

WINCHESTER REGIONAL AIRPORT

491 AIRPORT ROAD WINCHESTER, VIRGINIA 22602 (540) 662-5786

Monthly Business Meeting AGENDA

The Winchester Regional Airport Authority will meet in the Terminal Building Conference Room, February 14, 2019 at 5:00 P.M.

Gene Fisher, Chairman, Presiding

- 1. Open Meeting
- 2. Approve Agenda
- 3. Approve Minutes

January 10, 2019, WRAA Business Meeting

- 4. Public Comment
- 5. Chairman Opening Remarks
- 6. New Business
 - a. Consideration of assignment of Aero Services lease in accordance with Minimum Standards Section 4.05.
- 7. Committee Reports
 - a. Financial Report Secretary/Treasurer J.J. Smith

January 2019 Pre-Audit Financial Report

- b. Building/Lease Paul Anderson
- c. Minimum Standards/Personnel/Security David Reichert
- d. Marketing/Development Bill Pifer
- 8. Comments Executive Director
- 9. Comments Board Members
- 10. Adjourn

JANUARY 2019 Meeting Minutes Winchester Regional Airport Authority

The Winchester Regional Airport Authority met in regular session in the conference room of the terminal building at 5:00 P.M. on January 10, 2019.

Present: Gene Fisher, Paul Anderson, Bill Pifer, J.J. Smith, John Crawford, Dave Reichert

Absent: Joey Bailey, Frank Haun, Archie Fox

OPEN MEETING

Chairman Gene Fisher called the meeting to order at 5:00 P.M.

APPROVE MEETING AGENDA

Motion: Approve agenda as distributed – by Paul Anderson, second by Bill Pifer. Motion passed unanimously.

CLOSED MEETING

Upon Motion duly made by Mr. Crawford, seconded by Mr. Reichert, the Authority unanimously RESOLVED to go into a closed meeting pursuant to Section § 2.2-3711(A)(3) of the Code of Virginia (1950, as amended) for the discussion or consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority.

RETURN TO OPEN MEETING

At the conclusion of the closed meeting concerning the discussion or consideration of the acquisition of real property for a public purpose, or the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the Authority, the following Resolution was unanimously adopted upon roll call vote as set forth below:

WHEREAS, the Winchester Regional Airport Authority has concluded its "closed meeting" at a meeting held on January 10, 2019, and desires to return to an "open meeting"; and

WHEREAS, the adoption of this Resolution is intended to serve as the "Certificate" described in Section § 2.2-3712(D) of the Code of Virginia (1950, as amended).

NOW THEREFORE, BE IT RESOLVED that the "Winchester Regional Airport Authority does hereby reconvene in an "open meeting" at its meeting held on January 10, 2019; and

BE IT FURTHER RESOLVED that each and every Member of said Authority who votes in the affirmative for this Resolution does thereby certify to the best of each Member's knowledge that only public business matters lawfully exempted from open meeting requirements of the Virginia Freedom of Information Act were heard, discussed or considered during the closed meeting, and that only such public business matters as were identified in the Motion which convened the closed meeting were heard, discussed or considered during the course of said closed meeting by the Authority:

Roll Call Vote Aye Gene Fisher Paul Anderson Aye J.J. Smith Ave John Crawford Aye Dave Reichert Ave Bill Pifer Aye Joey Bailey Absent Frank Haun Absent Archie Fox Absent

APPROVE MEETING MINUTES - December 13, 2018 Regular Business Meeting

Motion: Approve meeting minutes as distributed - by Bill Pifer, second by Dave Reichert. Motion passed unanimously.

AUDIENCE COMMENTS

Mr. Legard commented that he wants to see the airport be a friendly environment for pilots and members of the community. He thinks the airport does a good job overall.

CHAIRMAN - OPENING REMARKS

Chairman Fisher gave an overview of a meeting with the Frederick County Administrator and Executive Director to discuss the FY20 budget. Chairman Fisher also emphasized the importance of reaching out to new City Council members to inform them about the airport and its priorities. Additionally, the Airport will continue to work on a strategy to address the aircraft personal property tax this budget cycle.

(a) Finance Report – J.J. Smith, Secretary/Treasurer – J.J. provided a report on the December 2018 pre-audit financial statements.

Motion: Approve finance report - by Dave Reichert, second by Bill Pifer. Motion passed unanimously.

- (b) Building/Lease Committee Paul Anderson, Chair No meeting
- (c) Minimum Standards/Personnel Committee David Reichert, Chair No meeting
- (d) Marketing Committee Bill Pifer, Chair Bill discussed current plans to establish a pilots group. The goal is to convene an initial exploratory meeting sometime in the coming months. Bill also echoed Gene's position that we should be proactive in our outreach to new City Council members.

EXECUTIVE DIRECTOR COMMENTS

Nick gave an update on the Taxiway A Relocation Phase I – Residential Demolition project. The project is in winter shutdown.

The airport recently promoted a Customer Service Representative (CSR) into the Finance Technician position. Nick requested and received consensus from the Board to offer up to 5% above the starting pay for the CSR position currently advertised.

WRAA Meeting Minutes – January 10, 2019 Page 3 of 3

Nick reported that the Virginia Aviation Board (VAB) will consider two projects at the February meeting. Notably, the site work design for the replacement terminal is up for approval. Nick reiterated the importance of continuing the dialogue about this project with the member jurisdictions, especially the City of Winchester and Frederick County as key funding partners.

Nick thanked Dave Foley for his assistance in helping during recent staff turnover.

