

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '21 - Apr 22	Budget	% of Budget	Jul '21 - Apr 22	Budget	% of Budget	Jul '21 - Apr 22	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	204,053.78	260,000.00	78.5%	6,663.66	0.00	100.0%	210,717.44	260,000.00	81.0%
401005 · MRB South Hangar Lease	62,511.14	10,000.00	625.1%	0.00			62,511.14	10,000.00	625.1%
401010 · AA Ramp Tie Down Leases	4,145.94	6,500.00	63.8%	0.00			4,145.94	6,500.00	63.8%
401015 · Hangar Rent _Transient	2,390.00	1,500.00	159.3%	0.00	0.00	0.0%	2,390.00	1,500.00	159.3%
401020 · Misc. Revenue	432.78			0.00			432.78	0.00	100.0%
Total AA Airfield Income	273,533.64	278,000.00	98.4%	6,663.66	0.00	100.0%	280,197.30	278,000.00	100.8%
AA Airport Fees									
402000 · Commercial Operating Permit	3,091.41	3,000.00	103.0%	1.34			3,092.75	3,000.00	103.1%
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	2,762.50	4,185.00	66.0%	0.00			2,762.50	4,185.00	66.0%
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	207.00	150.00	138.0%	0.00			207.00	150.00	138.0%
Total AA Airport Fees	39,684.91	58,583.00	67.7%	1.34			39,686.25	58,583.00	67.7%
AA AIRPORT TERMINAL/ADMIN INC									
403000 · Grease Trap	1,450.00	1,200.00	120.8%	0.00			1,450.00	1,200.00	120.8%
403005 · Office Leases	55,449.03	58,020.00	95.6%	-4,813.33			50,635.70	58,020.00	87.3%
403010 · Restaurant Lease	11,050.00	14,400.00	76.7%	0.00			11,050.00	14,400.00	76.7%
403015 · Tenant IT Charges	9,301.89	1,630.00	570.7%	178.32			9,480.21	1,630.00	581.6%
Total AA AIRPORT TERMINAL/ADMIN INC	77,250.92	75,250.00	102.7%	-4,635.01			72,615.91	75,250.00	96.5%
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	6,115.32	3,400.00	179.9%	0.00			6,115.32	3,400.00	179.9%
Total AA Interest Earned - Rebates	6,115.32	3,400.00	179.9%	0.00			6,115.32	3,400.00	179.9%
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	16,991.47	14,329.00	118.6%	0.00			16,991.47	14,329.00	118.6%
406020 · Triple S Transport Lease	10,000.00	12,000.00	83.3%	0.00			10,000.00	12,000.00	83.3%
Total AA LAND LEASES	27,286.47	26,959.00	101.2%	0.00			27,286.47	26,959.00	101.2%
AA LOCAL GOV. CONTRIBUTIONS									
407000 · Berkeley County	248,000.00	250,000.00	99.2%	0.00			248,000.00	250,000.00	99.2%
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%
Total AA LOCAL GOV. CONTRIBUTIONS	280,998.00	294,164.00	95.5%	0.00			280,998.00	294,164.00	95.5%
FBO - Charter Management (Lighthouse)									
414000 · Management Fee	0.00			9,000.00	9,000.00	100.0%	9,000.00	9,000.00	100.0%
414005 · Captain Fee	0.00			10,000.00	20,000.00	50.0%	10,000.00	20,000.00	50.0%
414015 · Maintenance	0.00			2,040.00			2,040.00	0.00	100.0%
Total FBO - Charter Management (Lighthouse)	0.00			21,040.00	29,000.00	72.6%	21,040.00	29,000.00	72.6%
FBO AIRFIELD INCOME									
411000 · FBO Call Outs	0.00			4,346.94	1,300.00	334.4%	4,346.94	1,300.00	334.4%
411005 · Ramp, Tie Down & Landing Fees	-992.00			34,978.21	14,000.00	249.8%	33,986.21	14,000.00	242.8%
411010 · FBO Fuel Sales - 100LL	0.00			160,938.48	261,000.00	61.7%	160,938.48	261,000.00	61.7%
