

**Eastern WV Regional Airport Authority
Profit & Loss Budget vs. Actual
July 2021 through February 2022**

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '21 - Feb 22	Budget	% of Budget	Jul '21 - Feb 22	Budget	% of Budget	Jul '21 - Feb 22	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	163,787.82	260,000.00	63.0%	0.00	0.00	0.0%	163,787.82	260,000.00	63.0%
401005 · MRB South Hangar Lease	36,575.00	10,000.00	365.8%	0.00			36,575.00	10,000.00	365.8%
401010 · AA Ramp Tie Down Leases	2,487.00	6,500.00	38.3%	0.00			2,487.00	6,500.00	38.3%
401015 · Hangar Rent _Transient	635.00	1,500.00	42.3%	0.00	0.00	0.0%	635.00	1,500.00	42.3%
401020 · Misc. Revenue	432.78			0.00			432.78	0.00	100.0%
Total AA Airfield Income	203,917.60	278,000.00	73.4%	0.00	0.00	0.0%	203,917.60	278,000.00	73.4%
AA Airport Fees									
402000 · Commercial Operating Permit	2,491.43	3,000.00	83.0%	0.00			2,491.43	3,000.00	83.0%
402005 · NGB Air Guard Joint Use Agrmnt	13,624.00	27,248.00	50.0%	0.00			13,624.00	27,248.00	50.0%
402010 · Through-Fence Airfield Access	2,092.50	4,185.00	50.0%	0.00			2,092.50	4,185.00	50.0%
402015 · WV Army National Guard Use Fee	16,000.00	24,000.00	66.7%	0.00			16,000.00	24,000.00	66.7%
402020 · Wait List Service Fees	306.00	150.00	204.0%	0.00			306.00	150.00	204.0%
Total AA Airport Fees	34,513.93	58,583.00	58.9%	0.00			34,513.93	58,583.00	58.9%
AA AIRPORT TERMINAL/ADMIN INC									
403000 · Grease Trap	1,150.00	1,200.00	95.8%	0.00			1,150.00	1,200.00	95.8%
403005 · Office Leases	45,050.00	58,020.00	77.6%	0.00			45,050.00	58,020.00	77.6%
403010 · Restaurant Lease	8,850.00	14,400.00	61.5%	0.00			8,850.00	14,400.00	61.5%
403015 · Tenant IT Charges	6,937.32	1,630.00	425.6%	0.00			6,937.32	1,630.00	425.6%
Total AA AIRPORT TERMINAL/ADMIN INC	61,987.32	75,250.00	82.4%	0.00			61,987.32	75,250.00	82.4%
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	4,704.86	3,400.00	138.4%	0.00			4,704.86	3,400.00	138.4%
Total AA Interest Earned - Rebates	4,704.86	3,400.00	138.4%	0.00			4,704.86	3,400.00	138.4%
AA LAND LEASES									
406000 · EAA Chapter 1071 Land Lease	100.00	100.00	100.0%	0.00			100.00	100.00	100.0%
406005 · Farm Leases	195.00	530.00	36.8%	0.00			195.00	530.00	36.8%
406010 · Shentel Land Lease	12,005.06	14,329.00	83.8%	0.00			12,005.06	14,329.00	83.8%
406020 · Triple S Transport Lease	8,000.00	12,000.00	66.7%	0.00			8,000.00	12,000.00	66.7%
Total AA LAND LEASES	20,300.06	26,959.00	75.3%	0.00			20,300.06	26,959.00	75.3%
AA LOCAL GOV. CONTRIBUTIONS									
407000 · Berkeley County	125,000.00	250,000.00	50.0%	0.00			125,000.00	250,000.00	50.0%
407005 · City of Martinsburg	13,332.00	26,664.00	50.0%	0.00			13,332.00	26,664.00	50.0%
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%
Total AA LOCAL GOV. CONTRIBUTIONS	151,332.00	294,164.00	51.4%	0.00			151,332.00	294,164.00	51.4%
FBO AIRFIELD INCOME									
411000 · FBO Call Outs	0.00			4,046.94	1,300.00	311.3%	4,046.94	1,300.00	311.3%
411005 · Ramp, Tie Down & Landing Fees	0.00			27,057.46	14,000.00	193.3%	27,057.46	14,000.00	193.3%
411010 · FBO Fuel Sales - 100LL	0.00			127,446.07	261,000.00	48.8%	127,446.07	261,000.00	48.8%
411015 · FBO Fuel Sales - Jet A	0.00			330,650.43	598,050.00	55.3%	330,650.43	598,050.00	55.3%
411020 · FBO Misc Revenue	0.00			2,292.21	2,500.00	91.7%	2,292.21	2,500.00	91.7%
