

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '20 - Jun 21	Budget	% of Bu...	Jul '20 - Jun 21	Budget	% of Bu...	Jul '20 - Jun 21	Budget	% of Bu...
Ordinary Income/Expense									
Income									
AA Airfield Income									
Legacy AA Box - T Hangar Leases	96,878.97	116,881.00	82.9%	0.00			96,878.97	116,881.00	82.9%
401010 · Legacy AA Ramp Tie Down Leases	6,559.00	8,416.00	77.9%	248.00			6,807.00	8,416.00	80.9%
AA Airfield Income - Other	0.00			555.00			555.00	0.00	100.0%
Total AA Airfield Income	103,437.97	125,297.00	82.6%	803.00		0.00	104,240.97	125,297.00	83.2%
AA Airport Fees									
Aircraft Landing Fees	2,053.33	9,000.00	22.8%	20.81			2,074.14	9,000.00	23.0%
FAA Maintenance Fees	600.00	2,300.00	26.1%	0.00			600.00	2,300.00	26.1%
402000 · Commercial Operating Permit	2,100.00	2,400.00	87.5%	0.00			2,100.00	2,400.00	87.5%
402005 · NGB Air Guard Joint Use Agrmnt	27,248.00	27,248.00	100.0%	0.00			27,248.00	27,248.00	100.0%
402010 · Through-Fence Airfield Access	6,606.46	6,547.00	100.9%	0.00			6,606.46	6,547.00	100.9%
402020 · Wait List Service Fees	1,812.21	250.00	724.9%	25.00			1,837.21	250.00	734.9%
Total AA Airport Fees	40,420.00	47,745.00	84.7%	45.81			40,465.81	47,745.00	84.8%
AA AIRPORT TERMINAL INCOME									
Conference Rm Lease/Spec. Event	401.87			0.00			401.87	0.00	100.0%
403000 · Grease Trap	1,200.00	1,200.00	100.0%	0.00			1,200.00	1,200.00	100.0%
403005 · Office Leases	29,391.00	26,800.00	109.7%	0.00			29,391.00	26,800.00	109.7%
403010 · Restaurant Lease	10,800.00	12,000.00	90.0%	0.00			10,800.00	12,000.00	90.0%
Total AA AIRPORT TERMINAL INCOME	41,792.87	40,000.00	104.5%	0.00			41,792.87	40,000.00	104.5%
AA Interest Earned - Rebates									
404000 · 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	1,252.52			0.00			1,252.52	0.00	100.0%
Total AA Interest Earned - Rebates	4,867.63	9,000.00	54.1%	0.00			4,867.63	9,000.00	54.1%
AA INVESTMENTS									
AA WVAC General Revenue Grant	0.00	12,000.00	0.0%	0.00			0.00	12,000.00	0.0%
405000 · 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									
AeroSmith West	4,000.00			0.00			4,000.00	0.00	100.0%
406000 · EAA Chapter 1071 Land Lease	100.00	100.00	100.0%	0.00			100.00	100.00	100.0%
406005 · Farm Leases	770.00	500.00	154.0%	0.00			770.00	500.00	154.0%
406010 · Shentel Land Lease	12,871.42	13,911.00	92.5%	0.00			12,871.42	13,911.00	92.5%
406015 · Stephen David Stg	6,000.00	6,000.00	100.0%	0.00			6,000.00	6,000.00	100.0%
406020 · Triple S Transport Lease	12,000.00	12,000.00	100.0%	0.00			12,000.00	12,000.00	100.0%
Total AA LAND LEASES	35,741.42	32,511.00	109.9%	0.00			35,741.42	32,511.00	109.9%
AA LOCAL GOV. CONTRIBUTIONS									
407000 · Berkeley County	181,162.00	181,162.00	100.0%	0.00			181,162.00	181,162.00	100.0%
407005 · City of Martinsburg	34,875.00	34,875.00	100.0%	0.00			34,875.00	34,875.00	100.0%
407010 · 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	235,371.00	221,037.00	106.5%	0.00			235,371.00	221,037.00	106.5%

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FBO AIRFIELD INCOME									
FBO Car Rental Commissions	0.00			0.00	750.00	0.0%	0.00	750.00	0.0%
FBO Customer Ramp Fees	0.00			15,807.72	20,000.00	79.0%	15,807.72	20,000.00	79.0%
FBO Hangar Rent - Tenants	0.00			139,623.49	161,900.00	86.2%	139,623.49	161,900.00	86.2%
FBO Hangar Rent - Transients	0.00			1,856.00	4,500.00	41.2%	1,856.00	4,500.00	41.2%
