

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

July 2020 through April 2021

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '20 - Apr 21	Budget	% of Bu...	Jul '20 - Apr 21	Budget	% of Bu...	Jul '20 - Apr 21	Budget	% of Bu...
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
<b>AA Airfield Income</b>									
Legacy AA Box - T Hangar Leases	77,094.81	116,881.00	66.0%	0.00			77,094.81	116,881.00	66.0%
Legacy AA Ramp Tie Down Leases	5,877.00	8,416.00	69.8%	0.00			5,877.00	8,416.00	69.8%
<b>Total AA Airfield Income</b>	82,971.81	125,297.00	66.2%	0.00	0.00	0.0%	82,971.81	125,297.00	66.2%
<b>AA Airport Fees</b>									
Aircraft Landing Fees	1,948.59	9,000.00	21.7%	0.00			1,948.59	9,000.00	21.7%
Commercial Operating Permit	1,700.00	2,400.00	70.8%	0.00			1,700.00	2,400.00	70.8%
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	5,339.48	6,547.00	81.6%	0.00			5,339.48	6,547.00	81.6%
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>	31,922.28	47,745.00	66.9%	0.00			31,922.28	47,745.00	66.9%
<b>AA AIRPORT TERMINAL INCOME</b>									
Conference Rm Lease/Spec. Event	40.00			0.00			40.00	0.00	100.0%
Grease Trap	1,000.00	1,200.00	83.3%	0.00			1,000.00	1,200.00	83.3%
Office Leases	12,108.00	26,800.00	45.2%	0.00			12,108.00	26,800.00	45.2%
Restaurant Lease	9,000.00	12,000.00	75.0%	0.00			9,000.00	12,000.00	75.0%
<b>Total AA AIRPORT TERMINAL INCOME</b>	22,148.00	40,000.00	55.4%	0.00			22,148.00	40,000.00	55.4%
<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>	3,040.08	9,000.00	33.8%	0.00			3,040.08	9,000.00	33.8%
<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	770.00	500.00	154.0%	0.00			770.00	500.00	154.0%
Shentel Land Lease	11,592.80	13,911.00	83.3%	0.00			11,592.80	13,911.00	83.3%
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	10,000.00	12,000.00	83.3%	0.00			10,000.00	12,000.00	83.3%
<b>Total AA LAND LEASES</b>	25,462.80	32,511.00	78.3%	0.00			25,462.80	32,511.00	78.3%
<b>AA LOCAL GOV. CONTRIBUTIONS</b>									
Berkeley County	181,162.00	181,162.00	100.0%	0.00			181,162.00	181,162.00	100.0%
City of Martinsburg	23,906.25	34,875.00	68.5%	0.00			23,906.25	34,875.00	68.5%
Jefferson County	19,334.00	5,000.00	386.7%	0.00			19,334.00	5,000.00	386.7%
<b>Total AA LOCAL GOV. CONTRIBUTIONS</b>	224,402.25	221,037.00	101.5%	0.00			224,402.25	221,037.00	101.5%
<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%

