

Eastern WV Regional Airport Authority
Profit & Loss Budget vs. Actual
 July 2020 through January 2021

	AirportAuthority			Total MRB FBO			TOTAL		
	Jul '20 - Jan 21	Budget	% of Budget	Jul '20 - Jan 21	Budget	% of Budget	Jul '20 - Jan 21	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
Hangar Leases	531.00			0.00	0.00	0.0%	531.00	0.00	100.0%
Legacy AA Box - T Hangar Leases	54,209.84	116,881.00	46.4%	0.00			54,209.84	116,881.00	46.4%
Legacy AA Ramp Tie Down Leases	3,372.00	8,416.00	40.1%	90.00			3,462.00	8,416.00	41.1%
Misc. Revenue	0.00			-0.11			-0.11	0.00	100.0%
Total AA Airfield Income	58,112.84	125,297.00	46.4%	89.89	0.00	100.0%	58,202.73	125,297.00	46.5%
AA Airport Fees									
Aircraft Landing Fees	299.74	9,000.00	3.3%	0.00			299.74	9,000.00	3.3%
Commercial Operating Permit	1,200.00	2,400.00	50.0%	0.00			1,200.00	2,400.00	50.0%
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	1,418.21	250.00	567.3%	0.00			1,418.21	250.00	567.3%
Total AA Airport Fees	20,704.24	47,745.00	43.4%	0.00			20,704.24	47,745.00	43.4%
AA AIRPORT TERMINAL INCOME									
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%
Total AA AIRPORT TERMINAL INCOME	16,022.00	40,000.00	40.1%	0.00			16,022.00	40,000.00	40.1%
AA Interest Earned - Rebates									
P-Card Quarterly Rebates	2,610.18	9,000.00	29.0%	0.00			2,610.18	9,000.00	29.0%
AA Interest Earned - Rebates - Other	429.90			0.00			429.90	0.00	100.0%
Total AA Interest Earned - Rebates	3,040.08	9,000.00	33.8%	0.00			3,040.08	9,000.00	33.8%
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	8,114.96	13,911.00	58.3%	0.00			8,114.96	13,911.00	58.3%
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	7,000.00	12,000.00	58.3%	0.00			7,000.00	12,000.00	58.3%
Total AA LAND LEASES	16,649.96	32,511.00	51.2%	0.00			16,649.96	32,511.00	51.2%
AA LOCAL GOV. CONTRIBUTIONS									
Berkeley County	146,662.00	181,162.00	81.0%	0.00			146,662.00	181,162.00	81.0%
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%
Total AA LOCAL GOV. CONTRIBUTIONS	162,599.50	221,037.00	73.6%	0.00			162,599.50	221,037.00	73.6%
FBO AIRFIELD INCOME									
FBO Call Outs	0.00			1,082.40	2,000.00	54.1%	1,082.40	2,000.00	54.1%

