

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '21 - Mar 22	Budget	% of Budget	Jul '21 - Mar 22	Budget	% of Budget	Jul '21 - Mar 22	Budget	% of Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
<b>AA Airfield Income</b>									
401000 · Hangar Leases	184,780.60	260,000.00	71.1%	0.00	0.00	0.0%	184,780.60	260,000.00	71.1%
401005 · MRB South Hangar Lease	42,720.38	10,000.00	427.2%	0.00			42,720.38	10,000.00	427.2%
401010 · AA Ramp Tie Down Leases	2,549.00	6,500.00	39.2%	0.00			2,549.00	6,500.00	39.2%
401015 · Hangar Rent _Transient	965.00	1,500.00	64.3%	0.00	0.00	0.0%	965.00	1,500.00	64.3%
401020 · Misc. Revenue	432.78			0.00			432.78	0.00	100.0%
<b>Total AA Airfield Income</b>	<b>231,447.76</b>	<b>278,000.00</b>	<b>83.3%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>231,447.76</b>	<b>278,000.00</b>	<b>83.3%</b>
<b>AA Airport Fees</b>									
402000 · Commercial Operating Permit	2,591.41	3,000.00	86.4%	0.00			2,591.41	3,000.00	86.4%
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	20,000.00	24,000.00	83.3%	0.00			20,000.00	24,000.00	83.3%
402020 · Wait List Service Fees	182.00	150.00	121.3%	0.00			182.00	150.00	121.3%
<b>Total AA Airport Fees</b>	<b>38,489.91</b>	<b>58,583.00</b>	<b>65.7%</b>	<b>0.00</b>			<b>38,489.91</b>	<b>58,583.00</b>	<b>65.7%</b>
<b>AA AIRPORT TERMINAL/ADMIN INC</b>									
403000 · Grease Trap	1,300.00	1,200.00	108.3%	0.00			1,300.00	1,200.00	108.3%
403005 · Office Leases	51,073.33	58,020.00	88.0%	0.00			51,073.33	58,020.00	88.0%
403010 · Restaurant Lease	9,950.00	14,400.00	69.1%	0.00			9,950.00	14,400.00	69.1%
403015 · Tenant IT Charges	8,423.16	1,630.00	516.8%	0.00			8,423.16	1,630.00	516.8%
<b>Total AA AIRPORT TERMINAL/ADMIN INC</b>	<b>70,746.49</b>	<b>75,250.00</b>	<b>94.0%</b>	<b>0.00</b>			<b>70,746.49</b>	<b>75,250.00</b>	<b>94.0%</b>
<b>AA Interest Earned - Rebates</b>									
404000 · Rebates & Interest Earned	4,781.04	3,400.00	140.6%	0.00			4,781.04	3,400.00	140.6%
<b>Total AA Interest Earned - Rebates</b>	<b>4,781.04</b>	<b>3,400.00</b>	<b>140.6%</b>	<b>0.00</b>			<b>4,781.04</b>	<b>3,400.00</b>	<b>140.6%</b>
<b>AA LAND LEASES</b>									
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	15,326.74	14,329.00	107.0%	0.00			15,326.74	14,329.00	107.0%
406020 · Triple S Transport Lease	9,000.00	12,000.00	75.0%	0.00			9,000.00	12,000.00	75.0%
<b>Total AA LAND LEASES</b>	<b>24,621.74</b>	<b>26,959.00</b>	<b>91.3%</b>	<b>0.00</b>			<b>24,621.74</b>	<b>26,959.00</b>	<b>91.3%</b>
<b>AA LOCAL GOV. CONTRIBUTIONS</b>									
407000 · Berkeley County	187,500.00	250,000.00	75.0%	0.00			187,500.00	250,000.00	75.0%
407005 · City of Martinsburg	19,998.00	26,664.00	75.0%	0.00			19,998.00	26,664.00	75.0%
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>220,498.00</b>	<b>294,164.00</b>	<b>75.0%</b>	<b>0.00</b>			<b>220,498.00</b>	<b>294,164.00</b>	<b>75.0%</b>
<b>FBO AIRFIELD INCOME</b>									
411000 · FBO Call Outs	0.00			4,196.94	1,300.00	322.8%	4,196.94	1,300.00	322.8%
411005 · Ramp, Tie Down & Landing Fees	0.00			31,845.94	14,000.00	227.5%	31,845.94	14,000.00	227.5%
411010 · FBO Fuel Sales - 100LL	0.00			142,333.24	261,000.00	54.5%	142,333.24	261,000.00	54.5%
411015 · FBO Fuel Sales - Jet A	0.00			418,617.33	598,050.00	70.0%	418,617.33	598,050.00	70.0%
411020 · FBO Misc Revenue	0.00			2,316.79	2,500.00	92.7%	2,316.79	2,500.00	92.7%
