

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

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul - Sep 22	Budget	% of Budget	Jul - Sep 22	Budget	% of Budget	Jul - Sep 22	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	66,108.00	223,000.00	29.6%	0.00			66,108.00	223,000.00	29.6%
401005 · MRB South Hangar Lease	35,906.52	100,000.00	35.9%	0.00			35,906.52	100,000.00	35.9%
401010 · AA Ramp Tie Down Leases	1,218.00	3,000.00	40.6%	0.00			1,218.00	3,000.00	40.6%
401015 · Hangar Rent _Transient	0.00	1,000.00	0.0%	0.00			0.00	1,000.00	0.0%
401020 · Misc. Revenue	80.00	0.00	100.0%	0.00			80.00	0.00	100.0%
Total AA Airfield Income	103,312.52	327,000.00	31.6%	0.00			103,312.52	327,000.00	31.6%
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	0.00	4,185.00	0.0%	0.00			0.00	4,185.00	0.0%
402015 · WV Army National Guard Use Fee	10,040.00	24,000.00	41.8%	0.00			10,040.00	24,000.00	41.8%
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	34,517.00	59,183.00	58.3%	0.00			34,517.00	59,183.00	58.3%
AA AIRPORT TERMINAL/ADMIN INC									
403005 · Office Leases	14,120.00	70,000.00	20.2%	0.00			14,120.00	70,000.00	20.2%
403010 · Restaurant Lease	3,750.00	15,000.00	25.0%	0.00			3,750.00	15,000.00	25.0%
403015 · Tenant IT Charges	3,843.36	7,020.00	54.7%	0.00			3,843.36	7,020.00	54.7%
Total AA AIRPORT TERMINAL/ADMIN INC	21,713.36	92,020.00	23.6%	0.00			21,713.36	92,020.00	23.6%
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	2,915.06	3,500.00	83.3%	0.00			2,915.06	3,500.00	83.3%
AA Interest Earned - Rebates - Other	13.36			0.00			13.36	0.00	100.0%
Total AA Interest Earned - Rebates	2,928.42	3,500.00	83.7%	0.00			2,928.42	3,500.00	83.7%
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	6,655.03	14,329.00	46.4%	0.00			6,655.03	14,329.00	46.4%
406020 · Triple S Transport Lease	2,000.00			0.00			2,000.00	0.00	100.0%
Total AA LAND LEASES	8,655.03	15,079.00	57.4%	0.00			8,655.03	15,079.00	57.4%
AA LOCAL GOV. CONTRIBUTIONS									
407000 · Berkeley County	68,750.00	275,000.00	25.0%	0.00			68,750.00	275,000.00	25.0%
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	79,432.50	330,230.00	24.1%	0.00			79,432.50	330,230.00	24.1%
FBO Aircraft Management Income (Lighthouse & Javid)									
414000 · Management Fee	0.00			9,000.00	36,000.00	25.0%	9,000.00	36,000.00	25.0%
414005 · Captain Fee	0.00			30,000.00	120,000.00	25.0%	30,000.00	120,000.00	25.0%
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			0.00	10,560.00	0.0%	0.00	10,560.00	0.0%
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			67,936.96	342,000.00	19.9%	67,936.96	342,000.00	19.9%
Total FBO Aircraft Management Income (Lighthouse & Javid)	0.00			106,936.96	766,560.00	14.0%	106,936.96	766,560.00	14.0%
FBO AIRFIELD INCOME									
411000 · FBO Call Outs	0.00			965.00	3,500.00	27.6%	965.00	3,500.00	27.6%
411005 · Ramp, Tie Down & Landing Fees	0.00			11,964.45	30,000.00	39.9%	11,964.45	30,000.00	39.9%
411010 · FBO Fuel Sales - 100LL	0.00			69,148.07	224,700.00	30.8%	69,148.07	224,700.00	30.8%
411015 · FBO Fuel Sales - Jet A	0.00			230,639.50	702,650.00	32.8%	230,639.50	702,650.00	32.8%
411020 · FBO Misc Revenue	0.00			794.95			794.95	0.00	100.0%