411035 · FSII & Deicing	0.00			623.92	700.00	89.1%	623.92	700.00	89.1%
411040 · Ground & Flightline Services	0.00			6,825.00	13,900.00	49.1%	6,825.00	13,900.00	49.1%
411045 · Pilot Supply Sales	0.00			879.44	10,000.00	8.8%	879.44	10,000.00	8.8%
Total FBO AIRFIELD INCOME	0.00			499,821.47	901,450.00	55.4%	499,821.47	901,450.00	55.4%
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			174,729.23	30,000.00	582.4%	174,729.23	30,000.00	582.4%
412005 · FBO Charter Trip Fees	0.00			392,040.08	400,000.00	98.0%	392,040.08	400,000.00	98.0%

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412010 · FBO Sales Discounts	0.00			-17,154.04	-14,000.00	122.5%	-17,154.04	-14,000.00	122.5%
412015 · Fuel	0.00			0.00	87,500.00	0.0%	0.00	87,500.00	0.0%
Total FBO FLIGHT OPERATIONS INCOME	0.00			549,615.27	503,500.00	109.2%	549,615.27	503,500.00	109.2%
FBO FLIGHT SCHOOL									
413000 · Aircraft Rental & Instruction	0.00			43,487.57	75,000.00	58.0%	43,487.57	75,000.00	58.0%
Total FBO FLIGHT SCHOOL	0.00			43,487.57	75,000.00	58.0%	43,487.57	75,000.00	58.0%
Total Income	476,755.77	736,356.00	64.7%	1,092,924.31	1,479,950.00	73.8%	1,569,680.08	2,216,306.00	70.8%
Cost of Goods Sold									
FBO COSTS OF GOODS SOLD									
511000 · Jet A COGS	0.00			170,068.05	337,500.00	50.4%	170,068.05	337,500.00	50.4%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			11,440.55	17,500.00	65.4%	11,440.55	17,500.00	65.4%
511005 · Refueler Truck Costs	0.00			16,215.86	15,000.00	108.1%	16,215.86	15,000.00	108.1%
511010 · FBO Misc Expenses	0.00			55.54	550.00	10.1%	55.54	550.00	10.1%
511015 · Fuel Purchase -100 LL	0.00			75,028.51	164,500.00	45.6%	75,028.51	164,500.00	45.6%
511025 · AvFuel Point	0.00			50.49	1,000.00	5.0%	50.49	1,000.00	5.0%
511030 · Pilot Supplies	0.00			1,798.86	1,000.00	179.9%	1,798.86	1,000.00	179.9%
511035 · FSII & Deicing	0.00			995.12	700.00	142.2%	995.12	700.00	142.2%
511040 · Pollution Insurance	0.00			1,110.32	1,100.00	100.9%	1,110.32	1,100.00	100.9%
Total FBO COSTS OF GOODS SOLD	0.00			276,763.30	538,850.00	51.4%	276,763.30	538,850.00	51.4%
FBO FLIGHT OPS COGS									
512000 · Charter Jet A	0.00			57,072.13	62,500.00	91.3%	57,072.13	62,500.00	91.3%
512005 · Charter Airport Fees	0.00			51,013.40	25,000.00	204.1%	51,013.40	25,000.00	204.1%
512010 · Charter Observer Fees	0.00			28,671.37	30,000.00	95.6%	28,671.37	30,000.00	95.6%
512015 · Charter Parts & Maintenance	0.00			166,876.65	140,000.00	119.2%	166,876.65	140,000.00	119.2%
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			12,886.07	20,000.00	64.4%	12,886.07	20,000.00	64.4%
512030 · Charter Insurance	0.00			22,480.12	22,200.00	101.3%	22,480.12	22,200.00	101.3%
Total FBO FLIGHT OPS COGS	0.00			343,775.18	329,700.00	104.3%	343,775.18	329,700.00	104.3%
FBO FLIGHT SCHOOL COGS									
513000 · FBO FS Fuel Purchased - 100 LL	0.00			16,073.16	10,500.00	153.1%	16,073.16	10,500.00	153.1%
513005 · FBO FS Parts - Maintenance	0.00			19,543.54	15,000.00	130.3%	19,543.54	15,000.00	130.3%
513010 · FS Aircraft Insurance	0.00			0.00	8,500.00	0.0%	0.00	8,500.00	0.0%
Total FBO FLIGHT SCHOOL COGS	0.00			35,616.70	34,000.00	104.8%	35,616.70	34,000.00	104.8%
Total COGS	0.00			656,155.18	902,550.00	72.7%	656,155.18	902,550.00	72.7%
Gross Profit	476,755.77	736,356.00	64.7%	436,769.13	577,400.00	75.6%	913,524.90	1,313,756.00	69.5%
Expense									