Nick concluded his comments by stating that one of his goals for 2019 is to deliver to the Board a comprehensive staffing plan and recommendations.

COMMENTS - BOARD MEMBERS

Gene Fisher – Gene thanked the members of the Board for their contributions to the Authority and its operations.

COMMENTS – AUDIENCE

None

ADJOURNMENT

Motion: There being no further business, a motion was made to adjourn at 6:20 P.M. – by J.J. Smith, second by Dave Reichert. Motion passed unanimously.

Respectfully submitted,

| J.J. Smith, Secretary/Treasurer | | |
|---------------------------------|--|--|
| | | |
| WRAA Adonted: | | |

Run: 2/08/2019 4:47PM

Winchester Regional Airport Authority General Ledger Balance Sheet Report As Of: 1/31/2019

Page:

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All Departments Consolidated

<u>Assets</u>

| 10001011 Undeposited Receipts | 9,580.85 |
|---|---------------|
| 10171010 Operating Cash In Bank | 12,545.10 |
| 10171011 Petty Cash | 500.00 |
| 10171080 Inventory - Fuel | 90,125.96 |
| 10171082 Inventory - Merchandise | 998.95 |
| 10171083 Inventory - Oil | 707.31 |
| 10171084 Inventory - Automobile Gas/Airport Use | (235.41) |
| 10171085 Inventory - Diesel Airport Use | (354.59) |
| 10171090 Pre-Paid Insurance | 15,579.00 |
| 10171094 Prepaid Postage | 235.12 |
| 10171153 Accounts Receivable | (6,418.85) |
| 10172002 VRS - Deferred Outflow | 97,044.00 |
| 10851010 Capital Cash In Bank | (391,613.09) |
| 10851100 Construction In Progress | 1,363,794.67 |
| 10851153 Capital Accounts Receivable | 85,757.86 |
| 10851200 Net Fixed Assets | 24,768,981.09 |
| Total Assets: | 26,047,227.97 |

Liabilities

| 20172010 Amt Held For Employee Benefits | 3,482.98 |
|--|---------------|
| 20172020 Accounts Payable - Operating Fund | 151,347.25 |
| 20172021 Long-Term Notes | 255,655.15 |
| 20172024 Bad Check Account | (360.00) |
| 20172094 Accrued Leave & Fringes | 55,342.12 |
| 20172201 VRS - Deferred Inflow | 9,159.00 |
| 20172202 VRS - Pension Liability | 254,815.00 |
| 20172804 Virginia State Sales Tax | 0.64 |
| 20852020 Accounts Payable - Capital Fund | 3,583.57 |
| 20852090 Retainage Payable | 10,307.50 |
| 30000000 Current Earnings | (26,028.53) |
| 30000001 Retained Earnings | 25,329,923.29 |
| Total Liabilities And Equity: | 26,047,227.97 |

Notes:

All Departments Consolidated.

Run: 2/08/2019 4:54PM

Winchester Regional Airport Authority General Ledger Standard Income Report For The Period: 7/01/2018 Through: 1/31/2019

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Selected Departments Consolidated

| Income |
|--------|
|--------|

| <u></u> | 1/31/2019 MTD | Year-To-Date |
|--|---------------|--------------|
| 40172404 State Operating Reimbursement | 0.00 | 329.99 |
| 40174500 Sale - Fuel | 38,623.83 | 518,075.75 |
| 40174502 Sale - Merchandise | 9.50 | 223.52 |
| 40174503 Sale - Oil | 0.00 | 602.56 |
| 40174600 Rental Income | 38,237.00 | 259,537.50 |
| 40174601 Income - Land Leases | 1,876.00 | 34,632.00 |
| 40174617 Special Fees | 0.00 | 2,162.70 |
| 40174618 Facility & Line Service Fees | 2,040.00 | 24,705.00 |
| 40174899 Miscellaneous Revenue | (23.71) | 1,266.77 |
| 40174900 Operating Appropriations | 13,300.50 | 93,104.50 |
| Total Income: | 94,063.12 | 934,640.29 |