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411035 · FSII & Deicing	0.00			381.30	700.00	54.5%	381.30	700.00	54.5%
411040 · Ground & Flightline Services	0.00			6,586.00	8,400.00	78.4%	6,586.00	8,400.00	78.4%
411045 · Pilot Supply Sales	0.00			619.83	1,500.00	41.3%	619.83	1,500.00	41.3%
Total FBO AIRFIELD INCOME	0.00			321,099.10	971,450.00	33.1%	321,099.10	971,450.00	33.1%
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			60,326.18	225,000.00	26.8%	60,326.18	225,000.00	26.8%
412005 · FBO Charter Trip Fees	0.00			117,810.25	600,000.00	19.6%	117,810.25	600,000.00	19.6%
412010 · FBO Sales Discounts	0.00			-5,941.00	-21,000.00	28.3%	-5,941.00	-21,000.00	28.3%
Total FBO FLIGHT OPERATIONS INCOME	0.00			172,195.43	804,000.00	21.4%	172,195.43	804,000.00	21.4%
FBO FLIGHT SCHOOL									
413000 · Aircraft Rental & Instruction	0.00			16,101.20	45,000.00	35.8%	16,101.20	45,000.00	35.8%
Total FBO FLIGHT SCHOOL	0.00			16,101.20	45,000.00	35.8%	16,101.20	45,000.00	35.8%
Total Income	250,558.83	827,012.00	30.3%	616,332.69	2,587,010.00	23.8%	866,891.52	3,414,022.00	25.4%
Cost of Goods Sold									
FBO Aircraft Management									
514000 · Trip Fees	0.00			48,421.77	212,500.00	22.8%	48,421.77	212,500.00	22.8%
Total FBO Aircraft Management	0.00			48,421.77	212,500.00	22.8%	48,421.77	212,500.00	22.8%
FBO COSTS OF GOODS SOLD									
511000 · Jet A COGS	0.00			173,736.99	343,750.00	50.5%	173,736.99	343,750.00	50.5%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			4,150.90	20,000.00	20.8%	4,150.90	20,000.00	20.8%
511005 · Refueler Truck Costs	0.00			4,580.75	25,000.00	18.3%	4,580.75	25,000.00	18.3%
511010 · FBO Misc Expenses	0.00			41.49			41.49	0.00	100.0%
511015 · Fuel Purchase -100 LL	0.00			20,425.48	170,000.00	12.0%	20,425.48	170,000.00	12.0%
511025 · AvFuel Point	0.00			5.82	100.00	5.8%	5.82	100.00	5.8%
511030 · Pilot Supplies	0.00			538.32	2,000.00	26.9%	538.32	2,000.00	26.9%
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			204,623.95	564,550.00	36.2%	204,623.95	564,550.00	36.2%
FBO FLIGHT OPS COGS									
512000 · Charter Jet A	0.00			19,381.26	68,750.00	28.2%	19,381.26	68,750.00	28.2%
512005 · Charter Airport Fees	0.00			18,852.43	100,000.00	18.9%	18,852.43	100,000.00	18.9%
512010 · Charter Observer Fees	0.00			14,477.18	50,000.00	29.0%	14,477.18	50,000.00	29.0%
512015 · Charter Parts & Maintenance	0.00			9,887.80	225,000.00	4.4%	9,887.80	225,000.00	4.4%
512020 · Charter Pilot Training	0.00			5,079.85	22,500.00	22.6%	5,079.85	22,500.00	22.6%
512025 · Charter Crew Expenses	0.00			4,194.74	20,000.00	21.0%	4,194.74	20,000.00	21.0%
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			105,758.26	519,625.00	20.4%	105,758.26	519,625.00	20.4%
FBO FLIGHT SCHOOL COGS									
513000 · FBO FS Fuel Purchased - 100 LL	0.00			9,057.27	12,750.00	71.0%	9,057.27	12,750.00	71.0%
513005 · FBO FS Parts - Maintenance	0.00			5,479.42	25,000.00	21.9%	5,479.42	25,000.00	21.9%
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			14,536.69	47,750.00	30.4%	14,536.69	47,750.00	30.4%
Total COGS	0.00			373,340.67	1,344,425.00	27.8%	373,340.67	1,344,425.00	27.8%