AA ADMINISTRATIVE									
601000 · AA Capital Improvements	0.00	20,000.00	0.0%	0.00			0.00	20,000.00	0.0%
601005 · AA Dues & Subscriptions	8,826.05	6,000.00	147.1%	0.00			8,826.05	6,000.00	147.1%
601010 · AA Legal Services	13,099.30	20,000.00	65.5%	0.00			13,099.30	20,000.00	65.5%
601015 · AA Marketing & Advertising	12,190.59	20,000.00	61.0%	0.00			12,190.59	20,000.00	61.0%
601020 · AA Office Equipment	3,340.28	1,500.00	222.7%	0.00			3,340.28	1,500.00	222.7%
601025 · AA Office Supplies/Expenses	2,619.91	2,000.00	131.0%	0.00			2,619.91	2,000.00	131.0%
601030 · AA Postage	116.63	500.00	23.3%	0.00			116.63	500.00	23.3%
601035 · AA Professional Services	12,523.46	15,000.00	83.5%	0.00			12,523.46	15,000.00	83.5%
601040 · AA Travel & Meals & Training	5,292.16	7,500.00	70.6%	0.00			5,292.16	7,500.00	70.6%
601045 · AA Bank Service Charges	3,611.09	2,000.00	180.6%	0.00			3,611.09	2,000.00	180.6%
601050 · Canteen Supplies	458.24	2,000.00	22.9%	0.00			458.24	2,000.00	22.9%
601055 · Janitorial Services	2,068.98	5,000.00	41.4%	0.00			2,068.98	5,000.00	41.4%
601060 · AA Accounting	12,692.51	15,000.00	84.6%	0.00			12,692.51	15,000.00	84.6%

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Total AA ADMINISTRATIVE	76,839.20	116,500.00	66.0%	0.00			76,839.20	116,500.00	66.0%
AA AIRPORT INSURANCE									
602000 · Airport General & Premise Liab.	17,570.94	5,000.00	351.4%	0.00			17,570.94	5,000.00	351.4%
602005 · Airport Vehicle Insurance	8,669.01	8,000.00	108.4%	0.00			8,669.01	8,000.00	108.4%
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	6,680.94	3,520.00	189.8%	0.00			6,680.94	3,520.00	189.8%
Total AA AIRPORT INSURANCE	38,260.40	61,520.00	62.2%	0.00			38,260.40	61,520.00	62.2%
AA MAINTENANCE & REPAIR									
603000 · AA Airfield	16,424.25	10,000.00	164.2%	0.00			16,424.25	10,000.00	164.2%
603005 · AA Equipment & Safety	10,587.60	8,000.00	132.3%	0.00			10,587.60	8,000.00	132.3%
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	10,853.13	13,000.00	83.5%	0.00			10,853.13	13,000.00	83.5%
603020 · AA Licenses, Permits, & Fees	283.48	1,200.00	23.6%	0.00			283.48	1,200.00	23.6%
603025 · Office Buildings and Grounds	26,591.36	12,000.00	221.6%	0.00			26,591.36	12,000.00	221.6%
603030 · AA Vehicle Fuel	1,993.69	1,500.00	132.9%	0.00			1,993.69	1,500.00	132.9%
Total AA MAINTENANCE & REPAIR	68,252.51	53,700.00	127.1%	0.00			68,252.51	53,700.00	127.1%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	7,331.00	8,000.00	91.6%	0.00			7,331.00	8,000.00	91.6%
604005 · AA Health/Dental/Life Insurance	14,295.99	29,200.00	49.0%	0.00			14,295.99	29,200.00	49.0%
604010 · AA Payroll Taxes	4,479.78	14,000.00	32.0%	0.00			4,479.78	14,000.00	32.0%
604015 · AA Retirement	7,601.59	20,000.00	38.0%	0.00			7,601.59	20,000.00	38.0%
604020 · AA Employees Salaries/Wages	63,797.65	185,000.00	34.5%	0.00			63,797.65	185,000.00	34.5%
Total AA PAYROLL & LIABILITY	97,506.01	256,200.00	38.1%	0.00			97,506.01	256,200.00	38.1%
AA UTILITIES									
605000 · AA Propane & Natural Gas	8,754.88	10,000.00	87.5%	0.00			8,754.88	10,000.00	87.5%
605005 · AA Dumpster Rentals	4,288.55	3,000.00	143.0%	0.00			4,288.55	3,000.00	143.0%
605010 · AA Electric	41,395.83	35,000.00	118.3%	0.00			41,395.83	35,000.00	118.3%
605015 · AA Grease Trap	660.00	1,200.00	55.0%	0.00			660.00	1,200.00	55.0%
