

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

July through September 2021

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul - Sep 21	Budget	% of Budget	Jul - Sep 21	Budget	% of Budget	Jul - Sep 21	Budget	% of Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
<b>AA Airfield Income</b>									
401000 - Hangar Leases	55,774.91	260,000.00	21.5%	0.00	0.00	0.0%	55,774.91	260,000.00	21.5%
401005 - MRB South Hangar Lease	10,000.00	10,000.00	100.0%	0.00			10,000.00	10,000.00	100.0%
401010 - AA Ramp Tie Down Leases	1,778.00	6,500.00	27.4%	0.00			1,778.00	6,500.00	27.4%
401015 - Hangar Rent _Transient	0.00	1,500.00	0.0%	0.00	0.00	0.0%	0.00	1,500.00	0.0%
401020 - Misc. Revenue	1,160.00			0.00			1,160.00	0.00	100.0%
<b>Total AA Airfield Income</b>	<b>68,712.91</b>	<b>278,000.00</b>	<b>24.7%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>68,712.91</b>	<b>278,000.00</b>	<b>24.7%</b>
<b>AA Airport Fees</b>									
402000 - Commercial Operating Permit	1,500.00	3,000.00	50.0%	0.00			1,500.00	3,000.00	50.0%
402005 - NGB Air Guard Joint Use Agrmnt	0.00	27,248.00	0.0%	0.00			0.00	27,248.00	0.0%
402010 - Through-Fence Airfield Access	376.25	4,185.00	9.0%	0.00			376.25	4,185.00	9.0%
402015 - WV Army National Guard Use Fee	6,000.00	24,000.00	25.0%	0.00			6,000.00	24,000.00	25.0%
402020 - Wait List Service Fees	41.00	150.00	27.3%	0.00			41.00	150.00	27.3%
<b>Total AA Airport Fees</b>	<b>7,917.25</b>	<b>58,583.00</b>	<b>13.5%</b>	<b>0.00</b>			<b>7,917.25</b>	<b>58,583.00</b>	<b>13.5%</b>
<b>AA AIRPORT TERMINAL/ADMIN INC</b>									
403000 - Grease Trap	400.00	1,200.00	33.3%	0.00			400.00	1,200.00	33.3%
403005 - Office Leases	16,190.00	58,020.00	27.9%	0.00			16,190.00	58,020.00	27.9%
403010 - Restaurant Lease	3,350.00	14,400.00	23.3%	0.00			3,350.00	14,400.00	23.3%
403015 - Tenant IT Charges	2,521.68	1,630.00	154.7%	0.00			2,521.68	1,630.00	154.7%
<b>Total AA AIRPORT TERMINAL/ADMIN INC</b>	<b>22,461.68</b>	<b>75,250.00</b>	<b>29.8%</b>	<b>0.00</b>			<b>22,461.68</b>	<b>75,250.00</b>	<b>29.8%</b>
<b>AA Interest Earned - Rebates</b>									
404000 - Rebates & Interest Earned	1,989.81	3,400.00	58.5%	0.00			1,989.81	3,400.00	58.5%
<b>Total AA Interest Earned - Rebates</b>	<b>1,989.81</b>	<b>3,400.00</b>	<b>58.5%</b>	<b>0.00</b>			<b>1,989.81</b>	<b>3,400.00</b>	<b>58.5%</b>
<b>AA LAND LEASES</b>									
406000 - EAA Chapter 1071 Land Lease	0.00	100.00	0.0%	0.00			0.00	100.00	0.0%
406005 - Farm Leases	125.00	530.00	23.6%	0.00			125.00	530.00	23.6%
406010 - Shentel Land Lease	5,390.90	14,329.00	37.6%	0.00			5,390.90	14,329.00	37.6%