Gross Profit	250,558.83	827,012.00	30.3%	242,992.02	1,242,585.00	19.6%	493,550.85	2,069,597.00	23.8%
Expense									
AA ADMINISTRATIVE									
601000 · AA Capital Improvements	0.00	25,000.00	0.0%	0.00			0.00	25,000.00	0.0%

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601005 · AA Dues & Subscriptions	2,602.85	6,000.00	43.4%	0.00			2,602.85	6,000.00	43.4%
601010 · AA Legal Services	0.00	20,000.00	0.0%	0.00			0.00	20,000.00	0.0%
601015 · AA Marketing & Advertising	5,174.82	20,000.00	25.9%	0.00			5,174.82	20,000.00	25.9%
601020 · AA Office Equipment	3,093.36	3,000.00	103.1%	0.00			3,093.36	3,000.00	103.1%
601025 · AA Office Supplies/Expenses	492.92	2,500.00	19.7%	0.00			492.92	2,500.00	19.7%
601030 · AA Postage	86.26	500.00	17.3%	0.00			86.26	500.00	17.3%
601035 · AA Professional Services	8,058.97	15,000.00	53.7%	0.00			8,058.97	15,000.00	53.7%
601040 · AA Travel & Meals & Training	3,175.56	8,500.00	37.4%	0.00			3,175.56	8,500.00	37.4%
601045 · AA Bank Service Charges	2,292.35	6,000.00	38.2%	0.00			2,292.35	6,000.00	38.2%
601050 · Canteen Supplies	623.89	2,000.00	31.2%	0.00			623.89	2,000.00	31.2%
601055 · Janitorial Services	250.00	2,000.00	12.5%	0.00			250.00	2,000.00	12.5%
601060 · AA Accounting	11,670.56	20,000.00	58.4%	0.00			11,670.56	20,000.00	58.4%
Total AA ADMINISTRATIVE	37,521.54	130,500.00	28.8%	0.00			37,521.54	130,500.00	28.8%
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	0.00	7,000.00	0.0%	0.00			0.00	7,000.00	0.0%
Total AA AIRPORT INSURANCE	45,772.00	81,500.00	56.2%	0.00			45,772.00	81,500.00	56.2%
AA MAINTENANCE & REPAIR									
603000 · AA Airfield	1,851.04	18,000.00	10.3%	0.00			1,851.04	18,000.00	10.3%
603005 · AA Equipment & Safety	2,758.59	10,000.00	27.6%	0.00			2,758.59	10,000.00	27.6%
603010 · MRB South Hangar	0.00	5,000.00	0.0%	0.00			0.00	5,000.00	0.0%
603015 · AA Hangars	12,330.38	8,000.00	154.1%	0.00			12,330.38	8,000.00	154.1%
603020 · AA Licenses, Permits, & Fees	25.44	1,200.00	2.1%	0.00			25.44	1,200.00	2.1%
603025 · Office Buildings and Grounds	17,436.39	10,000.00	174.4%	0.00			17,436.39	10,000.00	174.4%
603030 · AA Vehicle Fuel	546.16	3,500.00	15.6%	0.00			546.16	3,500.00	15.6%
Total AA MAINTENANCE & REPAIR	34,948.00	55,700.00	62.7%	0.00			34,948.00	55,700.00	62.7%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	1,680.50	16,044.00	10.5%	0.00			1,680.50	16,044.00	10.5%
604005 · AA Health/Dental/Life Insurance	34,782.68	24,000.00	144.9%	0.00			34,782.68	24,000.00	144.9%
604010 · AA Payroll Taxes	2,382.36	10,720.00	22.2%	0.00			2,382.36	10,720.00	22.2%
604015 · AA Retirement	2,915.94	12,611.00	23.1%	0.00			2,915.94	12,611.00	23.1%
604020 · AA Employees Salaries/Wages	36,678.44	140,125.00	26.2%	0.00			36,678.44	140,125.00	26.2%
Total AA PAYROLL & LIABILITY	78,439.92	203,500.00	38.5%	0.00			78,439.92	203,500.00	38.5%
AA UTILITIES									
605000 · AA Propane & Natural Gas	5,331.87	10,000.00	53.3%	0.00			5,331.87	10,000.00	53.3%
605005 · AA Dumpster Rentals	1,369.18	4,500.00	30.4%	0.00			1,369.18	4,500.00	30.4%
605010 · AA Electric	43,088.41	63,000.00	68.4%	0.00			43,088.41	63,000.00	68.4%
605015 · AA Grease Trap	220.00	1,200.00	18.3%	0.00			220.00	1,200.00	18.3%
