

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

July 2022 through January 2023

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '22 - Jan 23	Budget	% of Budget	Jul '22 - Jan 23	Budget	% of Budget	Jul '22 - Jan 23	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 · Hangar Leases	148,914.92	223,000.00	66.8%	0.00			148,914.92	223,000.00	66.8%
401005 · MRB South Hangar Lease	75,588.04	100,000.00	75.6%	0.00			75,588.04	100,000.00	75.6%
401010 · AA Ramp Tie Down Leases	2,538.00	3,000.00	84.6%	0.00			2,538.00	3,000.00	84.6%
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	<u>228,110.96</u>	<u>327,000.00</u>	<u>69.8%</u>	<u>0.00</u>			<u>228,110.96</u>	<u>327,000.00</u>	<u>69.8%</u>
AA Airport Fees									
402000 · Commercial Operating Permit	4,303.10	3,600.00	119.5%	0.00			4,303.10	3,600.00	119.5%
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	2,680.00	4,185.00	64.0%	0.00			2,680.00	4,185.00	64.0%
402015 · WV Army National Guard Use Fee	20,040.00	24,000.00	83.5%	0.00			20,040.00	24,000.00	83.5%
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	<u>49,469.10</u>	<u>59,183.00</u>	<u>83.6%</u>	<u>0.00</u>			<u>49,469.10</u>	<u>59,183.00</u>	<u>83.6%</u>
AA AIRPORT TERMINAL/ADMIN INC									
403005 · Office Leases	45,090.00	70,000.00	64.4%	0.00			45,090.00	70,000.00	64.4%
403010 · Restaurant Lease	7,475.00	15,000.00	49.8%	0.00			7,475.00	15,000.00	49.8%
403015 · Tennant IT Charges	6,716.77	7,020.00	95.7%	0.00			6,716.77	7,020.00	95.7%
Total AA AIRPORT TERMINAL/ADMIN INC	<u>59,281.77</u>	<u>92,020.00</u>	<u>64.4%</u>	<u>0.00</u>			<u>59,281.77</u>	<u>92,020.00</u>	<u>64.4%</u>
AA Interest Earned - Rebates									
404000 · Rebates & Interest Earned	5,033.91	3,500.00	143.8%	0.00			5,033.91	3,500.00	143.8%
Total AA Interest Earned - Rebates	<u>5,033.91</u>	<u>3,500.00</u>	<u>143.8%</u>	<u>0.00</u>			<u>5,033.91</u>	<u>3,500.00</u>	<u>143.8%</u>
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	11,649.22	14,329.00	81.3%	0.00			11,649.22	14,329.00	81.3%
406020 · Triple S Transport Lease	7,000.00	0.00	100.0%	0.00			7,000.00	0.00	100.0%
Total AA LAND LEASES	<u>18,734.22</u>	<u>15,079.00</u>	<u>124.2%</u>	<u>0.00</u>			<u>18,734.22</u>	<u>15,079.00</u>	<u>124.2%</u>
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	<u>296,365.00</u>	<u>330,230.00</u>	<u>89.7%</u>	<u>0.00</u>			<u>296,365.00</u>	<u>330,230.00</u>	<u>89.7%</u>
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			70,000.00	120,000.00	58.3%	70,000.00	120,000.00	58.3%
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			508.00	10,560.00	4.8%	508.00	10,560.00	4.8%
414020 · Hangar Lease	0.00			2,000.00	8,000.00	25.0%	2,000.00	8,000.00	25.0%
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)	<u>0.00</u>			<u>361,546.94</u>	<u>766,560.00</u>	<u>47.2%</u>	<u>361,546.94</u>	<u>766,560.00</u>	<u>47.2%</u>
FBO AIRFIELD INCOME									
411000 · FBO Call Outs	0.00			4,545.62	3,500.00	129.9%	4,545.62	3,500.00	129.9%
411005 · Ramp, Tie Down & Landing Fees	0.00			21,948.93	30,000.00	73.2%	21,948.93	30,000.00	73.2%
411010 · FBO Fuel Sales - 100LL	0.00			128,414.36	224,700.00	57.1%	128,414.36	224,700.00	57.1%
