

**Eastern WV Regional Airport Authority**  
**Profit & Loss Budget Overview**  
 July 2022 through June 2023

	<u>Jul '22 - Jun 23</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>AA Airfield Income</b>	
401000 · Hangar Leases	223,000.00
401005 · MRB South Hangar Lease	100,000.00
401010 · AA Ramp Tie Down Leases	3,000.00
401015 · Hangar Rent _Transient	1,000.00
401020 · Misc. Revenue	0.00
<b>Total AA Airfield Income</b>	<u>327,000.00</u>
<b>AA Airport Fees</b>	
402000 · Commercial Operating Permit	3,600.00
402005 · NGB Air Guard Joint Use Agrmnt	27,248.00
402010 · Through-Fence Airfield Access	4,185.00
402015 · WV Army National Guard Use Fee	24,000.00
402020 · Wait List Service Fees	150.00
<b>Total AA Airport Fees</b>	<u>59,183.00</u>
<b>AA AIRPORT TERMINAL/ADMIN INC</b>	
403005 · Office Leases	70,000.00
403010 · Restaurant Lease	15,000.00
403015 · Tennant IT Charges	7,020.00
403020 · Other Tennant Charges	0.00
<b>Total AA AIRPORT TERMINAL/ADMIN INC</b>	<u>92,020.00</u>
<b>AA Interest Earned - Rebates</b>	
404000 · Rebates & Interest Earned	3,500.00
<b>Total AA Interest Earned - Rebates</b>	<u>3,500.00</u>
<b>AA LAND LEASES</b>	
406000 · EAA Chapter 1071 Land Lease	100.00
406005 · Farm Leases	650.00
406010 · Shentel Land Lease	14,329.00
<b>Total AA LAND LEASES</b>	<u>15,079.00</u>
<b>AA LOCAL GOV. CONTRIBUTIONS</b>	
407000 · Berkeley County	275,000.00
407005 · City of Martinsburg	42,730.00
407015 · Other Government Contributions	12,500.00
<b>Total AA LOCAL GOV. CONTRIBUTIONS</b>	<u>330,230.00</u>
<b>FBO Aircraft Management Income (Lighthouse &amp; Javid)</b>	
414000 · Management Fee	36,000.00
414005 · Captain Fee	120,000.00
414010 · Trip Fees - Flight Time	250,000.00
414015 · Maintenance	10,560.00
414020 · Hangar Lease	8,000.00
416000 · Part 91 Revenue - Javid	342,000.00
<b>Total FBO Aircraft Management Income (Lighthouse &amp; Javid)</b>	<u>766,560.00</u>
<b>FBO AIRFIELD INCOME</b>	
411000 · FBO Call Outs	3,500.00
411005 · Ramp, Tie Down & Landing Fees	30,000.00
411010 · FBO Fuel Sales - 100LL	224,700.00
411015 · FBO Fuel Sales - Jet A	799,762.00
411035 · FSII & Deicing	700.00
411040 · Ground & Flightline Services	8,400.00
411045 · Pilot Supply Sales	1,500.00
<b>Total FBO AIRFIELD INCOME</b>	<u>1,068,562.00</u>
<b>FBO FLIGHT OPERATIONS INCOME</b>	
412000 · FBO Charter - Airport Fees	225,000.00
412005 · FBO Charter Trip Fees	600,000.00
412010 · FBO Sales Discounts	-21,000.00
<b>Total FBO FLIGHT OPERATIONS INCOME</b>	<u>804,000.00</u>
<b>FBO FLIGHT SCHOOL</b>	
413000 · Aircraft Rental & Instruction	45,000.00
<b>Total FBO FLIGHT SCHOOL</b>	<u>45,000.00</u>
<b>Total Income</b>	<u>3,511,134.00</u>
<b>Cost of Goods Sold</b>	
<b>FBO Aircraft Management</b>	
514000 · Trip Fees	212,500.00
<b>Total FBO Aircraft Management</b>	<u>212,500.00</u>
<b>FBO COSTS OF GOODS SOLD</b>	
511000 · Jet A COGS	406,450.00
511001 · FBO Credit Card Fees-Merch Svcs	20,000.00
511005 · Refueler Truck Costs	25,000.00
511015 · Fuel Purchase -100 LL	170,000.00

