

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

July 2020 through May 2021

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '20 - May 21	Budget	% of Bu...	Jul '20 - May 21	Budget	% of Bu...	Jul '20 - May 21	Budget	% of Bu...
Ordinary Income/Expense									
Income									
AA Airfield Income									
Legacy AA Box - T Hangar Leases	86,870.89	116,881.00	74.3%	0.00			86,870.89	116,881.00	74.3%
Legacy AA Ramp Tie Down Leases	5,934.00	8,416.00	70.5%	248.00			6,182.00	8,416.00	73.5%
Total AA Airfield Income	92,804.89	125,297.00	74.1%	248.00	0.00	100.0%	93,052.89	125,297.00	74.3%
AA Airport Fees									
Aircraft Landing Fees	1,981.59	9,000.00	22.0%	0.00			1,981.59	9,000.00	22.0%
Commercial Operating Permit	1,800.00	2,400.00	75.0%	0.00			1,800.00	2,400.00	75.0%
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	20,436.00	27,248.00	75.0%	0.00			20,436.00	27,248.00	75.0%
Through-Fence Airfield Access	6,385.73	6,547.00	97.5%	0.00			6,385.73	6,547.00	97.5%
Wait List Service Fees	1,547.21	250.00	618.9%	0.00			1,547.21	250.00	618.9%
Total AA Airport Fees	32,750.53	47,745.00	68.6%	0.00			32,750.53	47,745.00	68.6%
AA AIRPORT TERMINAL INCOME									
Conference Rm Lease/Spec. Event	366.87			0.00			366.87	0.00	100.0%
Grease Trap	1,100.00	1,200.00	91.7%	0.00			1,100.00	1,200.00	91.7%
Office Leases	22,928.00	26,800.00	85.6%	0.00			22,928.00	26,800.00	85.6%
Restaurant Lease	9,900.00	12,000.00	82.5%	0.00			9,900.00	12,000.00	82.5%
Total AA AIRPORT TERMINAL INCOME	34,294.87	40,000.00	85.7%	0.00			34,294.87	40,000.00	85.7%
AA Interest Earned - Rebates									
P-Card Quarterly Rebates	3,615.11	9,000.00	40.2%	0.00			3,615.11	9,000.00	40.2%
AA Interest Earned - Rebates - Other	1,055.45			0.00			1,055.45	0.00	100.0%
Total AA Interest Earned - Rebates	4,670.56	9,000.00	51.9%	0.00			4,670.56	9,000.00	51.9%
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	770.00	500.00	154.0%	0.00			770.00	500.00	154.0%
Shentel Land Lease	12,752.08	13,911.00	91.7%	0.00			12,752.08	13,911.00	91.7%
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	11,000.00	12,000.00	91.7%	0.00			11,000.00	12,000.00	91.7%
Total AA LAND LEASES	27,622.08	32,511.00	85.0%	0.00			27,622.08	32,511.00	85.0%
AA LOCAL GOV. CONTRIBUTIONS									
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%
Total AA LOCAL GOV. CONTRIBUTIONS	224,402.25	221,037.00	101.5%	0.00			224,402.25	221,037.00	101.5%

