

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

July through November 2022

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul - Nov 22	Budget	% of Budget	Jul - Nov 22	Budget	% of Budget	Jul - Nov 22	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	107,125.26	223,000.00	48.0%	0.00			107,125.26	223,000.00	48.0%
401005 · MRB South Hangar Lease	49,601.90	100,000.00	49.6%	0.00			49,601.90	100,000.00	49.6%
401010 · AA Ramp Tie Down Leases	1,878.00	3,000.00	62.6%	0.00			1,878.00	3,000.00	62.6%
401015 · Hangar Rent_Transient	180.00	1,000.00	18.0%	0.00			180.00	1,000.00	18.0%
401020 · Misc. Revenue	80.00	0.00	100.0%	0.00			80.00	0.00	100.0%
Total AA Airfield Income	158,865.16	327,000.00	48.6%	0.00			158,865.16	327,000.00	48.6%
AA Airport Fees									
402000 · Commercial Operating Permit	2,900.00	3,600.00	80.6%	0.00			2,900.00	3,600.00	80.6%
402005 · NGB Air Guard Joint Use Agrmnt	20,436.00	27,248.00	75.0%	0.00			20,436.00	27,248.00	75.0%
402010 · Through-Fence Airfield Access	2,010.00	4,185.00	48.0%	0.00			2,010.00	4,185.00	48.0%
402015 · WV Army National Guard Use Fee	16,040.00	24,000.00	66.8%	0.00			16,040.00	24,000.00	66.8%
402020 · Wait List Service Fees	1,141.00	150.00	760.7%	0.00			1,141.00	150.00	760.7%
Total AA Airport Fees	42,527.00	59,183.00	71.9%	0.00			42,527.00	59,183.00	71.9%
AA AIRPORT TERMINAL/ADMIN INC									
403005 · Office Leases	22,975.00	70,000.00	32.8%	0.00			22,975.00	70,000.00	32.8%
403010 · Restaurant Lease	5,000.00	15,000.00	33.3%	0.00			5,000.00	15,000.00	33.3%
403015 · Tennant IT Charges	5,090.04	7,020.00	72.5%	0.00			5,090.04	7,020.00	72.5%
Total AA AIRPORT TERMINAL/ADMIN INC	33,065.04	92,020.00	35.9%	0.00			33,065.04	92,020.00	35.9%
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	4,484.54	3,500.00	128.1%	0.00			4,484.54	3,500.00	128.1%
Total AA Interest Earned - Rebates	4,484.54	3,500.00	128.1%	0.00			4,484.54	3,500.00	128.1%
AA LAND LEASES									
406000 · EAA Chapter 1071 Land Lease	0.00	100.00	0.0%	0.00			0.00	100.00	0.0%
406005 · Farm Leases	0.00	650.00	0.0%	0.00			0.00	650.00	0.0%
406010 · Shentel Land Lease	8,319.76	14,329.00	58.1%	0.00			8,319.76	14,329.00	58.1%
406020 · Triple S Transport Lease	5,000.00	0.00	100.0%	0.00			5,000.00	0.00	100.0%
Total AA LAND LEASES	13,319.76	15,079.00	88.3%	0.00			13,319.76	15,079.00	88.3%
AA LOCAL GOV. CONTRIBUTIONS									
407000 · Berkeley County	275,000.00	275,000.00	100.0%	0.00			275,000.00	275,000.00	100.0%
407005 · City of Martinsburg	10,682.50	42,730.00	25.0%	0.00			10,682.50	42,730.00	25.0%
407015 · Other Government Contributions	0.00	12,500.00	0.0%	0.00			0.00	12,500.00	0.0%
Total AA LOCAL GOV. CONTRIBUTIONS	285,682.50	330,230.00	86.5%	0.00			285,682.50	330,230.00	86.5%
FBO Aircraft Management Income (Lighthouse & Javid)									
414000 · Management Fee	0.00			18,000.00	36,000.00	50.0%	18,000.00	36,000.00	50.0%
