

**Eastern WV Regional Airport Authority
Profit & Loss Budget vs. Actual
July 2022 through March 2023**

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '22 - Mar 23	Budget	% of Budget	Jul '22 - Mar 23	Budget	% of Budget	Jul '22 - Mar 23	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	196,201.90	223,000.00	88.0%	0.00			196,201.90	223,000.00	88.0%
401005 · MRB South Hangar Lease	91,928.80	100,000.00	91.9%	0.00			91,928.80	100,000.00	91.9%
401010 · AA Ramp Tie Down Leases	4,282.10	3,000.00	142.7%	0.00			4,282.10	3,000.00	142.7%
401015 · Hangar Rent_Transient	945.00	1,000.00	94.5%	0.00			945.00	1,000.00	94.5%
Total AA Airfield Income	293,357.80	327,000.00	89.7%	0.00			293,357.80	327,000.00	89.7%
AA Airport Fees									
402000 · Commercial Operating Permit	4,803.10	3,600.00	133.4%	0.00			4,803.10	3,600.00	133.4%
402005 · NGB Air Guard Joint Use Agrmnt	34,060.00	27,248.00	125.0%	0.00			34,060.00	27,248.00	125.0%
402010 · Through-Fence Airfield Access	3,432.50	4,185.00	82.0%	0.00			3,432.50	4,185.00	82.0%
402015 · WV Army National Guard Use Fee	24,040.00	24,000.00	100.2%	0.00			24,040.00	24,000.00	100.2%
402020 · Wait List Service Fees	2,195.00	150.00	1,463.3%	0.00			2,195.00	150.00	1,463.3%
Total AA Airport Fees	68,530.60	59,183.00	115.8%	0.00			68,530.60	59,183.00	115.8%
AA AIRPORT TERMINAL/ADMIN INC									
403005 · Office Leases	52,105.90	70,000.00	74.4%	0.00			52,105.90	70,000.00	74.4%
403010 · Restaurant Lease	11,225.00	15,000.00	74.8%	0.00			11,225.00	15,000.00	74.8%
403015 · Tennant IT Charges	7,611.72	7,020.00	108.4%	0.00			7,611.72	7,020.00	108.4%
Total AA AIRPORT TERMINAL/ADMIN INC	70,942.62	92,020.00	77.1%	0.00			70,942.62	92,020.00	77.1%
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	5,229.16	3,500.00	149.4%	0.00			5,229.16	3,500.00	149.4%
Total AA Interest Earned - Rebates	5,229.16	3,500.00	149.4%	0.00			5,229.16	3,500.00	149.4%
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	16,656.46	14,329.00	116.2%	0.00			16,656.46	14,329.00	116.2%
406020 · Triple S Transport Lease	9,000.00			0.00			9,000.00	0.00	100.0%
Total AA LAND LEASES	25,741.46	15,079.00	170.7%	0.00			25,741.46	15,079.00	170.7%
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	32,047.50	42,730.00	75.0%	0.00			32,047.50	42,730.00	75.0%
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	307,047.50	330,230.00	93.0%	0.00			307,047.50	330,230.00	93.0%
FBO Aircraft Management Income (Lighthouse & Javid)									
414000 · Management Fee	0.00			27,000.00	36,000.00	75.0%	27,000.00	36,000.00	75.0%
414005 · Captain Fee	0.00			80,000.00	120,000.00	66.7%	80,000.00	120,000.00	66.7%
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			548.00	10,560.00	5.2%	548.00	10,560.00	5.2%
414020 · Hangar Lease	0.00			3,000.00	8,000.00	37.5%	3,000.00	8,000.00	37.5%
416000 · Part 91 Revenue - Javid	0.00			314,514.47	342,000.00	92.0%	314,514.47	342,000.00	92.0%
Total FBO Aircraft Management Income (Lighthouse & Javid)	0.00			425,062.47	766,560.00	55.5%	425,062.47	766,560.00	55.5%
FBO AIRFIELD INCOME									
411000 · FBO Call Outs	0.00			5,055.62	3,500.00	144.4%	5,055.62	3,500.00	144.4%
411005 · Ramp, Tie Down & Landing Fees	0.00			27,924.34	30,000.00	93.1%	27,924.34	30,000.00	93.1%
411010 · FBO Fuel Sales - 100LL	0.00			157,137.42	224,700.00	69.9%	157,137.42	224,700.00	69.9%
411015 · FBO Fuel Sales - Jet A	0.00			601,494.81	799,762.00	75.2%	601,494.81	799,762.00	75.2%
