

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

July 2022 through February 2023

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '22 - Feb 23	Budget	% of Budget	Jul '22 - Feb 23	Budget	% of Budget	Jul '22 - Feb 23	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	167,938.44	223,000.00	75.3%	0.00			167,938.44	223,000.00	75.3%
401005 · MRB South Hangar Lease	85,508.42	100,000.00	85.5%	0.00			85,508.42	100,000.00	85.5%
401010 · AA Ramp Tie Down Leases	2,620.00	3,000.00	87.3%	0.00			2,620.00	3,000.00	87.3%
401015 · Hangar Rent_Transient	1,110.00	1,000.00	111.0%	0.00			1,110.00	1,000.00	111.0%
401020 · Misc. Revenue	80.00	0.00	100.0%	0.00			80.00	0.00	100.0%
Total AA Airfield Income	257,256.86	327,000.00	78.7%	0.00			257,256.86	327,000.00	78.7%
AA Airport Fees									
402000 · Commercial Operating Permit	4,403.10	3,600.00	122.3%	0.00			4,403.10	3,600.00	122.3%
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	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	18,040.00	24,000.00	75.2%	0.00			18,040.00	24,000.00	75.2%
402020 · Wait List Service Fees	2,365.00	150.00	1,576.7%	0.00			2,365.00	150.00	1,576.7%
Total AA Airport Fees	48,676.60	59,183.00	82.2%	0.00			48,676.60	59,183.00	82.2%
AA AIRPORT TERMINAL/ADMIN INC									
403005 · Office Leases	48,155.00	70,000.00	68.8%	0.00			48,155.00	70,000.00	68.8%
403010 · Restaurant Lease	9,975.00	15,000.00	66.5%	0.00			9,975.00	15,000.00	66.5%
403015 · Tennant IT Charges	7,161.72	7,020.00	102.0%	0.00			7,161.72	7,020.00	102.0%
Total AA AIRPORT TERMINAL/ADMIN INC	65,291.72	92,020.00	71.0%	0.00			65,291.72	92,020.00	71.0%
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	5,094.83	3,500.00	145.6%	0.00			5,094.83	3,500.00	145.6%
Total AA Interest Earned - Rebates	5,094.83	3,500.00	145.6%	0.00			5,094.83	3,500.00	145.6%
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	14,978.68	14,329.00	104.5%	0.00			14,978.68	14,329.00	104.5%
406020 · Triple S Transport Lease	8,000.00	0.00		0.00			8,000.00	0.00	100.0%
Total AA LAND LEASES	23,063.68	15,079.00	153.0%	0.00			23,063.68	15,079.00	153.0%
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			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			271,038.94	342,000.00	79.3%	271,038.94	342,000.00	79.3%
Total FBO Aircraft Management Income (Lighthouse & Javid)	0.00			381,586.94	766,560.00	49.8%	381,586.94	766,560.00	49.8%
FBO AIRFIELD INCOME									
411000 · FBO Call Outs	0.00			4,885.62	3,500.00	139.6%	4,885.62	3,500.00	139.6%
411005 · Ramp, Tie Down & Landing Fees	0.00			24,251.93	30,000.00	80.8%	24,251.93	30,000.00	80.8%
411010 · FBO Fuel Sales - 100LL	0.00			139,152.20	224,700.00	61.9%	139,152.20	224,700.00	61.9%
411015 · FBO Fuel Sales - Jet A	0.00			550,237.02	799,762.00	68.8%	550,237.02	799,762.00	68.8%
411020 · FBO Misc Revenue	0.00			-202.16	0.00		-202.16	0.00	100.0%
411035 · FSII & Deicing	0.00			953.10	700.00	136.2%	953.10	700.00	136.2%