414005 · Captain Fee	0.00			50,000.00	120,000.00	41.7%	50,000.00	120,000.00	41.7%
414010 · Trip Fees - Flight Time	0.00			0.00	250,000.00	0.0%	0.00	250,000.00	0.0%
414015 · Maintenance	0.00			12,000.00	10,560.00	113.6%	12,000.00	10,560.00	113.6%
414020 · Hangar Lease	0.00			0.00	8,000.00	0.0%	0.00	8,000.00	0.0%
416000 · Part 91 Revenue - Javid	0.00			153,992.64	342,000.00	45.0%	153,992.64	342,000.00	45.0%
Total FBO Aircraft Management Income (Lighthouse & Javid)	0.00			233,992.64	766,560.00	30.5%	233,992.64	766,560.00	30.5%
FBO AIRFIELD INCOME									
411000 · FBO Call Outs	0.00			4,035.62	3,500.00	115.3%	4,035.62	3,500.00	115.3%
411005 · Ramp, Tie Down & Landing Fees	0.00			18,067.33	30,000.00	60.2%	18,067.33	30,000.00	60.2%
411010 · FBO Fuel Sales - 100LL	0.00			98,130.28	224,700.00	43.7%	98,130.28	224,700.00	43.7%
411015 · FBO Fuel Sales - Jet A	0.00			373,842.94	799,762.00	46.7%	373,842.94	799,762.00	46.7%
411035 · FSII & Deicing	0.00			629.22	700.00	89.9%	629.22	700.00	89.9%
411040 · Ground & Flightline Services	0.00			7,609.00	8,400.00	90.6%	7,609.00	8,400.00	90.6%
411045 · Pilot Supply Sales	0.00			1,771.82	1,500.00	118.1%	1,771.82	1,500.00	118.1%
Total FBO AIRFIELD INCOME	0.00			504,086.21	1,068,562.00	47.2%	504,086.21	1,068,562.00	47.2%
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			150,640.91	225,000.00	67.0%	150,640.91	225,000.00	67.0%
412005 · FBO Charter Trip Fees	0.00			253,560.25	600,000.00	42.3%	253,560.25	600,000.00	42.3%
412010 · FBO Sales Discounts	0.00			-13,906.50	-21,000.00	66.2%	-13,906.50	-21,000.00	66.2%
Total FBO FLIGHT OPERATIONS INCOME	0.00			390,294.66	804,000.00	48.5%	390,294.66	804,000.00	48.5%
FBO FLIGHT SCHOOL									
413000 · Aircraft Rental & Instruction	0.00			40,417.86	45,000.00	89.8%	40,417.86	45,000.00	89.8%
Total FBO FLIGHT SCHOOL	0.00			40,417.86	45,000.00	89.8%	40,417.86	45,000.00	89.8%

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Total Income	537,944.00	827,012.00	65.0%	1,168,791.37	2,684,122.00	43.5%	1,706,735.37	3,511,134.00	48.6%
Cost of Goods Sold									
FBO Aircraft Management									
514000 · Trip Fees	0.00			73,141.53	212,500.00	34.4%	73,141.53	212,500.00	34.4%
Total FBO Aircraft Management	0.00			73,141.53	212,500.00	34.4%	73,141.53	212,500.00	34.4%
FBO COSTS OF GOODS SOLD									
511000 · Jet A COGS	0.00			235,122.94	406,450.00	57.8%	235,122.94	406,450.00	57.8%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			7,181.32	20,000.00	35.9%	7,181.32	20,000.00	35.9%
511005 · Refueler Truck Costs	0.00			4,580.75	25,000.00	18.3%	4,580.75	25,000.00	18.3%
511015 · Fuel Purchase -100 LL	0.00			30,583.94	170,000.00	18.0%	30,583.94	170,000.00	18.0%
511025 · AvFuel Point	0.00			5.82	100.00	5.8%	5.82	100.00	5.8%
511030 · Pilot Supplies	0.00			1,094.90	2,000.00	54.7%	1,094.90	2,000.00	54.7%