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FBO Car Rental Commissions	0.00			0.00	750.00	0.0%	0.00	750.00	0.0%
FBO Customer Ramp Fees	0.00			9,453.55	20,000.00	47.3%	9,453.55	20,000.00	47.3%
FBO Fuel Sales - 100LL	0.00			55,338.06	123,360.00	44.9%	55,338.06	123,360.00	44.9%
FBO Fuel Sales - Jet A	0.00			280,561.22	406,455.00	69.0%	280,561.22	406,455.00	69.0%
FBO Hangar Rent - Tenants	0.00			35,853.21	161,900.00	22.1%	35,853.21	161,900.00	22.1%
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			26,965.99	10,000.00	269.7%	26,965.99	10,000.00	269.7%
FBO Misc Revenue	0.00			16,808.51	2,400.00	700.4%	16,808.51	2,400.00	700.4%
FBO Oil Sales	0.00			325.48	750.00	43.4%	325.48	750.00	43.4%
FBO Tie Downs	0.00			1,053.76	1,000.00	105.4%	1,053.76	1,000.00	105.4%
Total FBO AIRFIELD INCOME	0.00			427,587.18	733,115.00	58.3%	427,587.18	733,115.00	58.3%
FBO FLIGHT OPERATIONS INCOME									
FBO Charter - Airport Fees	0.00			65,703.87	42,000.00	156.4%	65,703.87	42,000.00	156.4%
FBO Charter Revenue	0.00			259,253.94	375,000.00	69.1%	259,253.94	375,000.00	69.1%
FBO Sales Discounts	0.00			-8,076.30	-10,142.00	79.6%	-8,076.30	-10,142.00	79.6%
Total FBO FLIGHT OPERATIONS INCOME	0.00			316,881.51	406,858.00	77.9%	316,881.51	406,858.00	77.9%
FBO FLIGHT SCHOOL									
Bravo Flight School	0.00			28,794.49	75,000.00	38.4%	28,794.49	75,000.00	38.4%
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			-2,711.17	600.00	-451.9%	-2,711.17	600.00	-451.9%
Total FBO FLIGHT SCHOOL	0.00			26,941.28	99,226.00	27.2%	26,941.28	99,226.00	27.2%
49900 · Uncategorized Income (Income n...	0.00			2,194.28			2,194.28	0.00	100.0%
Total Income	328,782.62	539,244.00	61.0%	773,694.14	1,239,199.00	62.4%	1,102,476.76	1,778,443.00	62.0%
Cost of Goods Sold									
FBO COSTS OF GOODS SOLD									
FBO Charter Parts & Maintenance	0.00			20,935.01			20,935.01	0.00	100.0%
FBO Credit Card Fees-Merch Svcs	0.00			7,265.62	17,194.00	42.3%	7,265.62	17,194.00	42.3%
FBO Fuel/Oil Fuel Trucks	0.00			4,129.72	20,374.00	20.3%	4,129.72	20,374.00	20.3%
FBO MISC Expenses	0.00			7,423.01	581.00	1,277.6%	7,423.01	581.00	1,277.6%
FBO Oil Purchases	0.00			998.33	904.00	110.4%	998.33	904.00	110.4%
Fuel Purchase -100 LL	0.00			22,176.70	81,029.00	27.4%	22,176.70	81,029.00	27.4%
Jet A COGS	0.00			93,145.83			93,145.83	0.00	100.0%
Total FBO COSTS OF GOODS SOLD	0.00			156,074.22	120,082.00	130.0%	156,074.22	120,082.00	130.0%
FBO FLIGHT OPS COGS									
Airport FBO Fees	0.00			15.50	3,359.00	0.5%	15.50	3,359.00	0.5%
FO Charters Purchased	0.00			28,013.74	124,894.00	22.4%	28,013.74	124,894.00	22.4%
FO Contract Labor	0.00			12,762.00	25,112.00	50.8%	12,762.00	25,112.00	50.8%
FO Parts & Maintenance	0.00			5,747.18	27,601.00	20.8%	5,747.18	27,601.00	20.8%
FO Pilot Training	0.00			4,861.00	8,000.00	60.8%	4,861.00	8,000.00	60.8%
FBO FLIGHT OPS COGS - Other	0.00			21,101.60			21,101.60	0.00	100.0%
Total FBO FLIGHT OPS COGS	0.00			72,501.02	188,966.00	38.4%	72,501.02	188,966.00	38.4%
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%

