

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '21 - Jan 22	Budget	% of Budget	Jul '21 - Jan 22	Budget	% of Budget	Jul '21 - Jan 22	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	136,762.14	260,000.00	52.6%	0.00	0.00	0.0%	136,762.14	260,000.00	52.6%
401005 · MRB South Hangar Lease	35,300.00	10,000.00	353.0%	0.00			35,300.00	10,000.00	353.0%
401010 · AA Ramp Tie Down Leases	2,377.00	6,500.00	36.6%	0.00			2,377.00	6,500.00	36.6%
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	100.00			0.00			100.00	0.00	100.0%
Total AA Airfield Income	175,174.14	278,000.00	63.0%	0.00	0.00	0.0%	175,174.14	278,000.00	63.0%
AA Airport Fees									
402000 · Commercial Operating Permit	2,292.75	3,000.00	76.4%	0.00			2,292.75	3,000.00	76.4%
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	12,000.00	24,000.00	50.0%	0.00			12,000.00	24,000.00	50.0%
402020 · Wait List Service Fees	306.00	150.00	204.0%	0.00			306.00	150.00	204.0%
Total AA Airport Fees	30,315.25	58,583.00	51.7%	0.00			30,315.25	58,583.00	51.7%
AA AIRPORT TERMINAL/ADMIN INC									
403000 · Grease Trap	1,000.00	1,200.00	83.3%	0.00			1,000.00	1,200.00	83.3%
403005 · Office Leases	44,560.00	58,020.00	76.8%	0.00			44,560.00	58,020.00	76.8%
403010 · Restaurant Lease	7,750.00	14,400.00	53.8%	0.00			7,750.00	14,400.00	53.8%
403015 · Tenant IT Charges	4,837.44	1,630.00	296.8%	0.00			4,837.44	1,630.00	296.8%
Total AA AIRPORT TERMINAL/ADMIN INC	58,147.44	75,250.00	77.3%	0.00			58,147.44	75,250.00	77.3%
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	4,593.33	3,400.00	135.1%	0.00			4,593.33	3,400.00	135.1%
Total AA Interest Earned - Rebates	4,593.33	3,400.00	135.1%	0.00			4,593.33	3,400.00	135.1%
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	7,000.00	12,000.00	58.3%	0.00			7,000.00	12,000.00	58.3%
Total AA LAND LEASES	19,300.06	26,959.00	71.6%	0.00			19,300.06	26,959.00	71.6%
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			24,149.71	14,000.00	172.5%	24,149.71	14,000.00	172.5%
411010 · FBO Fuel Sales - 100LL	0.00			118,293.35	261,000.00	45.3%	118,293.35	261,000.00	45.3%
411015 · FBO Fuel Sales - Jet A	0.00			302,996.74	598,050.00	50.7%	302,996.74	598,050.00	50.7%
411020 · FBO Misc Revenue	0.00			2,242.21	2,500.00	89.7%	2,242.21	2,500.00	89.7%
411035 · FSII & Deicing	0.00			561.00	700.00	80.1%	561.00	700.00	80.1%
411040 · Ground & Flightline Services	0.00			3,250.00	13,900.00	23.4%	3,250.00	13,900.00	23.4%
411045 · Pilot Supply Sales	0.00			658.31	10,000.00	6.6%	658.31	10,000.00	6.6%
Total FBO AIRFIELD INCOME	0.00			456,198.26	901,450.00	50.6%	456,198.26	901,450.00	50.6%
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			169,882.57	30,000.00	566.3%	169,882.57	30,000.00	566.3%
412005 · FBO Charter Trip Fees	0.00			379,853.42	400,000.00	95.0%	379,853.42	400,000.00	95.0%

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412010 · FBO Sales Discounts	0.00			-16,544.71	-14,000.00	118.2%	-16,544.71	-14,000.00	118.2%
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			533,191.28	503,500.00	105.9%	533,191.28	503,500.00	105.9%
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%
49900 · Uncategorized Income	3,237.94			91.59			3,329.53	0.00	100.0%
Total Income	442,100.16	736,356.00	60.0%	1,032,968.70	1,479,950.00	69.8%	1,475,068.86	2,216,306.00	66.6%
Cost of Goods Sold									
FBO COSTS OF GOODS SOLD									
511000 · Jet A COGS	0.00			158,590.47	337,500.00	47.0%	158,590.47	337,500.00	47.0%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			10,413.57	17,500.00	59.5%	10,413.57	17,500.00	59.5%
511005 · Refueler Truck Costs	0.00			14,915.86	15,000.00	99.4%	14,915.86	15,000.00	99.4%