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	Jul '20 - Apr 21	Budget	% of Bu...	Jul '20 - Apr 21	Budget	% of Bu...	Jul '20 - Apr 21	Budget	% of Bu...
FBO Customer Ramp Fees	0.00			11,717.18	20,000.00	58.6%	11,717.18	20,000.00	58.6%
FBO Fuel Sales - 100LL	0.00			93,548.15	123,360.00	75.8%	93,548.15	123,360.00	75.8%
FBO Fuel Sales - Jet A	0.00			467,275.36	406,455.00	115.0%	467,275.36	406,455.00	115.0%
FBO Hangar Rent - Tenants	0.00			115,586.59	161,900.00	71.4%	115,586.59	161,900.00	71.4%
FBO Hangar Rent - Transients	0.00			1,220.00	4,500.00	27.1%	1,220.00	4,500.00	27.1%
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			24,597.57	2,400.00	1,024.9%	24,597.57	2,400.00	1,024.9%
FBO Oil Sales	0.00			526.03	750.00	70.1%	526.03	750.00	70.1%
FBO Tie Downs	0.00			943.76	1,000.00	94.4%	943.76	1,000.00	94.4%
<b>Total FBO AIRFIELD INCOME</b>	<b>0.00</b>			<b>716,497.04</b>	<b>733,115.00</b>	<b>97.7%</b>	<b>716,497.04</b>	<b>733,115.00</b>	<b>97.7%</b>
<b>FBO FLIGHT OPERATIONS INCOME</b>									
FBO Charter - Airport Fees	0.00			75,309.57	42,000.00	179.3%	75,309.57	42,000.00	179.3%
FBO Charter Revenue	0.00			267,967.50	375,000.00	71.5%	267,967.50	375,000.00	71.5%
FBO Sales Discounts	0.00			-9,647.05	-10,142.00	95.1%	-9,647.05	-10,142.00	95.1%
<b>Total FBO FLIGHT OPERATIONS INCO...</b>	<b>0.00</b>			<b>333,630.02</b>	<b>406,858.00</b>	<b>82.0%</b>	<b>333,630.02</b>	<b>406,858.00</b>	<b>82.0%</b>
<b>FBO FLIGHT SCHOOL</b>									
Aircraft Rental FS	0.00			44,386.49	75,000.00	59.2%	44,386.49	75,000.00	59.2%
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			-1,975.42	600.00	-329.2%	-1,975.42	600.00	-329.2%
<b>Total FBO FLIGHT SCHOOL</b>	<b>0.00</b>			<b>43,269.03</b>	<b>99,226.00</b>	<b>43.6%</b>	<b>43,269.03</b>	<b>99,226.00</b>	<b>43.6%</b>
<b>Total Income</b>	<b>441,601.22</b>	<b>539,244.00</b>	<b>81.9%</b>	<b>1,093,396.09</b>	<b>1,239,199.00</b>	<b>88.2%</b>	<b>1,534,997.31</b>	<b>1,778,443.00</b>	<b>86.3%</b>
<b>Cost of Goods Sold</b>									
<b>FBO COSTS OF GOODS SOLD</b>									
FBO Charter Parts & Maintenance	0.00			28,428.94			28,428.94	0.00	100.0%
FBO Credit Card Fees-Merch Svcs	0.00			14,080.09	17,194.00	81.9%	14,080.09	17,194.00	81.9%
FBO Fuel Purchase - Jet A	0.00			181,021.42	233,528.00	77.5%	181,021.42	233,528.00	77.5%
FBO Fuel/Oil Fuel Trucks	0.00			10,674.15	20,374.00	52.4%	10,674.15	20,374.00	52.4%
FBO MISC Expenses	0.00			7,845.70	581.00	1,350.4%	7,845.70	581.00	1,350.4%
FBO Oil Purchases	0.00			1,297.22	904.00	143.5%	1,297.22	904.00	143.5%
Fuel Purchase -100 LL	0.00			34,511.68	81,029.00	42.6%	34,511.68	81,029.00	42.6%
Jet A COGS	0.00			10,630.80			10,630.80	0.00	100.0%
<b>Total FBO COSTS OF GOODS SOLD</b>	<b>0.00</b>			<b>288,490.00</b>	<b>353,610.00</b>	<b>81.6%</b>	<b>288,490.00</b>	<b>353,610.00</b>	<b>81.6%</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			38,698.43	124,894.00	31.0%	38,698.43	124,894.00	31.0%
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			38,406.98	27,601.00	139.2%	38,406.98	27,601.00	139.2%
FO Pilot Training	0.00			3,586.00	8,000.00	44.8%	3,586.00	8,000.00	44.8%
<b>FBO FLIGHT OPS COGS - Other</b>	<b>0.00</b>			<b>24,429.00</b>			<b>24,429.00</b>	<b>0.00</b>	<b>100.0%</b>
<b>Total FBO FLIGHT OPS COGS</b>	<b>0.00</b>			<b>120,197.91</b>	<b>188,966.00</b>	<b>63.6%</b>	<b>120,197.91</b>	<b>188,966.00</b>	<b>63.6%</b>
<b>FBO FLIGHT SCHOOL COGS</b>									
FBO FS Fuel Purchased - 100 LL	0.00			8,828.41	11,123.00	79.4%	8,828.41	11,123.00	79.4%
FBO FS Parts - Maintenance	0.00			14,606.29	13,232.00	110.4%	14,606.29	13,232.00	110.4%

