

Eastern WV Regional Airport Authority

Profit & Loss Budget vs. Actual

July 2022 through June 2023

	Total Airport Authority			Total MRB FBO			TOTAL		
	Jul '22 - Jun 23	Budget	% of Budget	Jul '22 - Jun 23	Budget	% of Budget	Jul '22 - Jun 23	Budget	% of Budget
Ordinary Income/Expense									
Income									
AA Airfield Income									
401000 - Hangar Leases	269,869.01	223,000.00	121.0%	0.00			269,869.01	223,000.00	121.0%
401005 - MRB South Hangar Lease	112,044.56	100,000.00	112.0%	0.00			112,044.56	100,000.00	112.0%
401010 - AA Ramp Tie Down Leases	3,893.00	3,000.00	129.8%	0.00			3,893.00	3,000.00	129.8%
401015 - Hangar Rent -Transient	1,125.00	1,000.00	112.5%	0.00			1,125.00	1,000.00	112.5%
Total AA Airfield Income	386,931.57	327,000.00	118.3%	0.00			386,931.57	327,000.00	118.3%
AA Airport Fees									
402000 - Commercial Operating Permit	5,703.10	3,600.00	158.4%	0.00			5,703.10	3,600.00	158.4%
402005 - NGB Air Guard Joint Use Agrmnt	40,872.00	27,248.00	150.0%	0.00			40,872.00	27,248.00	150.0%
402010 - Through-Fence Airfield Access	4,478.75	4,185.00	107.0%	0.00			4,478.75	4,185.00	107.0%
402015 - WV Army National Guard Use Fee	28,940.00	24,000.00	119.8%	0.00			28,940.00	24,000.00	119.8%
402020 - Wait List Service Fees	2,488.00	150.00	1,658.7%	0.00			2,488.00	150.00	1,658.7%
Total AA Airport Fees	81,581.85	59,183.00	137.8%	0.00			81,581.85	59,183.00	137.8%
AA AIRPORT TERMINAL/ADMIN INC									
403005 - Office Leases	65,465.90	70,000.00	93.5%	0.00			65,465.90	70,000.00	93.5%
403010 - Restaurant Lease	14,975.00	15,000.00	99.8%	0.00			14,975.00	15,000.00	99.8%
403015 - Tennant IT Charges	10,583.40	7,020.00	150.8%	0.00			10,583.40	7,020.00	150.8%
Total AA AIRPORT TERMINAL/ADMIN INC	91,024.30	92,020.00	98.9%	0.00			91,024.30	92,020.00	98.9%
AA Interest Earned - Rebates									
404000 - Rebates & Interest Earned	5,591.88	3,500.00	159.8%	0.00			5,591.88	3,500.00	159.8%
Total AA Interest Earned - Rebates	5,591.88	3,500.00	159.8%	0.00			5,591.88	3,500.00	159.8%
AA LAND LEASES									
406000 - EAA Chapter 1071 Land Lease	200.00	100.00	200.0%	0.00			200.00	100.00	200.0%
406005 - Farm Leases	235.00	650.00	36.2%	0.00			235.00	650.00	36.2%
406010 - Shentel Land Lease	21,796.61	14,329.00	152.1%	0.00			21,796.61	14,329.00	152.1%
406020 - Triple S Transport Lease	11,000.00			0.00			11,000.00	0.00	100.0%
Total AA LAND LEASES	33,231.61	15,079.00	220.4%	0.00			33,231.61	15,079.00	220.4%
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	42,730.00	42,730.00	100.0%	0.00			42,730.00	42,730.00	100.0%
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	317,730.00	330,230.00	96.2%	0.00			317,730.00	330,230.00	96.2%
FBO Aircraft Management Income (Lighthouse & Javid)									
414000 - Management Fee	0.00			36,000.00	36,000.00	100.0%	36,000.00	36,000.00	100.0%
414005 - Captain Fee	0.00			110,000.00	120,000.00	91.7%	110,000.00	120,000.00	91.7%