411035 · FSII & Deicing	0.00			703.84	700.00	100.5%	703.84	700.00	100.5%
411040 · Ground & Flightline Services	0.00			7,837.50	13,900.00	56.4%	7,837.50	13,900.00	56.4%
411045 · Pilot Supply Sales	0.00			951.11	10,000.00	9.5%	951.11	10,000.00	9.5%
<b>Total FBO AIRFIELD INCOME</b>	<b>0.00</b>			<b>608,802.69</b>	<b>901,450.00</b>	<b>67.5%</b>	<b>608,802.69</b>	<b>901,450.00</b>	<b>67.5%</b>
<b>FBO FLIGHT OPERATIONS INCOME</b>									
412000 · FBO Charter - Airport Fees	0.00			195,345.63	30,000.00	651.2%	195,345.63	30,000.00	651.2%
412005 · FBO Charter Trip Fees	0.00			433,888.08	400,000.00	108.5%	433,888.08	400,000.00	108.5%

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '21 - Mar 22	Budget	% of Budget	Jul '21 - Mar 22	Budget	% of Budget	Jul '21 - Mar 22	Budget	% of Budget
412010 · FBO Sales Discounts	0.00			-18,706.04	-14,000.00	133.6%	-18,706.04	-14,000.00	133.6%
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>610,527.67</b>	<b>503,500.00</b>	<b>121.3%</b>	<b>610,527.67</b>	<b>503,500.00</b>	<b>121.3%</b>
<b>FBO FLIGHT SCHOOL</b>									
FS Maintenance/Parts	0.00			-1,130.83	0.00	100.0%	-1,130.83	0.00	100.0%
413000 · Aircraft Rental & Instruction	0.00			50,589.67	75,000.00	67.5%	50,589.67	75,000.00	67.5%
<b>Total FBO FLIGHT SCHOOL</b>	<b>0.00</b>			<b>49,458.84</b>	<b>75,000.00</b>	<b>65.9%</b>	<b>49,458.84</b>	<b>75,000.00</b>	<b>65.9%</b>
<b>Total Income</b>	<b>590,584.94</b>	<b>736,356.00</b>	<b>80.2%</b>	<b>1,268,789.20</b>	<b>1,479,950.00</b>	<b>85.7%</b>	<b>1,859,374.14</b>	<b>2,216,306.00</b>	<b>83.9%</b>
<b>Cost of Goods Sold</b>									
<b>FBO COSTS OF GOODS SOLD</b>									
511000 · Jet A COGS	0.00			220,717.55	337,500.00	65.4%	220,717.55	337,500.00	65.4%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			13,707.48	17,500.00	78.3%	13,707.48	17,500.00	78.3%
511005 · Refueler Truck Costs	0.00			14,900.03	15,000.00	99.3%	14,900.03	15,000.00	99.3%
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			84,724.31	164,500.00	51.5%	84,724.31	164,500.00	51.5%
511025 · AvFuel Point	0.00			60.01	1,000.00	6.0%	60.01	1,000.00	6.0%
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%
<b>Total FBO COSTS OF GOODS SOLD</b>	<b>0.00</b>			<b>338,069.22</b>	<b>538,850.00</b>	<b>62.7%</b>	<b>338,069.22</b>	<b>538,850.00</b>	<b>62.7%</b>
<b>FBO FLIGHT OPS COGS</b>									
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			54,544.06	25,000.00	218.2%	54,544.06	25,000.00	218.2%
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			227,284.23	140,000.00	162.3%	227,284.23	140,000.00	162.3%
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			14,414.44	20,000.00	72.1%	14,414.44	20,000.00	72.1%
512030 · Charter Insurance	0.00			24,928.14	22,200.00	112.3%	24,928.14	22,200.00	112.3%
<b>Total FBO FLIGHT OPS COGS</b>	<b>0.00</b>			<b>411,689.81</b>	<b>329,700.00</b>	<b>124.9%</b>	<b>411,689.81</b>	<b>329,700.00</b>	<b>124.9%</b>
<b>FBO FLIGHT SCHOOL COGS</b>									
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			23,428.02	15,000.00	156.2%	23,428.02	15,000.00	156.2%
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>39,501.18</b>	<b>34,000.00</b>	<b>116.2%</b>	<b>39,501.18</b>	<b>34,000.00</b>	<b>116.2%</b>
<b>Total COGS</b>	<b>0.00</b>			<b>789,260.21</b>	<b>902,550.00</b>	<b>87.4%</b>	<b>789,260.21</b>	<b>902,550.00</b>	<b>87.4%</b>