FBO JetLink/Arcadia Income	0.00			0.00	10,000.00	0.0%	0.00	10,000.00	0.0%
FBO Oil Sales	0.00			722.98	750.00	96.4%	722.98	750.00	96.4%
FBO Tie Downs	0.00			1,078.76	1,000.00	107.9%	1,078.76	1,000.00	107.9%
411000 · FBO Call Outs	0.00			1,082.40	2,000.00	54.1%	1,082.40	2,000.00	54.1%
411010 · FBO Fuel Sales - 100LL	0.00			128,558.65	123,360.00	104.2%	128,558.65	123,360.00	104.2%
411015 · FBO Fuel Sales - Jet A	0.00			572,812.57	406,455.00	140.9%	572,812.57	406,455.00	140.9%
411020 · FBO Misc Revenue	0.00			5,965.30	2,400.00	248.6%	5,965.30	2,400.00	248.6%
Total FBO AIRFIELD INCOME	0.00			867,507.87	733,115.00	118.3%	867,507.87	733,115.00	118.3%
FBO FLIGHT OPERATIONS INCOME									
FBO Charter Revenue	0.00			435,390.00	375,000.00	116.1%	435,390.00	375,000.00	116.1%
412000 · FBO Charter - Airport Fees	0.00			129,401.96	42,000.00	308.1%	129,401.96	42,000.00	308.1%
412010 · FBO Sales Discounts	0.00			-14,884.96	-10,142.00	146.8%	-14,884.96	-10,142.00	146.8%
Total FBO FLIGHT OPERATIONS INCOME	0.00			549,907.00	406,858.00	135.2%	549,907.00	406,858.00	135.2%
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%
49900 · Uncategorized Income (Income not categorized el...	0.00			1,312.56			1,312.56	0.00	100.0%
Total Income	513,284.89	539,244.00	95.2%	1,475,699.89	1,239,199.00	119.1%	1,988,984.78	1,778,443.00	111.8%
Cost of Goods Sold									
FBO COSTS OF GOODS SOLD									
FBO Charter Parts & Maintenance	0.00			908.53			908.53	0.00	100.0%
FBO Fuel/Oil Fuel Trucks	0.00			13,403.82	20,374.00	65.8%	13,403.82	20,374.00	65.8%
FBO Oil Purchases	0.00			1,692.67	904.00	187.2%	1,692.67	904.00	187.2%
Jet A COGS	0.00			0.00			0.00	0.00	0.0%
511000 · FBO Credit Card Fees-Merch Svcs	0.00			17,435.49	17,194.00	101.4%	17,435.49	17,194.00	101.4%
511010 · FBO Misc Expenses	0.00			8,009.95	581.00	1,378.6%	8,009.95	581.00	1,378.6%
511015 · Fuel Purchase -100 LL	0.00			40,005.48	81,029.00	49.4%	40,005.48	81,029.00	49.4%
511020 · FBO Fuel Purchase - Jet A	0.00			392,856.26	233,528.00	168.2%	392,856.26	233,528.00	168.2%
Total FBO COSTS OF GOODS SOLD	0.00			474,312.20	353,610.00	134.1%	474,312.20	353,610.00	134.1%
FBO FLIGHT OPS COGS									
FO Charters Purchased	0.00			64,419.41	124,894.00	51.6%	64,419.41	124,894.00	51.6%
512005 · Charter Airport Fees (Previous account name: Ai...	0.00			5,508.28	3,359.00	164.0%	5,508.28	3,359.00	164.0%
512010 · Charter Observer Fees (Previous Account Name...	0.00			20,162.00	25,112.00	80.3%	20,162.00	25,112.00	80.3%
512015 · Charter Parts & Maintenance	0.00			69,349.32	27,601.00	251.3%	69,349.32	27,601.00	251.3%
512020 · Charter Pilot Training	0.00			23,611.00	8,000.00	295.1%	23,611.00	8,000.00	295.1%
FBO FLIGHT OPS COGS - Other	0.00			38,408.10			38,408.10	0.00	100.0%
Total FBO FLIGHT OPS COGS	0.00			221,458.11	188,966.00	117.2%	221,458.11	188,966.00	117.2%

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FBO FLIGHT SCHOOL COGS									
513000 · FBO FS Fuel Purchased - 100 LL	0.00			12,777.01	11,123.00	114.9%	12,777.01	11,123.00	114.9%
513005 · FBO FS Parts - Maintenance	0.00			26,939.66	13,232.00	203.6%	26,939.66	13,232.00	203.6%
Total FBO FLIGHT SCHOOL COGS	0.00			39,716.67	24,355.00	163.1%	39,716.67	24,355.00	163.1%
Total COGS	0.00			735,486.98	566,931.00	129.7%	735,486.98	566,931.00	129.7%
Gross Profit	513,284.89	539,244.00	95.2%	740,212.91	672,268.00	110.1%	1,253,497.80	1,211,512.00	103.5%
Expense									
AA ADMINISTRATIVE									
