

Eastern WV Regional Airport Authority
Profit & Loss Budget vs. Actual
 July through December 2022

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul - Dec 22	Budget	% of Budget	Jul - Dec 22	Budget	% of Budget	Jul - Dec 22	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	129,808.74	223,000.00	58.2%	0.00			129,808.74	223,000.00	58.2%
401005 · MRB South Hangar Lease	65,667.66	100,000.00	65.7%	0.00			65,667.66	100,000.00	65.7%
401010 · AA Ramp Tie Down Leases	2,208.00	3,000.00	73.6%	0.00			2,208.00	3,000.00	73.6%
401015 · Hangar Rent _Transient	990.00	1,000.00	99.0%	0.00			990.00	1,000.00	99.0%
401020 · Misc. Revenue	80.00	0.00	100.0%	0.00			80.00	0.00	100.0%
Total AA Airfield Income	198,754.40	327,000.00	60.8%	0.00			198,754.40	327,000.00	60.8%
AA Airport Fees									
402000 · Commercial Operating Permit	4,200.00	3,600.00	116.7%	0.00			4,200.00	3,600.00	116.7%
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	2,010.00	150.00	1,340.0%	0.00			2,010.00	150.00	1,340.0%
Total AA Airport Fees	44,696.00	59,183.00	75.5%	0.00			44,696.00	59,183.00	75.5%
AA AIRPORT TERMINAL/ADMIN INC									
403005 · Office Leases	29,640.00	70,000.00	42.3%	0.00			29,640.00	70,000.00	42.3%
403010 · Restaurant Lease	6,250.00	15,000.00	41.7%	0.00			6,250.00	15,000.00	41.7%
403015 · Tennant IT Charges	6,486.62	7,020.00	92.4%	0.00			6,486.62	7,020.00	92.4%
Total AA AIRPORT TERMINAL/ADMIN INC	42,376.62	92,020.00	46.1%	0.00			42,376.62	92,020.00	46.1%
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	4,693.03	3,500.00	134.1%	0.00			4,693.03	3,500.00	134.1%
Total AA Interest Earned - Rebates	4,693.03	3,500.00	134.1%	0.00			4,693.03	3,500.00	134.1%
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	85.00	650.00	13.1%	0.00			85.00	650.00	13.1%
406010 · Shentel Land Lease	9,984.49	14,329.00	69.7%	0.00			9,984.49	14,329.00	69.7%
406020 · Triple S Transport Lease	6,000.00	0.00	100.0%	0.00			6,000.00	0.00	100.0%
Total AA LAND LEASES	16,069.49	15,079.00	106.6%	0.00			16,069.49	15,079.00	106.6%
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	21,365.00	42,730.00	50.0%	0.00			21,365.00	42,730.00	50.0%
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	296,365.00	330,230.00	89.7%	0.00			296,365.00	330,230.00	89.7%
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			60,000.00	120,000.00	50.0%	60,000.00	120,000.00	50.0%
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			1,000.00	8,000.00	12.5%	1,000.00	8,000.00	12.5%
416000 · Part 91 Revenue - Javid	0.00			234,731.66	342,000.00	68.6%	234,731.66	342,000.00	68.6%
Total FBO Aircraft Management Income (Lighthouse & Javid)	0.00			325,731.66	766,560.00	42.5%	325,731.66	766,560.00	42.5%
FBO AIRFIELD INCOME									
411000 · FBO Call Outs	0.00			4,375.62	3,500.00	125.0%	4,375.62	3,500.00	125.0%
411005 · Ramp, Tie Down & Landing Fees	0.00			17,955.33	30,000.00	59.9%	17,955.33	30,000.00	59.9%
411010 · FBO Fuel Sales - 100LL	0.00			115,149.12	224,700.00	51.2%	115,149.12	224,700.00	51.2%