411015 · FBO Fuel Sales - Jet A	0.00			446,836.45	799,762.00	55.9%	446,836.45	799,762.00	55.9%
411020 · FBO Misc Revenue	0.00			-422.01	0.00	100.0%	-422.01	0.00	100.0%
411035 · FSII & Deicing	0.00			712.32	700.00	101.8%	712.32	700.00	101.8%
411040 · Ground & Flightline Services	0.00			11,307.00	8,400.00	134.6%	11,307.00	8,400.00	134.6%
411045 · Pilot Supply Sales	0.00			2,283.19	1,500.00	152.2%	2,283.19	1,500.00	152.2%
Total FBO AIRFIELD INCOME	<u>0.00</u>			<u>615,625.86</u>	<u>1,068,562.00</u>	<u>57.6%</u>	<u>615,625.86</u>	<u>1,068,562.00</u>	<u>57.6%</u>
FBO FLIGHT OPERATIONS INCOME									
412000 · FBO Charter - Airport Fees	0.00			205,430.44	225,000.00	91.3%	205,430.44	225,000.00	91.3%
412005 · FBO Charter Trip Fees	0.00			328,290.25	600,000.00	54.7%	328,290.25	600,000.00	54.7%
412010 · FBO Sales Discounts	0.00			-17,442.00	-21,000.00	83.1%	-17,442.00	-21,000.00	83.1%
Total FBO FLIGHT OPERATIONS INCOME	<u>0.00</u>			<u>516,278.69</u>	<u>804,000.00</u>	<u>64.2%</u>	<u>516,278.69</u>	<u>804,000.00</u>	<u>64.2%</u>
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	<u>0.00</u>			<u>41,698.04</u>	<u>45,000.00</u>	<u>92.7%</u>	<u>41,698.04</u>	<u>45,000.00</u>	<u>92.7%</u>
Total Income	<u>656,994.96</u>	<u>827,012.00</u>	<u>79.4%</u>	<u>1,535,149.53</u>	<u>2,684,122.00</u>	<u>57.2%</u>	<u>2,192,144.49</u>	<u>3,511,134.00</u>	<u>62.4%</u>
Cost of Goods Sold									

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FBO Aircraft Management									
514000 · Trip Fees	0.00			59,318.31	212,500.00	27.9%	59,318.31	212,500.00	27.9%
Total FBO Aircraft Management	0.00			59,318.31	212,500.00	27.9%	59,318.31	212,500.00	27.9%
FBO COSTS OF GOODS SOLD									
511000 · Jet A COGS	0.00			278,073.36	406,450.00	68.4%	278,073.36	406,450.00	68.4%
511001 · FBO Credit Card Fees-Merch Svcs	0.00			9,178.32	20,000.00	45.9%	9,178.32	20,000.00	45.9%
511005 · Refueler Truck Costs	0.00			7,809.99	25,000.00	31.2%	7,809.99	25,000.00	31.2%
511015 · Fuel Purchase -100 LL	0.00			55,600.96	170,000.00	32.7%	55,600.96	170,000.00	32.7%
511025 · AvFuel Point	0.00			20.22	100.00	20.2%	20.22	100.00	20.2%
511030 · Pilot Supplies	0.00			2,279.53	2,000.00	114.0%	2,279.53	2,000.00	114.0%
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			354,106.58	627,250.00	56.5%	354,106.58	627,250.00	56.5%
FBO FLIGHT OPS COGS									
512000 · Charter Jet A	0.00			62,369.60	68,750.00	90.7%	62,369.60	68,750.00	90.7%
512005 · Charter Airport Fees	0.00			50,370.79	100,000.00	50.4%	50,370.79	100,000.00	50.4%
512010 · Charter Observer Fees	0.00			28,627.18	50,000.00	57.3%	28,627.18	50,000.00	57.3%
512015 · Charter Parts & Maintenance	0.00			135,546.20	225,000.00	60.2%	135,546.20	225,000.00	60.2%
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			19,524.59	20,000.00	97.6%	19,524.59	20,000.00	97.6%
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			343,185.52	519,625.00	66.0%	343,185.52	519,625.00	66.0%
FBO FLIGHT SCHOOL COGS									
513000 · FBO FS Fuel Purchased - 100 LL	0.00			13,790.91	12,750.00	108.2%	13,790.91	12,750.00	108.2%
513005 · FBO FS Parts - Maintenance	0.00			10,516.48	25,000.00	42.1%	10,516.48	25,000.00	42.1%
