.00	53.9%
FBO JetLink/Arcadia Insurance	0.00			0.00	4,000.00	0.0%	0.00	4,000.00	0.0%
FBO JetLink/Arcadia Natural Gas	0.00			108.93	3,500.00	3.1%	108.93	3,500.00	3.1%
FBO JetLink/Arcadia Power	0.00			2,386.19	9,500.00	25.1%	2,386.19	9,500.00	25.1%
FBO JetLink/Arcadia Trash	0.00			704.19	500.00	140.8%	704.19	500.00	140.8%
FBO Telephone - Internet	0.00			0.00	6,000.00	0.0%	0.00	6,000.00	0.0%
FBO Utilities	0.00			2,588.93	32,000.00	8.1%	2,588.93	32,000.00	8.1%
<b>Total FBO UTILITIES</b>	<b>0.00</b>			<b>6,597.24</b>	<b>57,000.00</b>	<b>11.6%</b>	<b>6,597.24</b>	<b>57,000.00</b>	<b>11.6%</b>
Reconciliation Discrepancies	-31.18			0.00			-31.18	0.00	100.0%
Uncategorized Expenses (Expenses not categorized elsewhere)	0.00			1,119.49			1,119.49	0.00	100.0%
<b>Total Expense</b>	<b>120,977.03</b>	<b>456,724.00</b>	<b>26.5%</b>	<b>231,283.46</b>	<b>772,170.00</b>	<b>30.0%</b>	<b>352,260.49</b>	<b>1,228,894.00</b>	<b>28.7%</b>
<b>Net Ordinary Income</b>	<b>12,861.93</b>	<b>99,902.00</b>	<b>12.9%</b>	<b>5,153.02</b>	<b>-99,902.00</b>	<b>-5.2%</b>	<b>18,014.95</b>	<b>0.00</b>	<b>100.0%</b>
<b>Net Income</b>	<b>12,861.93</b>	<b>99,902.00</b>	<b>12.9%</b>	<b>5,153.02</b>	<b>-99,902.00</b>	<b>-5.2%</b>	<b>18,014.95</b>	<b>0.00</b>	<b>100.0%</b>