511035 · FSII & Deicing	0.00			1,144.20	2,500.00	45.8%	1,144.20	2,500.00	45.8%
511040 · Pollution Insurance	0.00			0.00	1,200.00	0.0%	0.00	1,200.00	0.0%
Total FBO COSTS OF GOODS SOLD	0.00			279,713.87	627,250.00	44.6%	279,713.87	627,250.00	44.6%
FBO FLIGHT OPS COGS									
512000 · Charter Jet A	0.00			53,224.94	68,750.00	77.4%	53,224.94	68,750.00	77.4%
512005 · Charter Airport Fees	0.00			43,223.14	100,000.00	43.2%	43,223.14	100,000.00	43.2%
512010 · Charter Observer Fees	0.00			23,677.18	50,000.00	47.4%	23,677.18	50,000.00	47.4%
512015 · Charter Parts & Maintenance	0.00			125,596.86	225,000.00	55.8%	125,596.86	225,000.00	55.8%
512020 · Charter Pilot Training	0.00			12,862.16	22,500.00	57.2%	12,862.16	22,500.00	57.2%
512025 · Charter Crew Expenses	0.00			12,996.39	20,000.00	65.0%	12,996.39	20,000.00	65.0%
512030 · Charter Insurance	0.00			33,885.00	33,375.00	101.5%	33,885.00	33,375.00	101.5%
Total FBO FLIGHT OPS COGS	0.00			305,465.67	519,625.00	58.8%	305,465.67	519,625.00	58.8%
FBO FLIGHT SCHOOL COGS									
513000 · FBO FS Fuel Purchased - 100 LL	0.00			7,706.16	12,750.00	60.4%	7,706.16	12,750.00	60.4%
513005 · FBO FS Parts - Maintenance	0.00			6,615.77	25,000.00	26.5%	6,615.77	25,000.00	26.5%
513010 · FS Aircraft Insurance	0.00			0.00	10,000.00	0.0%	0.00	10,000.00	0.0%
Total FBO FLIGHT SCHOOL COGS	0.00			14,321.93	47,750.00	30.0%	14,321.93	47,750.00	30.0%
Total COGS	0.00			672,643.00	1,407,125.00	47.8%	672,643.00	1,407,125.00	47.8%
Gross Profit	537,944.00	827,012.00	65.0%	496,148.37	1,276,997.00	38.9%	1,034,092.37	2,104,009.00	49.1%
Expense									
AA ADMINISTRATIVE									
601000 · AA Capital Improvements	0.00	25,000.00	0.0%	0.00			0.00	25,000.00	0.0%
601005 · AA Dues & Subscriptions	8,582.99	6,000.00	143.0%	0.00			8,582.99	6,000.00	143.0%
601010 · AA Legal Services	4,448.00	20,000.00	22.2%	0.00			4,448.00	20,000.00	22.2%
601015 · AA Marketing & Advertising	7,192.14	20,000.00	36.0%	0.00			7,192.14	20,000.00	36.0%
601020 · AA Office Equipment	3,675.53	3,000.00	122.5%	0.00			3,675.53	3,000.00	122.5%
601025 · AA Office Supplies/Expenses	1,467.43	2,500.00	58.7%	0.00			1,467.43	2,500.00	58.7%
601030 · AA Postage	132.86	500.00	26.6%	0.00			132.86	500.00	26.6%
601035 · AA Professional Services	25,822.54	15,000.00	172.2%	0.00			25,822.54	15,000.00	172.2%
601040 · AA Travel & Meals & Training	11,905.52	8,500.00	140.1%	0.00			11,905.52	8,500.00	140.1%
601045 · AA Bank Service Charges	3,398.87	6,000.00	56.6%	0.00			3,398.87	6,000.00	56.6%
601050 · Canteen Supplies	1,358.60	2,000.00	67.9%	0.00			1,358.60	2,000.00	67.9%
601055 · Janitorial Services	894.86	2,000.00	44.7%	0.00			894.86	2,000.00	44.7%
601060 · AA Accounting	29,072.79	20,000.00	145.4%	0.00			29,072.79	20,000.00	145.4%
Total AA ADMINISTRATIVE	97,952.13	130,500.00	75.1%	0.00			97,952.13	130,500.00	75.1%
AA AIRPORT INSURANCE									