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			24,307.39	47,750.00	50.9%	24,307.39	47,750.00	50.9%
Total COGS	0.00			780,917.80	1,407,125.00	55.5%	780,917.80	1,407,125.00	55.5%
Gross Profit	656,994.96	827,012.00	79.4%	754,231.73	1,276,997.00	59.1%	1,411,226.69	2,104,009.00	67.1%
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	11,104.26	6,000.00	185.1%	0.00			11,104.26	6,000.00	185.1%
601010 · AA Legal Services	3,807.68	20,000.00	19.0%	0.00			3,807.68	20,000.00	19.0%
601015 · AA Marketing & Advertising	12,229.40	20,000.00	61.1%	0.00			12,229.40	20,000.00	61.1%
601020 · AA Office Equipment	5,596.64	3,000.00	186.6%	0.00			5,596.64	3,000.00	186.6%
601025 · AA Office Supplies/Expenses	3,529.52	2,500.00	141.2%	0.00			3,529.52	2,500.00	141.2%
601030 · AA Postage	430.72	500.00	86.1%	0.00			430.72	500.00	86.1%
601035 · AA Professional Services	28,549.59	15,000.00	190.3%	0.00			28,549.59	15,000.00	190.3%
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	3,286.50	6,000.00	54.8%	0.00			3,286.50	6,000.00	54.8%
601050 · Canteen Supplies	2,184.19	2,000.00	109.2%	0.00			2,184.19	2,000.00	109.2%
601055 · Janitorial Services	1,592.35	2,000.00	79.6%	0.00			1,592.35	2,000.00	79.6%
601060 · AA Accounting	35,497.91	20,000.00	177.5%	0.00			35,497.91	20,000.00	177.5%
Total AA ADMINISTRATIVE	123,535.03	130,500.00	94.7%	0.00			123,535.03	130,500.00	94.7%
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	0.0%	0.00			3,453.00	0.00	100.0%
602020 · Workers Compensation	7,232.38	7,000.00	103.3%	0.00			7,232.38	7,000.00	103.3%
Total AA AIRPORT INSURANCE	62,249.95	81,500.00	76.4%	0.00			62,249.95	81,500.00	76.4%
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	4,634.32	10,000.00	46.3%	0.00			4,634.32	10,000.00	46.3%
603010 · MRB South Hangar	3,500.00	5,000.00	70.0%	0.00			3,500.00	5,000.00	70.0%
603015 · AA Hangars	13,892.96	8,000.00	173.7%	0.00			13,892.96	8,000.00	173.7%
603020 · AA Licenses, Permits, & Fees	-0.43	1,200.00	-0.0%	-0.43			-0.43	1,200.00	-0.0%
603025 · Office Buildings and Grounds	50,621.65	10,000.00	506.2%	0.00			50,621.65	10,000.00	506.2%
603030 · AA Vehicle Fuel	883.66	3,500.00	25.2%	0.00			883.66	3,500.00	25.2%
Total AA MAINTENANCE & REPAIR	76,236.06	55,700.00	136.9%	0.00			76,236.06	55,700.00	136.9%
AA PAYROLL & LIABILITY									
604000 · AA Contracted Labor	1,732.28	16,044.00	10.8%	0.00			1,732.28	16,044.00	10.8%
604005 · AA Health/Dental/Life Insurance	28,233.49	24,000.00	117.6%	0.00			28,233.49	24,000.00	117.6%
604010 · AA Payroll Taxes	4,916.59	10,720.00	45.9%	0.00			4,916.59	10,720.00	45.9%

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604015 - AA Retirement	9,998.52	12,611.00	79.3%	0.00			9,998.52	12,611.00	79.3%		
604020 - AA Employees Salaries/Wages	73,586.89	140,125.00	52.5%	0.00			73,586.89	140,125.00	52.5%		
Total AA PAYROLL & LIABILITY	118,467.77	203,500.00	58.2%	0.00			118,467.77	203,500.00	58.2%		
AA UTILITIES											
605000 - AA Propane & Natural Gas	8,147.75	10,000.00	81.5%	0.00			8,147.75	10,000.00	81.5%		
605005 - AA Dumpster Rentals	4,438.65	4,500.00	98.6%	0.00			4,438.65	4,500.00	98.6%		
605010 - AA Electric	20,665.41	63,000.00	32.8%	0.00			20,665.41	63,000.00	32.8%		