406020 - Triple S Transport Lease	3,000.00	12,000.00	25.0%	0.00			3,000.00	12,000.00	25.0%
<b>Total AA LAND LEASES</b>	<b>8,515.90</b>	<b>26,959.00</b>	<b>31.6%</b>	<b>0.00</b>			<b>8,515.90</b>	<b>26,959.00</b>	<b>31.6%</b>
<b>AA LOCAL GOV. CONTRIBUTIONS</b>									
407000 - Berkeley County	69,166.00	250,000.00	27.7%	0.00			69,166.00	250,000.00	27.7%
407005 - City of Martinsburg	0.00	26,664.00	0.0%	0.00			0.00	26,664.00	0.0%
407010 - Jefferson County	0.00	5,000.00	0.0%	0.00			0.00	5,000.00	0.0%
407015 - Other Government Contributions	13,000.00	12,500.00	104.0%	0.00			13,000.00	12,500.00	104.0%
<b>Total AA LOCAL GOV. CONTRIBUTIONS</b>	<b>82,166.00</b>	<b>294,164.00</b>	<b>27.9%</b>	<b>0.00</b>			<b>82,166.00</b>	<b>294,164.00</b>	<b>27.9%</b>
<b>FBO AIRFIELD INCOME</b>									
411000 - FBO Call Outs	0.00			3,446.94	1,300.00	265.1%	3,446.94	1,300.00	265.1%
411005 - Ramp, Tie Down & Landing Fees	0.00			11,545.77	14,000.00	82.5%	11,545.77	14,000.00	82.5%
411010 - FBO Fuel Sales - 100LL	0.00			46,342.37	261,000.00	17.8%	46,342.37	261,000.00	17.8%
411015 - FBO Fuel Sales - Jet A	0.00			141,714.56	598,050.00	23.7%	141,714.56	598,050.00	23.7%
411020 - FBO Misc Revenue	0.00			1,349.22	2,500.00	54.0%	1,349.22	2,500.00	54.0%
411035 - FSII & Deicing	0.00			153.12	700.00	21.9%	153.12	700.00	21.9%
411040 - Ground & Flightline Services	0.00			2,050.00	13,900.00	14.7%	2,050.00	13,900.00	14.7%
411045 - Pilot Supply Sales	0.00			323.39	10,000.00	3.2%	323.39	10,000.00	3.2%
<b>Total FBO AIRFIELD INCOME</b>	<b>0.00</b>			<b>206,925.37</b>	<b>901,450.00</b>	<b>23.0%</b>	<b>206,925.37</b>	<b>901,450.00</b>	<b>23.0%</b>
<b>FBO FLIGHT OPERATIONS INCOME</b>									
412000 - FBO Charter - Airport Fees	0.00			69,864.48	30,000.00	232.9%	69,864.48	30,000.00	232.9%
412005 - FBO Charter Trip Fees	0.00			181,327.61	400,000.00	45.3%	181,327.61	400,000.00	45.3%
412010 - FBO Sales Discounts	0.00			-7,686.17	-14,000.00	54.9%	-7,686.17	-14,000.00	54.9%
412015 - Fuel	0.00			0.00	87,500.00	0.0%	0.00	87,500.00	0.0%
<b>Total FBO FLIGHT OPERATIONS INCOME</b>	<b>0.00</b>			<b>243,505.92</b>	<b>503,500.00</b>	<b>48.4%</b>	<b>243,505.92</b>	<b>503,500.00</b>	<b>48.4%</b>
<b>FBO FLIGHT SCHOOL</b>									
413000 - Aircraft Rental & Instruction	0.00			16,448.04	75,000.00	21.9%	16,448.04	75,000.00	21.9%
<b>Total FBO FLIGHT SCHOOL</b>	<b>0.00</b>			<b>16,448.04</b>	<b>75,000.00</b>	<b>21.9%</b>	<b>16,448.04</b>	<b>75,000.00</b>	<b>21.9%</b>
<b>Total Income</b>	<b>191,763.55</b>	<b>736,356.00</b>	<b>26.0%</b>	<b>466,879.33</b>	<b>1,479,950.00</b>	<b>31.5%</b>	<b>658,642.88</b>	<b>2,216,306.00</b>	<b>29.7%</b>