605020 · AA Telephone & Cell Reimb	1,325.01	10,000.00	13.3%	0.00			1,325.01	10,000.00	13.3%
605025 · AA Water - Sewer	2,576.39	10,000.00	25.8%	0.00			2,576.39	10,000.00	25.8%
Total AA UTILITIES	53,910.86	98,700.00	54.6%	0.00			53,910.86	98,700.00	54.6%
FBO ADMINISTRATIVE EXPENSES									
611000 · FBO 1st United Debt Service	0.00			13,961.66	94,221.00	14.8%	13,961.66	94,221.00	14.8%
611005 · FBO Accounting	0.00			0.00	45,366.00	0.0%	0.00	45,366.00	0.0%
611010 · FBO Bank Charges	0.00			804.05	500.00	160.8%	804.05	500.00	160.8%
611015 · FBO Drug Testing	0.00			0.00	1,650.00	0.0%	0.00	1,650.00	0.0%
611020 · FBO Dues & Subscriptions	0.00			1,852.81	17,000.00	10.9%	1,852.81	17,000.00	10.9%
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			18,473.19	20,000.00	92.4%	18,473.19	20,000.00	92.4%
611045 · FBO Office Equipment Lease	0.00			1,074.93	3,600.00	29.9%	1,074.93	3,600.00	29.9%

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611050 · FBO Office Supplies	0.00			594.38	5,500.00	10.8%	594.38	5,500.00	10.8%
611055 · FBO Payroll Taxes	0.00			13,124.77	70,423.00	18.6%	13,124.77	70,423.00	18.6%
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			0.00	2,500.00	0.0%	0.00	2,500.00	0.0%
611070 · FBO Salaries/Wages	0.00			173,085.25	920,565.00	18.8%	173,085.25	920,565.00	18.8%
611075 · FBO Travel Meals & Training	0.00			2,610.42	5,000.00	52.2%	2,610.42	5,000.00	52.2%
611080 · FBO Uniforms	0.00			1,726.47	1,500.00	115.1%	1,726.47	1,500.00	115.1%
611085 · Canteen Supplies	0.00			1,329.39	1,000.00	132.9%	1,329.39	1,000.00	132.9%
611090 · Janitorial Services	0.00			534.87	4,000.00	13.4%	534.87	4,000.00	13.4%
611100 · FBO WVEDA Debt Service	0.00			5,700.00	53,924.00	10.6%	5,700.00	53,924.00	10.6%
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			1,311.18	50,000.00	2.6%	1,311.18	50,000.00	2.6%
611115 · Retirement	0.00			10,714.84	67,268.00	15.9%	10,714.84	67,268.00	15.9%
611120 · Contracted Labor	0.00			8,630.91	40,000.00	21.6%	8,630.91	40,000.00	21.6%
Total FBO ADMINISTRATIVE EXPENSES	0.00			255,622.57	1,413,997.00	18.1%	255,622.57	1,413,997.00	18.1%
FBO MAINTENANCE & REPAIR									
613000 · FBO Equipment	0.00			21,010.36	17,000.00	123.6%	21,010.36	17,000.00	123.6%
613005 · FBO Building and Grounds	0.00			174.10	10,000.00	1.7%	174.10	10,000.00	1.7%
Total FBO MAINTENANCE & REPAIR	0.00			21,184.46	27,000.00	78.5%	21,184.46	27,000.00	78.5%
FBO UTILITIES									
FBO Utilities	0.00			75.00			75.00	0.00	100.0%
615000 · FBO Sewer - Water	0.00			0.00	4,200.00	0.0%	0.00	4,200.00	0.0%
615005 · FBO Natural Gas	0.00			107.97	13,500.00	0.8%	107.97	13,500.00	0.8%
615010 · FBO Electric	0.00			0.00	35,000.00	0.0%	0.00	35,000.00	0.0%
615015 · FBO Dumpster Rental	0.00			27.00	4,000.00	0.7%	27.00	4,000.00	0.7%
615020 · FBO Telephone	0.00			1,364.32	2,000.00	68.2%	1,364.32	2,000.00	68.2%
Total FBO UTILITIES	0.00			1,574.29	58,700.00	2.7%	1,574.29	58,700.00	2.7%
Total Expense	250,592.32	569,900.00	44.0%	278,381.32	1,499,697.00	18.6%	528,973.64	2,069,597.00	25.6%
Net Ordinary Income	-33.49	257,112.00	-0.0%	-35,389.30	-257,112.00	13.8%	-35,422.79	0.00	100.0%
Net Income	-33.49	257,112.00	-0.0%	-35,389.30	-257,112.00	13.8%	-35,422.79	0.00	100.0%