Expense

| 2 | 1/31/2019 MTD | Year-To-Date |
|--|---------------|--------------|
| 54140000 Cost - Fuel | 21,069.37 | 291,123.55 |
| 54140002 Cost - Merchandise | 77.78 | 258.07 |
| 54140003 Cost - Oil | 0.00 | 461.20 |
| 61000000 Accrued Salaries | 0.00 | (19,422.00) |
| 61001000 Salaries | 38,318.36 | 311,058.55 |
| 61005001 Overtime Pay | 972.11 | 11,338.25 |
| 62000000 Accrued Leave - Fringe Benefit Expense | 0.00 | (1,442.77) |
| 62001000 FICA | 2,845.44 | 23,501.83 |
| 62002000 VSRS | 3,751.34 | 27,176.34 |
| 62005000 Hospital/Medical Plans | 7,890.80 | 58,321.84 |
| 62005001 Retiree Health Ins | 0.00 | 4,489.54 |
| 62006000 Group Life Insurance | 501.98 | 3,744.44 |
| 62008000 Short/Long Disab - 041 FLT - Carlson | 97.88 | 677.95 |
| 62011000 Worker's Compensation | 1,118.15 | 9,142.18 |
| 63002000 Professional Svcs - Other | 313.50 | 12,445.00 |
| 63004001 Outside Repairs & Maint Vehicle/Equip | 349.49 | 2,042.82 |
| 63004003 Repair - Blgs & Grounds Outside Repairs | 0.00 | 5,484.62 |
| 63005000 Maintenance Contracts | 627.00 | 4,542.00 |
| 63005001 State Funded Maintenance Contracts | 0.00 | 1,100.00 |
| 63007000 Advertising | 0.00 | 35.00 |
| 63010000 Contractual Services | 1,952.20 | 13,665.40 |
| 65101000 Electrical Services | 6,737.89 | 30,070.04 |
| 65102000 Heating Service | 1,812.85 | 3,137.35 |
| 65103000 Water & Sewer Services | 354.27 | 2,735.08 |
| 65204001 Postage Meter Expense | 0.00 | 67.02 |
| 65204002 Telephones/Internet/TV Cable Expense | 116.11 | 4,452.70 |
| 65302000 Fire/Property Insurance | 1,023.00 | 7,160.00 |
| 65305000 Motor Vehicle Insurance | 508.00 | 3,558.00 |
| 65307000 Public Officials Liability Ins | 43.00 | 301.00 |
| 65308000 General Liability Insurance | 0.00 | 7,707.67 |
| 65401000 Office Supplies & Computers | 143.53 | 1,967.67 |
| 65405000 Janitorial Supplies | 137.52 | 969.68 |
| 65407000 Repair/Maint Parts & Supplies | 1,514.19 | 4,759.60 |
| 65407001 State Reimb - Repairs/Maint/Supplies | 551.69 | 899.08 |
| 65408000 Vehicle/Equip - Parts/Supplies | 110.00 | 7,840.54 |
| 65408001 Airport Vehicle Fuel | 902.84 | 9,911.06 |
| | | |

Run: 2/08/2019 4:54PM

Winchester Regional Airport Authority General Ledger Standard Income Report For The Period: 7/01/2018 Through: 1/31/2019

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Selected Departments Consolidated

| | 1/31/2019 MTD | Year-To-Date |
|--|---------------|--------------|
| 65413000 Operational Expense | 110.51 | 1,052.78 |
| 65413001 Line Service Equipment | 0.00 | 1,208.41 |
| 65413002 Security Materials & Supplies | 149.25 | 149.25 |
| 65506000 Travel Expenses | 0.00 | 2,110.15 |
| 65715000 Promotional Fund Expenses | 150.00 | 3,464.33 |
| 65801000 Dues & Membership | 485.00 | 833.20 |
| 65804000 Va Sales Tax Paid | 17.33 | 42.89 |
| 65806000 Snow Removal Contingency Fund | 2,088.03 | 3,012.78 |
| 79001000 Lease/Rent Of Equipment | 2,265.41 | 17,143.46 |
| 79101000 Loan - VRA Bond | 1,219.80 | 5,091.66 |
| Total Expense: | 100,325.62 | 879,389.21 |
| Net Income: | (6,262.50) | 55,251.08 |

Notes: Report Period: 7/01/2018 - 1/31/2019 Selected Departments Consolidated: WINCHESTER AVIATION

Run: 2/08/2019 4:59PM

Winchester Regional Airport Authority General Ledger Two-Year Income Report For the Current-Year Period: 7/01/2018 Through: 1/31/2019

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Selected Departments Consolidated