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FBO FS Parts - Maintenance	0.00			8,672.34	13,232.00	65.5%	8,672.34	13,232.00	65.5%
Total FBO FLIGHT SCHOOL COGS	0.00			13,461.34	24,355.00	55.3%	13,461.34	24,355.00	55.3%
Total COGS	0.00			242,036.58	333,403.00	72.6%	242,036.58	333,403.00	72.6%
Gross Profit	328,782.62	539,244.00	61.0%	531,657.56	905,796.00	58.7%	860,440.18	1,445,040.00	59.5%
Expense									
AA ADMINISTRATIVE									
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	12.6%	0.00			1,510.00	12,000.00	12.6%
AA Dues & Subscriptions	3,991.25	3,100.00	128.8%	192.99			4,184.24	3,100.00	135.0%
AA Legal Services	7,104.00	25,000.00	28.4%	0.00			7,104.00	25,000.00	28.4%
AA Marketing & Advertising	6,005.58	31,000.00	19.4%	629.99			6,635.57	31,000.00	21.4%
AA Office Equipment	942.07	1,500.00	62.8%	0.00			942.07	1,500.00	62.8%
AA Office Supplies/Expenses	3,823.07	3,000.00	127.4%	258.20			4,081.27	3,000.00	136.0%
AA Postage	340.41	1,000.00	34.0%	0.00			340.41	1,000.00	34.0%
AA Professional Services	240.00	4,000.00	6.0%	15,273.16			15,513.16	4,000.00	387.8%
AA Travel & Meals & Training	1,965.68	15,000.00	13.1%	15.00			1,980.68	15,000.00	13.2%
66910 · AA Bank Service Charges	1,157.43	1,000.00	115.7%	0.00			1,157.43	1,000.00	115.7%
Total AA ADMINISTRATIVE	27,079.49	106,600.00	25.4%	16,369.34			43,448.83	106,600.00	40.8%
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	3,627.00	1,650.00	219.8%	0.00			3,627.00	1,650.00	219.8%
AA Directors/Officers	0.00	4,500.00	0.0%	4,516.56			4,516.56	4,500.00	100.4%
AA Property Policy	10,398.48	11,300.00	92.0%	0.00			10,398.48	11,300.00	92.0%
AA Workers Compensation	3,956.85	2,500.00	158.3%	0.00			3,956.85	2,500.00	158.3%
Total AA AIRPORT INSURANCE	17,982.33	23,051.00	78.0%	4,516.56			22,498.89	23,051.00	97.6%
AA MAINTENANCE & REPAIR									
AA Airfield	2,431.11	10,000.00	24.3%	0.00			2,431.11	10,000.00	24.3%
AA Equipment & Safety	2,096.93	6,000.00	34.9%	0.00			2,096.93	6,000.00	34.9%
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	61.9%	0.00			1,858.30	3,000.00	61.9%
AA Licenses, Permits, & Fees	673.84	1,500.00	44.9%	0.00			673.84	1,500.00	44.9%
AA Terminal	17,442.95	11,000.00	158.6%	1,288.49			18,731.44	11,000.00	170.3%
Total AA MAINTENANCE & REPAIR	24,503.13	32,700.00	74.9%	1,288.49			25,791.62	32,700.00	78.9%
AA PAYROLL & LIABILITY									
AA Contracted Labor	448.00	1,000.00	44.8%	0.00			448.00	1,000.00	44.8%
AA Health/Dental/Life Insurance	29,889.68	48,000.00	62.3%	0.00			29,889.68	48,000.00	62.3%
AA Payroll Taxes	7,070.65	17,860.00	39.6%	16,314.10			23,384.75	17,860.00	130.9%
AA Retirement	9,941.86	15,783.00	63.0%	9,803.60			19,745.46	15,783.00	125.1%
66000 · AA Employees Salaries/Wages	99,529.01	157,830.00	63.1%	2,751.47			102,280.48	157,830.00	64.8%
Total AA PAYROLL & LIABILITY	146,879.20	240,473.00	61.1%	28,869.17			175,748.37	240,473.00	73.1%
AA UTILITIES									
AA Dumpster	1,597.21	3,000.00	53.2%	0.00			1,597.21	3,000.00	53.2%
AA Electric-Maint-Hangar	2,907.44	4,500.00	64.6%	0.00			2,907.44	4,500.00	64.6%
AA Electric-Terminal-Airfield	16,688.83	35,000.00	47.7%	0.00			16,688.83	35,000.00	47.7%
AA Grease Trap	220.00	1,200.00	18.3%	220.00			440.00	1,200.00	36.7%