<b>Cost of Goods Sold</b>									
<b>FBO COSTS OF GOODS SOLD</b>									
511000 - Jet A COGS	0.00			64,530.53	337,500.00	19.1%	64,530.53	337,500.00	19.1%
511001 - FBO Credit Card Fees-Merch Svcs	0.00			3,515.42	17,500.00	20.1%	3,515.42	17,500.00	20.1%

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

July through September 2021

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul - Sep 21	Budget	% of Budget	Jul - Sep 21	Budget	% of Budget	Jul - Sep 21	Budget	% of Budget
511005 - Refueler Truck Costs	0.00			6,940.67	15,000.00	46.3%	6,940.67	15,000.00	46.3%
511010 - FBO Misc Expenses	0.00			29.77	550.00	5.4%	29.77	550.00	5.4%
511015 - Fuel Purchase -100 LL	0.00			26,827.89	164,500.00	16.3%	26,827.89	164,500.00	16.3%
511025 - AvFuel Point	0.00			0.00	1,000.00	0.0%	0.00	1,000.00	0.0%
511030 - Pilot Supplies	0.00			439.26	1,000.00	43.9%	439.26	1,000.00	43.9%
511035 - FSII & Deicing	0.00			0.00	700.00	0.0%	0.00	700.00	0.0%
511040 - Pollution Insurance	0.00			1,110.32	1,100.00	100.9%	1,110.32	1,100.00	100.9%
<b>Total FBO COSTS OF GOODS SOLD</b>	<b>0.00</b>			<b>103,393.86</b>	<b>538,850.00</b>	<b>19.2%</b>	<b>103,393.86</b>	<b>538,850.00</b>	<b>19.2%</b>
<b>FBO FLIGHT OPS COGS</b>									
512000 - Charter Jet A	0.00			46,737.33	62,500.00	74.8%	46,737.33	62,500.00	74.8%
512005 - Charter Airport Fees	0.00			38,349.43	25,000.00	153.4%	38,349.43	25,000.00	153.4%
512010 - Charter Observer Fees	0.00			14,274.93	30,000.00	47.6%	14,274.93	30,000.00	47.6%
512015 - Charter Parts & Maintenance	0.00			19,884.05	140,000.00	14.2%	19,884.05	140,000.00	14.2%
512020 - Charter Pilot Training	0.00			4,775.44	30,000.00	15.9%	4,775.44	30,000.00	15.9%
512025 - Charter Crew Expenses	0.00			2,803.30	20,000.00	14.0%	2,803.30	20,000.00	14.0%
512030 - Charter Insurance	0.00			10,236.04	22,200.00	46.1%	10,236.04	22,200.00	46.1%
<b>Total FBO FLIGHT OPS COGS</b>	<b>0.00</b>			<b>137,060.52</b>	<b>329,700.00</b>	<b>41.6%</b>	<b>137,060.52</b>	<b>329,700.00</b>	<b>41.6%</b>
<b>FBO FLIGHT SCHOOL COGS</b>									
513000 - FBO FS Fuel Purchased - 100 LL	0.00			7,885.71	10,500.00	75.1%	7,885.71	10,500.00	75.1%
513005 - FBO FS Parts - Maintenance	0.00			8,333.66	15,000.00	55.6%	8,333.66	15,000.00	55.6%
513010 - FS Aircraft Insurance	0.00			0.00	8,500.00	0.0%	0.00	8,500.00	0.0%
<b>Total FBO FLIGHT SCHOOL COGS</b>	<b>0.00</b>			<b>16,219.37</b>	<b>34,000.00</b>	<b>47.7%</b>	<b>16,219.37</b>	<b>34,000.00</b>	<b>47.7%</b>
<b>Total COGS</b>	<b>0.00</b>			<b>256,673.75</b>	<b>902,550.00</b>	<b>28.4%</b>	<b>256,673.75</b>	<b>902,550.00</b>	<b>28.4%</b>