| | Current Month Totals | | Gain | (Loss) | Year-To- | Date Totals | Gain (Loss) | | |
|---------------------------------------|-----------------------------|-----------|-------------|----------|------------|-------------|-------------|---------|--|
| | Last Year | This Year | vs La | ast Year | Last Year | This Year | vs La | st Year | |
| Income | | | | | | | | | |
| 40172404 State Operating Reimbursen | 1,683.52 | 0.00 | (1,683.52) | -100.0% | 1,683.52 | 329.99 | (1,353.53) | -80.4% | |
| 40174500 Sale - Fuel | 56,239.42 | 38,623.83 | (17,615.59) | -31.3% | 477,086.71 | 518,075.75 | 40,989.04 | 8.6% | |
| 40174502 Sale - Merchandise | 0.00 | 9.50 | 9.50 | % | 219.81 | 223.52 | 3.71 | 1.7% | |
| 40174503 Sale - Oil | 6.79 | 0.00 | (6.79) | -100.0% | 753.17 | 602.56 | (150.61) | -20.0% | |
| 40174600 Rental Income | 30,484.00 | 38,237.00 | 7,753.00 | 25.4% | 226,692.00 | 259,537.50 | 32,845.50 | 14.5% | |
| 40174601 Income - Land Leases | 1,804.00 | 1,876.00 | 72.00 | 4.0% | 33,585.00 | 34,632.00 | 1,047.00 | 3.1% | |
| 40174617 Special Fees | 2,130.30 | 0.00 | (2,130.30) | -100.0% | 10,439.55 | 2,162.70 | (8,276.85) | -79.3% | |
| 40174618 Facility & Line Service Fees | 4,500.00 | 2,040.00 | (2,460.00) | -54.7% | 17,335.00 | 24,705.00 | 7,370.00 | 42.5% | |
| 40174899 Miscellaneous Revenue | (450.53) | (23.71) | 426.82 | % | 673.82 | 1,266.77 | 592.95 | 88.0% | |
| 40174900 Operating Appropriations | 14,428.75 | 13,300.50 | (1,128.25) | -7.8% | 101,011.25 | 93,104.50 | (7,906.75) | -7.8% | |
| Total Income: | 110,826.25 | 94,063.12 | (16,763.13) | -15.1% | 869,479.83 | 934,640.29 | 65,160.46 | 7.5% | |
| <u>Expense</u> | | | | | | | | | |
| 54140000 Cost - Fuel | 30,322.80 | 21,069.37 | (9,253.43) | -30.5% | 252,744.52 | 291,123.55 | 38,379.03 | 15.2% | |
| 54140002 Cost - Merchandise | 0.00 | 77.78 | 77.78 | % | 168.77 | 258.07 | 89.30 | 52.9% | |
| 54140003 Cost - Oil | 5.22 | 0.00 | (5.22) | -100.0% | 573.00 | 461.20 | (111.80) | -19.5% | |
| 61000000 Accrued Salaries | 1,747.99 | 0.00 | (1,747.99) | -100.0% | (171.47) | (19,422.00) | (19,250.53) | % | |
| 61001000 Salaries | 42,224.62 | 38,318.36 | (3,906.26) | -9.3% | 295,572.34 | 311,058.55 | 15,486.21 | 5.2% | |
| 61005001 Overtime Pay | 1,110.88 | 972.11 | (138.77) | -12.5% | 11,619.70 | 11,338.25 | (281.45) | -2.4% | |
| 62000000 Accrued Leave - Fringe Bene | 133.72 | 0.00 | (133.72) | -100.0% | (13.12) | (1,442.77) | (1,429.65) | % | |
| 62001000 FICA | 3,204.40 | 2,845.44 | (358.96) | -11.2% | 22,661.53 | 23,501.83 | 840.30 | 3.7% | |
| 62002000 VSRS | 3,884.66 | 3,751.34 | (133.32) | -3.4% | 27,192.62 | 27,176.34 | (16.28) | -0.1% | |
| 62005000 Hospital/Medical Plans | 9,213.48 | 7,890.80 | (1,322.68) | -14.4% | 64,494.36 | 58,321.84 | (6,172.52) | -9.6% | |
| 62005001 Retiree Health Ins | 0.00 | 0.00 | 0.00 | % | 0.00 | 4,489.54 | 4,489.54 | % | |
| 62006000 Group Life Insurance | 553.18 | 501.98 | (51.20) | -9.3% | 3,872.26 | 3,744.44 | (127.82) | -3.3% | |
| 62008000 Short/Long Disab - 041 FLT | 34.56 | 97.88 | 63.32 | 183.2% | 241.92 | 677.95 | 436.03 | 180.2% | |
| 62011000 Worker's Compensation | 1,232.94 | 1,118.15 | (114.79) | -9.3% | 8,703.38 | 9,142.18 | 438.80 | 5.0% | |
| 63002000 Professional Svcs - Other | 1,264.50 | 313.50 | (951.00) | -75.2% | 11,294.77 | 12,445.00 | 1,150.23 | 10.2% | |
| 63004001 Outside Repairs & Maint Veh | 1.00 | 349.49 | 348.49 | ####.#% | 13,571.10 | 2,042.82 | (11,528.28) | -84.9% | |
| 63004003 Repair - Blgs & Grounds Out | 0.00 | 0.00 | 0.00 | % | 261.95 | 5,484.62 | 5,222.67 | 1993.8% | |
| 63005000 Maintenance Contracts | 567.00 | 627.00 | 60.00 | 10.6% | 5,506.00 | 4,542.00 | (964.00) | -17.5% | |
| 63005001 State Funded Maintenance (| 1,100.00 | 0.00 | (1,100.00) | -100.0% | 2,200.00 | 1,100.00 | (1,100.00) | -50.0% | |
| 63007000 Advertising | 0.00 | 0.00 | 0.00 | % | 0.00 | 35.00 | 35.00 | % | |
| 63010000 Contractual Services | 1,936.71 | 1,952.20 | 15.49 | 0.8% | 13,826.97 | 13,665.40 | (161.57) | -1.2% | |

Run: 2/08/2019 4:59PM

Winchester Regional Airport Authority General Ledger Two-Year Income Report For the Current-Year Period: 7/01/2018 Through: 1/31/2019