<b>Gross Profit</b>	<b>590,584.94</b>	<b>736,356.00</b>	<b>80.2%</b>	<b>479,528.99</b>	<b>577,400.00</b>	<b>83.0%</b>	<b>1,070,113.93</b>	<b>1,313,756.00</b>	<b>81.5%</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	9,843.94	6,000.00	164.1%	0.00			9,843.94	6,000.00	164.1%
601010 · AA Legal Services	13,659.30	20,000.00	68.3%	0.00			13,659.30	20,000.00	68.3%
601015 · AA Marketing & Advertising	13,286.47	20,000.00	66.4%	0.00			13,286.47	20,000.00	66.4%
601020 · AA Office Equipment	3,669.18	1,500.00	244.6%	0.00			3,669.18	1,500.00	244.6%
601025 · AA Office Supplies/Expenses	2,799.97	2,000.00	140.0%	0.00			2,799.97	2,000.00	140.0%
601030 · AA Postage	143.08	500.00	28.6%	0.00			143.08	500.00	28.6%
601035 · AA Professional Services	13,217.21	15,000.00	88.1%	0.00			13,217.21	15,000.00	88.1%
601040 · AA Travel & Meals & Training	7,480.51	7,500.00	99.7%	0.00			7,480.51	7,500.00	99.7%
601045 · AA Bank Service Charges	4,142.05	2,000.00	207.1%	0.00			4,142.05	2,000.00	207.1%
601050 · Canteen Supplies	880.19	2,000.00	44.0%	0.00			880.19	2,000.00	44.0%
601055 · Janitorial Services	2,068.98	5,000.00	41.4%	0.00			2,068.98	5,000.00	41.4%

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '21 - Mar 22	Budget	% of Budget	Jul '21 - Mar 22	Budget	% of Budget	Jul '21 - Mar 22	Budget	% of Budget
601060 · AA Accounting	12,692.51	15,000.00	84.6%	0.00			12,692.51	15,000.00	84.6%
<b>Total AA ADMINISTRATIVE</b>	<b>83,883.39</b>	<b>116,500.00</b>	<b>72.0%</b>	<b>0.00</b>			<b>83,883.39</b>	<b>116,500.00</b>	<b>72.0%</b>
<b>AA AIRPORT INSURANCE</b>									
602000 · Airport General & Premise Liab.	19,484.70	5,000.00	389.7%	0.00			19,484.70	5,000.00	389.7%
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	32,147.56	40,000.00	80.4%	0.00			32,147.56	40,000.00	80.4%
602020 · Workers Compensation	7,601.39	3,520.00	215.9%	0.00			7,601.39	3,520.00	215.9%
<b>Total AA AIRPORT INSURANCE</b>	<b>73,242.17</b>	<b>61,520.00</b>	<b>119.1%</b>	<b>0.00</b>			<b>73,242.17</b>	<b>61,520.00</b>	<b>119.1%</b>
<b>AA MAINTENANCE &amp; REPAIR</b>									
AA Terminal	1,000.00	0.00	100.0%	0.00			1,000.00	0.00	100.0%
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	12,694.53	8,000.00	158.7%	0.00			12,694.53	8,000.00	158.7%
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	12,393.43	13,000.00	95.3%	0.00			12,393.43	13,000.00	95.3%
603020 · AA Licenses, Permits, & Fees	291.96	1,200.00	24.3%	0.00			291.96	1,200.00	24.3%
603025 · Office Buildings and Grounds	28,757.11	12,000.00	239.6%	0.00			28,757.11	12,000.00	239.6%
603030 · AA Vehicle Fuel	2,276.35	1,500.00	151.8%	0.00			2,276.35	1,500.00	151.8%
<b>Total AA MAINTENANCE &amp; REPAIR</b>	<b>75,356.63</b>	<b>53,700.00</b>	<b>140.3%</b>	<b>0.00</b>			<b>75,356.63</b>	<b>53,700.00</b>	<b>140.3%</b>
<b>AA PAYROLL &amp; LIABILITY</b>									
604000 · AA Contracted Labor	12,664.75	8,000.00	158.3%	0.00			12,664.75	8,000.00	158.3%
604005 · AA Health/Dental/Life Insurance	14,807.81	29,200.00	50.7%	0.00			14,807.81	29,200.00	50.7%
604010 · AA Payroll Taxes	5,437.18	14,000.00	38.8%	2,776.31			8,213.49	14,000.00	58.7%
604015 · AA Retirement	8,975.97	20,000.00	44.9%	3,255.91			12,231.88	20,000.00	61.2%
604020 · AA Employees Salaries/Wages	77,613.26	185,000.00	42.0%	580.58			78,193.84	185,000.00	42.3%
<b>Total AA PAYROLL &amp; LIABILITY</b>	<b>119,498.97</b>	<b>256,200.00</b>	<b>46.6%</b>	<b>6,612.80</b>			<b>126,111.77</b>	<b>256,200.00</b>	<b>49.2%</b>
<b>AA UTILITIES</b>									