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511020 · FBO Fuel Purchase - Jet A	0.00
511025 · AvFuel Point	100.00
511030 · Pilot Supplies	2,000.00
511035 · FSII & Deicing	2,500.00
511040 · Pollution Insurance	1,200.00
<b>Total FBO COSTS OF GOODS SOLD</b>	<b>627,250.00</b>
<b>FBO FLIGHT OPS COGS</b>	
512000 · Charter Jet A	68,750.00
512005 · Charter Airport Fees	100,000.00
512010 · Charter Observer Fees	50,000.00
512015 · Charter Parts & Maintenance	225,000.00
512020 · Charter Pilot Training	22,500.00
512025 · Charter Crew Expenses	20,000.00
512030 · Charter Insurance	33,375.00
<b>Total FBO FLIGHT OPS COGS</b>	<b>519,625.00</b>
<b>FBO FLIGHT SCHOOL COGS</b>	
513000 · FBO FS Fuel Purchased - 100 LL	12,750.00
513005 · FBO FS Parts - Maintenance	25,000.00
513010 · FS Aircraft Insurance	10,000.00
<b>Total FBO FLIGHT SCHOOL COGS</b>	<b>47,750.00</b>
<b>Total COGS</b>	<b>1,407,125.00</b>
<b>Gross Profit</b>	<b>2,104,009.00</b>
<b>Expense</b>	
<b>AA ADMINISTRATIVE</b>	
601000 · AA Capital Improvements	25,000.00
601005 · AA Dues & Subscriptions	6,000.00
601010 · AA Legal Services	20,000.00
601015 · AA Marketing & Advertising	20,000.00
601020 · AA Office Equipment	3,000.00
601025 · AA Office Supplies/Expenses	2,500.00
601030 · AA Postage	500.00
601035 · AA Professional Services	15,000.00
601040 · AA Travel & Meals & Training	8,500.00
601045 · AA Bank Service Charges	6,000.00
601050 · Canteen Supplies	2,000.00
601055 · Janitorial Services	2,000.00
601060 · AA Accounting	20,000.00
<b>Total AA ADMINISTRATIVE</b>	<b>130,500.00</b>
<b>AA AIRPORT INSURANCE</b>	
602000 · Airport General & Premise Liab.	25,000.00
602005 · Airport Vehicle Insurance	9,000.00
602010 · Directors/Officers	5,500.00
602015 · Property Policy	35,000.00
602020 · Workers Compensation	7,000.00
<b>Total AA AIRPORT INSURANCE</b>	<b>81,500.00</b>
<b>AA MAINTENANCE &amp; REPAIR</b>	
603000 · AA Airfield	18,000.00
603005 · AA Equipment & Safety	10,000.00
603010 · MRB South Hangar	5,000.00
603015 · AA Hangars	8,000.00
603020 · AA Licenses, Permits, & Fees	1,200.00
603025 · Office Buildings and Grounds	10,000.00
603030 · AA Vehicle Fuel	3,500.00
<b>Total AA MAINTENANCE &amp; REPAIR</b>	<b>55,700.00</b>
<b>AA PAYROLL &amp; LIABILITY</b>	
604000 · AA Contracted Labor	16,044.00
604005 · AA Health/Dental/Life Insurance	24,000.00
604010 · AA Payroll Taxes	10,720.00
604015 · AA Retirement	12,611.00
604020 · AA Employees Salaries/Wages	140,125.00
<b>Total AA PAYROLL &amp; LIABILITY</b>	<b>203,500.00</b>
<b>AA UTILITIES</b>	
605000 · AA Propane & Natural Gas	10,000.00
605005 · AA Dumpster Rentals	4,500.00
605010 · AA Electric	63,000.00
605015 · AA Grease Trap	1,200.00
605020 · AA Telephone & Cell Reimb	10,000.00
605025 · AA Water - Sewer	10,000.00
<b>Total AA UTILITIES</b>	<b>98,700.00</b>
<b>FBO ADMINISTRATIVE EXPENSES</b>	
611000 · FBO 1st United Debt Service	94,221.00
611005 · FBO Accounting	45,366.00
611010 · FBO Bank Charges	500.00
611015 · FBO Drug Testing	1,650.00

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611020 · FBO Dues & Subscriptions	17,000.00
611035 · FBO License & Fees	500.00
611040 · FBO Marketing and Advertising	20,000.00
611045 · FBO Office Equipment Lease	3,600.00
611050 · FBO Office Supplies	5,500.00
611055 · FBO Payroll Taxes	72,680.00
611060 · FBO Postage & Freight	2,000.00
611065 · FBO Professional Fees	2,500.00
611070 · FBO Salaries/Wages	950,065.00
611075 · FBO Travel Meals & Training	5,000.00
611080 · FBO Uniforms	1,500.00
611085 · Canteen Supplies	1,000.00
611090 · Janitorial Services	4,000.00
611100 · FBO WVEDA Debt Service	53,924.00
611105 · Workmens Compensation	7,480.00
611110 · Health/Dental/Life Insurance	50,000.00
611115 · Retirement	69,923.00
611120 · Contracted Labor	40,000.00
<b>Total FBO ADMINISTRATIVE EXPENSES</b>	<u>1,448,409.00</u>
<b>FBO MAINTENANCE &amp; REPAIR</b>	
613000 · FBO Equipment	17,000.00
613005 · FBO Building and Grounds	10,000.00
<b>Total FBO MAINTENANCE &amp; REPAIR</b>	<u>27,000.00</u>
<b>FBO UTILITIES</b>	
615000 · FBO Sewer - Water	4,200.00
615005 · FBO Natural Gas	13,500.00
615010 · FBO Electric	35,000.00
615015 · FBO Dumpster Rental	4,000.00
615020 · FBO Telephone	2,000.00
<b>Total FBO UTILITIES</b>	<u>58,700.00</u>
<b>Total Expense</b>	<u>2,104,009.00</u>
<b>Net Ordinary Income</b>	<u>0.00</u>
<b>Net Income</b>	<u><u>0.00</u></u>