<b>Gross Profit</b>	<b>191,763.55</b>	<b>736,356.00</b>	<b>26.0%</b>	<b>210,205.58</b>	<b>577,400.00</b>	<b>36.4%</b>	<b>401,969.13</b>	<b>1,313,756.00</b>	<b>30.6%</b>
<b>Expense</b>									
<b>AA ADMINISTRATIVE</b>									
601000 - AA Capital Improvements	0.00	20,000.00	0.0%	0.00			0.00	20,000.00	0.0%
601005 - AA Dues & Subscriptions	1,128.90	6,000.00	18.8%	0.00			1,128.90	6,000.00	18.8%
601010 - AA Legal Services	4,775.50	20,000.00	23.9%	0.00			4,775.50	20,000.00	23.9%
601015 - AA Marketing & Advertising	2,255.85	20,000.00	11.3%	0.00			2,255.85	20,000.00	11.3%
601020 - AA Office Equipment	680.42	1,500.00	45.4%	0.00			680.42	1,500.00	45.4%
601025 - AA Office Supplies/Expenses	208.75	2,000.00	10.4%	0.00			208.75	2,000.00	10.4%
601030 - AA Postage	78.22	500.00	15.6%	0.00			78.22	500.00	15.6%
601035 - AA Professional Services	8,508.00	15,000.00	56.7%	0.00			8,508.00	15,000.00	56.7%
601040 - AA Travel & Meals & Training	2,359.23	7,500.00	31.5%	0.00			2,359.23	7,500.00	31.5%
601045 - AA Bank Service Charges	939.15	2,000.00	47.0%	0.00			939.15	2,000.00	47.0%
601050 - Canteen Supplies	67.54	2,000.00	3.4%	0.00			67.54	2,000.00	3.4%
601055 - Janitorial Services	309.21	5,000.00	6.2%	0.00			309.21	5,000.00	6.2%
601060 - AA Accounting	1,989.97	15,000.00	13.3%	0.00			1,989.97	15,000.00	13.3%
<b>Total AA ADMINISTRATIVE</b>	<b>23,300.74</b>	<b>116,500.00</b>	<b>20.0%</b>	<b>0.00</b>			<b>23,300.74</b>	<b>116,500.00</b>	<b>20.0%</b>
<b>AA AIRPORT INSURANCE</b>									
602000 - Airport General & Premise Liab.	8,002.12	5,000.00	160.0%	0.00			8,002.12	5,000.00	160.0%
602005 - Airport Vehicle Insurance	366.01	8,000.00	4.6%	0.00			366.01	8,000.00	4.6%
602010 - Directors/Officers	5,339.51	5,000.00	106.8%	0.00			5,339.51	5,000.00	106.8%
602015 - Property Policy	0.00	40,000.00	0.0%	0.00			0.00	40,000.00	0.0%
602020 - Workers Compensation	0.00	3,520.00	0.0%	0.00			0.00	3,520.00	0.0%
<b>Total AA AIRPORT INSURANCE</b>	<b>13,707.64</b>	<b>61,520.00</b>	<b>22.3%</b>	<b>0.00</b>			<b>13,707.64</b>	<b>61,520.00</b>	<b>22.3%</b>
<b>AA MAINTENANCE &amp; REPAIR</b>									
603000 - AA Airfield	14,301.77	10,000.00	143.0%	0.00			14,301.77	10,000.00	143.0%
603005 - AA Equipment & Safety	3,213.30	8,000.00	40.2%	0.00			3,213.30	8,000.00	40.2%
603010 - MRB South Hangar	1,519.00	8,000.00	19.0%	0.00			1,519.00	8,000.00	19.0%
603015 - AA Hangars	9,609.13	13,000.00	73.9%	0.00			9,609.13	13,000.00	73.9%
603020 - AA Licenses, Permits, & Fees	365.00	1,200.00	30.4%	0.00			365.00	1,200.00	30.4%