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			792.00	10,560.00	7.5%	792.00	10,560.00	7.5%
414020 - Hangar Lease	0.00			6,000.00	8,000.00	75.0%	6,000.00	8,000.00	75.0%
416000 - Part 91 Revenue - Javid	0.00			415,742.85	342,000.00	121.6%	415,742.85	342,000.00	121.6%
Total FBO Aircraft Management Income (Lighthouse & Javid)	0.00			568,534.85	766,560.00	74.2%	568,534.85	766,560.00	74.2%
FBO AIRFIELD INCOME									
411000 - FBO Call Outs	0.00			5,842.05	3,500.00	166.9%	5,842.05	3,500.00	166.9%
411005 - Ramp, Tie Downs & Landing Fees	0.00			37,629.85	30,000.00	125.4%	37,629.85	30,000.00	125.4%
411010 - FBO Fuel Sales - 100LL	0.00			234,799.61	224,700.00	104.5%	234,799.61	224,700.00	104.5%
411015 - FBO Fuel Sales - Jet A	0.00			842,356.07	799,762.00	105.3%	842,356.07	799,762.00	105.3%
411020 - FBO Misc Revenue	0.00			0.00	0.00	0.0%	0.00	0.00	0.0%
411035 - FSI & Deicing	0.00			1,578.72	700.00	225.5%	1,578.72	700.00	225.5%
411040 - Ground & Flightline Services	0.00			15,539.00	8,400.00	185.0%	15,539.00	8,400.00	185.0%
411045 - Pilot Supply Sales	0.00			2,914.44	1,500.00	194.3%	2,914.44	1,500.00	194.3%
Total FBO AIRFIELD INCOME	0.00			1,140,659.74	1,068,562.00	106.7%	1,140,659.74	1,068,562.00	106.7%
FBO FLIGHT OPERATIONS INCOME									
412000 - FBO Charter - Airport Fees	0.00			247,261.86	225,000.00	109.9%	247,261.86	225,000.00	109.9%
412005 - FBO Charter Trip Fees	0.00			416,887.63	600,000.00	69.5%	416,887.63	600,000.00	69.5%
412010 - FBO Sales Discounts	0.00			-22,016.00	-21,000.00	104.8%	-22,016.00	-21,000.00	104.8%
Total FBO FLIGHT OPERATIONS INCOME	0.00			642,133.49	804,000.00	79.9%	642,133.49	804,000.00	79.9%
FBO FLIGHT SCHOOL									
413000 - Aircraft Rental & Instruction	0.00			91,922.76	45,000.00	204.3%	91,922.76	45,000.00	204.3%
Total FBO FLIGHT SCHOOL	0.00			91,922.76	45,000.00	204.3%	91,922.76	45,000.00	204.3%
Total Income	916,091.21	827,012.00	110.8%	2,443,250.84	2,684,122.00	91.0%	3,359,342.05	3,511,134.00	95.7%
Cost of Goods Sold									
FBO Aircraft Management									
514000 - Trip Fees	0.00			63,468.34	212,500.00	29.9%	63,468.34	212,500.00	29.9%
Total FBO Aircraft Management	0.00			63,468.34	212,500.00	29.9%	63,468.34	212,500.00	29.9%
FBO COSTS OF GOODS SOLD									
511000 - Jet A COGS	0.00			491,446.99	406,450.00	120.9%	491,446.99	406,450.00	120.9%
511001 - FBO Credit Card Fees-Merch Svcs	0.00			18,098.99	20,000.00	90.5%	18,098.99	20,000.00	90.5%
511005 - Refueler Truck Costs	0.00			13,778.63	25,000.00	55.1%	13,778.63	25,000.00	55.1%
511015 - Fuel Purchase -100 LL	0.00			158,206.13	170,000.00	93.1%	158,206.13	170,000.00	93.1%
511025 - AvFuel Point	0.00			20.22	100.00	20.2%	20.22	100.00	20.2%
511030 - Pilot Supplies	0.00			529.90	0.00		529.90	0.00	100.0%
FBO Oil Purchases	0.00			3,059.21	2,000.00	153.0%	3,059.21	2,000.00	153.0%
511030 - Pilot Supplies - Other	0.00			3,589.11	2,000.00	179.5%	3,589.11	2,000.00	179.5%