605020 · AA Telephone & Cell Reimb	6,458.51	11,000.00	58.7%	0.00			6,458.51	11,000.00	58.7%
605025 · AA Water - Sewer	5,914.92	4,200.00	140.8%	0.00			5,914.92	4,200.00	140.8%
Total AA UTILITIES	67,472.69	64,400.00	104.8%	0.00			67,472.69	64,400.00	104.8%
FBO ADMINISTRATIVE EXPENSES									
611000 · FBO 1st United Debt Service	0.00			41,883.11	61,920.00	67.6%	41,883.11	61,920.00	67.6%
611005 · FBO Accounting	0.00			10,304.24	15,000.00	68.7%	10,304.24	15,000.00	68.7%
611010 · FBO Bank Charges	0.00			164.97	500.00	33.0%	164.97	500.00	33.0%
611015 · FBO Drug Testing	0.00			1,343.75	2,000.00	67.2%	1,343.75	2,000.00	67.2%
611020 · FBO Dues & Subscriptions	0.00			8,553.41	17,000.00	50.3%	8,553.41	17,000.00	50.3%
611030 · FBO Legal	0.00			3,550.29	0.00	100.0%	3,550.29	0.00	100.0%
611035 · FBO License & Fees	0.00			131.84	1,500.00	8.8%	131.84	1,500.00	8.8%
611040 · FBO Marketing and Advertising	0.00			14,974.03	28,000.00	53.5%	14,974.03	28,000.00	53.5%
611045 · FBO Office Equipment Lease	0.00			3,072.76	2,700.00	113.8%	3,072.76	2,700.00	113.8%
611050 · FBO Office Supplies	0.00			4,950.57	5,500.00	90.0%	4,950.57	5,500.00	90.0%
611055 · FBO Payroll Taxes	0.00			26,505.62	35,000.00	75.7%	26,505.62	35,000.00	75.7%
611060 · FBO Postage & Freight	0.00			1,021.39	500.00	204.3%	1,021.39	500.00	204.3%
611065 · FBO Professional Fees	0.00			6,710.96	2,500.00	268.4%	6,710.96	2,500.00	268.4%
611070 · FBO Salaries/Wages	0.00			351,500.58	400,000.00	87.9%	351,500.58	400,000.00	87.9%
611075 · FBO Travel Meals & Training	0.00			7,194.07	7,500.00	95.9%	7,194.07	7,500.00	95.9%
611080 · FBO Uniforms	0.00			3,084.98	2,000.00	154.2%	3,084.98	2,000.00	154.2%
611085 · Canteen Supplies	0.00			3,208.95	3,000.00	107.0%	3,208.95	3,000.00	107.0%
611090 · Janitorial Services	0.00			1,569.04	4,000.00	39.2%	1,569.04	4,000.00	39.2%
611100 · FBO WVEDA Debt Service	0.00			5,581.92	0.00	100.0%	5,581.92	0.00	100.0%
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			39,584.52	40,800.00	97.0%	39,584.52	40,800.00	97.0%

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611115 · Retirement	0.00			28,396.09	40,000.00	71.0%	28,396.09	40,000.00	71.0%
Total FBO ADMINISTRATIVE EXPENSES	0.00			563,287.09	676,900.00	83.2%	563,287.09	676,900.00	83.2%
FBO MAINTENANCE & REPAIR									
613000 · FBO Equipment	0.00			24,495.44	10,000.00	245.0%	24,495.44	10,000.00	245.0%
613005 · FBO Building and Grounds	0.00			5,795.15	12,000.00	48.3%	5,795.15	12,000.00	48.3%
Total FBO MAINTENANCE & REPAIR	0.00			30,290.59	22,000.00	137.7%	30,290.59	22,000.00	137.7%
FBO UTILITIES									
615000 · FBO Sewer - Water	0.00			1,955.62	4,200.00	46.6%	1,955.62	4,200.00	46.6%
615005 · FBO Natural Gas	0.00			5,387.89	13,500.00	39.9%	5,387.89	13,500.00	39.9%
615010 · FBO Electric	0.00			20,108.40	37,000.00	54.3%	20,108.40	37,000.00	54.3%
615015 · FBO Dumpster Rental	0.00			1,040.23	4,500.00	23.1%	1,040.23	4,500.00	23.1%
615020 · FBO Telephone	0.00			891.26	3,000.00	29.7%	891.26	3,000.00	29.7%
Total FBO UTILITIES	0.00			29,383.40	62,200.00	47.2%	29,383.40	62,200.00	47.2%
Total Expense	348,330.81	552,320.00	63.1%	622,961.08	761,100.00	81.9%	971,291.89	1,313,420.00	74.0%
Net Ordinary Income	128,424.96	184,036.00	69.8%	-186,191.95	-183,700.00	101.4%	-57,766.99	336.00	-17,192.6%
Net Income	128,424.96	184,036.00	69.8%	-186,191.95	-183,700.00	101.4%	-57,766.99	336.00	-17,192.6%