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Cash Basis

Eastern WV Regional Airport Authority
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	Jul '20 - Jan 21	Budget	% of Budget	Jul '20 - Jan 21	Budget	% of Budget	Jul '20 - Jan 21	Budget	% of Budget
AA Telephone & Internet	6,248.20	6,000.00	104.1%	512.36			6,760.56	6,000.00	112.7%
AA Water - Sewer	1,778.65	4,200.00	42.3%	570.79			2,349.44	4,200.00	55.9%
AA UTILITIES - Other	313.42			0.00			313.42	0.00	100.0%
Total AA UTILITIES	29,753.75	53,900.00	55.2%	1,303.15			31,056.90	53,900.00	57.6%
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			424.91	500.00	85.0%	424.91	500.00	85.0%
FBO Drug Testing	0.00			874.66	500.00	174.9%	874.66	500.00	174.9%
FBO Dues & Subscriptions	0.00			11,350.11	18,000.00	63.1%	11,350.11	18,000.00	63.1%
FBO Fringe Benefits	0.00			10,371.80	31,640.00	32.8%	10,371.80	31,640.00	32.8%
FBO Legal	0.00			21,321.71	20,000.00	106.6%	21,321.71	20,000.00	106.6%
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			21,808.86	30,000.00	72.7%	21,808.86	30,000.00	72.7%
FBO Office Equipment Lease	0.00			1,906.63	2,700.00	70.6%	1,906.63	2,700.00	70.6%
FBO Office Supplies	0.00			6,853.79	5,500.00	124.6%	6,853.79	5,500.00	124.6%
FBO Payroll Taxes	0.00			646.30	32,000.00	2.0%	646.30	32,000.00	2.0%
FBO Postage & Freight	0.00			449.17	1,300.00	34.6%	449.17	1,300.00	34.6%
FBO Professional Fees	0.00			1,573.82	6,500.00	24.2%	1,573.82	6,500.00	24.2%
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			218,353.69	418,040.00	52.2%	218,353.69	418,040.00	52.2%
FBO Travel Meals & Training	0.00			1,268.87	11,000.00	11.5%	1,268.87	11,000.00	11.5%
FBO Uniforms	0.00			4,531.74	5,000.00	90.6%	4,531.74	5,000.00	90.6%
FBO WVEDA Debt Service	0.00			0.00	16,000.00	0.0%	0.00	16,000.00	0.0%
Total FBO ADMINISTRATIVE EXPENSES	0.00			368,367.28	695,620.00	53.0%	368,367.28	695,620.00	53.0%
FBO Fuel Purchase - Jet A	0.00			57,267.69	233,528.00	24.5%	57,267.69	233,528.00	24.5%
FBO MAINTENANCE & REPAIR									
FBO Equipment & Repair	0.00			8,246.71	6,000.00	137.4%	8,246.71	6,000.00	137.4%
FBO Repairs & Maintenance	0.00			11,686.97	13,000.00	89.9%	11,686.97	13,000.00	89.9%
JetLink/Arcadia Fire Safety	0.00			0.00	550.00	0.0%	0.00	550.00	0.0%
Total FBO MAINTENANCE & REPAIR	0.00			19,933.68	19,550.00	102.0%	19,933.68	19,550.00	102.0%
FBO UTILITIES									
FBO JetL/Arcadia Sewer - Water	0.00			2,010.09	1,500.00	134.0%	2,010.09	1,500.00	134.0%
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			921.96	3,500.00	26.3%	921.96	3,500.00	26.3%
FBO JetLink/Arcadia Power	0.00			6,028.26	9,500.00	63.5%	6,028.26	9,500.00	63.5%
FBO JetLink/Arcadia Trash	0.00			1,250.96	500.00	250.2%	1,250.96	500.00	250.2%
FBO Telephone - Internet	0.00			1,450.40	6,000.00	24.2%	1,450.40	6,000.00	24.2%
FBO Utilities	0.00			12,782.35	32,000.00	39.9%	12,782.35	32,000.00	39.9%
Total FBO UTILITIES	0.00			24,444.02	57,000.00	42.9%	24,444.02	57,000.00	42.9%
Total Expense	246,197.90	456,724.00	53.9%	522,359.38	1,005,698.00	51.9%	768,557.28	1,462,422.00	52.6%
Net Ordinary Income	82,584.72	82,520.00	100.1%	9,298.18	-99,902.00	-9.3%	91,882.90	-17,382.00	-528.6%
Other Income/Expense									
Other Expense									
Bad Debt Write Off	0.00			247.13			247.13	0.00	100.0%

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 Cash Basis

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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	82,584.72	82,520.00	100.1%	9,051.05	-99,902.00	-9.1%	91,635.77	-17,382.00	-527.2%