511035 - FSI & Deicing	0.00			1,144.20	2,500.00	45.8%	1,144.20	2,500.00	45.8%
511040 - Pollution Insurance	0.00			3,453.00	1,200.00	287.8%	3,453.00	1,200.00	287.8%
Total FBO COSTS OF GOODS SOLD	0.00			689,737.27	627,250.00	110.0%	689,737.27	627,250.00	110.0%
FBO FLIGHT OPS COGS									

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512000 - Charter Jet A	0.00			77,542.67	68,750.00	112.8%	77,542.67	68,750.00	112.8%
512005 - Charter Airport Fees	0.00			100,639.31	100,000.00	100.6%	100,639.31	100,000.00	100.6%
512010 - Charter Observer Fees	0.00			29,277.15	50,000.00	58.6%	29,277.15	50,000.00	58.6%
512015 - Charter Parts & Maintenance	0.00			452,620.94	225,000.00	201.2%	452,620.94	225,000.00	201.2%
512020 - Charter Pilot Training	0.00			22,892.94	22,500.00	101.7%	22,892.94	22,500.00	101.7%
512025 - Charter Crew Expenses	0.00			20,073.35	20,000.00	100.4%	20,073.35	20,000.00	100.4%
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			736,931.36	519,625.00	141.8%	736,931.36	519,625.00	141.8%
FBO FLIGHT SCHOOL COGS									
513000 - FBO FS Fuel Purchased - 100 LL	0.00			23,261.39	12,750.00	182.4%	23,261.39	12,750.00	182.4%
513005 - FBO FS Parts - Maintenance	0.00			33,274.32	25,000.00	133.1%	33,274.32	25,000.00	133.1%
513010 - FS Aircraft Insurance	0.00			8,990.00	10,000.00	89.9%	8,990.00	10,000.00	89.9%
Total FBO FLIGHT SCHOOL COGS	0.00			65,525.71	47,750.00	137.2%	65,525.71	47,750.00	137.2%
50000 - Cost of Goods Sold (Costs of items purchased and then sold to customers)	0.00			4,627.00			4,627.00	0.00	100.0%
Total COGS	0.00			1,560,289.68	1,407,125.00	110.9%	1,560,289.68	1,407,125.00	110.9%
Gross Profit	916,091.21	827,012.00	110.8%	882,961.16	1,276,997.00	69.1%	1,799,052.37	2,104,009.00	85.5%
Expense									
AA ADMINISTRATIVE									
601000 - AA Capital Improvements	0.00	25,000.00	0.0%	0.00	0.00		0.00	25,000.00	0.0%
601005 - AA Dues & Subscriptions	10,857.79	6,000.00	181.0%	0.00	0.00		10,857.79	6,000.00	181.0%
601010 - AA Legal Services	6,117.48	20,000.00	30.6%	0.00	0.00		6,117.48	20,000.00	30.6%
601015 - AA Marketing & Advertising	5,347.74	20,000.00	26.7%	0.00	0.00		5,347.74	20,000.00	26.7%
601020 - AA Office Equipment	7,236.95	3,000.00	241.2%	0.00	0.00		7,236.95	3,000.00	241.2%
601025 - AA Office Supplies/Expenses	5,039.76	2,500.00	201.6%	0.00	0.00		5,039.76	2,500.00	201.6%
601030 - AA Postage	371.76	500.00	74.4%	0.00	0.00		371.76	500.00	74.4%
601035 - AA Professional Services	48,640.25	15,000.00	324.3%	0.00	0.00		48,640.25	15,000.00	324.3%
601040 - AA Travel & Meals & Training	21,209.27	8,500.00	249.5%	0.00	0.00		21,209.27	8,500.00	249.5%
601045 - AA Bank Service Charges	5,693.42	6,000.00	94.9%	0.00	0.00		5,693.42	6,000.00	94.9%
601050 - Canteen Supplies	4,652.27	2,000.00	232.6%	0.00	0.00		4,652.27	2,000.00	232.6%
601055 - Janitorial Services	2,777.64	2,000.00	138.9%	0.00	0.00		2,777.64	2,000.00	138.9%
601060 - AA Accounting	55,155.23	20,000.00	275.8%	0.00	0.00		55,155.23	20,000.00	275.8%