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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			14,062.83	20,000.00	70.3%	14,062.83	20,000.00	70.3%
FBO Fuel Sales - 100LL	0.00			111,223.58	123,360.00	90.2%	111,223.58	123,360.00	90.2%
FBO Fuel Sales - Jet A	0.00			529,948.99	406,455.00	130.4%	529,948.99	406,455.00	130.4%
FBO Hangar Rent - Tenants	0.00			123,443.19	161,900.00	76.2%	123,443.19	161,900.00	76.2%
FBO Hangar Rent - Transients	0.00			1,245.00	4,500.00	27.7%	1,245.00	4,500.00	27.7%
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			0.00	2,400.00	0.0%	0.00	2,400.00	0.0%
FBO Oil Sales	0.00			596.53	750.00	79.5%	596.53	750.00	79.5%
FBO Tie Downs	0.00			958.76	1,000.00	95.9%	958.76	1,000.00	95.9%
Total FBO AIRFIELD INCOME	0.00			782,561.28	733,115.00	106.7%	782,561.28	733,115.00	106.7%
FBO FLIGHT OPERATIONS INCOME									
FBO Charter - Airport Fees	0.00			98,728.30	42,000.00	235.1%	98,728.30	42,000.00	235.1%
FBO Charter Revenue	0.00			361,921.52	375,000.00	96.5%	361,921.52	375,000.00	96.5%
FBO Sales Discounts	0.00			-12,002.05	-10,142.00	118.3%	-12,002.05	-10,142.00	118.3%
Total FBO FLIGHT OPERATIONS INCO...	0.00			448,647.77	406,858.00	110.3%	448,647.77	406,858.00	110.3%
FBO FLIGHT SCHOOL									
Aircraft Rental FS	0.00			55,265.69	75,000.00	73.7%	55,265.69	75,000.00	73.7%
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			0.00	600.00	0.0%	0.00	600.00	0.0%
Total FBO FLIGHT SCHOOL	0.00			56,123.65	99,226.00	56.6%	56,123.65	99,226.00	56.6%
Total Income	468,199.18	539,244.00	86.8%	1,287,580.70	1,239,199.00	103.9%	1,755,779.88	1,778,443.00	98.7%
Cost of Goods Sold									
FBO COSTS OF GOODS SOLD									
FBO Charter Parts & Maintenance	0.00			491.00			491.00	0.00	100.0%
FBO Credit Card Fees-Merch Svcs	0.00			14,913.43	17,194.00	86.7%	14,913.43	17,194.00	86.7%
FBO Fuel Purchase - Jet A	0.00			224,827.77	233,528.00	96.3%	224,827.77	233,528.00	96.3%
FBO Fuel/Oil Fuel Trucks	0.00			13,274.15	20,374.00	65.2%	13,274.15	20,374.00	65.2%
FBO MISC Expenses	0.00			7,895.20	581.00	1,358.9%	7,895.20	581.00	1,358.9%
FBO Oil Purchases	0.00			1,440.73	904.00	159.4%	1,440.73	904.00	159.4%
Fuel Purchase -100 LL	0.00			37,668.55	81,029.00	46.5%	37,668.55	81,029.00	46.5%
Jet A COGS	0.00			0.00			0.00	0.00	0.0%
Total FBO COSTS OF GOODS SOLD	0.00			300,510.83	353,610.00	85.0%	300,510.83	353,610.00	85.0%
FBO FLIGHT OPS COGS									
Airport FBO Fees	0.00			3,248.34	3,359.00	96.7%	3,248.34	3,359.00	96.7%
FO Charters Purchased	0.00			50,950.39	124,894.00	40.8%	50,950.39	124,894.00	40.8%
FO Contract Labor	0.00			19,562.00	25,112.00	77.9%	19,562.00	25,112.00	77.9%
FO Parts & Maintenance	0.00			67,730.61	27,601.00	245.4%	67,730.61	27,601.00	245.4%
FO Pilot Training	0.00			12,611.00	8,000.00	157.6%	12,611.00	8,000.00	157.6%
FBO FLIGHT OPS COGS - Other	0.00			32,950.50			32,950.50	0.00	100.0%
Total FBO FLIGHT OPS COGS	0.00			187,052.84	188,966.00	99.0%	187,052.84	188,966.00	99.0%

