

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

July 2021 through June 2022

	Total AirportAuthority			Total MRB FBO			TOTAL		
	Jul '21 - Jun 22	Budget	% of Budget	Jul '21 - Jun 22	Budget	% of Budget	Jul '21 - Jun 22	Budget	% of Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
<b>AA Airfield Income</b>									
401000 - Hangar Leases	258,105.62	260,000.00	99.3%	0.00	0.00	0.0%	258,105.62	260,000.00	99.3%
401005 - MRB South Hangar Lease	82,351.90	10,000.00	823.5%	0.00			82,351.90	10,000.00	823.5%
401010 - AA Ramp Tie Down Leases	4,967.00	6,500.00	76.4%	0.00			4,967.00	6,500.00	76.4%
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	232.05			0.00			232.05	0.00	100.0%
<b>Total AA Airfield Income</b>	<b>348,046.57</b>	<b>278,000.00</b>	<b>125.2%</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>348,046.57</b>	<b>278,000.00</b>	<b>125.2%</b>
<b>AA Airport Fees</b>									
402000 - Commercial Operating Permit	3,494.09	3,000.00	116.5%	0.00			3,494.09	3,000.00	116.5%
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	4,267.50	4,185.00	102.0%	0.00			4,267.50	4,185.00	102.0%
402015 - WV Army National Guard Use Fee	26,000.00	24,000.00	108.3%	0.00			26,000.00	24,000.00	108.3%
402020 - Wait List Service Fees	880.00	150.00	586.7%	0.00			880.00	150.00	586.7%
<b>Total AA Airport Fees</b>	<b>48,265.59</b>	<b>58,583.00</b>	<b>82.4%</b>	<b>0.00</b>			<b>48,265.59</b>	<b>58,583.00</b>	<b>82.4%</b>
<b>AA AIRPORT TERMINAL/ADMIN INC</b>									
403000 - Grease Trap	1,750.00	1,200.00	145.8%	0.00			1,750.00	1,200.00	145.8%
403005 - Office Leases	64,085.73	58,020.00	110.5%	0.00			64,085.73	58,020.00	110.5%
403010 - Restaurant Lease	13,250.00	14,400.00	92.0%	0.00			13,250.00	14,400.00	92.0%
403015 - Tenant IT Charges	11,216.52	1,630.00	688.1%	0.00			11,216.52	1,630.00	688.1%
<b>Total AA AIRPORT TERMINAL/ADMIN INC</b>	<b>90,302.25</b>	<b>75,250.00</b>	<b>120.0%</b>	<b>0.00</b>			<b>90,302.25</b>	<b>75,250.00</b>	<b>120.0%</b>
<b>AA Interest Earned - Rebates</b>									
404000 - Rebates & Interest Earned	6,290.08	3,400.00	185.0%	0.00			6,290.08	3,400.00	185.0%
<b>Total AA Interest Earned - Rebates</b>	<b>6,290.08</b>	<b>3,400.00</b>	<b>185.0%</b>	<b>0.00</b>			<b>6,290.08</b>	<b>3,400.00</b>	<b>185.0%</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	865.00	530.00	163.2%	0.00			865.00	530.00	163.2%
406010 - Shentel Land Lease	18,656.20	14,329.00	130.2%	0.00			18,656.20	14,329.00	130.2%
406020 - Triple S Transport Lease	12,000.00	12,000.00	100.0%	0.00			12,000.00	12,000.00	100.0%
<b>Total AA LAND LEASES</b>	<b>31,621.20</b>	<b>26,959.00</b>	<b>117.3%</b>	<b>0.00</b>			<b>31,621.20</b>	<b>26,959.00</b>	<b>117.3%</b>
<b>AA LOCAL GOV. CONTRIBUTIONS</b>									
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	26,664.00	26,664.00	100.0%	0.00			26,664.00	26,664.00	100.0%
