

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

	Airport Authority			Total MRB FBO			TOTAL		
	Jul '20 - Mar 21	Budget	% of Budget	Jul '20 - Mar 21	Budget	% of Budget	Jul '20 - Mar 21	Budget	% of Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
<b>AA Airfield Income</b>									
Legacy AA Box - T Hangar Leases	69,925.84	116,881.00	59.8%	0.00			69,925.84	116,881.00	59.8%
Legacy AA Ramp Tie Down Leases	3,735.00	8,416.00	44.4%	1,678.88			5,413.88	8,416.00	64.3%
Misc. Revenue	0.00			-0.11			-0.11	0.00	100.0%
<b>Total AA Airfield Income</b>	<b>73,660.84</b>	<b>125,297.00</b>	<b>58.8%</b>	<b>1,678.77</b>	<b>0.00</b>	<b>100.0%</b>	<b>75,339.61</b>	<b>125,297.00</b>	<b>60.1%</b>
<b>AA Airport Fees</b>									
Aircraft Landing Fees	889.99	9,000.00	9.9%	0.00			889.99	9,000.00	9.9%
Commercial Operating Permit	1,500.00	2,400.00	62.5%	0.00			1,500.00	2,400.00	62.5%
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	20,436.00	27,248.00	75.0%	0.00			20,436.00	27,248.00	75.0%
Through-Fence Airfield Access	4,673.75	6,547.00	71.4%	0.00			4,673.75	6,547.00	71.4%
Wait List Service Fees	1,898.21	250.00	759.3%	0.00			1,898.21	250.00	759.3%
<b>Total AA Airport Fees</b>	<b>29,997.95</b>	<b>47,745.00</b>	<b>62.8%</b>	<b>0.00</b>			<b>29,997.95</b>	<b>47,745.00</b>	<b>62.8%</b>
<b>AA AIRPORT TERMINAL INCOME</b>									
Conference Rm Lease/Spec. Event	40.00			0.00			40.00	0.00	100.0%
Grease Trap	900.00	1,200.00	75.0%	0.00			900.00	1,200.00	75.0%
Office Leases	10,615.00	26,800.00	39.6%	0.00			10,615.00	26,800.00	39.6%
Restaurant Lease	8,100.00	12,000.00	67.5%	0.00			8,100.00	12,000.00	67.5%
<b>Total AA AIRPORT TERMINAL INCOME</b>	<b>19,655.00</b>	<b>40,000.00</b>	<b>49.1%</b>	<b>0.00</b>			<b>19,655.00</b>	<b>40,000.00</b>	<b>49.1%</b>
<b>AA Interest Earned - Rebates</b>									
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%
<b>Total AA Interest Earned - Rebates</b>	<b>3,040.08</b>	<b>9,000.00</b>	<b>33.8%</b>	<b>0.00</b>			<b>3,040.08</b>	<b>9,000.00</b>	<b>33.8%</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>81.1%</b>	<b>0.00</b>			<b>51,654.00</b>	<b>63,654.00</b>	<b>81.1%</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	10,433.52	13,911.00	75.0%	0.00			10,433.52	13,911.00	75.0%
Stephen David Stg	3,000.00	6,000.00	50.0%	0.00			3,000.00	6,000.00	50.0%
Triple S Transport Lease	9,000.00	12,000.00	75.0%	0.00			9,000.00	12,000.00	75.0%
<b>Total AA LAND LEASES</b>	<b>22,968.52</b>	<b>32,511.00</b>	<b>70.6%</b>	<b>0.00</b>			<b>22,968.52</b>	<b>32,511.00</b>	<b>70.6%</b>
<b>AA LOCAL GOV. CONTRIBUTIONS</b>									
Berkeley County	146,662.00	181,162.00	81.0%	0.00			146,662.00	181,162.00	81.0%
City of Martinsburg	23,906.25	34,875.00	68.5%	0.00			23,906.25	34,875.00	68.5%
Jefferson County	5,000.00	5,000.00	100.0%	0.00			5,000.00	5,000.00	100.0%
<b>Total AA LOCAL GOV. CONTRIBUTIONS</b>	<b>175,568.25</b>	<b>221,037.00</b>	<b>79.4%</b>	<b>0.00</b>			<b>175,568.25</b>	<b>221,037.00</b>	<b>79.4%</b>