602000 · Airport General & Premise Liab.	34,626.00	25,000.00	138.5%	0.00			34,626.00	25,000.00	138.5%
602005 · Airport Vehicle Insurance	0.00	9,000.00	0.0%	0.00			0.00	9,000.00	0.0%
602010 · Directors/Officers	7,693.00	5,500.00	139.9%	0.00			7,693.00	5,500.00	139.9%
602015 · Property Policy	0.00	35,000.00	0.0%	0.00			0.00	35,000.00	0.0%
602016 · Pollution Policy	3,453.00			0.00			3,453.00	0.00	100.0%
602020 · Workers Compensation	2,590.47	7,000.00	37.0%	0.00			2,590.47	7,000.00	37.0%
Total AA AIRPORT INSURANCE	48,362.47	81,500.00	59.3%	0.00			48,362.47	81,500.00	59.3%
AA MAINTENANCE & REPAIR									
603000 · AA Airfield	2,703.90	18,000.00	15.0%	0.00			2,703.90	18,000.00	15.0%
603005 · AA Equipment & Safety	4,205.77	10,000.00	42.1%	0.00			4,205.77	10,000.00	42.1%
603010 · MRB South Hangar	0.00	5,000.00	0.0%	0.00			0.00	5,000.00	0.0%
603015 · AA Hangars	14,251.22	8,000.00	178.1%	0.00			14,251.22	8,000.00	178.1%
603020 · AA Licenses, Permits, & Fees	38.69	1,200.00	3.2%	0.00			38.69	1,200.00	3.2%
603025 · Office Buildings and Grounds	28,653.66	10,000.00	286.5%	0.00			28,653.66	10,000.00	286.5%
603030 · AA Vehicle Fuel	810.65	3,500.00	23.2%	0.00			810.65	3,500.00	23.2%

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Total AA MAINTENANCE & REPAIR	50,663.89	55,700.00	91.0%	0.00			50,663.89	55,700.00	91.0%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	1,806.50	16,044.00	11.3%	0.00			1,806.50	16,044.00	11.3%
604005 · AA Health/Dental/Life Insurance	6,472.70	24,000.00	27.0%	0.00			6,472.70	24,000.00	27.0%
604010 · AA Payroll Taxes	3,908.30	10,720.00	36.5%	0.00			3,908.30	10,720.00	36.5%
604015 · AA Retirement	4,784.37	12,611.00	37.9%	0.00			4,784.37	12,611.00	37.9%
604020 · AA Employees Salaries/Wages	58,266.70	140,125.00	41.6%	0.00			58,266.70	140,125.00	41.6%
Total AA PAYROLL & LIABILITY	75,238.57	203,500.00	37.0%	0.00			75,238.57	203,500.00	37.0%
AA UTILITIES									
605000 · AA Propane & Natural Gas	2,633.40	10,000.00	26.3%	0.00			2,633.40	10,000.00	26.3%
605005 · AA Dumpster Rentals	1,744.44	4,500.00	38.8%	0.00			1,744.44	4,500.00	38.8%
605010 · AA Electric	31,766.02	63,000.00	50.4%	0.00			31,766.02	63,000.00	50.4%
605015 · AA Grease Trap	440.00	1,200.00	36.7%	0.00			440.00	1,200.00	36.7%
605020 · AA Telephone & Cell Reimb	2,586.56	10,000.00	25.9%	0.00			2,586.56	10,000.00	25.9%
605025 · AA Water - Sewer	2,997.60	10,000.00	30.0%	0.00			2,997.60	10,000.00	30.0%
Total AA UTILITIES	42,168.02	98,700.00	42.7%	0.00			42,168.02	98,700.00	42.7%
FBO ADMINISTRATIVE EXPENSES									
611000 · FBO 1st United Debt Service	0.00			36,053.50	94,221.00	38.3%	36,053.50	94,221.00	38.3%
611005 · FBO Accounting	0.00			17,504.29	45,366.00	38.6%	17,504.29	45,366.00	38.6%
611010 · FBO Bank Charges	0.00			1,521.95	500.00	304.4%	1,521.95	500.00	304.4%
611015 · FBO Drug Testing	0.00			1,990.15	1,650.00	120.6%	1,990.15	1,650.00	120.6%