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>287,664.00</b>	<b>294,164.00</b>	<b>97.8%</b>	<b>0.00</b>			<b>287,664.00</b>	<b>294,164.00</b>	<b>97.8%</b>
<b>FBO - Charter Management (Lighthouse)</b>									
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			30,000.00	20,000.00	150.0%	30,000.00	20,000.00	150.0%
414015 - Maintenance	0.00			6,780.00			6,780.00	0.00	100.0%
<b>Total FBO - Charter Management (Lighthouse)</b>	<b>0.00</b>			<b>45,780.00</b>	<b>29,000.00</b>	<b>157.9%</b>	<b>45,780.00</b>	<b>29,000.00</b>	<b>157.9%</b>
<b>FBO AIRFIELD INCOME</b>									
411000 - FBO Call Outs	0.00			4,496.94	1,300.00	345.9%	4,496.94	1,300.00	345.9%
411005 - Ramp, Tie Down & Landing Fees	0.00			39,694.46	14,000.00	283.5%	39,694.46	14,000.00	283.5%
411010 - FBO Fuel Sales - 100LL	0.00			203,837.67	261,000.00	78.1%	203,837.67	261,000.00	78.1%
411015 - FBO Fuel Sales - Jet A	0.00			576,742.45	598,050.00	96.4%	576,742.45	598,050.00	96.4%
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			799.78	700.00	114.3%	799.78	700.00	114.3%
411040 - Ground & Flightline Services	0.00			9,891.00	13,900.00	71.2%	9,891.00	13,900.00	71.2%
411045 - Pilot Supply Sales	0.00			1,669.42	10,000.00	16.7%	1,669.42	10,000.00	16.7%
<b>Total FBO AIRFIELD INCOME</b>	<b>0.00</b>			<b>839,423.93</b>	<b>901,450.00</b>	<b>93.1%</b>	<b>839,423.93</b>	<b>901,450.00</b>	<b>93.1%</b>
<b>FBO FLIGHT OPERATIONS INCOME</b>									
412000 - FBO Charter - Airport Fees	0.00			306,685.08	30,000.00	1,022.3%	306,685.08	30,000.00	1,022.3%
412005 - FBO Charter Trip Fees	0.00			607,373.08	400,000.00	151.8%	607,373.08	400,000.00	151.8%
412010 - FBO Sales Discounts	0.00			-26,490.70	-14,000.00	189.2%	-26,490.70	-14,000.00	189.2%
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>887,567.46</b>	<b>503,500.00</b>	<b>176.3%</b>	<b>887,567.46</b>	<b>503,500.00</b>	<b>176.3%</b>
<b>FBO FLIGHT SCHOOL</b>									
413000 - Aircraft Rental & Instruction	0.00			74,724.96	75,000.00	99.6%	74,724.96	75,000.00	99.6%
<b>Total FBO FLIGHT SCHOOL</b>	<b>0.00</b>			<b>74,724.96</b>	<b>75,000.00</b>	<b>99.6%</b>	<b>74,724.96</b>	<b>75,000.00</b>	<b>99.6%</b>

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July 2021 through June 2022

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	Jul '21 - Jun 22	Budget	% of Budget	Jul '21 - Jun 22	Budget	% of Budget	Jul '21 - Jun 22	Budget	% of Budget
<b>Total Income</b>	812,189.69	736,356.00	110.3%	1,847,496.35	1,508,950.00	122.4%	2,659,686.04	2,245,306.00	118.5%
<b>Cost of Goods Sold</b>									
<b>FBO COSTS OF GOODS SOLD</b>									
511000 · Jet A COGS	0.00			284,227.50	337,500.00	84.2%	284,227.50	337,500.00	84.2%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			17,675.57	17,500.00	101.0%	17,675.57	17,500.00	101.0%
511005 · Refueler Truck Costs	0.00			18,717.01	15,000.00	124.8%	18,717.01	15,000.00	124.8%
511010 · FBO Misc Expenses	0.00			264.09	550.00	48.0%	264.09	550.00	48.0%