411015 · FBO Fuel Sales - Jet A	0.00			413,013.06	799,762.00	51.6%	413,013.06	799,762.00	51.6%
411035 · FSII & Deicing	0.00			690.12	700.00	98.6%	690.12	700.00	98.6%
411040 · Ground & Flightline Services	0.00			10,607.00	8,400.00	126.3%	10,607.00	8,400.00	126.3%
411045 · Pilot Supply Sales	0.00			2,142.25	1,500.00	142.8%	2,142.25	1,500.00	142.8%
Total FBO AIRFIELD INCOME	0.00			563,932.50	1,068,562.00	52.8%	563,932.50	1,068,562.00	52.8%
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			171,932.78	225,000.00	76.4%	171,932.78	225,000.00	76.4%
412005 · FBO Charter Trip Fees	0.00			293,500.25	600,000.00	48.9%	293,500.25	600,000.00	48.9%
412010 · FBO Sales Discounts	0.00			-15,303.50	-21,000.00	72.9%	-15,303.50	-21,000.00	72.9%
Total FBO FLIGHT OPERATIONS INCOME	0.00			450,129.53	804,000.00	56.0%	450,129.53	804,000.00	56.0%
FBO FLIGHT SCHOOL									
413000 · Aircraft Rental & Instruction	0.00			41,698.04	45,000.00	92.7%	41,698.04	45,000.00	92.7%
Total FBO FLIGHT SCHOOL	0.00			41,698.04	45,000.00	92.7%	41,698.04	45,000.00	92.7%

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Total Income	602,954.54	827,012.00	72.9%	1,381,491.73	2,684,122.00	51.5%	1,984,446.27	3,511,134.00	56.5%
Cost of Goods Sold									
FBO Aircraft Management									
514000 · Trip Fees	0.00			71,138.07	212,500.00	33.5%	71,138.07	212,500.00	33.5%
Total FBO Aircraft Management	0.00			71,138.07	212,500.00	33.5%	71,138.07	212,500.00	33.5%
FBO COSTS OF GOODS SOLD									
511000 · Jet A COGS	0.00			251,833.30	406,450.00	62.0%	251,833.30	406,450.00	62.0%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			8,480.02	20,000.00	42.4%	8,480.02	20,000.00	42.4%
511005 · Refueler Truck Costs	0.00			6,509.99	25,000.00	26.0%	6,509.99	25,000.00	26.0%
511015 · Fuel Purchase -100 LL	0.00			47,880.37	170,000.00	28.2%	47,880.37	170,000.00	28.2%
511025 · AvFuel Point	0.00			20.22	100.00	20.2%	20.22	100.00	20.2%
511030 · Pilot Supplies	0.00			2,190.31	2,000.00	109.5%	2,190.31	2,000.00	109.5%
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			318,058.41	627,250.00	50.7%	318,058.41	627,250.00	50.7%
FBO FLIGHT OPS COGS									
512000 · Charter Jet A	0.00			58,332.70	68,750.00	84.8%	58,332.70	68,750.00	84.8%
512005 · Charter Airport Fees	0.00			49,827.96	100,000.00	49.8%	49,827.96	100,000.00	49.8%
512010 · Charter Observer Fees	0.00			29,227.18	50,000.00	58.5%	29,227.18	50,000.00	58.5%
512015 · Charter Parts & Maintenance	0.00			130,855.28	225,000.00	58.2%	130,855.28	225,000.00	58.2%
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			16,962.86	20,000.00	84.8%	16,962.86	20,000.00	84.8%
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			331,953.14	519,625.00	63.9%	331,953.14	519,625.00	63.9%
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			8,336.05	25,000.00	33.3%	8,336.05	25,000.00	33.3%
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			16,042.21	47,750.00	33.6%	16,042.21	47,750.00	33.6%
Total COGS	0.00			737,191.83	1,407,125.00	52.4%	737,191.83	1,407,125.00	52.4%
Gross Profit	602,954.54	827,012.00	72.9%	644,299.90	1,276,997.00	50.5%	1,247,254.44	2,104,009.00	59.3%