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			2,335.45	1,500.00	155.7%	2,335.45	1,500.00	155.7%
Total FBO AIRFIELD INCOME	0.00			733,170.16	1,068,562.00	68.6%	733,170.16	1,068,562.00	68.6%
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			213,094.79	225,000.00	94.7%	213,094.79	225,000.00	94.7%
412005 · FBO Charter Trip Fees	0.00			338,950.25	600,000.00	56.5%	338,950.25	600,000.00	56.5%
412010 · FBO Sales Discounts	0.00			-17,975.00	-21,000.00	85.6%	-17,975.00	-21,000.00	85.6%
Total FBO FLIGHT OPERATIONS INCOME	0.00			534,070.04	804,000.00	66.4%	534,070.04	804,000.00	66.4%
FBO FLIGHT SCHOOL									
413000 · Aircraft Rental & Instruction	0.00			46,787.34	45,000.00	104.0%	46,787.34	45,000.00	104.0%
Total FBO FLIGHT SCHOOL	0.00			46,787.34	45,000.00	104.0%	46,787.34	45,000.00	104.0%
Total Income	695,748.69	827,012.00	84.1%	1,695,614.48	2,684,122.00	63.2%	2,391,363.17	3,511,134.00	68.1%
Cost of Goods Sold									

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FBO Aircraft Management									
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			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			319,850.95	406,450.00	78.7%	319,850.95	406,450.00	78.7%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			11,240.94	20,000.00	56.2%	11,240.94	20,000.00	56.2%
511005 · Refueler Truck Costs	0.00			9,878.63	25,000.00	39.5%	9,878.63	25,000.00	39.5%
511015 · Fuel Purchase -100 LL	0.00			61,314.50	170,000.00	36.1%	61,314.50	170,000.00	36.1%
511025 · AvFuel Point	0.00			20.22	100.00	20.2%	20.22	100.00	20.2%
511030 · Pilot Supplies	0.00			2,307.43	2,000.00	115.4%	2,307.43	2,000.00	115.4%
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			405,756.87	627,250.00	64.7%	405,756.87	627,250.00	64.7%
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			74,252.90	100,000.00	74.3%	74,252.90	100,000.00	74.3%
512010 · Charter Observer Fees	0.00			25,977.15	50,000.00	52.0%	25,977.15	50,000.00	52.0%
512015 · Charter Parts & Maintenance	0.00			144,629.47	225,000.00	64.3%	144,629.47	225,000.00	64.3%
512020 · Charter Pilot Training	0.00			10,314.54	22,500.00	45.8%	10,314.54	22,500.00	45.8%
512025 · Charter Crew Expenses	0.00			16,724.12	20,000.00	83.6%	16,724.12	20,000.00	83.6%
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			374,132.46	519,625.00	72.0%	374,132.46	519,625.00	72.0%
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			11,498.42	25,000.00	46.0%	11,498.42	25,000.00	46.0%
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			26,998.31	47,750.00	56.5%	26,998.31	47,750.00	56.5%
Total COGS	0.00			869,555.98	1,407,125.00	61.8%	869,555.98	1,407,125.00	61.8%
Gross Profit	695,748.69	827,012.00	84.1%	826,058.50	1,276,997.00	64.7%	1,521,807.19	2,104,009.00	72.3%
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	11,573.84	6,000.00	192.9%	0.00			11,573.84	6,000.00	192.9%
601010 · AA Legal Services	10,300.30	20,000.00	51.5%	0.00			10,300.30	20,000.00	51.5%
601015 · AA Marketing & Advertising	12,941.74	20,000.00	64.7%	0.00			12,941.74	20,000.00	64.7%