411015 · FBO Fuel Sales - Jet A	0.00			458,639.02	598,050.00	76.7%	458,639.02	598,050.00	76.7%
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			712.90	700.00	101.8%	712.90	700.00	101.8%
411040 · Ground & Flightline Services	0.00			9,217.50	13,900.00	66.3%	9,217.50	13,900.00	66.3%

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411045 · Pilot Supply Sales	0.00			1,198.66	10,000.00	12.0%	1,198.66	10,000.00	12.0%
Total FBO AIRFIELD INCOME	-992.00			672,323.92	901,450.00	74.6%	671,331.92	901,450.00	74.5%
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			242,228.76	30,000.00	807.4%	242,228.76	30,000.00	807.4%
412005 · FBO Charter Trip Fees	0.00			506,633.08	400,000.00	126.7%	506,633.08	400,000.00	126.7%
412010 · FBO Sales Discounts	0.00			-22,087.34	-14,000.00	157.8%	-22,087.34	-14,000.00	157.8%
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			726,774.50	503,500.00	144.3%	726,774.50	503,500.00	144.3%
FBO FLIGHT SCHOOL	0.00			49,816.50	75,000.00	66.4%	49,816.50	75,000.00	66.4%
Total Income	703,877.26	736,356.00	95.6%	1,471,984.91	1,508,950.00	97.6%	2,175,862.17	2,245,306.00	96.9%
Cost of Goods Sold									
FBO COSTS OF GOODS SOLD									
511000 · Jet A COGS	0.00			245,716.44	337,500.00	72.8%	245,716.44	337,500.00	72.8%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			14,859.43	17,500.00	84.9%	14,859.43	17,500.00	84.9%
511005 · Refueler Truck Costs	0.00			16,297.25	15,000.00	108.6%	16,297.25	15,000.00	108.6%
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			95,794.86	164,500.00	58.2%	95,794.86	164,500.00	58.2%
511025 · AvFuel Point	0.00			60.01	1,000.00	6.0%	60.01	1,000.00	6.0%
511030 · Pilot Supplies	0.00			2,249.39	1,000.00	224.9%	2,249.39	1,000.00	224.9%
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			377,138.36	538,850.00	70.0%	377,138.36	538,850.00	70.0%
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			65,378.58	25,000.00	261.5%	65,378.58	25,000.00	261.5%
512010 · Charter Observer Fees	0.00			29,971.37	30,000.00	99.9%	29,971.37	30,000.00	99.9%
512015 · Charter Parts & Maintenance	0.00			309,905.35	140,000.00	221.4%	309,905.35	140,000.00	221.4%
512020 · Charter Pilot Training	0.00			11,547.44	30,000.00	38.5%	11,547.44	30,000.00	38.5%
512025 · Charter Crew Expenses	0.00			17,692.80	20,000.00	88.5%	17,692.80	20,000.00	88.5%
512030 · Charter Insurance	0.00			26,704.00	22,200.00	120.3%	26,704.00	22,200.00	120.3%
Total FBO FLIGHT OPS COGS	0.00			518,271.67	329,700.00	157.2%	518,271.67	329,700.00	157.2%
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			26,346.05	15,000.00	175.6%	26,346.05	15,000.00	175.6%
513010 · FS Aircraft Insurance	0.00			8,317.26	8,500.00	97.9%	8,317.26	8,500.00	97.9%
Total FBO FLIGHT SCHOOL COGS	0.00			50,736.47	34,000.00	149.2%	50,736.47	34,000.00	149.2%
Total COGS	0.00			946,146.50	902,550.00	104.8%	946,146.50	902,550.00	104.8%
Gross Profit	703,877.26	736,356.00	95.6%	525,838.41	606,400.00	86.7%	1,229,715.67	1,342,756.00	91.6%
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	8,671.23	6,000.00	144.5%	0.00			8,671.23	6,000.00	144.5%