Selected Departments Consolidated

| | Current Month Totals Last Year This Year | | | (Loss) st Year | Year-To- Last Year | Date Totals This Year | Gain (Loss) vs Last Year | | |
|---|---|------------|-------------|-------------------|-----------------------|--------------------------|-----------------------------|---------|--|
| 65101000 Electrical Services | 7,638.57 | 6,737.89 | (900.68) | -11.8% | 35,765.49 | 30,070.04 | (5,695.45) | -15.9% | |
| 65102000 Heating Service | 2,371.27 | 1,812.85 | (558.42) | -23.5% | 4,485.60 | 3,137.35 | (1,348.25) | -30.1% | |
| 65103000 Water & Sewer Services | 270.24 | 354.27 | 84.03 | 31.1% | 1,861.61 | 2,735.08 | 873.47 | 46.9% | |
| 65204001 Postage Meter Expense | 13.19 | 0.00 | (13.19) | -100.0% | 264.86 | 67.02 | (197.84) | -74.7% | |
| 65204002 Telephones/Internet/TV Cab | 626.82 | 116.11 | (510.71) | -81.5% | 4,370.46 | 4,452.70 | 82.24 | 1.9% | |
| 65302000 Fire/Property Insurance | 981.08 | 1,023.00 | 41.92 | 4.3% | 6,867.60 | 7,160.00 | 292.40 | 4.3% | |
| 65305000 Motor Vehicle Insurance | 452.00 | 508.00 | 56.00 | 12.4% | 3,164.00 | 3,558.00 | 394.00 | 12.5% | |
| 65307000 Public Officials Liability Ins | 43.00 | 43.00 | 0.00 | 0.0% | 301.00 | 301.00 | 0.00 | 0.0% | |
| 65308000 General Liability Insurance | 1,541.67 | 0.00 | (1,541.67) | -100.0% | 10,791.67 | 7,707.67 | (3,084.00) | -28.6% | |
| 65401000 Office Supplies & Computers | 180.34 | 143.53 | (36.81) | -20.4% | 1,393.26 | 1,967.67 | 574.41 | 41.2% | |
| 65405000 Janitorial Supplies | 115.55 | 137.52 | 21.97 | 19.0% | 721.26 | 969.68 | 248.42 | 34.4% | |
| 65407000 Repair/Maint Parts & Supplie | 357.01 | 1,514.19 | 1,157.18 | 324.1% | 9,543.20 | 4,759.60 | (4,783.60) | -50.1% | |
| 65407001 State Reimb - Repairs/Maint | 2,104.40 | 551.69 | (1,552.71) | -73.8% | 2,104.40 | 899.08 | (1,205.32) | -57.3% | |
| 65408000 Vehicle/Equip - Parts/Supplie | 587.78 | 110.00 | (477.78) | -81.3% | 5,248.79 | 7,840.54 | 2,591.75 | 49.4% | |
| 65408001 Airport Vehicle Fuel | 915.42 | 902.84 | (12.58) | -1.4% | 6,057.48 | 9,911.06 | 3,853.58 | 63.6% | |
| 65410000 Employee Uniforms | (196.00) | 0.00 | 196.00 | % | 1,146.20 | 0.00 | (1,146.20) | -100.0% | |
| 65413000 Operational Expense | 100.64 | 110.51 | 9.87 | 9.8% | 512.95 | 1,052.78 | 539.83 | 105.2% | |
| 65413001 Line Service Equipment | 0.00 | 0.00 | 0.00 | % | 0.00 | 1,208.41 | 1,208.41 | % | |
| 65413002 Security Materials & Supplies | 22.70 | 149.25 | 126.55 | 557.5% | 736.44 | 149.25 | (587.19) | -79.7% | |
| 65506000 Travel Expenses | (215.59) | 0.00 | 215.59 | % | 1,229.57 | 2,110.15 | 880.58 | 71.6% | |
| 65715000 Promotional Fund Expenses | 0.00 | 150.00 | 150.00 | % | 35.00 | 3,464.33 | 3,429.33 | 9798.1% | |
| 65801000 Dues & Membership | (344.75) | 485.00 | 829.75 | % | 902.95 | 833.20 | (69.75) | -7.7% | |
| 65804000 Va Sales Tax Paid | 0.00 | 17.33 | 17.33 | % | 50.75 | 42.89 | (7.86) | -15.5% | |
| 65806000 Snow Removal Contingency | 1,473.75 | 2,088.03 | 614.28 | 41.7% | 2,491.20 | 3,012.78 | 521.58 | 20.9% | |
| 79001000 Lease/Rent Of Equipment | 2,349.41 | 2,265.41 | (84.00) | -3.6% | 17,773.87 | 17,143.46 | (630.41) | -3.5% | |
| 79101000 Loan - VRA Bond | 719.56 | 1,219.80 | 500.24 | 69.5% | 5,216.89 | 5,091.66 | (125.23) | -2.4% | |
| Total Expense: | 120,645.72 | 100,325.62 | (20,320.10) | -16.8% | 857,357.10 | 879,389.21 | 22,032.11 | 2.6% | |
| Net Income: | (9,819.47) | (6,262.50) | 3,556.97 | % | 12,122.73 | 55,251.08 | 43,128.35 | 355.8% | |

Notes: Report Period: 7/01/2018 - 1/31/2019 Selected Departments Consolidated: WINCHESTER AVIATION

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| AP100D 1/30/2019 COUNTY OF FREDERICK | VA. | A/P CHECK | REGISTER | BY DEPARIMENT- 4-017-081090 AIRPORT AUTHORITY | TIME- | 7:59:49 PAGE | 1 | ActPd - 2019/01 | |
|--|--------------|-----------|----------|---|----------|--------------|--------|-----------------------------|-------|
| P.O. VENDOR | INVOICE | CHECK | A/P | ACCOUNT | DISCOUNT | NET | CHECK | | |
| NO. NO. VENDOR NAME | NO. | DATE | ACCRL | NO. | AMOUNT | AMOUNT | NO. | DESCRIPTION | BATCH |
| | | | | | | | | | |
| 00000 003596 EASTERN AVIATION FUELS | R3068042 | 1/30/2019 | | 4017-081090-9001-000-000- | .00 | 2,100.00 | 12483 | LEASE/RENT OF EQUIPMENT | 21722 |
| | | | | CHECK TOTAL | | 2,100.00 | | | |
| 00000 004447 J & J JANITORIAL & | 171590 | 1/30/2019 | | 4017-081090-3010-000-000- | .00 | 1,698.33 | 12485 | OTHER CONTRACTUAL SERVICES | 21722 |
| | | | | CHECK TOTAL | | 1,698.33 | | | |
| 00000 004484 BRYAN MICHAEL L | 8112-AIRPORT | 1/30/2019 | | 4017-081090-3002-000-000- | .00 | 313.50 | 12486 | PROFESSIONAL SERVICES | 21722 |
| | | | | CHECK TOTAL | | 313.50 | | | |
| 00000 010235 VIRGINIA AIRPORT OPERATOR | 1008-SABO | 1/30/2019 | | 4017-081090-5801-000-000- | .00 | 100.00 | 703003 | DUES & MEMBERSHIP | 21722 |
| 00000 010235 VIRGINIA AIRPORT OPERATOR | 965-FISHER | 1/30/2019 | | 4017-081090-5801-000-000- | .00 | 75.00 | 703003 | DUES & MEMBERSHIP | 21722 |
| | | | | CHECK TOTAL | | 175.00 | | | |
| 00000 010834 MCCRIFF INSURANCE | 4211982 | 1/30/2019 | | 4017-081090-5308-000-000- | .00 | 4,625.00 | 703005 | GENERAL LIABILITY INSURANCE | 21722 |
| | | | | CHECK TOTAL | | 4,625.00 | | | |
| | | | | CLASS TOTAL | | 8,911.83 | | | |