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			70,913.70	164,500.00	43.1%	70,913.70	164,500.00	43.1%
511025 · AvFuel Point	0.00			14.31	1,000.00	1.4%	14.31	1,000.00	1.4%
511030 · Pilot Supplies	0.00			1,700.52	1,000.00	170.1%	1,700.52	1,000.00	170.1%
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			258,709.41	538,850.00	48.0%	258,709.41	538,850.00	48.0%
FBO FLIGHT OPS COGS									
512000 · Charter Jet A	0.00			52,792.72	62,500.00	84.5%	52,792.72	62,500.00	84.5%
512005 · Charter Airport Fees	0.00			50,903.90	25,000.00	203.6%	50,903.90	25,000.00	203.6%
512010 · Charter Observer Fees	0.00			28,071.37	30,000.00	93.6%	28,071.37	30,000.00	93.6%
512015 · Charter Parts & Maintenance	0.00			102,548.38	140,000.00	73.2%	102,548.38	140,000.00	73.2%
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			11,751.86	20,000.00	58.8%	11,751.86	20,000.00	58.8%
512030 · Charter Insurance	0.00			20,028.11	22,200.00	90.2%	20,028.11	22,200.00	90.2%
Total FBO FLIGHT OPS COGS	0.00			270,871.78	329,700.00	82.2%	270,871.78	329,700.00	82.2%
FBO FLIGHT SCHOOL COGS									
513000 · FBO FS Fuel Purchased - 100 LL	0.00			13,720.60	10,500.00	130.7%	13,720.60	10,500.00	130.7%
513005 · FBO FS Parts - Maintenance	0.00			19,083.66	15,000.00	127.2%	19,083.66	15,000.00	127.2%
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			32,804.26	34,000.00	96.5%	32,804.26	34,000.00	96.5%
Total COGS	0.00			562,385.45	902,550.00	62.3%	562,385.45	902,550.00	62.3%
Gross Profit	442,100.16	736,356.00	60.0%	470,583.25	577,400.00	81.5%	912,683.41	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	7,456.17	6,000.00	124.3%	0.00			7,456.17	6,000.00	124.3%
601010 · AA Legal Services	16,005.00	20,000.00	80.0%	0.00			16,005.00	20,000.00	80.0%
601015 · AA Marketing & Advertising	6,599.29	20,000.00	33.0%	0.00			6,599.29	20,000.00	33.0%
601020 · AA Office Equipment	3,155.36	1,500.00	210.4%	0.00			3,155.36	1,500.00	210.4%
601025 · AA Office Supplies/Expenses	2,244.82	2,000.00	112.2%	0.00			2,244.82	2,000.00	112.2%
601030 · AA Postage	197.56	500.00	39.5%	0.00			197.56	500.00	39.5%
601035 · AA Professional Services	11,443.24	15,000.00	76.3%	0.00			11,443.24	15,000.00	76.3%
601040 · AA Travel & Meals & Training	4,151.07	7,500.00	55.3%	0.00			4,151.07	7,500.00	55.3%
601045 · AA Bank Service Charges	3,326.46	2,000.00	166.3%	0.00			3,326.46	2,000.00	166.3%
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%

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601060 · AA Accounting	11,957.51	15,000.00	79.7%	0.00			11,957.51	15,000.00	79.7%
Total AA ADMINISTRATIVE	69,063.70	116,500.00	59.3%	0.00			69,063.70	116,500.00	59.3%
AA AIRPORT INSURANCE									
602000 · Airport General & Premise Liab.	15,657.17	5,000.00	313.1%	0.00			15,657.17	5,000.00	313.1%
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	5,760.49	3,520.00	163.7%	0.00			5,760.49	3,520.00	163.7%
Total AA AIRPORT INSURANCE	35,426.18	61,520.00	57.6%	0.00			35,426.18	61,520.00	57.6%
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	9,502.47	8,000.00	118.8%	0.00			9,502.47	8,000.00	118.8%
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	11,278.13	13,000.00	86.8%	0.00			11,278.13	13,000.00	86.8%
603020 · AA Licenses, Permits, & Fees	275.00	1,200.00	22.9%	0.00			275.00	1,200.00	22.9%
603025 · Office Buildings and Grounds	19,756.29	12,000.00	164.6%	0.00			19,756.29	12,000.00	164.6%
603030 · AA Vehicle Fuel	1,934.48	1,500.00	129.0%	0.00			1,934.48	1,500.00	129.0%
Total AA MAINTENANCE & REPAIR	60,689.62	53,700.00	113.0%	0.00			60,689.62	53,700.00	113.0%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	6,179.00	8,000.00	77.2%	0.00			6,179.00	8,000.00	77.2%
604005 · AA Health/Dental/Life Insurance	8,158.44	29,200.00	27.9%	0.00			8,158.44	29,200.00	27.9%