603025 - Office Buildings and Grounds	9,292.25	12,000.00	77.4%	0.00			9,292.25	12,000.00	77.4%
603030 - AA Vehicle Fuel	343.34	1,500.00	22.9%	0.00			343.34	1,500.00	22.9%
<b>Total AA MAINTENANCE &amp; REPAIR</b>	<b>38,643.79</b>	<b>53,700.00</b>	<b>72.0%</b>	<b>0.00</b>			<b>38,643.79</b>	<b>53,700.00</b>	<b>72.0%</b>
<b>AA PAYROLL &amp; LIABILITY</b>									
604000 - AA Contracted Labor	3,046.00	8,000.00	38.1%	0.00			3,046.00	8,000.00	38.1%
604005 - AA Health/Dental/Life Insurance	11,952.19	29,200.00	40.9%	0.00			11,952.19	29,200.00	40.9%
604010 - AA Payroll Taxes	2,045.29	14,000.00	14.6%	2,381.67			4,426.96	14,000.00	31.6%
604015 - AA Retirement	4,123.10	20,000.00	20.6%	2,443.08			6,566.18	20,000.00	32.8%
604020 - AA Employees Salaries/Wages	29,014.21	185,000.00	15.7%	2,007.39			31,021.60	185,000.00	16.8%
<b>Total AA PAYROLL &amp; LIABILITY</b>	<b>50,180.79</b>	<b>256,200.00</b>	<b>19.6%</b>	<b>6,832.14</b>			<b>57,012.93</b>	<b>256,200.00</b>	<b>22.3%</b>

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

July through September 2021

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul - Sep 21	Budget	% of Budget	Jul - Sep 21	Budget	% of Budget	Jul - Sep 21	Budget	% of Budget
<b>AA UTILITIES</b>									
605000 - AA Propane & Natural Gas	71.98	10,000.00	0.7%	0.00			71.98	10,000.00	0.7%
605005 - AA Dumpster Rentals	918.46	3,000.00	30.6%	0.00			918.46	3,000.00	30.6%
605010 - AA Electric	20,340.33	35,000.00	58.1%	0.00			20,340.33	35,000.00	58.1%
605015 - AA Grease Trap	220.00	1,200.00	18.3%	0.00			220.00	1,200.00	18.3%
605020 - AA Telephone & Cell Reimb	1,985.16	11,000.00	18.0%	0.00			1,985.16	11,000.00	18.0%
605025 - AA Water - Sewer	1,665.96	4,200.00	39.7%	0.00			1,665.96	4,200.00	39.7%
<b>Total AA UTILITIES</b>	<b>25,201.89</b>	<b>64,400.00</b>	<b>39.1%</b>	<b>0.00</b>			<b>25,201.89</b>	<b>64,400.00</b>	<b>39.1%</b>
<b>FBO ADMINISTRATIVE EXPENSES</b>									
611000 - FBO 1st United Debt Service	0.00			24,183.98	61,920.00	39.1%	24,183.98	61,920.00	39.1%
611005 - FBO Accounting	0.00			1,989.97	15,000.00	13.3%	1,989.97	15,000.00	13.3%
611010 - FBO Bank Charges	0.00			90.00	500.00	18.0%	90.00	500.00	18.0%
611015 - FBO Drug Testing	0.00			440.85	2,000.00	22.0%	440.85	2,000.00	22.0%
611020 - FBO Dues & Subscriptions	0.00			2,662.52	17,000.00	15.7%	2,662.52	17,000.00	15.7%
611030 - FBO Legal	0.00			1,496.00	0.00	100.0%	1,496.00	0.00	100.0%
611035 - FBO License & Fees	0.00			129.85	1,500.00	8.7%	129.85	1,500.00	8.7%
611040 - FBO Marketing and Advertising	0.00			2,678.23	28,000.00	9.6%	2,678.23	28,000.00	9.6%
611045 - FBO Office Equipment Lease	0.00			1,281.21	2,700.00	47.5%	1,281.21	2,700.00	47.5%