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	10,743.66	6,000.00	179.1%	0.00			10,743.66	6,000.00	179.1%
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	8,106.32	20,000.00	40.5%	0.00			8,106.32	20,000.00	40.5%
601020 · AA Office Equipment	5,359.66	3,000.00	178.7%	0.00			5,359.66	3,000.00	178.7%
601025 · AA Office Supplies/Expenses	2,966.23	2,500.00	118.6%	0.00			2,966.23	2,500.00	118.6%
601030 · AA Postage	236.70	500.00	47.3%	0.00			236.70	500.00	47.3%
601035 · AA Professional Services	28,396.09	15,000.00	189.3%	0.00			28,396.09	15,000.00	189.3%
601040 · AA Travel & Meals & Training	13,853.07	8,500.00	163.0%	0.00			13,853.07	8,500.00	163.0%
601045 · AA Bank Service Charges	2,789.57	6,000.00	46.5%	0.00			2,789.57	6,000.00	46.5%
601050 · Canteen Supplies	2,080.50	2,000.00	104.0%	0.00			2,080.50	2,000.00	104.0%
601055 · Janitorial Services	2,117.35	2,000.00	105.9%	0.00			2,117.35	2,000.00	105.9%
601060 · AA Accounting	31,665.20	20,000.00	158.3%	0.00			31,665.20	20,000.00	158.3%
Total AA ADMINISTRATIVE	112,762.35	130,500.00	86.4%	0.00			112,762.35	130,500.00	86.4%
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	9,245.57	9,000.00	102.7%	0.00			9,245.57	9,000.00	102.7%
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	3,481.91	7,000.00	49.7%	0.00			3,481.91	7,000.00	49.7%
Total AA AIRPORT INSURANCE	58,499.48	81,500.00	71.8%	0.00			58,499.48	81,500.00	71.8%
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	4,653.14	10,000.00	46.5%	0.00			4,653.14	10,000.00	46.5%
603010 · MRB South Hangar	0.00	5,000.00	0.0%	0.00			0.00	5,000.00	0.0%
603015 · AA Hangars	14,304.69	8,000.00	178.8%	0.00			14,304.69	8,000.00	178.8%
603020 · AA Licenses, Permits, & Fees	43.46	1,200.00	3.6%	0.00			43.46	1,200.00	3.6%
603025 · Office Buildings and Grounds	32,549.43	10,000.00	325.5%	0.00			32,549.43	10,000.00	325.5%
603030 · AA Vehicle Fuel	869.00	3,500.00	24.8%	0.00			869.00	3,500.00	24.8%

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Total AA MAINTENANCE & REPAIR	55,123.62	55,700.00	99.0%	0.00			55,123.62	55,700.00	99.0%
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	15,350.79	24,000.00	64.0%	0.00			15,350.79	24,000.00	64.0%
604010 · AA Payroll Taxes	4,446.15	10,720.00	41.5%	0.00			4,446.15	10,720.00	41.5%
604015 · AA Retirement	5,468.36	12,611.00	43.4%	0.00			5,468.36	12,611.00	43.4%
604020 · AA Employees Salaries/Wages	65,886.69	140,125.00	47.0%	0.00			65,886.69	140,125.00	47.0%
Total AA PAYROLL & LIABILITY	92,958.49	203,500.00	45.7%	0.00			92,958.49	203,500.00	45.7%
AA UTILITIES									
605000 · AA Propane & Natural Gas	5,805.04	10,000.00	58.1%	0.00			5,805.04	10,000.00	58.1%
605005 · AA Dumpster Rentals	3,716.78	4,500.00	82.6%	0.00			3,716.78	4,500.00	82.6%
605010 · AA Electric	14,951.63	63,000.00	23.7%	0.00			14,951.63	63,000.00	23.7%
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	3,156.78	10,000.00	31.6%	0.00			3,156.78	10,000.00	31.6%
605025 · AA Water - Sewer	3,992.98	10,000.00	39.9%	0.00			3,992.98	10,000.00	39.9%