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<b>Total FBO FLIGHT SCHOOL COGS</b>	0.00			23,434.70	24,355.00	96.2%	23,434.70	24,355.00	96.2%
<b>Total COGS</b>	0.00			432,122.61	566,931.00	76.2%	432,122.61	566,931.00	76.2%
<b>Gross Profit</b>	441,601.22	539,244.00	81.9%	661,273.48	672,268.00	98.4%	1,102,874.70	1,211,512.00	91.0%
<b>Expense</b>									
<b>AA ADMINISTRATIVE</b>									
AA Accounting	6,802.84	10,000.00	68.0%	0.00			6,802.84	10,000.00	68.0%
AA Capital Improvements	10,000.00	12,000.00	83.3%	0.00			10,000.00	12,000.00	83.3%
AA Dues & Subscriptions	5,408.69	3,100.00	174.5%	0.00			5,408.69	3,100.00	174.5%
AA Legal Services	11,344.00	25,000.00	45.4%	0.00			11,344.00	25,000.00	45.4%
AA Marketing & Advertising	6,070.68	31,000.00	19.6%	0.00			6,070.68	31,000.00	19.6%
AA Office Equipment	1,471.55	1,500.00	98.1%	0.00			1,471.55	1,500.00	98.1%
AA Office Supplies/Expenses	4,031.65	3,000.00	134.4%	0.00			4,031.65	3,000.00	134.4%
AA Postage	332.83	1,000.00	33.3%	0.00			332.83	1,000.00	33.3%
AA Professional Services	7,336.83	4,000.00	183.4%	0.00			7,336.83	4,000.00	183.4%
AA Travel & Meals & Training	7,281.17	15,000.00	48.5%	529.98			7,811.15	15,000.00	52.1%
66910 · AA Bank Service Charges	1,745.90	1,000.00	174.6%	0.00			1,745.90	1,000.00	174.6%
<b>Total AA ADMINISTRATIVE</b>	61,826.14	106,600.00	58.0%	529.98			62,356.12	106,600.00	58.5%
<b>AA AIRPORT INSURANCE</b>									
AA Airport Liability	3,272.00	3,101.00	105.5%	0.00			3,272.00	3,101.00	105.5%
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	4,516.56	4,500.00	100.4%	0.00			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	8,963.96	2,500.00	358.6%	0.00			8,963.96	2,500.00	358.6%
<b>Total AA AIRPORT INSURANCE</b>	61,240.00	23,051.00	265.7%	0.00			61,240.00	23,051.00	265.7%
<b>AA MAINTENANCE &amp; REPAIR</b>									
AA Airfield	6,535.83	10,000.00	65.4%	0.00			6,535.83	10,000.00	65.4%
AA Equipment & Safety	10,613.41	6,000.00	176.9%	0.00			10,613.41	6,000.00	176.9%
AA Gas/Diesel Fuel	1,433.37	1,200.00	119.4%	0.00			1,433.37	1,200.00	119.4%
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	20,745.28	11,000.00	188.6%	0.00			20,745.28	11,000.00	188.6%
<b>Total AA MAINTENANCE &amp; REPAIR</b>	42,338.51	32,700.00	129.5%	0.00			42,338.51	32,700.00	129.5%
<b>AA PAYROLL &amp; LIABILITY</b>									
AA Contracted Labor	3,517.00	1,000.00	351.7%	0.00			3,517.00	1,000.00	351.7%
AA Health/Dental/Life Insurance	60,325.51	48,000.00	125.7%	0.00			60,325.51	48,000.00	125.7%
AA Payroll Taxes	9,952.90	17,860.00	55.7%	22,311.77			32,264.67	17,860.00	180.7%
AA Retirement	21,394.93	15,783.00	135.6%	16,829.54			38,224.47	15,783.00	242.2%
66000 · AA Employees Salaries/Wages	140,731.53	157,830.00	89.2%	6,019.56			146,751.09	157,830.00	93.0%
<b>Total AA PAYROLL &amp; LIABILITY</b>	235,921.87	240,473.00	98.1%	45,160.87			281,082.74	240,473.00	116.9%
<b>AA UTILITIES</b>									
AA Dumpster	2,882.85	3,000.00	96.1%	0.00			2,882.85	3,000.00	96.1%
AA Electric-Maint-Hangar	2,930.82	4,500.00	65.1%	0.00			2,930.82	4,500.00	65.1%
AA Electric-Terminal-Airfield	18,921.24	35,000.00	54.1%	4,212.56			23,133.80	35,000.00	66.1%
<b>AA Grease Trap</b>	660.00	1,200.00	55.0%	0.00			660.00	1,200.00	55.0%
<b>AA Telephone &amp; Internet</b>	7,681.62	6,000.00	128.0%	662.36			8,343.98	6,000.00	139.1%