411020 · FBO Misc Revenue	0.00			-186.26	0.00	100.0%	-186.26	0.00	100.0%
411035 · FSII & Deicing	0.00			1,081.32	700.00	154.5%	1,081.32	700.00	154.5%
411040 · Ground & Flightline Services	0.00			11,557.00	8,400.00	137.6%	11,557.00	8,400.00	137.6%
411045 · Pilot Supply Sales	0.00			2,572.89	1,500.00	171.5%	2,572.89	1,500.00	171.5%
Total FBO AIRFIELD INCOME	0.00			806,637.14	1,068,562.00	75.5%	806,637.14	1,068,562.00	75.5%
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			231,102.14	225,000.00	102.7%	231,102.14	225,000.00	102.7%
412005 · FBO Charter Trip Fees	0.00			370,270.25	600,000.00	61.7%	370,270.25	600,000.00	61.7%
412010 · FBO Sales Discounts	0.00			-19,073.00	-21,000.00	90.8%	-19,073.00	-21,000.00	90.8%
Total FBO FLIGHT OPERATIONS INCOME	0.00			582,299.39	804,000.00	72.4%	582,299.39	804,000.00	72.4%
FBO FLIGHT SCHOOL									
413000 · Aircraft Rental & Instruction	0.00			54,202.01	45,000.00	120.4%	54,202.01	45,000.00	120.4%
Total FBO FLIGHT SCHOOL	0.00			54,202.01	45,000.00	120.4%	54,202.01	45,000.00	120.4%
Total Income	770,849.14	827,012.00	93.2%	1,868,201.01	2,684,122.00	69.6%	2,639,050.15	3,511,134.00	75.2%
Cost of Goods Sold									
FBO Aircraft Management									

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514000 · Trip Fees	0.00			62,668.34	212,500.00	29.5%	62,668.34	212,500.00	29.5%
Total FBO Aircraft Management	0.00	0.00		62,668.34	212,500.00	29.5%	62,668.34	212,500.00	29.5%
FBO COSTS OF GOODS SOLD									
511000 · Jet A COGS	0.00			363,440.27	406,450.00	89.4%	363,440.27	406,450.00	89.4%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			12,593.79	20,000.00	63.0%	12,593.79	20,000.00	63.0%
511005 · Refueler Truck Costs	0.00			9,878.63	25,000.00	39.5%	9,878.63	25,000.00	39.5%
511010 · FBO Misc Expenses	0.00			12.00			12.00	0.00	100.0%
511015 · Fuel Purchase -100 LL	0.00			72,867.93	170,000.00	42.9%	72,867.93	170,000.00	42.9%
511025 · AvFuel Point	0.00			20.22	100.00	20.2%	20.22	100.00	20.2%
511030 · Pilot Supplies	0.00			2,378.66	2,000.00	118.9%	2,378.66	2,000.00	118.9%
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	0.00		462,335.70	627,250.00	73.7%	462,335.70	627,250.00	73.7%
FBO FLIGHT OPS COGS									
512000 · Charter Jet A	0.00			68,349.28	68,750.00	99.4%	68,349.28	68,750.00	99.4%
512005 · Charter Airport Fees	0.00			83,544.11	100,000.00	83.5%	83,544.11	100,000.00	83.5%
512010 · Charter Observer Fees	0.00			27,227.15	50,000.00	54.5%	27,227.15	50,000.00	54.5%
512015 · Charter Parts & Maintenance	0.00			164,509.42	225,000.00	73.1%	164,509.42	225,000.00	73.1%
512020 · Charter Pilot Training	0.00			15,244.94	22,500.00	67.8%	15,244.94	22,500.00	67.8%
512025 · Charter Crew Expenses	0.00			17,738.32	20,000.00	88.7%	17,738.32	20,000.00	88.7%
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	0.00		410,498.22	519,625.00	79.0%	410,498.22	519,625.00	79.0%
FBO FLIGHT SCHOOL COGS									
513000 · FBO FS Fuel Purchased - 100 LL	0.00			15,499.89	12,750.00	121.6%	15,499.89	12,750.00	121.6%
513005 · FBO FS Parts - Maintenance	0.00			14,573.78	25,000.00	58.3%	14,573.78	25,000.00	58.3%
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	0.00		30,073.67	47,750.00	63.0%	30,073.67	47,750.00	63.0%
Total COGS	0.00	0.00		965,575.93	1,407,125.00	68.6%	965,575.93	1,407,125.00	68.6%
Gross Profit	770,849.14	827,012.00	93.2%	902,625.08	1,276,997.00	70.7%	1,673,474.22	2,104,009.00	79.5%