Total AA UTILITIES	32,283.21	98,700.00	32.7%	0.00			32,283.21	98,700.00	32.7%
FBO ADMINISTRATIVE EXPENSES									
611000 · FBO 1st United Debt Service	0.00			45,223.20	94,221.00	48.0%	45,223.20	94,221.00	48.0%
611005 · FBO Accounting	0.00			20,096.71	45,366.00	44.3%	20,096.71	45,366.00	44.3%
611010 · FBO Bank Charges	0.00			1,676.95	500.00	335.4%	1,676.95	500.00	335.4%
611015 · FBO Drug Testing	0.00			2,130.05	1,650.00	129.1%	2,130.05	1,650.00	129.1%
611020 · FBO Dues & Subscriptions	0.00			7,307.76	17,000.00	43.0%	7,307.76	17,000.00	43.0%
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			17,693.73	20,000.00	88.5%	17,693.73	20,000.00	88.5%
611045 · FBO Office Equipment Lease	0.00			2,149.86	3,600.00	59.7%	2,149.86	3,600.00	59.7%
611050 · FBO Office Supplies	0.00			3,619.30	5,500.00	65.8%	3,619.30	5,500.00	65.8%
611055 · FBO Payroll Taxes	0.00			33,688.51	72,680.00	46.4%	33,688.51	72,680.00	46.4%
611060 · FBO Postage & Freight	0.00			696.12	2,000.00	34.8%	696.12	2,000.00	34.8%
611065 · FBO Professional Fees	0.00			3,693.17	2,500.00	147.7%	3,693.17	2,500.00	147.7%
611070 · FBO Salaries/Wages	0.00			441,123.49	950,065.00	46.4%	441,123.49	950,065.00	46.4%
611075 · FBO Travel Meals & Training	0.00			9,600.63	5,000.00	192.0%	9,600.63	5,000.00	192.0%
611080 · FBO Uniforms	0.00			11,217.94	1,500.00	747.9%	11,217.94	1,500.00	747.9%
611085 · Canteen Supplies	0.00			2,126.79	1,000.00	212.7%	2,126.79	1,000.00	212.7%
611090 · Janitorial Services	0.00			1,275.17	4,000.00	31.9%	1,275.17	4,000.00	31.9%
611100 · FBO WVEDA Debt Service	0.00			13,993.65	53,924.00	26.0%	13,993.65	53,924.00	26.0%
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			33,447.51	50,000.00	66.9%	33,447.51	50,000.00	66.9%
611115 · Retirement	0.00			28,861.06	69,923.00	41.3%	28,861.06	69,923.00	41.3%
611120 · Contracted Labor	0.00			16,190.69	40,000.00	40.5%	16,190.69	40,000.00	40.5%
Total FBO ADMINISTRATIVE EXPENSES	0.00			695,812.29	1,448,409.00	48.0%	695,812.29	1,448,409.00	48.0%
FBO MAINTENANCE & REPAIR									
613000 · FBO Equipment	0.00			25,615.83	17,000.00	150.7%	25,615.83	17,000.00	150.7%
613005 · FBO Building and Grounds	0.00			2,162.47	10,000.00	21.6%	2,162.47	10,000.00	21.6%
Total FBO MAINTENANCE & REPAIR	0.00			27,778.30	27,000.00	102.9%	27,778.30	27,000.00	102.9%
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			4,020.75	13,500.00	29.8%	4,020.75	13,500.00	29.8%
615010 · FBO Electric	0.00			22,764.06	35,000.00	65.0%	22,764.06	35,000.00	65.0%
615015 · FBO Dumpster Rental	0.00			1,473.04	4,000.00	36.8%	1,473.04	4,000.00	36.8%
615020 · FBO Telephone	0.00			1,388.27	2,000.00	69.4%	1,388.27	2,000.00	69.4%
Total FBO UTILITIES	0.00			30,894.03	58,700.00	52.6%	30,894.03	58,700.00	52.6%
Total Expense	351,627.15	569,900.00	61.7%	754,484.62	1,534,109.00	49.2%	1,106,111.77	2,104,009.00	52.6%
Net Ordinary Income	251,327.39	257,112.00	97.8%	-110,184.72	-257,112.00	42.9%	141,142.67	0.00	100.0%
Net Income	251,327.39	257,112.00	97.8%	-110,184.72	-257,112.00	42.9%	141,142.67	0.00	100.0%