

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

	AirportAuthority			Total MRB FBO			TOTAL		
	Jul - Dec 20	Budget	% of Budget	Jul - Dec 20	Budget	% of Budget	Jul - Dec 20	Budget	% of Budget
<b>Income</b>									
<b>AA Airfield Income</b>									
Hangar Leases	531.00			0.00	0.00	0.0%	531.00	0.00	100.0%
Legacy AA Box - T Hangar Leases	50,571.34	116,881.00	43.27%	0.00			50,571.34	116,881.00	43.27%
Legacy AA Ramp Tie Down Leases	3,253.00	8,416.00	38.65%	0.00			3,253.00	8,416.00	38.65%
<b>Total AA Airfield Income</b>	<b>54,355.34</b>	<b>125,297.00</b>	<b>43.38%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>54,355.34</b>	<b>125,297.00</b>	<b>43.38%</b>
<b>AA Airport Fees</b>									
Aircraft Landing Fees	299.74	9,000.00	3.33%	0.00			299.74	9,000.00	3.33%
Commercial Operating Permit	1,100.00	2,400.00	45.83%	0.00			1,100.00	2,400.00	45.83%
FAA Maintenance Fees	600.00	2,300.00	26.09%	0.00			600.00	2,300.00	26.09%
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	54.41%	0.00			3,562.29	6,547.00	54.41%
Wait List Service Fees	1,042.21	250.00	416.88%	0.00			1,042.21	250.00	416.88%
<b>Total AA Airport Fees</b>	<b>20,228.24</b>	<b>47,745.00</b>	<b>42.37%</b>	<b>0.00</b>			<b>20,228.24</b>	<b>47,745.00</b>	<b>42.37%</b>
<b>AA AIRPORT TERMINAL INCOME</b>									
Grease Trap	600.00	1,200.00	50.0%	0.00			600.00	1,200.00	50.0%
Office Leases	10,022.00	26,800.00	37.4%	0.00			10,022.00	26,800.00	37.4%
Restaurant Lease	5,400.00	12,000.00	45.0%	0.00			5,400.00	12,000.00	45.0%
<b>Total AA AIRPORT TERMINAL INCOME</b>	<b>16,022.00</b>	<b>40,000.00</b>	<b>40.06%</b>	<b>0.00</b>			<b>16,022.00</b>	<b>40,000.00</b>	<b>40.06%</b>
<b>AA Interest Earned - Rebates</b>									
P-Card Quarterly Rebates	1,280.41	9,000.00	14.23%	0.00			1,280.41	9,000.00	14.23%
AA Interest Earned - Rebates - Other	429.90			0.00			429.90	0.00	100.0%
<b>Total AA Interest Earned - Rebates</b>	<b>1,710.31</b>	<b>9,000.00</b>	<b>19.0%</b>	<b>0.00</b>			<b>1,710.31</b>	<b>9,000.00</b>	<b>19.0%</b>
<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>	<b>51,654.00</b>	<b>63,654.00</b>	<b>81.15%</b>	<b>0.00</b>			<b>51,654.00</b>	<b>63,654.00</b>	<b>81.15%</b>
<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	6,955.68	13,911.00	50.0%	0.00			6,955.68	13,911.00	50.0%
Stephen David Stg	1,000.00	6,000.00	16.67%	0.00			1,000.00	6,000.00	16.67%
Triple S Transport Lease	6,000.00	12,000.00	50.0%	0.00			6,000.00	12,000.00	50.0%
<b>Total AA LAND LEASES</b>	<b>14,490.68</b>	<b>32,511.00</b>	<b>44.57%</b>	<b>0.00</b>			<b>14,490.68</b>	<b>32,511.00</b>	<b>44.57%</b>
<b>AA LOCAL GOV. CONTRIBUTIONS</b>									
Berkeley County	146,662.00	181,162.00	80.96%	0.00			146,662.00	181,162.00	80.96%

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City of Martinsburg	15,937.50	34,875.00	45.7%	0.00			15,937.50	34,875.00	45.7%