604010 · AA Payroll Taxes	4,429.31	14,000.00	31.6%	2,927.69			7,357.00	14,000.00	52.6%
604015 · AA Retirement	7,460.01	20,000.00	37.3%	3,261.84			10,721.85	20,000.00	53.6%
604020 · AA Employees Salaries/Wages	62,169.74	185,000.00	33.6%	2,620.54			64,790.28	185,000.00	35.0%
Total AA PAYROLL & LIABILITY	88,396.50	256,200.00	34.5%	8,810.07			97,206.57	256,200.00	37.9%
AA UTILITIES									
605000 · AA Propane & Natural Gas	5,286.50	10,000.00	52.9%	0.00			5,286.50	10,000.00	52.9%
605005 · AA Dumpster Rentals	2,900.21	3,000.00	96.7%	0.00			2,900.21	3,000.00	96.7%
605010 · AA Electric	37,035.77	35,000.00	105.8%	0.00			37,035.77	35,000.00	105.8%
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	5,147.36	11,000.00	46.8%	50.00			5,197.36	11,000.00	47.2%
605025 · AA Water - Sewer	3,999.22	4,200.00	95.2%	0.00			3,999.22	4,200.00	95.2%
Total AA UTILITIES	55,029.06	64,400.00	85.4%	50.00			55,079.06	64,400.00	85.5%
FBO ADMINISTRATIVE EXPENSES									
611000 · FBO 1st United Debt Service	0.00			36,801.94	61,920.00	59.4%	36,801.94	61,920.00	59.4%
611005 · FBO Accounting	0.00			9,569.24	15,000.00	63.8%	9,569.24	15,000.00	63.8%
611010 · FBO Bank Charges	0.00			164.97	500.00	33.0%	164.97	500.00	33.0%
611015 · FBO Drug Testing	0.00			1,135.41	2,000.00	56.8%	1,135.41	2,000.00	56.8%
611020 · FBO Dues & Subscriptions	0.00			8,505.42	17,000.00	50.0%	8,505.42	17,000.00	50.0%
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			14,482.08	28,000.00	51.7%	14,482.08	28,000.00	51.7%
611045 · FBO Office Equipment Lease	0.00			2,714.45	2,700.00	100.5%	2,714.45	2,700.00	100.5%
611050 · FBO Office Supplies	0.00			4,725.59	5,500.00	85.9%	4,725.59	5,500.00	85.9%
611055 · FBO Payroll Taxes	0.00			19,926.62	35,000.00	56.9%	19,926.62	35,000.00	56.9%
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			300,930.69	400,000.00	75.2%	300,930.69	400,000.00	75.2%
611075 · FBO Travel Meals & Training	0.00			5,723.24	7,500.00	76.3%	5,723.24	7,500.00	76.3%
611080 · FBO Uniforms	0.00			3,358.05	2,000.00	167.9%	3,358.05	2,000.00	167.9%
611085 · Canteen Supplies	0.00			3,394.07	3,000.00	113.1%	3,394.07	3,000.00	113.1%
611090 · Janitorial Services	0.00			1,526.00	4,000.00	38.2%	1,526.00	4,000.00	38.2%
611100 · FBO WVEDA Debt Service	0.00			3,681.92	0.00	100.0%	3,681.92	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			38,092.96	40,800.00	93.4%	38,092.96	40,800.00	93.4%

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611115 · Retirement	0.00			20,602.62	40,000.00	51.5%	20,602.62	40,000.00	51.5%
Total FBO ADMINISTRATIVE EXPENSES	0.00			483,199.46	676,900.00	71.4%	483,199.46	676,900.00	71.4%
FBO MAINTENANCE & REPAIR									
613000 · FBO Equipment	0.00			21,345.05	10,000.00	213.5%	21,345.05	10,000.00	213.5%
613005 · FBO Building and Grounds	0.00			4,722.37	12,000.00	39.4%	4,722.37	12,000.00	39.4%
Total FBO MAINTENANCE & REPAIR	0.00			26,067.42	22,000.00	118.5%	26,067.42	22,000.00	118.5%
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			2,451.00	13,500.00	18.2%	2,451.00	13,500.00	18.2%
615010 · FBO Electric	0.00			14,620.81	37,000.00	39.5%	14,620.81	37,000.00	39.5%
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			717.28	3,000.00	23.9%	717.28	3,000.00	23.9%
Total FBO UTILITIES	0.00			20,784.94	62,200.00	33.4%	20,784.94	62,200.00	33.4%
69800 · Uncategorized Expenses	3,285.92			-3,495.92			-210.00	0.00	100.0%
Total Expense	311,890.98	552,320.00	56.5%	535,415.97	761,100.00	70.3%	847,306.95	1,313,420.00	64.5%
Net Ordinary Income	130,209.18	184,036.00	70.8%	-64,832.72	-183,700.00	35.3%	65,376.46	336.00	19,457.3%
Net Income	130,209.18	184,036.00	70.8%	-64,832.72	-183,700.00	35.3%	65,376.46	336.00	19,457.3%