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AA Water - Sewer	2,929.11	4,200.00	69.7%	0.00			2,929.11	4,200.00	69.7%
<b>Total AA UTILITIES</b>	<b>36,005.64</b>	<b>53,900.00</b>	<b>66.8%</b>	<b>4,874.92</b>			<b>40,880.56</b>	<b>53,900.00</b>	<b>75.8%</b>
<b>FBO ADMINISTRATIVE EXPENSES</b>									
FBO 1st United Debt Service	0.00			41,996.30	46,440.00	90.4%	41,996.30	46,440.00	90.4%
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			17,973.52	18,000.00	99.9%	17,973.52	18,000.00	99.9%
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			19,177.71	20,000.00	95.9%	19,177.71	20,000.00	95.9%
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			26,408.17	30,000.00	88.0%	26,408.17	30,000.00	88.0%
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			11,293.01	5,500.00	205.3%	11,293.01	5,500.00	205.3%
FBO Payroll Taxes	0.00			646.30	32,000.00	2.0%	646.30	32,000.00	2.0%
FBO Postage & Freight	0.00			662.74	1,300.00	51.0%	662.74	1,300.00	51.0%
FBO Professional Fees	0.00			21,133.46	6,500.00	325.1%	21,133.46	6,500.00	325.1%
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			295,132.46	418,040.00	70.6%	295,132.46	418,040.00	70.6%
FBO Travel Meals & Training	0.00			4,027.12	11,000.00	36.6%	4,027.12	11,000.00	36.6%
FBO Uniforms	0.00			6,193.69	5,000.00	123.9%	6,193.69	5,000.00	123.9%
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>507,426.19</b>	<b>695,620.00</b>	<b>72.9%</b>	<b>507,426.19</b>	<b>695,620.00</b>	<b>72.9%</b>
<b>FBO MAINTENANCE &amp; REPAIR</b>									
FBO Equipment & Repair	0.00			15,556.32	6,000.00	259.3%	15,556.32	6,000.00	259.3%
FBO Repairs & Maintenance	0.00			19,769.14	13,000.00	152.1%	19,769.14	13,000.00	152.1%
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>36,215.46</b>	<b>19,550.00</b>	<b>185.2%</b>	<b>36,215.46</b>	<b>19,550.00</b>	<b>185.2%</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			6,303.21	3,500.00	180.1%	6,303.21	3,500.00	180.1%
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			2,409.53	6,000.00	40.2%	2,409.53	6,000.00	40.2%
FBO Utilities	0.00			33,268.60	32,000.00	104.0%	33,268.60	32,000.00	104.0%
<b>Total FBO UTILITIES</b>	<b>0.00</b>			<b>62,931.59</b>	<b>57,000.00</b>	<b>110.4%</b>	<b>62,931.59</b>	<b>57,000.00</b>	<b>110.4%</b>
<b>Total Expense</b>	<b>437,332.16</b>	<b>456,724.00</b>	<b>95.8%</b>	<b>657,139.01</b>	<b>772,170.00</b>	<b>85.1%</b>	<b>1,094,471.17</b>	<b>1,228,894.00</b>	<b>89.1%</b>
<b>Net Ordinary Income</b>	<b>4,269.06</b>	<b>82,520.00</b>	<b>5.2%</b>	<b>4,134.47</b>	<b>-99,902.00</b>	<b>-4.1%</b>	<b>8,403.53</b>	<b>-17,382.00</b>	<b>-48.3%</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>

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Cash Basis

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '20 - Apr 21	Budget	% of Bu...	Jul '20 - Apr 21	Budget	% of Bu...	Jul '20 - Apr 21	Budget	% of Bu...
Net Other Income	0.00			-247.13			-247.13	0.00	100.0%
Net Income	<u>4,269.06</u>	<u>82,520.00</u>	<u>5.2%</u>	<u>3,887.34</u>	<u>-99,902.00</u>	<u>-3.9%</u>	<u>8,156.40</u>	<u>-17,382.00</u>	<u>-46.9%</u>