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>	<b>162,599.50</b>	<b>221,037.00</b>	<b>73.56%</b>	<b>0.00</b>			<b>162,599.50</b>	<b>221,037.00</b>	<b>73.56%</b>
<b>FBO AIRFIELD INCOME</b>									
FBO Call Outs	0.00			1,082.40	2,000.00	54.12%	1,082.40	2,000.00	54.12%
FBO Car Rental Commissions	0.00			0.00	750.00	0.0%	0.00	750.00	0.0%
FBO Customer Ramp Fees	0.00			9,214.31	20,000.00	46.07%	9,214.31	20,000.00	46.07%
FBO Fuel Sales - 100LL	0.00			52,545.86	123,360.00	42.6%	52,545.86	123,360.00	42.6%
FBO Fuel Sales - Jet A	0.00			274,305.03	406,455.00	67.49%	274,305.03	406,455.00	67.49%
FBO Hangar Rent - Tenants	0.00			32,938.21	161,900.00	20.35%	32,938.21	161,900.00	20.35%
FBO Hangar Rent - Transients	0.00			145.00	4,500.00	3.22%	145.00	4,500.00	3.22%
FBO JetLink/Arcadia Income	0.00			21,240.99	10,000.00	212.41%	21,240.99	10,000.00	212.41%
FBO Misc Revenue	0.00			14,689.49	2,400.00	612.06%	14,689.49	2,400.00	612.06%
FBO Oil Sales	0.00			265.93	750.00	35.46%	265.93	750.00	35.46%
FBO Tie Downs	0.00			843.76	1,000.00	84.38%	843.76	1,000.00	84.38%
<b>Total FBO AIRFIELD INCOME</b>	<b>0.00</b>			<b>407,270.98</b>	<b>733,115.00</b>	<b>55.55%</b>	<b>407,270.98</b>	<b>733,115.00</b>	<b>55.55%</b>
<b>FBO FLIGHT OPERATIONS INCOME</b>									
FBO Charter - Airport Fees	0.00			55,265.28	42,000.00	131.58%	55,265.28	42,000.00	131.58%
FBO Charter Revenue	0.00			231,944.27	375,000.00	61.85%	231,944.27	375,000.00	61.85%
FBO Sales Discounts	0.00			-6,695.96	-10,142.00	66.02%	-6,695.96	-10,142.00	66.02%
<b>Total FBO FLIGHT OPERATIONS INCOME</b>	<b>0.00</b>			<b>280,513.59</b>	<b>406,858.00</b>	<b>68.95%</b>	<b>280,513.59</b>	<b>406,858.00</b>	<b>68.95%</b>
<b>FBO FLIGHT SCHOOL</b>									
FBO Aircraft Rent - Owned	0.00			23,670.44	75,000.00	31.56%	23,670.44	75,000.00	31.56%
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			6.83	600.00	1.14%	6.83	600.00	1.14%
<b>Total FBO FLIGHT SCHOOL</b>	<b>0.00</b>			<b>24,535.23</b>	<b>99,226.00</b>	<b>24.73%</b>	<b>24,535.23</b>	<b>99,226.00</b>	<b>24.73%</b>
49900 - Uncategorized Income (Income no	0.00			2,194.28			2,194.28	0.00	100.0%
<b>Total Income</b>	<b>321,060.07</b>	<b>539,244.00</b>	<b>59.54%</b>	<b>714,514.08</b>	<b>1,239,199.00</b>	<b>57.66%</b>	<b>1,035,574.15</b>	<b>1,778,443.00</b>	<b>58.23%</b>
<b>Cost of Goods Sold</b>									
<b>FBO COSTS OF GOODS SOLD</b>									
FBO Charter Parts & Maintenance	0.00			19,753.01			19,753.01	0.00	100.0%
FBO Credit Card Fees-Merch Svcs	0.00			7,188.02	17,194.00	41.81%	7,188.02	17,194.00	41.81%
FBO Fuel/Oil Fuel Trucks	0.00			3,529.72	20,374.00	17.33%	3,529.72	20,374.00	17.33%
FBO MISC Expenses	0.00			1,232.21	581.00	212.08%	1,232.21	581.00	212.08%

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FBO Oil Purchases	0.00			618.98	904.00	68.47%	618.98	904.00	68.47%
