

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

	Airport Authority			Total MRB FBO			TOTAL		
	Jul - Nov 20	Budget	% of Budget	Jul - Nov 20	Budget	% of Budget	Jul - Nov 20	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
Fuel Sales Jet A	0.00			2,981.84	0.00	100.0%	2,981.84	0.00	100.0%
Hangar Leases	531.00			0.00	0.00	0.0%	531.00	0.00	100.0%
Legacy AA Box - T Hangar Leases	43,040.68	116,881.00	36.8%	3,902.45			46,943.13	116,881.00	40.2%
Legacy AA Ramp Tie Down Leas...	1,610.00	8,416.00	19.1%	730.42			2,340.42	8,416.00	27.8%
Total AA Airfield Income	45,181.68	125,297.00	36.1%	7,614.71	0.00	100.0%	52,796.39	125,297.00	42.1%
AA Airport Fees									
Aircraft Landing Fees	299.74	9,000.00	3.3%	450.00			749.74	9,000.00	8.3%
Commercial Operating Permit	900.00	2,400.00	37.5%	0.00			900.00	2,400.00	37.5%
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	3,562.29	6,547.00	54.4%	0.00			3,562.29	6,547.00	54.4%
Wait List Service Fees	1,042.21	250.00	416.9%	0.00			1,042.21	250.00	416.9%
Total AA Airport Fees	20,028.24	47,745.00	41.9%	450.00			20,478.24	47,745.00	42.9%
AA AIRPORT TERMINAL INCOME									
Grease Trap	500.00	1,200.00	41.7%	0.00			500.00	1,200.00	41.7%
Office Leases	9,429.00	26,800.00	35.2%	3,868.65			13,297.65	26,800.00	49.6%
Restaurant Lease	4,500.00	12,000.00	37.5%	0.00			4,500.00	12,000.00	37.5%
Total AA AIRPORT TERMINAL INC...	14,429.00	40,000.00	36.1%	3,868.65			18,297.65	40,000.00	45.7%
AA Interest Earned - Rebates									
P-Card Quarterly Rebates	1,250.41	9,000.00	13.9%	0.00			1,250.41	9,000.00	13.9%
AA Interest Earned - Rebates - O...	427.16			0.00			427.16	0.00	100.0%
Total AA Interest Earned - Rebates	1,677.57	9,000.00	18.6%	0.00			1,677.57	9,000.00	18.6%
AA INVESTMENTS									
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%
Total AA INVESTMENTS	51,654.00	63,654.00	81.1%	0.00			51,654.00	63,654.00	81.1%
AA LAND LEASES									
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	4,637.12	13,911.00	33.3%	0.00			4,637.12	13,911.00	33.3%
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	5,000.00	12,000.00	41.7%	0.00			5,000.00	12,000.00	41.7%
Total AA LAND LEASES	11,172.12	32,511.00	34.4%	0.00			11,172.12	32,511.00	34.4%
AA LOCAL GOV. CONTRIBUTIONS									
Berkeley County	34,500.00	181,162.00	19.0%	0.00			34,500.00	181,162.00	19.0%
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%
Total AA LOCAL GOV. CONTRIBU...	42,468.75	221,037.00	19.2%	0.00			42,468.75	221,037.00	19.2%