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FBO FLIGHT SCHOOL COGS									
FBO FS Fuel Purchased - 100 LL	0.00			10,438.54	11,123.00	93.8%	10,438.54	11,123.00	93.8%
FBO FS Parts - Maintenance	0.00			24,275.31	13,232.00	183.5%	24,275.31	13,232.00	183.5%
Total FBO FLIGHT SCHOOL COGS	0.00			34,713.85	24,355.00	142.5%	34,713.85	24,355.00	142.5%
Total COGS	0.00			522,277.52	566,931.00	92.1%	522,277.52	566,931.00	92.1%
Gross Profit	468,199.18	539,244.00	86.8%	765,303.18	672,268.00	113.8%	1,233,502.36	1,211,512.00	101.8%
Expense									
AA ADMINISTRATIVE									
AA Accounting	6,803.17	10,000.00	68.0%	0.00			6,803.17	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	4,880.53	3,100.00	157.4%	0.00			4,880.53	3,100.00	157.4%
AA Legal Services	11,344.00	25,000.00	45.4%	0.00			11,344.00	25,000.00	45.4%
AA Marketing & Advertising	7,397.19	31,000.00	23.9%	0.00			7,397.19	31,000.00	23.9%
AA Office Equipment	1,574.69	1,500.00	105.0%	0.00			1,574.69	1,500.00	105.0%
AA Office Supplies/Expenses	4,732.05	3,000.00	157.7%	0.00			4,732.05	3,000.00	157.7%
AA Postage	332.83	1,000.00	33.3%	0.00			332.83	1,000.00	33.3%
AA Professional Services	7,096.83	4,000.00	177.4%	0.00			7,096.83	4,000.00	177.4%
AA Travel & Meals & Training	7,815.27	15,000.00	52.1%	265.00			8,080.27	15,000.00	53.9%
66910 · AA Bank Service Charges	2,155.58	1,000.00	215.6%	0.00			2,155.58	1,000.00	215.6%
Total AA ADMINISTRATIVE	64,132.14	106,600.00	60.2%	265.00			64,397.14	106,600.00	60.4%
AA AIRPORT INSURANCE									
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	9,965.38	2,500.00	398.6%	0.00			9,965.38	2,500.00	398.6%
Total AA AIRPORT INSURANCE	62,241.42	23,051.00	270.0%	0.00			62,241.42	23,051.00	270.0%
AA MAINTENANCE & REPAIR									
AA Airfield	7,017.08	10,000.00	70.2%	0.00			7,017.08	10,000.00	70.2%
AA Equipment & Safety	11,447.89	6,000.00	190.8%	0.00			11,447.89	6,000.00	190.8%
AA Gas/Diesel Fuel	1,433.37	1,200.00	119.4%	0.00			1,433.37	1,200.00	119.4%
AA Hangars	8,491.78	3,000.00	283.1%	0.00			8,491.78	3,000.00	283.1%
AA Licenses, Permits, & Fees	1,098.84	1,500.00	73.3%	0.00			1,098.84	1,500.00	73.3%
AA Terminal	22,924.78	11,000.00	208.4%	0.00			22,924.78	11,000.00	208.4%
Total AA MAINTENANCE & REPAIR	52,413.74	32,700.00	160.3%	0.00			52,413.74	32,700.00	160.3%
AA PAYROLL & LIABILITY									
AA Contracted Labor	4,893.00	1,000.00	489.3%	0.00			4,893.00	1,000.00	489.3%
AA Health/Dental/Life Insurance	56,908.77	48,000.00	118.6%	0.00			56,908.77	48,000.00	118.6%
AA Payroll Taxes	10,902.89	17,860.00	61.0%	24,645.20			35,548.09	17,860.00	199.0%
AA Retirement	22,760.85	15,783.00	144.2%	19,447.48			42,208.33	15,783.00	267.4%
66000 · AA Employees Salaries/Wages	154,390.75	157,830.00	97.8%	6,408.88			160,799.63	157,830.00	101.9%
Total AA PAYROLL & LIABILITY	249,856.26	240,473.00	103.9%	50,501.56			300,357.82	240,473.00	124.9%