601000 · AA Capital Improvements	10,000.00	12,000.00	83.3%	0.00			10,000.00	12,000.00	83.3%
601005 · AA Dues & Subscriptions	5,129.34	3,100.00	165.5%	190.00			5,319.34	3,100.00	171.6%
601010 · AA Legal Services	11,344.00	25,000.00	45.4%	0.00			11,344.00	25,000.00	45.4%
601015 · AA Marketing & Advertising	32,584.50	31,000.00	105.1%	0.00			32,584.50	31,000.00	105.1%
601020 · AA Office Equipment	1,574.69	1,500.00	105.0%	0.00			1,574.69	1,500.00	105.0%
601025 · AA Office Supplies/Expenses	4,750.04	3,000.00	158.3%	0.00			4,750.04	3,000.00	158.3%
601030 · AA Postage	351.90	1,000.00	35.2%	0.00			351.90	1,000.00	35.2%
601035 · AA Professional Services	9,147.29	4,000.00	228.7%	0.00			9,147.29	4,000.00	228.7%
601040 · AA Travel & Meals & Training	8,122.67	15,000.00	54.2%	598.80			8,721.47	15,000.00	58.1%
601045 · AA Bank Service Charges	2,209.28	1,000.00	220.9%	0.00			2,209.28	1,000.00	220.9%
601060 · AA Accounting	7,303.17	10,000.00	73.0%	0.00			7,303.17	10,000.00	73.0%
Total AA ADMINISTRATIVE	92,516.88	106,600.00	86.8%	788.80			93,305.68	106,600.00	87.5%
AA AIRPORT INSURANCE									
602000 · Airport General & Premise Liab. (Previous Acco...	3,272.00	3,101.00	105.5%	0.00			3,272.00	3,101.00	105.5%
602005 · AA Airport Vehicle Insurance	3,627.00	1,650.00	219.8%	0.00			3,627.00	1,650.00	219.8%
602010 · AA Directors/Officers	4,516.56	4,500.00	100.4%	0.00			4,516.56	4,500.00	100.4%
602015 · AA Property Policy	18,789.27	11,300.00	166.3%	0.00			18,789.27	11,300.00	166.3%
602020 · AA Workers Compensation	10,964.75	2,500.00	438.6%	0.00			10,964.75	2,500.00	438.6%
Total AA AIRPORT INSURANCE	41,169.58	23,051.00	178.6%	0.00			41,169.58	23,051.00	178.6%
AA MAINTENANCE & REPAIR									
AA Terminal	21,726.57	11,000.00	197.5%	0.00			21,726.57	11,000.00	197.5%
603000 · AA Airfield	7,017.08	10,000.00	70.2%	0.00			7,017.08	10,000.00	70.2%
603005 · AA Equipment & Safety	11,787.82	6,000.00	196.5%	0.00			11,787.82	6,000.00	196.5%
603015 · AA Hangars	8,601.78	3,000.00	286.7%	0.00			8,601.78	3,000.00	286.7%
603020 · AA Licenses, Permits, & Fees	1,098.84	1,500.00	73.3%	0.00			1,098.84	1,500.00	73.3%
603030 · AA Vehicle Fuel	1,433.37	1,200.00	119.4%	112.82			1,546.19	1,200.00	128.8%
Total AA MAINTENANCE & REPAIR	51,665.46	32,700.00	158.0%	112.82			51,778.28	32,700.00	158.3%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	5,709.00	1,000.00	570.9%	280.00			5,989.00	1,000.00	598.9%
604005 · AA Health/Dental/Life Insurance	52,446.00	48,000.00	109.3%	0.00			52,446.00	48,000.00	109.3%
604010 · AA Payroll Taxes	-13,861.34	17,860.00	-77.6%	28,263.46			14,402.12	17,860.00	80.6%
604015 · AA Retirement	24,813.96	15,783.00	157.2%	23,561.86			48,375.82	15,783.00	306.5%
604020 · AA Employees Salaries/Wages	142,139.89	157,830.00	90.1%	8,486.99			150,626.88	157,830.00	95.4%
Total AA PAYROLL & LIABILITY	211,247.51	240,473.00	87.8%	60,592.31			271,839.82	240,473.00	113.0%
AA UTILITIES									
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%
605005 · AA Dumpster Rentals	3,798.81	3,000.00	126.6%	0.00			3,798.81	3,000.00	126.6%
605015 · AA Grease Trap	660.00	1,200.00	55.0%	0.00			660.00	1,200.00	55.0%
605020 · AA Telephone (Previous Account Name: AA Tel...	8,804.59	6,000.00	146.7%	787.36			9,591.95	6,000.00	159.9%
605025 · AA Water - Sewer	3,703.15	4,200.00	88.2%	0.00			3,703.15	4,200.00	88.2%
Total AA UTILITIES	40,172.45	53,900.00	74.5%	787.36			40,959.81	53,900.00	76.0%