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FBO AIRFIELD INCOME									
FBO Call Outs	0.00			1,082.40	2,000.00	54.1%	1,082.40	2,000.00	54.1%
FBO Car Rental Commissions	0.00			0.00	750.00	0.0%	0.00	750.00	0.0%
FBO Customer Ramp Fees	0.00			8,611.81	20,000.00	43.1%	8,611.81	20,000.00	43.1%
FBO Fuel Sales - 100LL	0.00			48,726.91	123,360.00	39.5%	48,726.91	123,360.00	39.5%
FBO Fuel Sales - Jet A	0.00			250,394.76	406,455.00	61.6%	250,394.76	406,455.00	61.6%
FBO Hangar Rent - Tenants	0.00			23,963.21	161,900.00	14.8%	23,963.21	161,900.00	14.8%
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			17,490.99	10,000.00	174.9%	17,490.99	10,000.00	174.9%
FBO Misc Revenue	0.00			10,875.09	2,400.00	453.1%	10,875.09	2,400.00	453.1%
FBO Oil Sales	0.00			206.65	750.00	27.6%	206.65	750.00	27.6%
FBO Tie Downs	0.00			828.76	1,000.00	82.9%	828.76	1,000.00	82.9%
Total FBO AIRFIELD INCOME	0.00			362,325.58	733,115.00	49.4%	362,325.58	733,115.00	49.4%
FBO FLIGHT OPERATIONS INCOME									
FBO Charter - Airport Fees	0.00			49,860.14	42,000.00	118.7%	49,860.14	42,000.00	118.7%
FBO Charter Revenue	0.00			196,984.92	375,000.00	52.5%	196,984.92	375,000.00	52.5%
FBO Sales Discounts	0.00			-4,902.25	-10,142.00	48.3%	-4,902.25	-10,142.00	48.3%
Total FBO FLIGHT OPERATIONS I...	0.00			241,942.81	406,858.00	59.5%	241,942.81	406,858.00	59.5%
FBO FLIGHT SCHOOL									
FBO Aircraft Rent - Owned	0.00			17,318.01	75,000.00	23.1%	17,318.01	75,000.00	23.1%
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%
Total FBO FLIGHT SCHOOL	0.00			18,221.18	99,226.00	18.4%	18,221.18	99,226.00	18.4%
Uncategorized Income (Income no...	0.00			602.12			602.12	0.00	100.0%
Total Income	186,611.36	539,244.00	34.6%	635,025.05	1,239,199.00	51.2%	821,636.41	1,778,443.00	46.2%
Cost of Goods Sold									
FBO COSTS OF GOODS SOLD									
FBO Charter Parts & Maintenance	0.00			11,393.58			11,393.58	0.00	100.0%
FBO Credit Card Fees-Merch Svcs	0.00			7,160.07	17,194.00	41.6%	7,160.07	17,194.00	41.6%
FBO Fuel/Oil Fuel Trucks	0.00			1,934.31	20,374.00	9.5%	1,934.31	20,374.00	9.5%
FBO MISC Expenses	0.00			1,232.21	581.00	212.1%	1,232.21	581.00	212.1%
FBO Oil Purchases	0.00			398.62	904.00	44.1%	398.62	904.00	44.1%
Fuel Purchase -100 LL	0.00			17,043.02	81,029.00	21.0%	17,043.02	81,029.00	21.0%
Jet A COGS	0.00			98,586.07			98,586.07	0.00	100.0%
Total FBO COSTS OF GOODS SOLD	0.00			137,747.88	120,082.00	114.7%	137,747.88	120,082.00	114.7%
FBO FLIGHT OPS COGS									
Aircraft Expense	0.00			20,501.00	3,359.00	610.3%	20,501.00	3,359.00	610.3%
FO Charters Purchased	0.00			21,633.89	124,894.00	17.3%	21,633.89	124,894.00	17.3%
FO Contract Labor	0.00			11,262.00	25,112.00	44.8%	11,262.00	25,112.00	44.8%
FO Parts & Maintenance	0.00			38,870.42	27,601.00	140.8%	38,870.42	27,601.00	140.8%
FO Pilot Training	0.00			3,250.00	8,000.00	40.6%	3,250.00	8,000.00	40.6%
Total FBO FLIGHT OPS COGS	0.00			95,517.31	188,966.00	50.5%	95,517.31	188,966.00	50.5%