611050 - FBO Office Supplies	0.00			2,778.00	5,500.00	50.5%	2,778.00	5,500.00	50.5%
611055 - FBO Payroll Taxes	0.00			6,187.83	35,000.00	17.7%	6,187.83	35,000.00	17.7%
611060 - FBO Postage & Freight	0.00			744.68	500.00	148.9%	744.68	500.00	148.9%
611065 - FBO Professional Fees	0.00			0.00	2,500.00	0.0%	0.00	2,500.00	0.0%
611070 - FBO Salaries/Wages	0.00			109,731.75	400,000.00	27.4%	109,731.75	400,000.00	27.4%
611075 - FBO Travel Meals & Training	0.00			266.43	7,500.00	3.6%	266.43	7,500.00	3.6%
611080 - FBO Uniforms	0.00			175.17	2,000.00	8.8%	175.17	2,000.00	8.8%
611085 - Canteen Supplies	0.00			482.03	3,000.00	16.1%	482.03	3,000.00	16.1%
611090 - Janitorial Services	0.00			168.78	4,000.00	4.2%	168.78	4,000.00	4.2%
611105 - Workmens Compensation	0.00			0.00	7,480.00	0.0%	0.00	7,480.00	0.0%
611110 - Health/Dental/Life Insurance	0.00			11,363.09	40,800.00	27.9%	11,363.09	40,800.00	27.9%
611115 - Retirement	0.00			5,318.93	40,000.00	13.3%	5,318.93	40,000.00	13.3%
<b>Total FBO ADMINISTRATIVE EXPENSES</b>	<b>0.00</b>			<b>172,169.30</b>	<b>676,900.00</b>	<b>25.4%</b>	<b>172,169.30</b>	<b>676,900.00</b>	<b>25.4%</b>
<b>FBO MAINTENANCE &amp; REPAIR</b>									
613000 - FBO Equipment	0.00			6,069.59	10,000.00	60.7%	6,069.59	10,000.00	60.7%
613005 - FBO Building and Grounds	0.00			629.07	12,000.00	5.2%	629.07	12,000.00	5.2%
<b>Total FBO MAINTENANCE &amp; REPAIR</b>	<b>0.00</b>			<b>6,698.66</b>	<b>22,000.00</b>	<b>30.4%</b>	<b>6,698.66</b>	<b>22,000.00</b>	<b>30.4%</b>
<b>FBO UTILITIES</b>									
615000 - FBO Sewer - Water	0.00			1,145.98	4,200.00	27.3%	1,145.98	4,200.00	27.3%
615005 - FBO Natural Gas	0.00			249.27	13,500.00	1.8%	249.27	13,500.00	1.8%
615010 - FBO Electric	0.00			6,582.43	37,000.00	17.8%	6,582.43	37,000.00	17.8%
615015 - FBO Dumpster Rental	0.00			395.02	4,500.00	8.8%	395.02	4,500.00	8.8%
615020 - FBO Telephone	0.00			216.48	3,000.00	7.2%	216.48	3,000.00	7.2%
<b>Total FBO UTILITIES</b>	<b>0.00</b>			<b>8,589.18</b>	<b>62,200.00</b>	<b>13.8%</b>	<b>8,589.18</b>	<b>62,200.00</b>	<b>13.8%</b>
<b>Total Expense</b>	<b>151,034.85</b>	<b>552,320.00</b>	<b>27.3%</b>	<b>194,289.28</b>	<b>761,100.00</b>	<b>25.5%</b>	<b>345,324.13</b>	<b>1,313,420.00</b>	<b>26.3%</b>
<b>Net Ordinary Income</b>	<b>40,728.70</b>	<b>184,036.00</b>	<b>22.1%</b>	<b>15,916.30</b>	<b>-183,700.00</b>	<b>-8.7%</b>	<b>56,645.00</b>	<b>336.00</b>	<b>16,858.6%</b>
<b>Net Income</b>	<b>40,728.70</b>	<b>184,036.00</b>	<b>22.1%</b>	<b>15,916.30</b>	<b>-183,700.00</b>	<b>-8.7%</b>	<b>56,645.00</b>	<b>336.00</b>	<b>16,858.6%</b>