| AP100D 1/16/2019 COUNTY OF FREDERIC | CK VA. | A/P CHECK | REGISTER | BY DEPARIMENT- 4-017-081090 AIRPORT AUTHORITY | TIME- 11:1 | .0:05 PAGE | 1 | ActPd - 2019/01 | |
|--|---------------------|------------------------|--------------|---|--------------------|---------------------------------|----------------|--|----------------|
| P.O. VENDOR NO. NO. VENDOR NAME | INVOICE | CHECK DATE | A/P ACCRL | ACCOUNT NO. | DISCOUNT AMOUNT | NET AMOUNT | CHECK NO. | DESCRIPTION | BATCH |
| | | | | | | | | | |
| 00000 003596 EASTERN AVIATION FUELS 00000 003596 EASTERN AVIATION FUELS | P3059492 3057979 | 1/16/2019 1/16/2019 | | 4017-081090-5408-000-000- 4017-081090-5414-000-000- CHECK TOTAL | .00 | 54.72 27,751.37 27,806.09 | 12409 12409 | VEHICLE AND POWERED EQUIP SUPPLIES MERCHANDISE FOR RESALE | 21719 21719 |
| 00000 004484 ERYAN MICHAEL L | 8067-AIRPORT | 1/16/2019 | | 4017-081090-3002-000-000- CHECK TOTAL | .00 | 712.50 712.50 | 12410 | PROFESSIONAL SERVICES | 21719 |
| 00000 005693 REZIN INC | 3834 | 1/16/2019 | | 4017-081090-3002-000-000- CHECK TOTAL | .00 | 1,870.00 1,870.00 | 12419 | PROFESSIONAL SERVICES | 21719 |
| 22366 005778 JCI MEDIA | 0001340 | 1/16/2019 | | 4017-081090-5715-000-000- CHECK TOTAL | .00 | 1,495.50 1,495.50 | 12421 | PROMOTIONAL FUND | 21719 |
| | | | | CLASS TOTAL | | 31,884.09 | | | |

| AP100D 1/30/2019 COUNTY OF FREDERICK VA. | | | | | BY DEPARIMENT- 4-085-081030 | TIME- | 7:59:49 PAGE | 1 | ActPd - 2019/01 | |
|--|------------------------|------------|-----------|-------|-----------------------------|----------|----------------------|-------|---------------------------------|-------|
| AIRFORT AUTHORITY CAPITAL PROJECTS | | | | | | | | | | |
| P.O. VENDOR | | INVOICE | CHECK | A/P | ACCOUNT | DISCOUNT | NET | CHECK | | |
| NO. NO. | VENDOR NAME | NO. | DATE | ACCRL | NO. | AMOUNT | AMOUNT | NO. | DESCRIPTION | BATCH |
| | | | | | | | | | | |
| 22236 003802 DEI | LTA AIRPORT CONSULTANI | TS 7-18025 | 1/30/2019 | | 4085-081030-8801-000-160- | .00 | 3,294.76 3,294.76 | 12484 | RELOCATE TAXIWAY A PHASE 1 DEMO | 21722 |
| | | | | | CLASS TOTAL | | 3,294.76 | | | |