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FBO FLIGHT SCHOOL COGS									
FBO FS Fuel Purchased - 100 LL	0.00			4,789.00	11,123.00	43.1%	4,789.00	11,123.00	43.1%
FBO FS Parts - Maintenance	0.00			13,104.25	13,232.00	99.0%	13,104.25	13,232.00	99.0%
Total FBO FLIGHT SCHOOL COGS	0.00			17,893.25	24,355.00	73.5%	17,893.25	24,355.00	73.5%
Total COGS	0.00			251,158.44	333,403.00	75.3%	251,158.44	333,403.00	75.3%
Gross Profit	186,611.36	539,244.00	34.6%	383,866.61	905,796.00	42.4%	570,477.97	1,445,040.00	39.5%
Expense									
AA ADMINISTRATIVE									
AA Accounting	0.00	10,000.00	0.0%	0.00			0.00	10,000.00	0.0%
AA Bank Service Charges	652.35	1,000.00	65.2%	0.00			652.35	1,000.00	65.2%
AA Capital Improvements	600.00	12,000.00	5.0%	0.00			600.00	12,000.00	5.0%
AA Dues & Subscriptions	751.49	3,100.00	24.2%	190.00			941.49	3,100.00	30.4%
AA Legal Services	7,104.00	25,000.00	28.4%	0.00			7,104.00	25,000.00	28.4%
AA Marketing & Advertising	2,182.88	31,000.00	7.0%	0.00			2,182.88	31,000.00	7.0%
AA Office Equipment	619.20	1,500.00	41.3%	0.00			619.20	1,500.00	41.3%
AA Office Supplies/Expenses	468.58	3,000.00	15.6%	0.00			468.58	3,000.00	15.6%
AA Postage	83.58	1,000.00	8.4%	0.00			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	1,691.40	15,000.00	11.3%	0.00			1,691.40	15,000.00	11.3%
Total AA ADMINISTRATIVE	14,153.48	106,600.00	13.3%	190.00			14,343.48	106,600.00	13.5%
AA AIRPORT INSURANCE									
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%
Total AA AIRPORT INSURANCE	12,352.48	23,051.00	53.6%	0.00			12,352.48	23,051.00	53.6%
AA MAINTENANCE & REPAIR									
AA Airfield	528.76	10,000.00	5.3%	0.00			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	1,006.00	3,000.00	33.5%	0.00			1,006.00	3,000.00	33.5%
AA Licenses, Permits, & Fees	423.84	1,500.00	28.3%	0.00			423.84	1,500.00	28.3%
AA Terminal	5,987.69	11,000.00	54.4%	1,285.49			7,273.18	11,000.00	66.1%
Total AA MAINTENANCE & REPAIR	8,349.99	32,700.00	25.5%	1,285.49			9,635.48	32,700.00	29.5%
AA PAYROLL & LIABILITY									
AA Contracted Labor	0.00	1,000.00	0.0%	0.00			0.00	1,000.00	0.0%
AA Employees Salaries/Wages	65,407.10	157,830.00	41.4%	927.48			66,334.58	157,830.00	42.0%
AA Health/Dental/Life Insurance	19,142.35	48,000.00	39.9%	0.00			19,142.35	48,000.00	39.9%
AA Payroll Taxes	4,559.89	17,860.00	25.5%	10,423.46			14,983.35	17,860.00	83.9%
AA Retirement	6,543.19	15,783.00	41.5%	3,768.24			10,311.43	15,783.00	65.3%
Total AA PAYROLL & LIABILITY	95,652.53	240,473.00	39.8%	15,119.18			110,771.71	240,473.00	46.1%