<b>FBO AIRFIELD INCOME</b>									
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			11,821.59	20,000.00	59.1%	11,821.59	20,000.00	59.1%
FBO Fuel Sales - 100LL	0.00			84,961.09	123,360.00	68.9%	84,961.09	123,360.00	68.9%
FBO Fuel Sales - Jet A	0.00			447,710.38	406,455.00	110.2%	447,710.38	406,455.00	110.2%
FBO Hangar Rent - Tenants	0.00			101,586.79	161,900.00	62.7%	101,586.79	161,900.00	62.7%
FBO Hangar Rent - Transients	0.00			1,790.00	4,500.00	39.8%	1,790.00	4,500.00	39.8%
FBO JetLink/Arcadia Income	0.00			0.00	10,000.00	0.0%	0.00	10,000.00	0.0%
FBO Misc Revenue	0.00			23,371.84	2,400.00	973.8%	23,371.84	2,400.00	973.8%

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

	AirportAuthority			Total MRB FBO			TOTAL		
	Jul '20 - Mar 21	Budget	% of Budget	Jul '20 - Mar 21	Budget	% of Budget	Jul '20 - Mar 21	Budget	% of Budget
FBO Oil Sales	0.00			548.23	750.00	73.1%	548.23	750.00	73.1%
FBO Tie Downs	0.00			1,053.76	1,000.00	105.4%	1,053.76	1,000.00	105.4%
<b>Total FBO AIRFIELD INCOME</b>	<b>0.00</b>			<b>673,926.08</b>	<b>733,115.00</b>	<b>91.9%</b>	<b>673,926.08</b>	<b>733,115.00</b>	<b>91.9%</b>
<b>FBO FLIGHT OPERATIONS INCOME</b>									
FBO Charter - Airport Fees	0.00			70,745.32	42,000.00	168.4%	70,745.32	42,000.00	168.4%
FBO Charter Revenue	0.00			251,122.50	375,000.00	67.0%	251,122.50	375,000.00	67.0%
FBO Sales Discounts	0.00			-8,913.30	-10,142.00	87.9%	-8,913.30	-10,142.00	87.9%
<b>Total FBO FLIGHT OPERATIONS INCOME</b>	<b>0.00</b>			<b>312,954.52</b>	<b>406,858.00</b>	<b>76.9%</b>	<b>312,954.52</b>	<b>406,858.00</b>	<b>76.9%</b>
<b>FBO FLIGHT SCHOOL</b>									
Aircraft Rental FS	0.00			38,608.09	75,000.00	51.5%	38,608.09	75,000.00	51.5%
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			-899.12	600.00	-149.9%	-899.12	600.00	-149.9%
<b>Total FBO FLIGHT SCHOOL</b>	<b>0.00</b>			<b>38,566.93</b>	<b>99,226.00</b>	<b>38.9%</b>	<b>38,566.93</b>	<b>99,226.00</b>	<b>38.9%</b>
49900 · Uncategorized Income (Income not c...	0.00			778.86			778.86	0.00	100.0%
<b>Total Income</b>	<b>376,544.64</b>	<b>539,244.00</b>	<b>69.8%</b>	<b>1,027,905.16</b>	<b>1,239,199.00</b>	<b>82.9%</b>	<b>1,404,449.80</b>	<b>1,778,443.00</b>	<b>79.0%</b>
<b>Cost of Goods Sold</b>									
<b>FBO COSTS OF GOODS SOLD</b>									
FBO Charter Parts & Maintenance	0.00			26,469.00			26,469.00	0.00	100.0%
FBO Credit Card Fees-Merch Svcs	0.00			13,082.48	17,194.00	76.1%	13,082.48	17,194.00	76.1%
FBO Fuel/Oil Fuel Trucks	0.00			9,374.15	20,374.00	46.0%	9,374.15	20,374.00	46.0%
FBO MISC Expenses	0.00			7,736.23	581.00	1,331.5%	7,736.23	581.00	1,331.5%
FBO Oil Purchases	0.00			1,314.47	904.00	145.4%	1,314.47	904.00	145.4%
Fuel Purchase -100 LL	0.00			39,954.13	81,029.00	49.3%	39,954.13	81,029.00	49.3%
Jet A COGS	0.00			186,813.10			186,813.10	0.00	100.0%
FBO COSTS OF GOODS SOLD - Other	0.00			371.37			371.37	0.00	100.0%