AIRPORT AUTHORITY

| P.O. VENDOR | INVOICE | CHECK | A/P | ACCOUNT | DISCOUNT | NET | CHECK | | |
|---------------------------|---------------------|-------------|-------|---------------------------|----------|-----------|-------|------------------------------------|-------|
| NO. NO. VENDOR | NAME NO. | DATE | ACCRL | NO. | AMOUNT | AMOUNT | NO. | DESCRIPTION | BATCH |
| | | | | | | | | | |
| | | | | | | | | | |
| 00000 007822 BANK OF AME | , , , , , | , , , | | 4017-081090-3010-000-000- | .00 | 253.87 | 12464 | OTHER CONTRACTUAL SERVICES | 21724 |
| 00000 007822 BANK OF AME | , , , , , | | | 4017-081090-5101-000-000- | .00 | 5,492.90 | 12464 | ELECTRICAL SERVICES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 3 1/25/2019 | | 4017-081090-5102-000-000- | .00 | 120.89 | 12464 | HEATING SERVICES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 3 1/25/2019 | | 4017-081090-5102-000-000- | .00 | 286.46 | 12464 | HEATING SERVICES | 21724 |
| 00000 007822 BANK OF AMER | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5102-000-000- | .00 | 176.47 | 12464 | HEATING SERVICES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5102-000-000- | .00 | 362.92 | 12464 | HEATING SERVICES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5103-000-000- | .00 | 95.18 | 12464 | WATER & SEWAGE SERVICES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5103-000-000- | .00 | 52.23 | 12464 | WATER & SEWAGE SERVICES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5103-000-000- | .00 | 254.21 | 12464 | WATER & SEWAGE SERVICES | 21724 |
| 00000 007822 BANK OF AMER | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5103-000-000- | .00 | 114.16 | 12464 | WATER & SEWAGE SERVICES | 21724 |
| 00000 007822 BANK OF AMER | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5204-000-002- | .00 | 564.38 | 12464 | TELEPHONE | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5204-000-002- | .00 | 535.16 | 12464 | TELEPHONE | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5401-000-000- | .00 | 63.65 | 12464 | OFFICE SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5401-000-000- | .00 | 28.93 | 12464 | OFFICE SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5405-000-000- | .00 | 232.87 | 12464 | JANITORIAL SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5405-000-000- | .00 | 24.85 | 12464 | JANITORIAL SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5407-000-000- | .00 | 4.95- | 12464 | REPAIR AND MAINTENANCE SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5407-000-000- | .00 | 98.42 | 12464 | REPAIR AND MAINTENANCE SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5407-000-000- | .00 | 136.00 | 12464 | REPAIR AND MAINTENANCE SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5407-000-000- | .00 | 1.90 | 12464 | REPAIR AND MAINTENANCE SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5407-000-000- | .00 | 13.44 | 12464 | REPAIR AND MAINTENANCE SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5408-000-000- | .00 | 149.00 | 12464 | VEHICLE AND POWERED EQUIP SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5408-000-001- | .00 | 948.86 | 12464 | VEHICLE GAS-AIRPORT USE | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5408-000-001- | .00 | 36.00 | 12464 | VEHICLE GAS-AIRPORT USE | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5413-000-000- | .00 | 60.23 | 12464 | OTHER OPERATING SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5413-000-000- | .00 | 24.48 | 12464 | OTHER OPERATING SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-5413-000-000- | .00 | 384.91 | 12464 | OTHER OPERATING SUPPLIES | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 1/25/2019 | | 4017-081090-9001-000-000- | .00 | 165.41 | 12464 | LEASE/RENT OF EQUIPMENT | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 3 1/25/2019 | | 4017-081090-9001-000-000- | .00 | 89.00 | 12464 | LEASE/RENT OF EQUIPMENT | 21724 |
| 00000 007822 BANK OF AME | RICA N A 12/31/2018 | 3 1/25/2019 | | 4017-081090-9001-000-000- | .00 | 114.00 | 12464 | LEASE/RENT OF EQUIPMENT | 21724 |
| | | | | CHECK TOTAL | | 10,875.83 | | | |

CLASS TOTAL 10,875.83

Winchester Regional Airport Fuel Gallons Sold

| | TOTAL GALLONS OF FUEL PRODUCTS SOLD | | | | | | | | | | | | | | | Increase/ (Over Pri | , | |
|-------------|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------------------------|---------|------------------|
| Fiscal Year | FY 2003 | FY 2004 | FY 2005 | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | FY 2011 | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 | Over/ (Short) |
| July | 29,067 | 29,004 | 32,148 | 39,991 | 44,406 | 52,458 | 42,724 | 29,277 | 31,814 | 36,654 | 18,673 | 19,778 | 15,431 | 17,079 | 22,444 | 16,418 | 17,148 | 730 |
| August | 31,600 | 30,703 | 32,205 | 49,471 | 44,298 | 53,349 | 36,611 | 26,159 | 24,324 | 34,261 | 19,755 | 17,900 | 15,552 | 18,267 | 15,699 | 14,004 | 19,439 | 5,435 |
| September | 31,584 | 31,070 | 32,730 | 47,833 | 40,415 | 41,111 | 36,983 | 29,081 | 27,575 | 6,733 | 19,177 | 20,136 | 20,680 | 15,485 | 15,028 | 15,144 | 14,945 | (199) |
| October | 35,137 | 44,219 | 42,898 | 49,156 | 48,472 | 54,712 | 40,344 | 36,999 | 32,623 | 5,658 | 17,645 | 20,085 | 21,535 | 19,072 | 20,578 | 18,087 | 15,493 | (2,594) |
| November | 28,229 | 36,589 | 32,256 | 37,899 | 40,906 | 44,937 | 28,282 | 26,294 | 26,193 | 4,599 | 25,527 | 13,361 | 12,474 | 12,393 | 14,097 | 14,811 | 13,661 | (1,150) |
| December | 22,104 | 25,514 | 34,088 | 32,217 | 34,816 | 30,299 | 24,216 | 23,396 | 19,468 | 9,701 | 17,367 | 11,706 | 9,372 | 14,146 | 8,887 | 12,882 | 10,971 | (1,911) |
| January | 19,881 | 26,933 | 34,354 | 33,370 | 36,369 | 25,001 | 20,456 | 21,370 | 23,108 | 16,610 | 21,208 | 10,443 | 7,351 | 7,376 | 8,787 | 12,195 | 7,379 | (4,816) |
| February | 16,372 | 36,979 | 39,873 | 41,432 | 30,564 | 28,430 | 18,250 | 15,900 | 23,091 | 19,477 | 11,316 | 8,987 | 7,587 | 7,877 | 13,733 | 11,535 | | |
| March | 24,803 | 52,501 | 48,839 | 55,044 | 30,069 | 25,002 | 28,433 | 23,362 | 29,594 | 17,122 | 13,238 | 12,287 | 6,922 | 9,384 | 10,481 | 13,095 | | |
| April | 30,834 | 46,511 | 56,674 | 53,708 | 32,760 | 34,396 | 29,187 | 31,277 | 23,299 | 16,214 | 14,214 | 13,910 | 13,692 | 11,735 | 11,976 | 14,175 | | |
| May | 26,609 | 40,725 | 43,364 | 51,963 | 45,042 | 39,383 | 26,908 | 31,700 | 29,507 | 28,509 | 21,282 | 13,669 | 13,077 | 12,943 | 14,980 | 17,472 | | |
| June | 25,836 | 47,148 | 53,309 | 50,846 | 40,219 | 38,584 | 35,972 | 34,248 | 30,783 | 21,605 | 19,214 | 18,127 | 11,742 | 21,351 | 19,781 | 20,428 | | |
| Total | 322,055 | 447,894 | 482,738 | 542,931 | 468,336 | 467,661 | 368,366 | 329,063 | 321,378 | 217,142 | 218,618 | 180,388 | 155,414 | 167,106 | 176,468 | 180,246 | 99,036 | (4,506) |