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	7,705.00	6,000.00	128.4%	0.00			7,705.00	6,000.00	128.4%
601010 · AA Legal Services	12,990.48	20,000.00	65.0%	0.00			12,990.48	20,000.00	65.0%
601015 · AA Marketing & Advertising	19,465.00	20,000.00	97.3%	0.00			19,465.00	20,000.00	97.3%
601020 · AA Office Equipment	6,875.38	3,000.00	229.2%	0.00			6,875.38	3,000.00	229.2%
601025 · AA Office Supplies/Expenses	4,678.73	2,500.00	187.1%	0.00			4,678.73	2,500.00	187.1%
601030 · AA Postage	302.16	500.00	60.4%	0.00			302.16	500.00	60.4%
601035 · AA Professional Services	45,323.34	15,000.00	302.2%	0.00			45,323.34	15,000.00	302.2%
601040 · AA Travel & Meals & Training	19,876.55	8,500.00	233.8%	0.00			19,876.55	8,500.00	233.8%
601045 · AA Bank Service Charges	4,049.12	6,000.00	67.5%	0.00			4,049.12	6,000.00	67.5%
601050 · Canteen Supplies	4,277.27	2,000.00	213.9%	0.00			4,277.27	2,000.00	213.9%
601055 · Janitorial Services	2,867.48	2,000.00	143.4%	0.00			2,867.48	2,000.00	143.4%
601060 · AA Accounting	44,170.55	20,000.00	220.9%	0.00			44,170.55	20,000.00	220.9%
Total AA ADMINISTRATIVE	172,581.06	130,500.00	132.2%	0.00			172,581.06	130,500.00	132.2%
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	10,915.52	9,000.00	121.3%	0.00			10,915.52	9,000.00	121.3%
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		0.00			3,453.00	0.00	100.0%
602020 · Workers Compensation	8,972.82	7,000.00	128.2%	0.00			8,972.82	7,000.00	128.2%
Total AA AIRPORT INSURANCE	65,660.34	81,500.00	80.6%	0.00			65,660.34	81,500.00	80.6%
AA MAINTENANCE & REPAIR									
603000 · AA Airfield	2,967.89	18,000.00	16.5%	0.00			2,967.89	18,000.00	16.5%
603005 · AA Equipment & Safety	8,525.39	10,000.00	85.3%	0.00			8,525.39	10,000.00	85.3%
603010 · MRB South Hangar	12,192.49	5,000.00	243.8%	0.00			12,192.49	5,000.00	243.8%
603015 · AA Hangars	14,704.49	8,000.00	183.8%	0.00			14,704.49	8,000.00	183.8%
603020 · AA Licenses, Permits, & Fees	343.46	1,200.00	28.6%	0.00			343.46	1,200.00	28.6%
603025 · Office Buildings and Grounds	44,001.24	10,000.00	440.0%	0.00			44,001.24	10,000.00	440.0%
603030 · AA Vehicle Fuel	902.06	3,500.00	25.8%	0.00			902.06	3,500.00	25.8%
Total AA MAINTENANCE & REPAIR	83,637.02	55,700.00	150.2%	0.00			83,637.02	55,700.00	150.2%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	1,914.50	16,044.00	11.9%	0.00			1,914.50	16,044.00	11.9%
604005 · AA Health/Dental/Life Insurance	18,003.31	24,000.00	75.0%	0.00			18,003.31	24,000.00	75.0%
604010 · AA Payroll Taxes	6,146.14	10,720.00	57.3%	0.00			6,146.14	10,720.00	57.3%

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604015 - AA Retirement	10,749.17	12,611.00	85.2%	0.00			10,749.17	12,611.00	85.2%		
604020 - AA Employees Salaries/Wages	83,862.13	140,125.00	59.8%	0.00			83,862.13	140,125.00	59.8%		
Total AA PAYROLL & LIABILITY	120,675.25	203,500.00	59.3%	0.00			120,675.25	203,500.00	59.3%		
AA UTILITIES											
605000 - AA Propane & Natural Gas	12,295.64	10,000.00	123.0%	0.00			12,295.64	10,000.00	123.0%		
605005 - AA Dumpster Rentals	3,697.50	4,500.00	82.2%	0.00			3,697.50	4,500.00	82.2%		
605010 - AA Electric	49,773.36	63,000.00	79.0%	0.00			49,773.36	63,000.00	79.0%		
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	5,766.35	10,000.00	57.7%	0.00			5,766.35	10,000.00	57.7%		
605025 - AA Water - Sewer	6,026.61	10,000.00	60.3%	0.00			6,026.61	10,000.00	60.3%		