<b>Total FBO COSTS OF GOODS SOLD</b>	<b>0.00</b>			<b>285,114.93</b>	<b>120,082.00</b>	<b>237.4%</b>	<b>285,114.93</b>	<b>120,082.00</b>	<b>237.4%</b>
<b>FBO FLIGHT OPS COGS</b>									
Airport FBO Fees	0.00			15.50	3,359.00	0.5%	15.50	3,359.00	0.5%
FO Charters Purchased	0.00			34,078.88	124,894.00	27.3%	34,078.88	124,894.00	27.3%
FO Contract Labor	0.00			15,062.00	25,112.00	60.0%	15,062.00	25,112.00	60.0%
FO Parts & Maintenance	0.00			37,246.28	27,601.00	134.9%	37,246.28	27,601.00	134.9%
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			22,696.96			22,696.96	0.00	100.0%
<b>Total FBO FLIGHT OPS COGS</b>	<b>0.00</b>			<b>113,960.62</b>	<b>188,966.00</b>	<b>60.3%</b>	<b>113,960.62</b>	<b>188,966.00</b>	<b>60.3%</b>
<b>FBO FLIGHT SCHOOL COGS</b>									
FBO FS Fuel Purchased - 100 LL	0.00			6,735.90	11,123.00	60.6%	6,735.90	11,123.00	60.6%
FBO FS Parts - Maintenance	0.00			14,593.34	13,232.00	110.3%	14,593.34	13,232.00	110.3%
<b>Total FBO FLIGHT SCHOOL COGS</b>	<b>0.00</b>			<b>21,329.24</b>	<b>24,355.00</b>	<b>87.6%</b>	<b>21,329.24</b>	<b>24,355.00</b>	<b>87.6%</b>
50000 · Cost of Goods Sold (Costs of items ...	0.00			84.00			84.00	0.00	100.0%
<b>Total COGS</b>	<b>0.00</b>			<b>420,488.79</b>	<b>333,403.00</b>	<b>126.1%</b>	<b>420,488.79</b>	<b>333,403.00</b>	<b>126.1%</b>
<b>Gross Profit</b>	<b>376,544.64</b>	<b>539,244.00</b>	<b>69.8%</b>	<b>607,416.37</b>	<b>905,796.00</b>	<b>67.1%</b>	<b>983,961.01</b>	<b>1,445,040.00</b>	<b>68.1%</b>
<b>Expense</b>									
<b>AA ADMINISTRATIVE</b>									
AA Accounting	2,802.84	10,000.00	28.0%	0.00			2,802.84	10,000.00	28.0%
AA Capital Improvements	10,000.00	12,000.00	83.3%	0.00			10,000.00	12,000.00	83.3%
AA Dues & Subscriptions	5,292.66	3,100.00	170.7%	584.97			5,877.63	3,100.00	189.6%
AA Legal Services	10,984.00	25,000.00	43.9%	11,104.10			22,088.10	25,000.00	88.4%
AA Marketing & Advertising	4,157.12	31,000.00	13.4%	2,334.50			6,491.62	31,000.00	20.9%

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	Jul '20 - Mar 21	Budget	% of Budget	Jul '20 - Mar 21	Budget	% of Budget	Jul '20 - Mar 21	Budget	% of Budget
AA Office Equipment	1,251.49	1,500.00	83.4%	0.00			1,251.49	1,500.00	83.4%
AA Office Supplies/Expenses	3,743.05	3,000.00	124.8%	742.56			4,485.61	3,000.00	149.5%
AA Postage	332.83	1,000.00	33.3%	65.55			398.38	1,000.00	39.8%
AA Professional Services	2,522.00	4,000.00	63.1%	20,555.90			23,077.90	4,000.00	576.9%
AA Travel & Meals & Training	4,703.23	15,000.00	31.4%	621.96			5,325.19	15,000.00	35.5%
66910 - AA Bank Service Charges	1,658.28	1,000.00	165.8%	0.00			1,658.28	1,000.00	165.8%
<b>Total AA ADMINISTRATIVE</b>	<b>47,447.50</b>	<b>106,600.00</b>	<b>44.5%</b>	<b>36,009.54</b>			<b>83,457.04</b>	<b>106,600.00</b>	<b>78.3%</b>
<b>AA AIRPORT INSURANCE</b>									
AA Airport Liability	200.00	3,101.00	6.4%	0.00			200.00	3,101.00	6.4%
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	40,860.48	11,300.00	361.6%	0.00			40,860.48	11,300.00	361.6%