511015 · Fuel Purchase -100 LL	0.00			112,439.08	164,500.00	68.4%	112,439.08	164,500.00	68.4%
511025 · AvFuel Point	0.00			61.21	1,000.00	6.1%	61.21	1,000.00	6.1%
511030 · Pilot Supplies	0.00			3,055.76	1,000.00	305.6%	3,055.76	1,000.00	305.6%
511035 · FSII & Deicing	0.00			995.12	700.00	142.2%	995.12	700.00	142.2%
511040 · Pollution Insurance	0.00			1,614.48	1,100.00	146.8%	1,614.48	1,100.00	146.8%
<b>Total FBO COSTS OF GOODS SOLD</b>	0.00			439,049.82	538,850.00	81.5%	439,049.82	538,850.00	81.5%
<b>FBO FLIGHT OPS COGS</b>									
512000 · Charter Jet A	0.00			130,754.22	62,500.00	209.2%	130,754.22	62,500.00	209.2%
512005 · Charter Airport Fees	0.00			75,003.81	25,000.00	300.0%	75,003.81	25,000.00	300.0%
512010 · Charter Observer Fees	0.00			45,203.58	30,000.00	150.7%	45,203.58	30,000.00	150.7%
512015 · Charter Parts & Maintenance	0.00			310,943.52	140,000.00	222.1%	310,943.52	140,000.00	222.1%
512020 · Charter Pilot Training	0.00			23,367.54	30,000.00	77.9%	23,367.54	30,000.00	77.9%
512025 · Charter Crew Expenses	0.00			22,136.13	20,000.00	110.7%	22,136.13	20,000.00	110.7%
512030 · Charter Insurance	0.00			26,704.00	22,200.00	120.3%	26,704.00	22,200.00	120.3%
<b>Total FBO FLIGHT OPS COGS</b>	0.00			634,112.80	329,700.00	192.3%	634,112.80	329,700.00	192.3%
<b>FBO FLIGHT SCHOOL COGS</b>									
513000 · FBO FS Fuel Purchased - 100 LL	0.00			26,943.30	10,500.00	256.6%	26,943.30	10,500.00	256.6%
513005 · FBO FS Parts - Maintenance	0.00			31,578.49	15,000.00	210.5%	31,578.49	15,000.00	210.5%
513010 · FS Aircraft Insurance	0.00			8,317.26	8,500.00	97.9%	8,317.26	8,500.00	97.9%
<b>Total FBO FLIGHT SCHOOL COGS</b>	0.00			66,839.05	34,000.00	196.6%	66,839.05	34,000.00	196.6%
<b>Total COGS</b>	0.00			1,140,001.67	902,550.00	126.3%	1,140,001.67	902,550.00	126.3%
<b>Gross Profit</b>	812,189.69	736,356.00	110.3%	707,494.68	606,400.00	116.7%	1,519,684.37	1,342,756.00	113.2%
<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	11,108.20	6,000.00	185.1%	0.00			11,108.20	6,000.00	185.1%
601010 · AA Legal Services	15,752.00	20,000.00	78.8%	0.00			15,752.00	20,000.00	78.8%
601015 · AA Marketing & Advertising	29,008.19	20,000.00	145.0%	0.00			29,008.19	20,000.00	145.0%
601020 · AA Office Equipment	4,110.05	1,500.00	274.0%	0.00			4,110.05	1,500.00	274.0%
601025 · AA Office Supplies/Expenses	3,430.94	2,000.00	171.5%	0.00			3,430.94	2,000.00	171.5%
601030 · AA Postage	181.22	500.00	36.2%	0.00			181.22	500.00	36.2%
601035 · AA Professional Services	15,953.12	15,000.00	106.4%	0.00			15,953.12	15,000.00	106.4%
601040 · AA Travel & Meals & Training	12,543.82	7,500.00	167.3%	0.00			12,543.82	7,500.00	167.3%
601045 · AA Bank Service Charges	6,504.99	2,000.00	325.2%	0.00			6,504.99	2,000.00	325.2%
601050 · Canteen Supplies	912.96	2,000.00	45.6%	0.00			912.96	2,000.00	45.6%
601055 · Janitorial Services	4,318.98	5,000.00	86.4%	0.00			4,318.98	5,000.00	86.4%