Total AA ADMINISTRATIVE	173,099.56	130,500.00	132.6%	0.00	0.00		173,099.56	130,500.00	132.6%
AA AIRPORT INSURANCE									
602000 - Airport General & Premise Liab.	34,626.00	25,000.00	138.5%	0.00	0.00		34,626.00	25,000.00	138.5%
602005 - Airport Vehicle Insurance	12,881.52	9,000.00	143.1%	0.00	0.00		12,881.52	9,000.00	143.1%
602010 - Directors/Officers	7,693.00	5,500.00	139.9%	0.00	0.00		7,693.00	5,500.00	139.9%
602015 - Property Policy	33,514.33	35,000.00	95.8%	0.00	0.00		33,514.33	35,000.00	95.8%
602020 - Workers Compensation	10,713.26	7,000.00	153.0%	0.00	0.00		10,713.26	7,000.00	153.0%
Total AA AIRPORT INSURANCE	99,428.11	81,500.00	122.0%	0.00	0.00		99,428.11	81,500.00	122.0%
AA MAINTENANCE & REPAIR									
603000 - AA Airfield	6,999.19	18,000.00	38.9%	0.00	0.00		6,999.19	18,000.00	38.9%
603005 - AA Equipment & Safety	37,341.85	10,000.00	373.4%	0.00	0.00		37,341.85	10,000.00	373.4%
603010 - MRB South Hangar	13,415.25	5,000.00	268.3%	0.00	0.00		13,415.25	5,000.00	268.3%
603015 - AA Hangars	14,704.49	8,000.00	183.8%	0.00	0.00		14,704.49	8,000.00	183.8%
603020 - AA Licenses, Permits, & Fees	99.14	1,200.00	8.3%	0.00	0.00		99.14	1,200.00	8.3%
603025 - Office Buildings and Grounds	47,526.72	10,000.00	475.3%	0.00	0.00		47,526.72	10,000.00	475.3%
603030 - AA Vehicle Fuel	1,092.30	3,500.00	31.2%	0.00	0.00		1,092.30	3,500.00	31.2%
Total AA MAINTENANCE & REPAIR	121,178.94	55,700.00	217.6%	0.00	0.00		121,178.94	55,700.00	217.6%
AA PAYROLL & LIABILITY									
604000 - AA Contracted Labor	2,775.50	16,044.00	17.3%	0.00	0.00		2,775.50	16,044.00	17.3%
604005 - AA Health/Dental/Life Insurance	38,011.63	24,000.00	158.4%	0.00	0.00		38,011.63	24,000.00	158.4%
604010 - AA Payroll Taxes	19,932.82	10,720.00	185.9%	0.00	0.00		19,932.82	10,720.00	185.9%
604015 - AA Retirement	18,707.53	12,611.00	148.3%	0.00	0.00		18,707.53	12,611.00	148.3%
604020 - AA Employees Salaries/Wages	116,642.61	140,125.00	83.2%	0.00	0.00		116,642.61	140,125.00	83.2%
Total AA PAYROLL & LIABILITY	196,070.09	203,500.00	96.3%	0.00	0.00		196,070.09	203,500.00	96.3%
AA UTILITIES									
605000 - AA Propane & Natural Gas	23,906.07	10,000.00	239.1%	0.00	0.00		23,906.07	10,000.00	239.1%
605005 - AA Dumpster Rentals	4,470.62	4,500.00	99.3%	0.00	0.00		4,470.62	4,500.00	99.3%
605010 - AA Electric	53,519.97	63,000.00	85.0%	0.00	0.00		53,519.97	63,000.00	85.0%
605015 - AA Grease Trap	880.00	1,200.00	73.3%	0.00	0.00		880.00	1,200.00	73.3%
605020 - AA Telephone & Cell Reimb	6,857.34	10,000.00	68.6%	0.00	0.00		6,857.34	10,000.00	68.6%
605025 - AA Water - Sewer	8,306.90	10,000.00	83.1%	0.00	0.00		8,306.90	10,000.00	83.1%
Total AA UTILITIES	97,940.90	98,700.00	99.2%	0.00	0.00		97,940.90	98,700.00	99.2%
FBO ADMINISTRATIVE EXPENSES									
611000 - FBO 1st United Debt Service	0.00			97,023.86	94,221.00	103.0%	97,023.86	94,221.00	103.0%
611005 - FBO Accounting	0.00			34,188.89	45,366.00	75.4%	34,188.89	45,366.00	75.4%