AA Workers Compensation	7,962.54	2,500.00	318.5%	0.00			7,962.54	2,500.00	318.5%
<b>Total AA AIRPORT INSURANCE</b>	<b>52,650.02</b>	<b>23,051.00</b>	<b>228.4%</b>	<b>4,516.56</b>			<b>57,166.58</b>	<b>23,051.00</b>	<b>248.0%</b>
<b>AA MAINTENANCE &amp; REPAIR</b>									
AA Airfield	6,438.36	10,000.00	64.4%	97.47			6,535.83	10,000.00	65.4%
AA Equipment & Safety	7,473.50	6,000.00	124.6%	-69.33			7,404.17	6,000.00	123.4%
AA Gas/Diesel Fuel	1,076.03	1,200.00	89.7%	322.34			1,398.37	1,200.00	116.5%
AA Hangars	1,911.78	3,000.00	63.7%	0.00			1,911.78	3,000.00	63.7%
AA Licenses, Permits, & Fees	1,098.84	1,500.00	73.3%	0.00			1,098.84	1,500.00	73.3%
AA Terminal	20,012.79	11,000.00	181.9%	1,858.28			21,871.07	11,000.00	198.8%
<b>Total AA MAINTENANCE &amp; REPAIR</b>	<b>38,011.30</b>	<b>32,700.00</b>	<b>116.2%</b>	<b>2,208.76</b>			<b>40,220.06</b>	<b>32,700.00</b>	<b>123.0%</b>
<b>AA PAYROLL &amp; LIABILITY</b>									
AA Contracted Labor	1,975.00	1,000.00	197.5%	0.00			1,975.00	1,000.00	197.5%
AA Health/Dental/Life Insurance	54,526.97	48,000.00	113.6%	0.00			54,526.97	48,000.00	113.6%
AA Payroll Taxes	9,002.93	17,860.00	50.4%	20,159.28			29,162.21	17,860.00	163.3%
AA Retirement	19,851.52	15,783.00	125.8%	14,465.53			34,317.05	15,783.00	217.4%
66000 - AA Employees Salaries/Wages	127,044.33	157,830.00	80.5%	4,412.66			131,456.99	157,830.00	83.3%
<b>Total AA PAYROLL &amp; LIABILITY</b>	<b>212,400.75</b>	<b>240,473.00</b>	<b>88.3%</b>	<b>39,037.47</b>			<b>251,438.22</b>	<b>240,473.00</b>	<b>104.6%</b>
<b>AA UTILITIES</b>									
AA Dumpster	2,432.33	3,000.00	81.1%	0.00			2,432.33	3,000.00	81.1%
AA Electric-Maint-Hangar	2,917.97	4,500.00	64.8%	1,247.81			4,165.78	4,500.00	92.6%
AA Electric-Terminal-Airfield	13,034.62	35,000.00	37.2%	4,520.70			17,555.32	35,000.00	50.2%
AA Grease Trap	220.00	1,200.00	18.3%	440.00			660.00	1,200.00	55.0%
AA Telephone & Internet	7,581.62	6,000.00	126.4%	612.36			8,193.98	6,000.00	136.6%
AA Water - Sewer	2,581.17	4,200.00	61.5%	570.79			3,151.96	4,200.00	75.0%
AA UTILITIES - Other	313.42			0.00			313.42	0.00	100.0%
<b>Total AA UTILITIES</b>	<b>29,081.13</b>	<b>53,900.00</b>	<b>54.0%</b>	<b>7,391.66</b>			<b>36,472.79</b>	<b>53,900.00</b>	<b>67.7%</b>
<b>FBO ADMINISTRATIVE EXPENSES</b>									
FBO 1st United Debt Service	0.00			36,665.54	46,440.00	79.0%	36,665.54	46,440.00	79.0%
FBO Accounting	0.00			934.28	10,000.00	9.3%	934.28	10,000.00	9.3%
FBO Bank Charges	0.00			439.91	500.00	88.0%	439.91	500.00	88.0%
FBO Drug Testing	0.00			1,687.17	500.00	337.4%	1,687.17	500.00	337.4%
FBO Dues & Subscriptions	0.00			13,447.07	18,000.00	74.7%	13,447.07	18,000.00	74.7%
FBO Fringe Benefits	0.00			11,704.49	31,640.00	37.0%	11,704.49	31,640.00	37.0%
FBO Legal	0.00			8,193.61	20,000.00	41.0%	8,193.61	20,000.00	41.0%
FBO License & Fees	0.00			1,279.26	500.00	255.9%	1,279.26	500.00	255.9%