Fuel Purchase -100 LL	0.00			20,060.62	81,029.00	24.76%	20,060.62	81,029.00	24.76%
Jet A COGS	0.00			96,466.79			96,466.79	0.00	100.0%
<b>Total FBO COSTS OF GOODS SOLD</b>	<b>0.00</b>			<b>148,849.35</b>	<b>120,082.00</b>	<b>123.96%</b>	<b>148,849.35</b>	<b>120,082.00</b>	<b>123.96%</b>
<b>FBO FLIGHT OPS COGS</b>									
Aircraft Expense	0.00			503.00	3,359.00	14.98%	503.00	3,359.00	14.98%
FO Charters Purchased	0.00			27,937.79	124,894.00	22.37%	27,937.79	124,894.00	22.37%
FO Contract Labor	0.00			12,162.00	25,112.00	48.43%	12,162.00	25,112.00	48.43%
FO Parts & Maintenance	0.00			11,558.99	27,601.00	41.88%	11,558.99	27,601.00	41.88%
FO Pilot Training	0.00			1,611.00	8,000.00	20.14%	1,611.00	8,000.00	20.14%
FBO FLIGHT OPS COGS - Other	0.00			16,567.89			16,567.89	0.00	100.0%
<b>Total FBO FLIGHT OPS COGS</b>	<b>0.00</b>			<b>70,340.67</b>	<b>188,966.00</b>	<b>37.22%</b>	<b>70,340.67</b>	<b>188,966.00</b>	<b>37.22%</b>
<b>FBO FLIGHT SCHOOL COGS</b>									
FBO FS Fuel Purchased - 100 LL	0.00			4,789.00	11,123.00	43.06%	4,789.00	11,123.00	43.06%
FBO FS Parts - Maintenance	0.00			5,800.99	13,232.00	43.84%	5,800.99	13,232.00	43.84%
<b>Total FBO FLIGHT SCHOOL COGS</b>	<b>0.00</b>			<b>10,589.99</b>	<b>24,355.00</b>	<b>43.48%</b>	<b>10,589.99</b>	<b>24,355.00</b>	<b>43.48%</b>
<b>Total COGS</b>	<b>0.00</b>			<b>229,780.01</b>	<b>333,403.00</b>	<b>68.92%</b>	<b>229,780.01</b>	<b>333,403.00</b>	<b>68.92%</b>
<b>Gross Profit</b>	<b>321,060.07</b>	<b>539,244.00</b>	<b>59.54%</b>	<b>484,734.07</b>	<b>905,796.00</b>	<b>53.52%</b>	<b>805,794.14</b>	<b>1,445,040.00</b>	<b>55.76%</b>
<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 Capital Improvements	1,510.00	12,000.00	12.58%	0.00			1,510.00	12,000.00	12.58%
AA Dues & Subscriptions	3,580.32	3,100.00	115.49%	0.00			3,580.32	3,100.00	115.49%
AA Legal Services	7,104.00	25,000.00	28.42%	0.00			7,104.00	25,000.00	28.42%
AA Marketing & Advertising	3,018.20	31,000.00	9.74%	0.00			3,018.20	31,000.00	9.74%
AA Office Equipment	722.34	1,500.00	48.16%	0.00			722.34	1,500.00	48.16%
AA Office Supplies/Expenses	2,500.01	3,000.00	83.33%	0.00			2,500.01	3,000.00	83.33%
AA Postage	189.45	1,000.00	18.95%	0.00			189.45	1,000.00	18.95%
AA Professional Services	120.00	4,000.00	3.0%	0.00			120.00	4,000.00	3.0%
AA Travel & Meals & Training	1,965.68	15,000.00	13.11%	0.00			1,965.68	15,000.00	13.11%
66910 - AA Bank Service Charges	851.25	1,000.00	85.13%	0.00			851.25	1,000.00	85.13%
<b>Total AA ADMINISTRATIVE</b>	<b>21,561.25</b>	<b>106,600.00</b>	<b>20.23%</b>	<b>0.00</b>			<b>21,561.25</b>	<b>106,600.00</b>	<b>20.23%</b>
<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	3,627.00	1,650.00	219.82%	0.00			3,627.00	1,650.00	219.82%

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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	92.02%	0.00			10,398.48	11,300.00	92.02%