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AA UTILITIES									
AA Dumpster	3,348.29	3,000.00	111.6%	0.00			3,348.29	3,000.00	111.6%
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	20,275.08	35,000.00	57.9%	0.00			20,275.08	35,000.00	57.9%
AA Grease Trap	660.00	1,200.00	55.0%	0.00			660.00	1,200.00	55.0%
AA Telephone & Internet	7,781.62	6,000.00	129.7%	712.36			8,493.98	6,000.00	141.6%
AA Water - Sewer	3,316.13	4,200.00	79.0%	0.00			3,316.13	4,200.00	79.0%
Total AA UTILITIES	38,311.94	53,900.00	71.1%	712.36			39,024.30	53,900.00	72.4%
FBO ADMINISTRATIVE EXPENSES									
FBO 1st United Debt Service	0.00			52,315.10	46,440.00	112.7%	52,315.10	46,440.00	112.7%
FBO Accounting	0.00			934.28	10,000.00	9.3%	934.28	10,000.00	9.3%
FBO Bank Charges	0.00			456.40	500.00	91.3%	456.40	500.00	91.3%
FBO Drug Testing	0.00			2,262.57	500.00	452.5%	2,262.57	500.00	452.5%
FBO Dues & Subscriptions	0.00			19,835.08	18,000.00	110.2%	19,835.08	18,000.00	110.2%
FBO Fringe Benefits	0.00			11,949.45	31,640.00	37.8%	11,949.45	31,640.00	37.8%
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			52,738.82	30,000.00	175.8%	52,738.82	30,000.00	175.8%
FBO Office Equipment Lease	0.00			3,024.22	2,700.00	112.0%	3,024.22	2,700.00	112.0%
FBO Office Supplies	0.00			5,339.21	5,500.00	97.1%	5,339.21	5,500.00	97.1%
FBO Payroll Taxes	0.00			646.30	32,000.00	2.0%	646.30	32,000.00	2.0%
FBO Postage & Freight	0.00			681.81	1,300.00	52.4%	681.81	1,300.00	52.4%
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			326,070.96	418,040.00	78.0%	326,070.96	418,040.00	78.0%
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			6,363.27	5,000.00	127.3%	6,363.27	5,000.00	127.3%
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			572,664.02	695,620.00	82.3%	572,664.02	695,620.00	82.3%
FBO MAINTENANCE & REPAIR									
FBO Equipment & Repair	0.00			17,209.35	6,000.00	286.8%	17,209.35	6,000.00	286.8%
FBO Repairs & Maintenance	0.00			21,185.48	13,000.00	163.0%	21,185.48	13,000.00	163.0%
JetLink/Arcadia Fire Safety	0.00			890.00	550.00	161.8%	890.00	550.00	161.8%
Total FBO MAINTENANCE & REPAIR	0.00			39,284.83	19,550.00	200.9%	39,284.83	19,550.00	200.9%
FBO UTILITIES									
FBO JetL/Arcadia Sewer - Water	0.00			2,683.81	1,500.00	178.9%	2,683.81	1,500.00	178.9%
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			3,000.00	3,500.00	85.7%	3,000.00	3,500.00	85.7%
FBO JetLink/Arcadia Power	0.00			9,415.34	9,500.00	99.1%	9,415.34	9,500.00	99.1%
FBO JetLink/Arcadia Trash	0.00			500.00	500.00	100.0%	500.00	500.00	100.0%
FBO Telephone - Internet	0.00			2,803.09	6,000.00	46.7%	2,803.09	6,000.00	46.7%
FBO Utilities	0.00			61,044.41	32,000.00	190.8%	61,044.41	32,000.00	190.8%
Total FBO UTILITIES	0.00			79,446.65	57,000.00	139.4%	79,446.65	57,000.00	139.4%
Total Expense	466,955.50	456,724.00	102.2%	742,874.42	772,170.00	96.2%	1,209,829.92	1,228,894.00	98.4%
Net Ordinary Income	1,243.68	82,520.00	1.5%	22,428.76	-99,902.00	-22.5%	23,672.44	-17,382.00	-136.2%

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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	1,243.68	82,520.00	1.5%	22,181.63	-99,902.00	-22.2%	23,425.31	-17,382.00	-134.8%