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FBO ADMINISTRATIVE EXPENSES									
FBO Property & Liability	0.00			66,500.21	40,000.00	166.3%	66,500.21	40,000.00	166.3%
611000 · FBO 1st United Debt Service	0.00			57,646.27	46,440.00	124.1%	57,646.27	46,440.00	124.1%
611005 · FBO Accounting	0.00			8,517.69	10,000.00	85.2%	8,517.69	10,000.00	85.2%
611010 · FBO Bank Charges	0.00			456.40	500.00	91.3%	456.40	500.00	91.3%
611015 · FBO Drug Testing	0.00			2,457.97	500.00	491.6%	2,457.97	500.00	491.6%
611020 · FBO Dues & Subscriptions	0.00			21,322.09	18,000.00	118.5%	21,322.09	18,000.00	118.5%
611025 · FBO Fringe Benefits	0.00			34,573.90	31,640.00	109.3%	34,573.90	31,640.00	109.3%
611030 · FBO Legal	0.00			19,177.71	20,000.00	95.9%	19,177.71	20,000.00	95.9%
611035 · FBO License & Fees	0.00			1,279.26	500.00	255.9%	1,279.26	500.00	255.9%
611040 · FBO Marketing and Advertising	0.00			31,584.77	30,000.00	105.3%	31,584.77	30,000.00	105.3%
611045 · FBO Office Equipment Lease	0.00			3,382.53	2,700.00	125.3%	3,382.53	2,700.00	125.3%
611050 · FBO Office Supplies	0.00			6,264.32	5,500.00	113.9%	6,264.32	5,500.00	113.9%
611055 · FBO Payroll Taxes	0.00			24,967.18	32,000.00	78.0%	24,967.18	32,000.00	78.0%
611060 · FBO Postage & Freight	0.00			694.86	1,300.00	53.5%	694.86	1,300.00	53.5%
611065 · FBO Professional Fees	0.00			21,133.46	6,500.00	325.1%	21,133.46	6,500.00	325.1%
611070 · FBO Salaries/Wages	0.00			398,903.47	418,040.00	95.4%	398,903.47	418,040.00	95.4%
611075 · FBO Travel Meals & Training	0.00			4,707.00	11,000.00	42.8%	4,707.00	11,000.00	42.8%
611080 · FBO Uniforms	0.00			6,643.95	5,000.00	132.9%	6,643.95	5,000.00	132.9%
611100 · 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			710,213.04	695,620.00	102.1%	710,213.04	695,620.00	102.1%
FBO MAINTENANCE & REPAIR									
FBO Repairs & Maintenance	0.00			23,175.45	13,000.00	178.3%	23,175.45	13,000.00	178.3%
JetLink/Arcadia Fire Safety	0.00			890.00	550.00	161.8%	890.00	550.00	161.8%
613000 · FBO Equipment (Previous account name: FBO ...	0.00			18,447.75	6,000.00	307.5%	18,447.75	6,000.00	307.5%
FBO MAINTENANCE & REPAIR - Other	0.00			32.10			32.10	0.00	100.0%
Total FBO MAINTENANCE & REPAIR	0.00			42,545.30	19,550.00	217.6%	42,545.30	19,550.00	217.6%
FBO UTILITIES									
FBO JetLink/Arcadia Insurance	0.00			0.00	4,000.00	0.0%	0.00	4,000.00	0.0%
FBO JetLink/Arcadia Power	0.00			9,415.34	9,500.00	99.1%	9,415.34	9,500.00	99.1%
FBO Utilities	0.00			61,492.41	32,000.00	192.2%	61,492.41	32,000.00	192.2%
615000 · FBO Sewer - Water (Previous Account Name: F...	0.00			2,723.38	1,500.00	181.6%	2,723.38	1,500.00	181.6%
615005 · FBO Natural Gas (Previous Account Name: FBO...	0.00			3,050.39	3,500.00	87.2%	3,050.39	3,500.00	87.2%
615015 · FBO Dumpster Rental (Previous Account Name:...	0.00			693.77	500.00	138.8%	693.77	500.00	138.8%
615020 · FBO Telephone (Previous Account Name: FBO ...	0.00			3,078.99	6,000.00	51.3%	3,078.99	6,000.00	51.3%
Total FBO UTILITIES	0.00			80,454.28	57,000.00	141.1%	80,454.28	57,000.00	141.1%
Total Expense	436,771.88	456,724.00	95.6%	895,493.91	772,170.00	116.0%	1,332,265.79	1,228,894.00	108.4%
Net Ordinary Income	76,513.01	82,520.00	92.7%	-155,281.00	-99,902.00	155.4%	-78,767.99	-17,382.00	453.2%
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	76,513.01	82,520.00	92.7%	-155,528.13	-99,902.00	155.7%	-79,015.12	-17,382.00	454.6%