605000 · AA Propane & Natural Gas	9,782.42	10,000.00	97.8%	0.00			9,782.42	10,000.00	97.8%
605005 · AA Dumpster Rentals	4,982.72	3,000.00	166.1%	0.00			4,982.72	3,000.00	166.1%
605010 · AA Electric	46,909.54	35,000.00	134.0%	0.00			46,909.54	35,000.00	134.0%
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	7,119.71	11,000.00	64.7%	0.00			7,119.71	11,000.00	64.7%
605025 · AA Water - Sewer	6,714.32	4,200.00	159.9%	0.00			6,714.32	4,200.00	159.9%
<b>Total AA UTILITIES</b>	<b>76,168.71</b>	<b>64,400.00</b>	<b>118.3%</b>	<b>0.00</b>			<b>76,168.71</b>	<b>64,400.00</b>	<b>118.3%</b>
<b>FBO ADMINISTRATIVE EXPENSES</b>									
611000 · FBO 1st United Debt Service	0.00			46,698.36	61,920.00	75.4%	46,698.36	61,920.00	75.4%
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			321.97	500.00	64.4%	321.97	500.00	64.4%
611015 · FBO Drug Testing	0.00			1,433.20	2,000.00	71.7%	1,433.20	2,000.00	71.7%
611020 · FBO Dues & Subscriptions	0.00			8,593.25	17,000.00	50.5%	8,593.25	17,000.00	50.5%
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			17,035.79	28,000.00	60.8%	17,035.79	28,000.00	60.8%
611045 · FBO Office Equipment Lease	0.00			3,431.07	2,700.00	127.1%	3,431.07	2,700.00	127.1%
611050 · FBO Office Supplies	0.00			4,994.86	5,500.00	90.8%	4,994.86	5,500.00	90.8%
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			387,745.80	400,000.00	96.9%	387,745.80	400,000.00	96.9%
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			3,669.45	3,000.00	122.3%	3,669.45	3,000.00	122.3%
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			7,481.92	0.00	100.0%	7,481.92	0.00	100.0%

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '21 - Mar 22	Budget	% of Budget	Jul '21 - Mar 22	Budget	% of Budget	Jul '21 - Mar 22	Budget	% of Budget
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			59,040.07	40,800.00	144.7%	59,040.07	40,800.00	144.7%
611115 · Retirement	0.00			28,396.09	40,000.00	71.0%	28,396.09	40,000.00	71.0%
<b>Total FBO ADMINISTRATIVE EXPENSES</b>	<b>0.00</b>			<b>628,914.26</b>	<b>676,900.00</b>	<b>92.9%</b>	<b>628,914.26</b>	<b>676,900.00</b>	<b>92.9%</b>
<b>FBO MAINTENANCE &amp; REPAIR</b>									
613000 · FBO Equipment	0.00			43,278.06	10,000.00	432.8%	43,278.06	10,000.00	432.8%
613005 · FBO Building and Grounds	0.00			6,290.70	12,000.00	52.4%	6,290.70	12,000.00	52.4%
<b>Total FBO MAINTENANCE &amp; REPAIR</b>	<b>0.00</b>			<b>49,568.76</b>	<b>22,000.00</b>	<b>225.3%</b>	<b>49,568.76</b>	<b>22,000.00</b>	<b>225.3%</b>
<b>FBO UTILITIES</b>									
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			8,551.49	13,500.00	63.3%	8,551.49	13,500.00	63.3%
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			1,013.26	3,000.00	33.8%	1,013.26	3,000.00	33.8%
<b>Total FBO UTILITIES</b>	<b>0.00</b>			<b>32,669.00</b>	<b>62,200.00</b>	<b>52.5%</b>	<b>32,669.00</b>	<b>62,200.00</b>	<b>52.5%</b>
<b>Total Expense</b>	<b>428,149.87</b>	<b>552,320.00</b>	<b>77.5%</b>	<b>717,764.82</b>	<b>761,100.00</b>	<b>94.3%</b>	<b>1,145,914.69</b>	<b>1,313,420.00</b>	<b>87.2%</b>
<b>Net Ordinary Income</b>	<b>162,435.07</b>	<b>184,036.00</b>	<b>88.3%</b>	<b>-238,235.83</b>	<b>-183,700.00</b>	<b>129.7%</b>	<b>-75,800.76</b>	<b>336.00</b>	<b>-22,559.8%</b>
<b>Net Income</b>	<b>162,435.07</b>	<b>184,036.00</b>	<b>88.3%</b>	<b>-238,235.83</b>	<b>-183,700.00</b>	<b>129.7%</b>	<b>-75,800.76</b>	<b>336.00</b>	<b>-22,559.8%</b>