FBO Marketing and Advertising	0.00			20,973.32	30,000.00	69.9%	20,973.32	30,000.00	69.9%
FBO Office Equipment Lease	0.00			2,307.60	2,700.00	85.5%	2,307.60	2,700.00	85.5%
FBO Office Supplies	0.00			8,742.88	5,500.00	159.0%	8,742.88	5,500.00	159.0%
FBO Payroll Taxes	0.00			646.30	32,000.00	2.0%	646.30	32,000.00	2.0%
FBO Postage & Freight	0.00			533.92	1,300.00	41.1%	533.92	1,300.00	41.1%
FBO Professional Fees	0.00			3,264.76	6,500.00	50.2%	3,264.76	6,500.00	50.2%

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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			267,775.05	418,040.00	64.1%	267,775.05	418,040.00	64.1%
FBO Travel Meals & Training	0.00			3,575.21	11,000.00	32.5%	3,575.21	11,000.00	32.5%
FBO Uniforms	0.00			5,498.32	5,000.00	110.0%	5,498.32	5,000.00	110.0%
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>432,097.69</b>	<b>695,620.00</b>	<b>62.1%</b>	<b>432,097.69</b>	<b>695,620.00</b>	<b>62.1%</b>
FBO Fuel Purchase - Jet A	0.00			0.00	233,528.00	0.0%	0.00	233,528.00	0.0%
<b>FBO MAINTENANCE &amp; REPAIR</b>									
FBO Equipment & Repair	0.00			14,621.04	6,000.00	243.7%	14,621.04	6,000.00	243.7%
FBO Repairs & Maintenance	0.00			18,321.46	13,000.00	140.9%	18,321.46	13,000.00	140.9%
JetLink/Arcadia Fire Safety	0.00			890.00	550.00	161.8%	890.00	550.00	161.8%
<b>Total FBO MAINTENANCE &amp; REPAIR</b>	<b>0.00</b>			<b>33,832.50</b>	<b>19,550.00</b>	<b>173.1%</b>	<b>33,832.50</b>	<b>19,550.00</b>	<b>173.1%</b>
<b>FBO UTILITIES</b>									
FBO JetL/Arcadia Sewer - Water	0.00			2,484.21	1,500.00	165.6%	2,484.21	1,500.00	165.6%
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			4,974.83	3,500.00	142.1%	4,974.83	3,500.00	142.1%
FBO JetLink/Arcadia Power	0.00			15,656.78	9,500.00	164.8%	15,656.78	9,500.00	164.8%
FBO JetLink/Arcadia Trash	0.00			2,809.26	500.00	561.9%	2,809.26	500.00	561.9%
FBO Telephone - Internet	0.00			2,010.39	6,000.00	33.5%	2,010.39	6,000.00	33.5%
FBO Utilities	0.00			29,334.88	32,000.00	91.7%	29,334.88	32,000.00	91.7%
<b>FBO UTILITIES - Other</b>	<b>0.00</b>			<b>143.71</b>			<b>143.71</b>	<b>0.00</b>	<b>100.0%</b>
<b>Total FBO UTILITIES</b>	<b>0.00</b>			<b>57,414.06</b>	<b>57,000.00</b>	<b>100.7%</b>	<b>57,414.06</b>	<b>57,000.00</b>	<b>100.7%</b>
<b>Total Expense</b>	<b>379,590.70</b>	<b>456,724.00</b>	<b>83.1%</b>	<b>612,508.24</b>	<b>1,005,698.00</b>	<b>60.9%</b>	<b>992,098.94</b>	<b>1,462,422.00</b>	<b>67.8%</b>
<b>Net Ordinary Income</b>	<b>-3,046.06</b>	<b>82,520.00</b>	<b>-3.7%</b>	<b>-5,091.87</b>	<b>-99,902.00</b>	<b>5.1%</b>	<b>-8,137.93</b>	<b>-17,382.00</b>	<b>46.8%</b>
<b>Other Income/Expense</b>									
<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>
<b>Net Other Income</b>	<b>0.00</b>			<b>-247.13</b>			<b>-247.13</b>	<b>0.00</b>	<b>100.0%</b>
<b>Net Income</b>	<b>-3,046.06</b>	<b>82,520.00</b>	<b>-3.7%</b>	<b>-5,339.00</b>	<b>-99,902.00</b>	<b>5.3%</b>	<b>-8,385.06</b>	<b>-17,382.00</b>	<b>48.2%</b>