601060 · AA Accounting	18,127.51	15,000.00	120.9%	0.00			18,127.51	15,000.00	120.9%
<b>Total AA ADMINISTRATIVE</b>	121,951.98	116,500.00	104.7%	0.00			121,951.98	116,500.00	104.7%
<b>AA AIRPORT INSURANCE</b>									
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	10,363.76	3,520.00	294.4%	0.00			10,363.76	3,520.00	294.4%
<b>Total AA AIRPORT INSURANCE</b>	78,590.46	61,520.00	127.7%	0.00			78,590.46	61,520.00	127.7%
<b>AA MAINTENANCE &amp; REPAIR</b>									
603000 · AA Airfield	16,874.25	10,000.00	168.7%	0.00			16,874.25	10,000.00	168.7%
603005 · AA Equipment & Safety	16,870.47	8,000.00	210.9%	0.00			16,870.47	8,000.00	210.9%
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	900.65	1,200.00	75.1%	0.00			900.65	1,200.00	75.1%
603025 · Office Buildings and Grounds	43,307.34	12,000.00	360.9%	0.00			43,307.34	12,000.00	360.9%
603030 · AA Vehicle Fuel	3,076.62	1,500.00	205.1%	0.00			3,076.62	1,500.00	205.1%
<b>Total AA MAINTENANCE &amp; REPAIR</b>	95,864.84	53,700.00	178.5%	0.00			95,864.84	53,700.00	178.5%
<b>AA PAYROLL &amp; LIABILITY</b>									
604000 · AA Contracted Labor	16,240.75	8,000.00	203.0%	0.00			16,240.75	8,000.00	203.0%
604005 · AA Health/Dental/Life Insurance	15,521.23	29,200.00	53.2%	0.00			15,521.23	29,200.00	53.2%

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604010 - AA Payroll Taxes	6,766.84	14,000.00	48.3%	0.00			6,766.84	14,000.00	48.3%
604015 - AA Retirement	10,900.01	20,000.00	54.5%	0.00			10,900.01	20,000.00	54.5%
604020 - AA Employees Salaries/Wages	96,074.99	185,000.00	51.9%	0.00			96,074.99	185,000.00	51.9%
<b>Total AA PAYROLL &amp; LIABILITY</b>	<b>145,503.82</b>	<b>256,200.00</b>	<b>56.8%</b>	<b>0.00</b>			<b>145,503.82</b>	<b>256,200.00</b>	<b>56.8%</b>
<b>AA UTILITIES</b>									
605000 - AA Propane & Natural Gas	15,775.54	10,000.00	157.8%	0.00			15,775.54	10,000.00	157.8%
605005 - AA Dumpster Rentals	7,112.23	3,000.00	237.1%	0.00			7,112.23	3,000.00	237.1%
605010 - AA Electric	63,760.85	35,000.00	182.2%	0.00			63,760.85	35,000.00	182.2%
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	8,443.11	11,000.00	76.8%	0.00			8,443.11	11,000.00	76.8%
605025 - AA Water - Sewer	9,979.77	4,200.00	237.6%	0.00			9,979.77	4,200.00	237.6%
<b>Total AA UTILITIES</b>	<b>105,951.50</b>	<b>64,400.00</b>	<b>164.5%</b>	<b>0.00</b>			<b>105,951.50</b>	<b>64,400.00</b>	<b>164.5%</b>
<b>FBO ADMINISTRATIVE EXPENSES</b>									
611000 - FBO 1st United Debt Service	0.00			54,177.89	61,920.00	87.5%	54,177.89	61,920.00	87.5%
611005 - FBO Accounting	0.00			15,739.24	24,000.00	65.6%	15,739.24	24,000.00	65.6%
611010 - FBO Bank Charges	0.00			1,039.75	500.00	208.0%	1,039.75	500.00	208.0%
611015 - FBO Drug Testing	0.00			2,226.30	2,000.00	111.3%	2,226.30	2,000.00	111.3%
611020 - FBO Dues & Subscriptions	0.00			11,118.20	17,000.00	65.4%	11,118.20	17,000.00	65.4%
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			23,180.83	28,000.00	82.8%	23,180.83	28,000.00	82.8%