AA Workers Compensation	3,956.85	2,500.00	158.27%	0.00			3,956.85	2,500.00	158.27%
<b>Total AA AIRPORT INSURANCE</b>	<b>17,982.33</b>	<b>23,051.00</b>	<b>78.01%</b>	<b>0.00</b>			<b>17,982.33</b>	<b>23,051.00</b>	<b>78.01%</b>
<b>AA MAINTENANCE &amp; REPAIR</b>									
AA Airfield	1,319.67	10,000.00	13.2%	0.00			1,319.67	10,000.00	13.2%
AA Equipment & Safety	1,678.09	6,000.00	27.97%	0.00			1,678.09	6,000.00	27.97%
AA Gas/Diesel Fuel	0.00	1,200.00	0.0%	0.00			0.00	1,200.00	0.0%
AA Hangars	1,858.30	3,000.00	61.94%	0.00			1,858.30	3,000.00	61.94%
AA Licenses, Permits, & Fees	423.84	1,500.00	28.26%	0.00			423.84	1,500.00	28.26%
AA Terminal	14,493.11	11,000.00	131.76%	1,285.49			15,778.60	11,000.00	143.44%
<b>Total AA MAINTENANCE &amp; REPAIR</b>	<b>19,773.01</b>	<b>32,700.00</b>	<b>60.47%</b>	<b>1,285.49</b>			<b>21,058.50</b>	<b>32,700.00</b>	<b>64.4%</b>
<b>AA PAYROLL &amp; LIABILITY</b>									
AA Contracted Labor	448.00	1,000.00	44.8%	0.00			448.00	1,000.00	44.8%
AA Health/Dental/Life Insurance	26,390.33	48,000.00	54.98%	0.00			26,390.33	48,000.00	54.98%
AA Payroll Taxes	6,064.87	17,860.00	33.96%	13,953.42			20,018.29	17,860.00	112.08%
AA Retirement	8,579.98	15,783.00	54.36%	7,356.83			15,936.81	15,783.00	100.98%
66000 - AA Employees Salaries/Wages	85,775.03	157,830.00	54.35%	2,219.24			87,994.27	157,830.00	55.75%
<b>Total AA PAYROLL &amp; LIABILITY</b>	<b>127,258.21</b>	<b>240,473.00</b>	<b>52.92%</b>	<b>23,529.49</b>			<b>150,787.70</b>	<b>240,473.00</b>	<b>62.71%</b>
<b>AA UTILITIES</b>									
AA Dumpster	1,125.52	3,000.00	37.52%	0.00			1,125.52	3,000.00	37.52%
AA Electric-Maint-Hangar	2,907.44	4,500.00	64.61%	0.00			2,907.44	4,500.00	64.61%
AA Electric-Terminal-Airfield	14,723.54	35,000.00	42.07%	0.00			14,723.54	35,000.00	42.07%
AA Grease Trap	220.00	1,200.00	18.33%	0.00			220.00	1,200.00	18.33%
AA Telephone & Internet	5,586.42	6,000.00	93.11%	462.36			6,048.78	6,000.00	100.81%
AA Water - Sewer	1,615.23	4,200.00	38.46%	0.00			1,615.23	4,200.00	38.46%
AA UTILITIES - Other	313.42			0.00			313.42	0.00	100.0%
<b>Total AA UTILITIES</b>	<b>26,491.57</b>	<b>53,900.00</b>	<b>49.15%</b>	<b>462.36</b>			<b>26,953.93</b>	<b>53,900.00</b>	<b>50.01%</b>
<b>FBO ADMINISTRATIVE EXPENSES</b>									
FBO 1st United Debt Service	0.00			21,187.96	46,440.00	45.62%	21,187.96	46,440.00	45.62%
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	55.38%	276.89	500.00	55.38%
FBO Drug Testing	0.00			774.76	500.00	154.95%	774.76	500.00	154.95%
FBO Dues & Subscriptions	0.00			7,378.65	18,000.00	40.99%	7,378.65	18,000.00	40.99%
FBO Fringe Benefits	0.00			10,371.80	31,640.00	32.78%	10,371.80	31,640.00	32.78%
FBO Legal	0.00			21,321.71	20,000.00	106.61%	21,321.71	20,000.00	106.61%