601020 · AA Office Equipment	5,686.64	3,000.00	189.6%	0.00			5,686.64	3,000.00	189.6%
601025 · AA Office Supplies/Expenses	4,591.01	2,500.00	183.6%	0.00			4,591.01	2,500.00	183.6%
601030 · AA Postage	547.57	500.00	109.5%	0.00			547.57	500.00	109.5%
601035 · AA Professional Services	32,454.22	15,000.00	216.4%	0.00			32,454.22	15,000.00	216.4%
601040 · AA Travel & Meals & Training	15,726.27	8,500.00	185.0%	0.00			15,726.27	8,500.00	185.0%
601045 · AA Bank Service Charges	3,358.71	6,000.00	56.0%	0.00			3,358.71	6,000.00	56.0%
601050 · Canteen Supplies	2,495.93	2,000.00	124.8%	0.00			2,495.93	2,000.00	124.8%
601055 · Janitorial Services	2,229.48	2,000.00	111.5%	0.00			2,229.48	2,000.00	111.5%
601060 · AA Accounting	35,872.91	20,000.00	179.4%	0.00			35,872.91	20,000.00	179.4%
Total AA ADMINISTRATIVE	137,778.62	130,500.00	105.6%	0.00			137,778.62	130,500.00	105.6%
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	100.0%	0.00			3,453.00	0.00	100.0%
602020 · Workers Compensation	8,102.60	7,000.00	115.8%	0.00			8,102.60	7,000.00	115.8%
Total AA AIRPORT INSURANCE	63,120.17	81,500.00	77.4%	0.00			63,120.17	81,500.00	77.4%
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	4,847.48	10,000.00	48.5%	0.00			4,847.48	10,000.00	48.5%
603010 · MRB South Hangar	4,054.17	5,000.00	81.1%	0.00			4,054.17	5,000.00	81.1%
603015 · AA Hangars	13,839.49	8,000.00	173.0%	0.00			13,839.49	8,000.00	173.0%
603020 · AA Licenses, Permits, & Fees	148.86	1,200.00	12.4%	0.00			148.86	1,200.00	12.4%
603025 · Office Buildings and Grounds	54,851.23	10,000.00	548.5%	0.00			54,851.23	10,000.00	548.5%
603030 · AA Vehicle Fuel	872.00	3,500.00	24.9%	0.00			872.00	3,500.00	24.9%
Total AA MAINTENANCE & REPAIR	81,317.13	55,700.00	146.0%	0.00			81,317.13	55,700.00	146.0%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	1,731.09	16,044.00	10.8%	0.00			1,731.09	16,044.00	10.8%
604005 · AA Health/Dental/Life Insurance	23,741.96	24,000.00	98.9%	0.00			23,741.96	24,000.00	98.9%
604010 · AA Payroll Taxes	5,479.85	10,720.00	51.1%	0.00			5,479.85	10,720.00	51.1%

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604015 - AA Retirement	10,365.72	12,611.00	82.2%	0.00			10,365.72	12,611.00	82.2%
604020 - AA Employees Salaries/Wages	74,206.88	140,125.00	53.0%	0.00			74,206.88	140,125.00	53.0%
Total AA PAYROLL & LIABILITY	115,525.50	203,500.00	56.8%	0.00			115,525.50	203,500.00	56.8%
AA UTILITIES									
605000 - AA Propane & Natural Gas	8,585.06	10,000.00	85.9%	0.00			8,585.06	10,000.00	85.9%
605005 - AA Dumpster Rentals	3,561.84	4,500.00	79.2%	0.00			3,561.84	4,500.00	79.2%
605010 - AA Electric	31,888.82	63,000.00	50.6%	0.00			31,888.82	63,000.00	50.6%
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	4,678.57	10,000.00	46.8%	0.00			4,678.57	10,000.00	46.8%
605025 - AA Water - Sewer	5,458.90	10,000.00	54.6%	0.00			5,458.90	10,000.00	54.6%
Total AA UTILITIES	54,833.19	98,700.00	55.6%	0.00			54,833.19	98,700.00	55.6%