601010 · AA Legal Services	13,755.30	20,000.00	68.8%	0.00			13,755.30	20,000.00	68.8%
601015 · AA Marketing & Advertising	18,847.18	20,000.00	94.2%	0.00			18,847.18	20,000.00	94.2%
601020 · AA Office Equipment	3,772.32	1,500.00	251.5%	0.00			3,772.32	1,500.00	251.5%
601025 · AA Office Supplies/Expenses	3,121.73	2,000.00	156.1%	0.00			3,121.73	2,000.00	156.1%
601030 · AA Postage	162.15	500.00	32.4%	0.00			162.15	500.00	32.4%
601035 · AA Professional Services	15,765.62	15,000.00	105.1%	0.00			15,765.62	15,000.00	105.1%
601040 · AA Travel & Meals & Training	7,773.99	7,500.00	103.7%	-66.64			7,707.35	7,500.00	102.8%
601045 · AA Bank Service Charges	4,933.42	2,000.00	246.7%	0.00			4,933.42	2,000.00	246.7%

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601050 · Canteen Supplies	679.61	2,000.00	34.0%	38.99			718.60	2,000.00	35.9%
601055 · Janitorial Services	4,068.98	5,000.00	81.4%	0.00			4,068.98	5,000.00	81.4%
601060 · AA Accounting	12,692.51	15,000.00	84.6%	0.00			12,692.51	15,000.00	84.6%
Total AA ADMINISTRATIVE	94,244.04	116,500.00	80.9%	-27.65			94,216.39	116,500.00	80.9%
AA AIRPORT INSURANCE									
602000 · Airport General & Premise Liab.	22,070.62	5,000.00	441.4%	0.00			22,070.62	5,000.00	441.4%
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	32,147.56	40,000.00	80.4%	0.00			32,147.56	40,000.00	80.4%
602020 · Workers Compensation	8,521.84	3,520.00	242.1%	0.00			8,521.84	3,520.00	242.1%
Total AA AIRPORT INSURANCE	76,748.54	61,520.00	124.8%	0.00			76,748.54	61,520.00	124.8%
AA MAINTENANCE & REPAIR									
603000 · AA Airfield	16,604.25	10,000.00	166.0%	0.00			16,604.25	10,000.00	166.0%
603005 · AA Equipment & Safety	14,365.61	8,000.00	179.6%	0.00			14,365.61	8,000.00	179.6%
603010 · MRB South Hangar	2,442.08	8,000.00	30.5%	0.00			2,442.08	8,000.00	30.5%
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	300.44	1,200.00	25.0%	0.00			300.44	1,200.00	25.0%
603025 · Office Buildings and Grounds	38,528.31	12,000.00	321.1%	0.00			38,528.31	12,000.00	321.1%
603030 · AA Vehicle Fuel	2,335.20	1,500.00	155.7%	0.00			2,335.20	1,500.00	155.7%
Total AA MAINTENANCE & REPAIR	86,969.32	53,700.00	162.0%	0.00			86,969.32	53,700.00	162.0%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	13,304.75	8,000.00	166.3%	0.00			13,304.75	8,000.00	166.3%
604005 · AA Health/Dental/Life Insurance	20,314.90	29,200.00	69.6%	0.00			20,314.90	29,200.00	69.6%
604010 · AA Payroll Taxes	5,941.95	14,000.00	42.4%	3,044.36			8,986.31	14,000.00	64.2%
604015 · AA Retirement	9,708.95	20,000.00	48.5%	3,174.59			12,883.54	20,000.00	64.4%
604020 · AA Employees Salaries/Wages	84,883.79	185,000.00	45.9%	8,328.63			93,212.42	185,000.00	50.4%
Total AA PAYROLL & LIABILITY	134,154.34	256,200.00	52.4%	14,547.58			148,701.92	256,200.00	58.0%
AA UTILITIES									
605000 · AA Propane & Natural Gas	12,981.51	10,000.00	129.8%	0.00			12,981.51	10,000.00	129.8%
605005 · AA Dumpster Rentals	5,676.89	3,000.00	189.2%	0.00			5,676.89	3,000.00	189.2%
605010 · AA Electric	60,980.59	35,000.00	174.2%	0.00			60,980.59	35,000.00	174.2%