605030 - AA MRB South Hangar	0.00			37.83			37.83	0.00	100.0%		
Total AA UTILITIES	78,219.46	98,700.00	79.2%	37.83			78,257.29	98,700.00	79.3%		
FBO ADMINISTRATIVE EXPENSES											
611000 - FBO 1st United Debt Service	0.00			69,260.48	94,221.00	73.5%	69,260.48	94,221.00	73.5%		
611005 - FBO Accounting	0.00			28,728.68	45,366.00	63.3%	28,728.68	45,366.00	63.3%		
611010 - FBO Bank Charges	0.00			2,223.28	500.00	444.7%	2,223.28	500.00	444.7%		
611015 - FBO Drug Testing	0.00			2,844.50	1,650.00	172.4%	2,844.50	1,650.00	172.4%		
611020 - FBO Dues & Subscriptions	0.00			11,106.35	17,000.00	65.3%	11,106.35	17,000.00	65.3%		
611030 - FBO Legal	0.00			560.00	0.00	100.0%	560.00	0.00	100.0%		
611035 - FBO License & Fees	0.00			240.00	500.00	48.0%	240.00	500.00	48.0%		
611040 - FBO Marketing and Advertising	0.00			17,822.29	20,000.00	89.1%	17,822.29	20,000.00	89.1%		
611045 - FBO Office Equipment Lease	0.00			3,224.79	3,600.00	89.6%	3,224.79	3,600.00	89.6%		
611050 - FBO Office Supplies	0.00			6,107.40	5,500.00	111.0%	6,107.40	5,500.00	111.0%		
611055 - FBO Payroll Taxes	0.00			52,677.08	72,680.00	72.5%	52,677.08	72,680.00	72.5%		
611060 - FBO Postage & Freight	0.00			1,701.45	2,000.00	85.1%	1,701.45	2,000.00	85.1%		
611065 - FBO Professional Fees	0.00			5,836.65	2,500.00	233.5%	5,836.65	2,500.00	233.5%		
611070 - FBO Salaries/Wages	0.00			676,066.52	950,065.00	71.2%	676,066.52	950,065.00	71.2%		
611075 - FBO Travel Meals & Training	0.00			16,766.46	5,000.00	335.3%	16,766.46	5,000.00	335.3%		
611080 - FBO Uniforms	0.00			12,087.07	1,500.00	805.8%	12,087.07	1,500.00	805.8%		
611085 - Canteen Supplies	0.00			3,703.83	1,000.00	370.4%	3,703.83	1,000.00	370.4%		
611090 - Janitorial Services	0.00			1,750.87	4,000.00	43.8%	1,750.87	4,000.00	43.8%		
611100 - FBO WVEDA Debt Service	0.00			27,474.60	53,924.00	51.0%	27,474.60	53,924.00	51.0%		
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			49,052.01	50,000.00	98.1%	49,052.01	50,000.00	98.1%		
611115 - Retirement	0.00			50,528.61	69,923.00	72.3%	50,528.61	69,923.00	72.3%		
611120 - Contracted Labor	0.00			17,815.69	40,000.00	44.5%	17,815.69	40,000.00	44.5%		
Total FBO ADMINISTRATIVE EXPENSES	0.00			1,057,578.61	1,448,409.00	73.0%	1,057,578.61	1,448,409.00	73.0%		
FBO MAINTENANCE & REPAIR											
613000 - FBO Equipment	0.00			39,598.85	17,000.00	232.9%	39,598.85	17,000.00	232.9%		
613005 - FBO Building and Grounds	0.00			4,574.56	10,000.00	45.7%	4,574.56	10,000.00	45.7%		
Total FBO MAINTENANCE & REPAIR	0.00			44,173.41	27,000.00	163.6%	44,173.41	27,000.00	163.6%		
FBO UTILITIES											
615000 - FBO Sewer - Water	0.00			2,979.31	4,200.00	70.9%	2,979.31	4,200.00	70.9%		
615005 - FBO Natural Gas	0.00			11,154.93	13,500.00	82.6%	11,154.93	13,500.00	82.6%		
615010 - FBO Electric	0.00			30,988.34	35,000.00	88.5%	30,988.34	35,000.00	88.5%		
615015 - FBO Dumpster Rental	0.00			3,286.66	4,000.00	82.2%	3,286.66	4,000.00	82.2%		
615020 - FBO Telephone	0.00			823.00	2,000.00	41.2%	823.00	2,000.00	41.2%		
Total FBO UTILITIES	0.00			49,232.24	58,700.00	83.9%	49,232.24	58,700.00	83.9%		
Total Expense	520,773.13	569,900.00	91.4%	1,151,022.09	1,534,109.00	75.0%	1,671,795.22	2,104,009.00	79.5%		
Net Ordinary Income	250,076.01	257,112.00	97.3%	-248,397.01	-257,112.00	96.6%	1,679.00	0.00	100.0%		
Net Income	250,076.01	257,112.00	97.3%	-248,397.01	-257,112.00	96.6%	1,679.00	0.00	100.0%		