611020 · FBO Dues & Subscriptions	0.00			5,874.40	17,000.00	34.6%	5,874.40	17,000.00	34.6%
611035 · FBO License & Fees	0.00			0.00	500.00	0.0%	0.00	500.00	0.0%
611040 · FBO Marketing and Advertising	0.00			14,111.81	20,000.00	70.6%	14,111.81	20,000.00	70.6%
611045 · FBO Office Equipment Lease	0.00			1,791.55	3,600.00	49.8%	1,791.55	3,600.00	49.8%
611050 · FBO Office Supplies	0.00			2,639.34	5,500.00	48.0%	2,639.34	5,500.00	48.0%
611055 · FBO Payroll Taxes	0.00			27,486.52	72,680.00	37.8%	27,486.52	72,680.00	37.8%
611060 · FBO Postage & Freight	0.00			93.45	2,000.00	4.7%	93.45	2,000.00	4.7%
611065 · FBO Professional Fees	0.00			759.02	2,500.00	30.4%	759.02	2,500.00	30.4%
611070 · FBO Salaries/Wages	0.00			358,165.43	950,065.00	37.7%	358,165.43	950,065.00	37.7%
611075 · FBO Travel Meals & Training	0.00			5,834.80	5,000.00	116.7%	5,834.80	5,000.00	116.7%
611080 · FBO Uniforms	0.00			13,163.27	1,500.00	877.6%	13,163.27	1,500.00	877.6%
611085 · Canteen Supplies	0.00			1,344.76	1,000.00	134.5%	1,344.76	1,000.00	134.5%
611090 · Janitorial Services	0.00			1,275.17	4,000.00	31.9%	1,275.17	4,000.00	31.9%
611100 · FBO WVVEDA Debt Service	0.00			9,500.00	53,924.00	17.6%	9,500.00	53,924.00	17.6%
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			32,704.88	50,000.00	65.4%	32,704.88	50,000.00	65.4%
611115 · Retirement	0.00			24,337.69	69,923.00	34.8%	24,337.69	69,923.00	34.8%
611120 · Contracted Labor	0.00			14,314.66	40,000.00	35.8%	14,314.66	40,000.00	35.8%
Total FBO ADMINISTRATIVE EXPENSES	0.00			570,466.64	1,448,409.00	39.4%	570,466.64	1,448,409.00	39.4%
FBO MAINTENANCE & REPAIR									
613000 · FBO Equipment	0.00			22,379.79	17,000.00	131.6%	22,379.79	17,000.00	131.6%
613005 · FBO Building and Grounds	0.00			1,571.86	10,000.00	15.7%	1,571.86	10,000.00	15.7%
Total FBO MAINTENANCE & REPAIR	0.00			23,951.65	27,000.00	88.7%	23,951.65	27,000.00	88.7%
FBO UTILITIES									
615000 · FBO Sewer - Water	0.00			1,247.91	4,200.00	29.7%	1,247.91	4,200.00	29.7%
615005 · FBO Natural Gas	0.00			3,255.52	13,500.00	24.1%	3,255.52	13,500.00	24.1%
615010 · FBO Electric	0.00			19,714.15	35,000.00	56.3%	19,714.15	35,000.00	56.3%
615015 · FBO Dumpster Rental	0.00			1,446.04	4,000.00	36.2%	1,446.04	4,000.00	36.2%
615020 · FBO Telephone	0.00			1,338.42	2,000.00	66.9%	1,338.42	2,000.00	66.9%
Total FBO UTILITIES	0.00			27,002.04	58,700.00	46.0%	27,002.04	58,700.00	46.0%
Total Expense	314,385.08	569,900.00	55.2%	621,420.33	1,534,109.00	40.5%	935,805.41	2,104,009.00	44.5%
Net Ordinary Income	223,558.92	257,112.00	87.0%	-125,271.96	-257,112.00	48.7%	98,286.96	0.00	100.0%
Other Income/Expense	0.00			-63.40			-63.40	0.00	100.0%
Net Income	<u>223,558.92</u>	<u>257,112.00</u>	<u>87.0%</u>	<u>-125,335.36</u>	<u>-257,112.00</u>	<u>48.7%</u>	<u>98,223.56</u>	<u>0.00</u>	<u>100.0%</u>