| BREAKDOWN BY FUEL TYPE - GALLONS ONLY | | | | | | | | | | | | | | | | | | | | |
|---------------------------------------|------------------|--------|-----------------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|-------------|-----------|
| Fiscal Year | cal Year FY 2011 | | FY 2011 FY 2012 | | FY 2013 | | FY 2014 | | FY 2015 | | FY 2016 | | FY 2017 | | FY 2018 | | FY 2019 | | Increase/(I | Decrease) |
| | Jet-A | Avgas | Jet-A | Avgas | Jet-A | Avgas | Jet-A | Avgas | Jet-A | Avgas | Jet-A | Avgas | Jet-A | Avgas | Jet-A | Avgas | Jet-A | Avgas | Jet-A | Avgas |
| July | 23,974 | 7,840 | 29,620 | 7,034 | 13,227 | 5,446 | 14,211 | 5,567 | 10,055 | 5,376 | 11,415 | 5,664 | 16,445 | 5,999 | 11,582 | 4,836 | 12,272 | 4,876 | 690 | 40 |
| August | 15,974 | 8,350 | 28,547 | 5,714 | 13,919 | 5,836 | 13,172 | 4,728 | 9,768 | 5,784 | 11,580 | 6,687 | 9,409 | 6,290 | 8,899 | 5,105 | 14,622 | 4,817 | 5,723 | (288) |
| September | 20,674 | 6,901 | 5,013 | 1,720 | 13,529 | 5,648 | 12,525 | 7,611 | 14,310 | 6,370 | 8,504 | 6,981 | 8,887 | 6,141 | 10,140 | 5,004 | 11,723 | 3,222 | 1,583 | (1,782) |
| October | 23,795 | 8,828 | 3,162 | 2,496 | 11,602 | 6,043 | 13,605 | 6,480 | 16,647 | 4,888 | 13,265 | 5,807 | 13,788 | 6,790 | 13,242 | 4,845 | 12,090 | 3,403 | (1,152) | (1,442) |
| November | 18,459 | 7,734 | 2,374 | 2,225 | 18,795 | 6,732 | 9,002 | 4,359 | 8,970 | 3,504 | 8,532 | 3,861 | 9,389 | 4,708 | 10,929 | 3,882 | 10,780 | 2,881 | (149) | (1,001) |
| December | 14,455 | 5,013 | 7,605 | 2,096 | 14,273 | 3,094 | 8,751 | 2,955 | 6,174 | 3,198 | 10,515 | 3,631 | 5,854 | 3,033 | 9,143 | 3,739 | 7,835 | 3,136 | (1,308) | (603) |
| January | 19,156 | 3,952 | 13,661 | 2,949 | 17,876 | 3,332 | 8,348 | 2,095 | 5,436 | 1,915 | 5,191 | 2,185 | 6,334 | 2,453 | 9,686 | 2,509 | 5,413 | 1,966 | (4,273) | (543) |
| February | 18,794 | 4,297 | 16,482 | 2,995 | 9,341 | 1,975 | 6,063 | 2,924 | 5,543 | 2,044 | 5,604 | 2,273 | 9,983 | 3,750 | 9,232 | 2,303 | | | | |
| March | 22,797 | 6,797 | 13,285 | 3,837 | 9,293 | 3,945 | 9,523 | 2,764 | 4,555 | 2,367 | 6,604 | 2,780 | 7,050 | 3,431 | 9,071 | 4,024 | | | | |
| April | 18,591 | 4,708 | 12,039 | 4,175 | 9,821 | 4,393 | 8,757 | 5,153 | 8,498 | 5,194 | 7,476 | 4,259 | 8,157 | 3,819 | 10,462 | 3,713 | | | | |
| May | 24,154 | 5,353 | 22,495 | 6,014 | 16,227 | 5,055 | 8,749 | 4,920 | 6,813 | 6,264 | 9,216 | 3,727 | 11,397 | 3,583 | 12,977 | 4,495 | | | | |
| June | 23,656 | 7,127 | 15,558 | 6,047 | 13,245 | 5,969 | 11,976 | 6,151 | 7,088 | 4,654 | 15,519 | 5,832 | 14,852 | 4,929 | 12,771 | 7,657 | | | | |
| Total | 244,479 | 76,899 | 169,841 | 47,301 | 161,148 | 57,470 | 124,682 | 55,706 | 103,857 | 51,557 | 113,421 | 53,685 | 121,545 | 54,923 | 128,134 | 52,112 | 74,735 | 24,301 | 1,114 | (5,620) |