611010 - FBO Bank Charges	0.00			2,398.28	500.00	479.7%	2,398.28	500.00	479.7%
611015 - FBO Drug Testing	0.00			1,650.90	1,650.00	250.7%	1,650.90	1,650.00	250.7%
611020 - FBO Dues & Subscriptions	0.00			15,032.99	17,000.00	88.4%	15,032.99	17,000.00	88.4%
611030 - FBO Legal	0.00			832.00	0.00		832.00	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			18,886.86	20,000.00	94.4%	18,886.86	20,000.00	94.4%
611045 - FBO Office Equipment Lease	0.00			4,399.89	3,600.00	122.2%	4,399.89	3,600.00	122.2%
611050 - FBO Office Supplies	0.00			6,763.46	5,500.00	123.0%	6,763.46	5,500.00	123.0%
611055 - FBO Payroll Taxes	0.00			71,137.76	72,680.00	97.9%	71,137.76	72,680.00	97.9%
611060 - FBO Postage & Freight	0.00			1,847.41	2,000.00	92.4%	1,847.41	2,000.00	92.4%
611065 - FBO Professional Fees	0.00			17,732.48	2,500.00	709.3%	17,732.48	2,500.00	709.3%
611070 - FBO Salaries/Wages	0.00			925,222.98	950,065.00	97.4%	925,222.98	950,065.00	97.4%
611075 - FBO Travel Meals & Training	0.00			17,796.93	5,000.00	355.9%	17,796.93	5,000.00	355.9%
611080 - FBO Uniforms	0.00			12,329.48	1,500.00	822.0%	12,329.48	1,500.00	822.0%
611085 - Canteen Supplies	0.00			3,329.40	1,000.00	332.9%	3,329.40	1,000.00	332.9%
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			40,955.55	53,924.00	76.0%	40,955.55	53,924.00	76.0%
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			68,956.32	50,000.00	137.9%	68,956.32	50,000.00	137.9%
611115 - Retirement	0.00			66,309.19	69,923.00	94.8%	66,309.19	69,923.00	94.8%
611120 - Contracted Labor	0.00			14,393.10	40,000.00	36.0%	14,393.10	40,000.00	36.0%

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Total FBO ADMINISTRATIVE EXPENSES	0.00			1,425,664.60	1,448,409.00	98.4%	1,425,664.60	1,448,409.00	98.4%
FBO MAINTENANCE & REPAIR									
613000 - FBO Equipment	0.00			45,829.36	17,000.00	269.6%	45,829.36	17,000.00	269.6%
613005 - FBO Building and Grounds	0.00			6,406.92	10,000.00	64.1%	6,406.92	10,000.00	64.1%
Total FBO MAINTENANCE & REPAIR	0.00			52,236.28	27,000.00	193.5%	52,236.28	27,000.00	193.5%
FBO UTILITIES									
615000 - FBO Sewer - Water	0.00			3,970.06	4,200.00	94.5%	3,970.06	4,200.00	94.5%
615005 - FBO Natural Gas	0.00			13,452.16	13,500.00	99.6%	13,452.16	13,500.00	99.6%
615010 - FBO Electric	0.00			37,113.38	35,000.00	106.0%	37,113.38	35,000.00	106.0%
615015 - FBO Dumpster Rental	0.00			4,409.38	4,000.00	110.2%	4,409.38	4,000.00	110.2%
615020 - FBO Telephone	0.00			903.51	2,000.00	45.2%	903.51	2,000.00	45.2%
Total FBO UTILITIES	0.00			59,848.49	58,700.00	102.0%	59,848.49	58,700.00	102.0%
Total Expense	687,717.60	569,900.00	120.7%	1,537,749.37	1,534,109.00	100.2%	2,225,466.97	2,104,009.00	105.8%
Net Ordinary Income	228,373.61	257,112.00	88.8%	-654,788.21	-257,112.00	254.7%	-426,414.60	0.00	100.0%
Net Income	228,373.61	257,112.00	88.8%	-654,788.21	-257,112.00	254.7%	-426,414.60	0.00	100.0%