611045 - FBO Office Equipment Lease	0.00			4,506.00	2,700.00	166.9%	4,506.00	2,700.00	166.9%
611050 - FBO Office Supplies	0.00			6,485.15	5,500.00	117.9%	6,485.15	5,500.00	117.9%
611055 - FBO Payroll Taxes	0.00			42,102.94	36,300.00	116.0%	42,102.94	36,300.00	116.0%
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			6,864.52	2,500.00	274.6%	6,864.52	2,500.00	274.6%
611070 - FBO Salaries/Wages	0.00			562,730.50	417,000.00	134.9%	562,730.50	417,000.00	134.9%
611075 - FBO Travel Meals & Training	0.00			8,694.07	7,500.00	115.9%	8,694.07	7,500.00	115.9%
611080 - FBO Uniforms	0.00			5,372.48	2,000.00	268.6%	5,372.48	2,000.00	268.6%
611085 - Canteen Supplies	0.00			4,586.87	3,000.00	152.9%	4,586.87	3,000.00	152.9%
611090 - Janitorial Services	0.00			2,819.04	4,000.00	70.5%	2,819.04	4,000.00	70.5%
611100 - FBO WVEDA Debt Service	0.00			13,181.92	0.00	100.0%	13,181.92	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			93,521.18	40,800.00	229.2%	93,521.18	40,800.00	229.2%
611115 - Retirement	0.00			45,692.79	41,700.00	109.6%	45,692.79	41,700.00	109.6%
<b>Total FBO ADMINISTRATIVE EXPENSES</b>	<b>0.00</b>			<b>908,743.19</b>	<b>705,900.00</b>	<b>128.7%</b>	<b>908,743.19</b>	<b>705,900.00</b>	<b>128.7%</b>
<b>FBO MAINTENANCE &amp; REPAIR</b>									
613000 - FBO Equipment	0.00			43,692.03	10,000.00	436.9%	43,692.03	10,000.00	436.9%
613005 - FBO Building and Grounds	0.00			7,135.65	12,000.00	59.5%	7,135.65	12,000.00	59.5%
<b>Total FBO MAINTENANCE &amp; REPAIR</b>	<b>0.00</b>			<b>50,827.68</b>	<b>22,000.00</b>	<b>231.0%</b>	<b>50,827.68</b>	<b>22,000.00</b>	<b>231.0%</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			19,837.49	13,500.00	146.9%	19,837.49	13,500.00	146.9%
615010 - FBO Electric	0.00			20,874.71	37,000.00	56.4%	20,874.71	37,000.00	56.4%
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			1,188.26	3,000.00	39.6%	1,188.26	3,000.00	39.6%
<b>Total FBO UTILITIES</b>	<b>0.00</b>			<b>44,896.31</b>	<b>62,200.00</b>	<b>72.2%</b>	<b>44,896.31</b>	<b>62,200.00</b>	<b>72.2%</b>
<b>Total Expense</b>	<b>547,862.60</b>	<b>552,320.00</b>	<b>99.2%</b>	<b>1,004,467.18</b>	<b>790,100.00</b>	<b>127.1%</b>	<b>1,552,329.78</b>	<b>1,342,420.00</b>	<b>115.6%</b>
<b>Net Ordinary Income</b>	<b>264,327.09</b>	<b>184,036.00</b>	<b>143.6%</b>	<b>-296,972.50</b>	<b>-183,700.00</b>	<b>161.7%</b>	<b>-32,645.41</b>	<b>336.00</b>	<b>-9,715.9%</b>
<b>Other Income/Expense</b>									
Other Income									
415000 - Other Income	14,000.00			0.00			14,000.00	0.00	100.0%
<b>Total Other Income</b>	<b>14,000.00</b>			<b>0.00</b>			<b>14,000.00</b>	<b>0.00</b>	<b>100.0%</b>
<b>Net Other Income</b>	<b>14,000.00</b>			<b>0.00</b>			<b>14,000.00</b>	<b>0.00</b>	<b>100.0%</b>
<b>Net Income</b>	<b>278,327.09</b>	<b>184,036.00</b>	<b>151.2%</b>	<b>-296,972.50</b>	<b>-183,700.00</b>	<b>161.7%</b>	<b>-18,645.41</b>	<b>336.00</b>	<b>-5,549.2%</b>