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	6,503.73	10,000.00	65.0%	0.00			6,503.73	10,000.00	65.0%		
Total AA UTILITIES	43,572.32	98,700.00	44.1%	0.00			43,572.32	98,700.00	44.1%		
FBO ADMINISTRATIVE EXPENSES											
611000 - FBO 1st United Debt Service	0.00			59,985.33	94,221.00	63.7%	59,985.33	94,221.00	63.7%		
611005 - FBO Accounting	0.00			24,449.74	45,366.00	53.9%	24,449.74	45,366.00	53.9%		
611010 - FBO Bank Charges	0.00			1,679.70	500.00	335.9%	1,679.70	500.00	335.9%		
611015 - FBO Drug Testing	0.00			2,409.85	1,650.00	146.1%	2,409.85	1,650.00	146.1%		
611020 - FBO Dues & Subscriptions	0.00			7,528.13	17,000.00	44.3%	7,528.13	17,000.00	44.3%		
611030 - FBO Legal	0.00			560.00	560.00	100.0%	560.00	560.00	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			17,902.11	20,000.00	89.5%	17,902.11	20,000.00	89.5%		
611045 - FBO Office Equipment Lease	0.00			2,508.17	3,600.00	69.7%	2,508.17	3,600.00	69.7%		
611050 - FBO Office Supplies	0.00			4,215.16	5,500.00	76.6%	4,215.16	5,500.00	76.6%		
611055 - FBO Payroll Taxes	0.00			40,360.84	72,680.00	55.5%	40,360.84	72,680.00	55.5%		
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			3,743.17	2,500.00	149.7%	3,743.17	2,500.00	149.7%		
611070 - FBO Salaries/Wages	0.00			514,480.20	950,065.00	54.2%	514,480.20	950,065.00	54.2%		
611075 - FBO Travel Meals & Training	0.00			10,375.76	5,000.00	207.5%	10,375.76	5,000.00	207.5%		
611080 - FBO Uniforms	0.00			11,340.61	1,500.00	756.0%	11,340.61	1,500.00	756.0%		
611085 - Canteen Supplies	0.00			2,654.49	1,000.00	265.4%	2,654.49	1,000.00	265.4%		
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			18,487.30	53,924.00	34.3%	18,487.30	53,924.00	34.3%		
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			38,636.61	50,000.00	77.3%	38,636.61	50,000.00	77.3%		
611115 - Retirement	0.00			40,090.71	69,923.00	57.3%	40,090.71	69,923.00	57.3%		
611120 - Contracted Labor	0.00			15,641.14	40,000.00	39.1%	15,641.14	40,000.00	39.1%		
Total FBO ADMINISTRATIVE EXPENSES	0.00			820,094.69	1,448,409.00	56.6%	820,094.69	1,448,409.00	56.6%		
FBO MAINTENANCE & REPAIR											
613000 - FBO Equipment	0.00			29,208.91	17,000.00	171.8%	29,208.91	17,000.00	171.8%		
613005 - FBO Building and Grounds	0.00			3,771.03	10,000.00	37.7%	3,771.03	10,000.00	37.7%		
Total FBO MAINTENANCE & REPAIR	0.00			32,979.94	27,000.00	122.1%	32,979.94	27,000.00	122.1%		
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			6,219.21	13,500.00	46.1%	6,219.21	13,500.00	46.1%		
615010 - FBO Electric	0.00			23,403.54	35,000.00	66.9%	23,403.54	35,000.00	66.9%		
615015 - FBO Dumpster Rental	0.00			1,500.04	4,000.00	37.5%	1,500.04	4,000.00	37.5%		
615020 - FBO Telephone	0.00			1,811.75	2,000.00	90.6%	1,811.75	2,000.00	90.6%		
Total FBO UTILITIES	0.00			34,182.45	58,700.00	58.2%	34,182.45	58,700.00	58.2%		
Total Expense	424,061.13	569,900.00	74.4%	887,257.08	1,534,109.00	57.8%	1,311,318.21	2,104,009.00	62.3%		
Net Ordinary Income	232,933.83	257,112.00	90.6%	-133,025.35	-257,112.00	51.7%	99,908.48	0.00	100.0%		
Net Income	232,933.83	257,112.00	90.6%	-133,025.35	-257,112.00	51.7%	99,908.48	0.00	100.0%		