605015 · AA Grease Trap	880.00	1,200.00	73.3%	0.00			880.00	1,200.00	73.3%
605020 · AA Telephone & Cell Reimb	7,504.43	11,000.00	68.2%	50.00			7,554.43	11,000.00	68.7%
605025 · AA Water - Sewer	6,714.32	4,200.00	159.9%	0.00			6,714.32	4,200.00	159.9%
Total AA UTILITIES	94,737.74	64,400.00	147.1%	50.00			94,787.74	64,400.00	147.2%
FBO ADMINISTRATIVE EXPENSES									
611000 · FBO 1st United Debt Service	0.00			52,029.12	61,920.00	84.0%	52,029.12	61,920.00	84.0%
611005 · FBO Accounting	0.00			10,304.24	24,000.00	42.9%	10,304.24	24,000.00	42.9%
611010 · FBO Bank Charges	0.00			456.97	500.00	91.4%	456.97	500.00	91.4%
611015 · FBO Drug Testing	0.00			1,970.50	2,000.00	98.5%	1,970.50	2,000.00	98.5%
611020 · FBO Dues & Subscriptions	0.00			10,696.95	17,000.00	62.9%	10,696.95	17,000.00	62.9%
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			17,873.36	28,000.00	63.8%	17,873.36	28,000.00	63.8%
611045 · FBO Office Equipment Lease	0.00			3,789.38	2,700.00	140.3%	3,789.38	2,700.00	140.3%
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			29,729.72	36,300.00	81.9%	29,729.72	36,300.00	81.9%
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			6,764.20	2,500.00	270.6%	6,764.20	2,500.00	270.6%
611070 · FBO Salaries/Wages	0.00			426,748.98	417,000.00	102.3%	426,748.98	417,000.00	102.3%
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			3,598.43	2,000.00	179.9%	3,598.43	2,000.00	179.9%
611085 · Canteen Supplies	0.00			4,241.79	3,000.00	141.4%	4,241.79	3,000.00	141.4%
611090 · Janitorial Services	0.00			1,569.04	4,000.00	39.2%	1,569.04	4,000.00	39.2%

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611100 · FBO WVEDA Debt Service	0.00			9,381.92	0.00	100.0%	9,381.92	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	6,331.68			63,083.93	40,800.00	154.6%	69,415.61	40,800.00	170.1%
611115 · Retirement	0.00			32,293.40	41,700.00	77.4%	32,293.40	41,700.00	77.4%
Total FBO ADMINISTRATIVE EXPENSES	6,331.68			691,424.38	705,900.00	97.9%	697,756.06	705,900.00	98.8%
FBO MAINTENANCE & REPAIR									
613000 · FBO Equipment	0.00			43,476.90	10,000.00	434.8%	43,476.90	10,000.00	434.8%
613005 · FBO Building and Grounds	0.00			6,466.70	12,000.00	53.9%	6,466.70	12,000.00	53.9%
Total FBO MAINTENANCE & REPAIR	0.00			49,943.60	22,000.00	227.0%	49,943.60	22,000.00	227.0%
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			19,704.77	13,500.00	146.0%	19,704.77	13,500.00	146.0%
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%
Total FBO UTILITIES	0.00			43,822.28	62,200.00	70.5%	43,822.28	62,200.00	70.5%
Total Expense	493,185.66	552,320.00	89.3%	799,760.19	790,100.00	101.2%	1,292,945.85	1,342,420.00	96.3%
Net Ordinary Income	210,691.60	184,036.00	114.5%	-273,921.78	-183,700.00	149.1%	-63,230.18	336.00	-18,818.5%
Other Income/Expense									
Other Income									
415000 · Other Income	14,000.00			0.00			14,000.00	0.00	100.0%
Total Other Income	14,000.00			0.00			14,000.00	0.00	100.0%
Net Other Income	14,000.00			0.00			14,000.00	0.00	100.0%
Net Income	224,691.60	184,036.00	122.1%	-273,921.78	-183,700.00	149.1%	-49,230.18	336.00	-14,651.8%