FBO License & Fees	0.00			1,014.26	500.00	202.85%	1,014.26	500.00	202.85%

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FBO Marketing and Advertising	0.00			20,903.71	30,000.00	69.68%	20,903.71	30,000.00	69.68%
FBO Office Equipment Lease	0.00			1,232.67	2,700.00	45.65%	1,232.67	2,700.00	45.65%
FBO Office Supplies	0.00			6,743.71	5,500.00	122.61%	6,743.71	5,500.00	122.61%
FBO Payroll Taxes	0.00			646.30	32,000.00	2.02%	646.30	32,000.00	2.02%
FBO Postage & Freight	0.00			320.71	1,300.00	24.67%	320.71	1,300.00	24.67%
FBO Professional Fees	0.00			1,185.00	6,500.00	18.23%	1,185.00	6,500.00	18.23%
FBO Property & Liability	0.00			44,429.00	40,000.00	111.07%	44,429.00	40,000.00	111.07%
FBO Salaries/Wages	0.00			188,883.35	418,040.00	45.18%	188,883.35	418,040.00	45.18%
FBO Travel Meals & Training	0.00			1,268.87	11,000.00	11.54%	1,268.87	11,000.00	11.54%
FBO Uniforms	0.00			3,795.65	5,000.00	75.91%	3,795.65	5,000.00	75.91%
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>331,735.00</b>	<b>695,620.00</b>	<b>47.69%</b>	<b>331,735.00</b>	<b>695,620.00</b>	<b>47.69%</b>
FBO Fuel Purchase - Jet A	0.00			57,267.69	233,528.00	24.52%	57,267.69	233,528.00	24.52%
<b>FBO MAINTENANCE &amp; REPAIR</b>									
FBO Equipment & Repair	0.00			7,296.17	6,000.00	121.6%	7,296.17	6,000.00	121.6%
FBO Repairs & Maintenance	0.00			11,105.00	13,000.00	85.42%	11,105.00	13,000.00	85.42%
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>18,401.17</b>	<b>19,550.00</b>	<b>94.12%</b>	<b>18,401.17</b>	<b>19,550.00</b>	<b>94.12%</b>
<b>FBO UTILITIES</b>									
FBO JetL/Arcadia Sewer - Water	0.00			1,259.00	1,500.00	83.93%	1,259.00	1,500.00	83.93%
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			187.08	3,500.00	5.35%	187.08	3,500.00	5.35%
FBO JetLink/Arcadia Power	0.00			5,889.04	9,500.00	61.99%	5,889.04	9,500.00	61.99%
FBO JetLink/Arcadia Trash	0.00			938.92	500.00	187.78%	938.92	500.00	187.78%
FBO Telephone - Internet	0.00			852.80	6,000.00	14.21%	852.80	6,000.00	14.21%
FBO Utilities	0.00			10,195.18	32,000.00	31.86%	10,195.18	32,000.00	31.86%
<b>Total FBO UTILITIES</b>	<b>0.00</b>			<b>19,322.02</b>	<b>57,000.00</b>	<b>33.9%</b>	<b>19,322.02</b>	<b>57,000.00</b>	<b>33.9%</b>
<b>Total Expense</b>	<b>213,066.37</b>	<b>456,724.00</b>	<b>46.65%</b>	<b>452,003.22</b>	<b>1,005,698.00</b>	<b>44.94%</b>	<b>665,069.59</b>	<b>1,462,422.00</b>	<b>45.48%</b>
	107,993.70	82,520.00	130.87%	32,730.85	-99,902.00	-32.76%	140,724.55	-17,382.00	-809.6%
<b>Other Expense</b>									
Bad Debt Write Off	0.00			247.13			247.13	0.00	100.0%
<b>Total Other Expense</b>	<b>0.00</b>			<b>247.13</b>			<b>247.13</b>	<b>0.00</b>	<b>100.0%</b>
	0.00			-247.13			-247.13	0.00	100.0%
	<b>107,993.70</b>	<b>82,520.00</b>	<b>130.87%</b>	<b>32,483.72</b>	<b>-99,902.00</b>	<b>-32.52%</b>	<b>140,477.42</b>	<b>-17,382.00</b>	<b>-808.18%</b>