FBO ADMINISTRATIVE EXPENSES									
611000 - FBO 1st United Debt Service	0.00			60,451.92	94,221.00	64.2%	60,451.92	94,221.00	64.2%
611005 - FBO Accounting	0.00			24,824.74	45,366.00	54.7%	24,824.74	45,366.00	54.7%
611010 - FBO Bank Charges	0.00			2,093.28	500.00	418.7%	2,093.28	500.00	418.7%
611015 - FBO Drug Testing	0.00			2,619.70	1,650.00	158.8%	2,619.70	1,650.00	158.8%
611020 - FBO Dues & Subscriptions	0.00			8,786.77	17,000.00	51.7%	8,786.77	17,000.00	51.7%
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			18,109.68	20,000.00	90.5%	18,109.68	20,000.00	90.5%
611045 - FBO Office Equipment Lease	0.00			2,866.48	3,600.00	79.6%	2,866.48	3,600.00	79.6%
611050 - FBO Office Supplies	0.00			4,936.75	5,500.00	89.8%	4,936.75	5,500.00	89.8%
611055 - FBO Payroll Taxes	0.00			46,882.76	72,680.00	64.5%	46,882.76	72,680.00	64.5%
611060 - FBO Postage & Freight	0.00			1,530.50	2,000.00	76.5%	1,530.50	2,000.00	76.5%
611065 - FBO Professional Fees	0.00			4,377.80	2,500.00	175.1%	4,377.80	2,500.00	175.1%
611070 - FBO Salaries/Wages	0.00			599,519.68	950,065.00	63.1%	599,519.68	950,065.00	63.1%
611075 - FBO Travel Meals & Training	0.00			11,120.58	5,000.00	222.4%	11,120.58	5,000.00	222.4%
611080 - FBO Uniforms	0.00			11,967.00	1,500.00	797.8%	11,967.00	1,500.00	797.8%
611085 - Canteen Supplies	0.00			3,170.00	1,000.00	317.0%	3,170.00	1,000.00	317.0%
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			22,980.95	53,924.00	42.6%	22,980.95	53,924.00	42.6%
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			43,950.85	50,000.00	87.9%	43,950.85	50,000.00	87.9%
611115 - Retirement	0.00			45,836.47	69,923.00	65.6%	45,836.47	69,923.00	65.6%
611120 - Contracted Labor	0.00			16,332.35	40,000.00	40.8%	16,332.35	40,000.00	40.8%
Total FBO ADMINISTRATIVE EXPENSES	0.00			934,433.43	1,448,409.00	64.5%	934,433.43	1,448,409.00	64.5%
FBO MAINTENANCE & REPAIR									
613000 - FBO Equipment	0.00			30,397.56	17,000.00	178.8%	30,397.56	17,000.00	178.8%
613005 - FBO Building and Grounds	0.00			4,057.16	10,000.00	40.6%	4,057.16	10,000.00	40.6%
Total FBO MAINTENANCE & REPAIR	0.00			34,454.72	27,000.00	127.6%	34,454.72	27,000.00	127.6%
FBO UTILITIES									
615000 - FBO Sewer - Water	0.00			2,292.74	4,200.00	54.6%	2,292.74	4,200.00	54.6%
615005 - FBO Natural Gas	0.00			11,589.83	13,500.00	85.9%	11,589.83	13,500.00	85.9%
615010 - FBO Electric	0.00			17,716.01	35,000.00	50.6%	17,716.01	35,000.00	50.6%
615015 - FBO Dumpster Rental	0.00			3,166.08	4,000.00	79.2%	3,166.08	4,000.00	79.2%
615020 - FBO Telephone	0.00			935.71	2,000.00	46.8%	935.71	2,000.00	46.8%
Total FBO UTILITIES	0.00			35,700.37	58,700.00	60.8%	35,700.37	58,700.00	60.8%
Total Expense	452,574.61	569,900.00	79.4%	1,004,588.52	1,534,109.00	65.5%	1,457,163.13	2,104,009.00	69.3%
Net Ordinary Income	243,174.08	257,112.00	94.6%	-178,530.02	-257,112.00	69.4%	64,644.06	0.00	100.0%
Net Income	243,174.08	257,112.00	94.6%	-178,530.02	-257,112.00	69.4%	64,644.06	0.00	100.0%