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AA UTILITIES									
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	12,736.36	35,000.00	36.4%	0.00			12,736.36	35,000.00	36.4%
AA Grease Trap	220.00	1,200.00	18.3%	0.00			220.00	1,200.00	18.3%
AA Telephone & Internet	2,779.69	6,000.00	46.3%	150.00			2,929.69	6,000.00	48.8%
AA Water - Sewer	1,285.24	4,200.00	30.6%	0.00			1,285.24	4,200.00	30.6%
AA UTILITIES - Other	2,538.93			0.00			2,538.93	0.00	100.0%
Total AA UTILITIES	21,372.60	53,900.00	39.7%	150.00			21,522.60	53,900.00	39.9%
FBO ADMINISTRATIVE EXPENSES									
FBO 1st United Debt Service	0.00			21,187.96	46,440.00	45.6%	21,187.96	46,440.00	45.6%
FBO Accounting	0.00			0.00	10,000.00	0.0%	0.00	10,000.00	0.0%
FBO Bank Charges	0.00			276.89	500.00	55.4%	276.89	500.00	55.4%
FBO Drug Testing	0.00			305.50	500.00	61.1%	305.50	500.00	61.1%
FBO Dues & Subscriptions	0.00			2,957.85	18,000.00	16.4%	2,957.85	18,000.00	16.4%
FBO Fringe Benefits	0.00			9,905.45	31,640.00	31.3%	9,905.45	31,640.00	31.3%
FBO Legal	0.00			7,257.61	20,000.00	36.3%	7,257.61	20,000.00	36.3%
FBO License & Fees	0.00			1,014.26	500.00	202.9%	1,014.26	500.00	202.9%
FBO Marketing and Advertising	0.00			21,338.07	30,000.00	71.1%	21,338.07	30,000.00	71.1%
FBO Office Equipment Lease	0.00			906.46	2,700.00	33.6%	906.46	2,700.00	33.6%
FBO Office Supplies	0.00			2,924.47	5,500.00	53.2%	2,924.47	5,500.00	53.2%
FBO Payroll Taxes	0.00			646.30	32,000.00	2.0%	646.30	32,000.00	2.0%
FBO Postage & Freight	0.00			81.60	1,300.00	6.3%	81.60	1,300.00	6.3%
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			144,498.20	418,040.00	34.6%	144,498.20	418,040.00	34.6%
FBO Travel Meals & Training	0.00			1,051.58	11,000.00	9.6%	1,051.58	11,000.00	9.6%
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%
Total FBO ADMINISTRATIVE EXP...	0.00			260,217.61	695,620.00	37.4%	260,217.61	695,620.00	37.4%
FBO Fuel Purchase - Jet A	0.00			57,770.69	233,528.00	24.7%	57,770.69	233,528.00	24.7%
FBO MAINTENANCE & REPAIR									
FBO Equipment & Repair	0.00			9,241.97	6,000.00	154.0%	9,241.97	6,000.00	154.0%
FBO Repairs & Maintenance	0.00			8,036.09	13,000.00	61.8%	8,036.09	13,000.00	61.8%
JetLink/Arcadia Fire Safety	0.00			0.00	550.00	0.0%	0.00	550.00	0.0%
Total FBO MAINTENANCE & REPA...	0.00			17,278.06	19,550.00	88.4%	17,278.06	19,550.00	88.4%
FBO UTILITIES									
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%

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Cash Basis

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FBO Telephone - Internet	0.00			0.00	6,000.00	0.0%	0.00	6,000.00	0.0%
FBO Utilities	0.00			7,341.43	32,000.00	22.9%	7,341.43	32,000.00	22.9%
Total FBO UTILITIES	0.00			11,349.74	57,000.00	19.9%	11,349.74	57,000.00	19.9%
Total Expense	151,881.08	456,724.00	33.3%	363,360.77	1,005,698.00	36.1%	515,241.85	1,462,422.00	35.2%
Net Ordinary Income	34,730.28	82,520.00	42.1%	20,505.84	-99,902.00	-20.5%	55,236.12	-17,382.00	-317.8%
Other Income/Expense									
Other Expense									
Bad Debt Write Off	0.00			247.13			247.13	0.00	100.0%
Total Other Expense	0.00			247.13			247.13	0.00	100.0%
Net Other Income	0.00			-247.13			-247.13	0.00	100.0%
Net Income	34,730.28	82,520.00	42.1%	20,258.71	-99,902.00	-20.3%	54,988.99	-17,382.00	-316.4%