



WINCHESTER REGIONAL AIRPORT

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

Regular Meeting Agenda

The Winchester Regional Airport Authority will meet in the Terminal Building Conference Room on Thursday, November 10, 2022 at 5:00 P.M.

Bill Pifer, Chairman, Presiding

1. Call to Order
2. Approval of Agenda
3. Approval of Meeting Minutes – October 12, 2022, WRAA Regular Meeting
4. Public Comments
5. Chairman Comments
6. Committee Reports
 - a. Executive
 - b. Finance & Budget
 - c. Marketing & Business Development
 - d. Foundation & Community Outreach
7. Operations Update – Operations Supervisor
8. Open Items – Executive Director
 - a. Airport Terminal of the Future Project
9. New Business – Executive Director
 - a. Committee Appointments
 - b. North Side Development Proposal
 - c. FY2024 Budget
10. Announcements
11. Adjournment

OCTOBER 2022 Meeting Minutes Winchester Regional Airport Authority

The Winchester Regional Airport Authority Board of Directors met in regular session in the conference room of the terminal building at 5:00 P.M. on October 12, 2022.

Present: Bill Pifer (City of Winchester), Rhett Champagne (Frederick County), John Eberhardt (City of Winchester), Carley Walker (Frederick County), Jerome Butler (Warren County)

Absent: Gene Fisher (Frederick County), Frank Haun (Shenandoah County), Thomas Leone (Frederick County), Leslie Melanson (Clarke County), Vicky Cooke (Warren County), Councilor Phil Milstead (City of Winchester Liaison), Paul Anderson (Historian)

OPEN MEETING

Chairman Bill Pifer called the meeting to order at 5:00 P.M.

APPROVAL OF AGENDA

Motion: Approve meeting agenda as distributed – by Rhett Champagne, second by Carley Walker. Motion passed unanimously.

APPROVAL OF MINUTES – September 8, 2022 Regular Business Meeting

Motion: Approve as distributed – by John Eberhardt, second by Rhett Champagne. Motion passed unanimously.

PUBLIC COMMENT

None

CHAIRMAN – OPENING REMARKS

None

COMMITTEE REPORTS

(a) Executive – No report

(b) Finance & Budget

Nick delivered the pre-audit finance report as of September 2022.

Motion: Accept finance report as presented – by John Eberhardt, second by Rhett Champagne. Motion passed unanimously.

(c) Marketing & Business Development

John Eberhardt discussed one of the goals of the committee to prepare the airport for Advanced Air Mobility (AAM) operations, concepts, and business models. Nick requested that the working strategy document, “Runway to the Airport of the Future”, be a work product for this committee. There was general consensus among the board of directors.

(d) Foundation & Community Outreach

Carley discussed the state of planning for the first-ever Girls In Aviation Day (GIAD), hosted by the Winchester Regional Airport Authority and Women In Aviation (WAI) D.C. Chapter, scheduled for Saturday, October 15, 2022. Carley also introduced a prospective candidate for a committee member.

Motion: Appoint Eileen Isola as a member of the Foundation and Community Outreach committee – by Bill Pifer, second by John Eberhardt. Motion passed unanimously.

OPERATIONS REVIEW

Dave discussed operational matters over the preceding month. A lightning strike disabled the self-service AVGAS fuel pump. Dave worked directly with the OEM, QT Pods, to have new parts overnighted and restored functionality within 36 hours. Dave discussed recovery and after-action efforts involving the off airport landing by a based Cessna 172 aircraft. The new CTAF/UNICOM frequency, 122.975, took effect on October 6, 2022.

NEW BUSINESS - EXECUTIVE DIRECTOR

Nick discussed a business proposal by Laurel Ridge Community College to lease office space at 615 Airport Road for operations related to their drone program and administration of a PSI testing center.

Motion: Authorize the Executive Director to enter into a lease agreement with Laurel Ridge Community College for general office space and testing center in accordance with the Winchester Regional Airport Minimum Standards – by John Eberhardt, second by Jerome Butler. Motion passed unanimously.

The contract for the Airport Terminal of the Future was signed on September 30, 2022. The administrative component of the project will begin on/about December 1, 2022, with construction activity anticipated in early spring 2023.

The Runway 14 Obstruction Removal – Phase 2 project is underway with the new contractor, MTM Enterprises. The project is expected to be complete within 14 calendar days.

The airport will be an exhibitor at the Worlds of Work expo hosted by the Frederick County EDA, and is hosting the first-ever economic development forum sponsored by the NAACP Winchester Chapter.

COMMENTS – BOARD MEMBERS

None

ADJOURNMENT

Motion: There being no further business, a motion was made to adjourn at 5:53 P.M. – by John Eberhardt, second by Jerome Butler. Motion passed unanimously.

Respectfully submitted,

Nick Sabo, Executive Director

WRAA Adopted:

REVENUE SUMMARY

--DETAIL--

7/01/2022 - 10/31/2022

--DETAIL--

FUND #-085 AIRPORT AUTH CAP PROJ FUND

MAJOR		BUDGET	APPR.	CURRENT	Y-T-D		%
ACCT#	DESCRIPTION	AMOUNT	AMOUNT	AMOUNT	AMOUNT	BALANCE	REMAIN.
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999	AIRPORT AUTH CAP PROJ FUND						
15000	REVENUE FROM USE OF MONEY AND PROPE						
15010	REVENUE FROM USE OF MONEY						
18990	REVENUE FROM USE OF MONEY						
19010	REVENUE FROM USE OF MONEY						
19110	REVENUE FROM USE OF MONEY						
0009	LOCAL CAPITAL CONTRIBUTIONS	.00	40,892.00	17,396.00	53,740.46	12,848.46-	31.42-
	REVENUE FROM USE OF MONEY	.00	40,892.00	17,396.00	53,740.46	12,848.46-	31.42-
		-----	-----	-----	-----	-----	-----
	REVENUE FROM USE OF MONEY AND PROPE	.00	40,892.00	17,396.00	53,740.46	12,848.46-	31.42-
24040	REVENUE FROM USE OF MONEY						
0012	STATE REIMB. CAPITAL PROJECTS	.00	5,049,000.00	99,937.94-	.01	5,048,999.99	99.99
	REVENUE FROM USE OF MONEY	.00	5,049,000.00	99,937.94-	.01	5,048,999.99	99.99
		-----	-----	-----	-----	-----	-----
	REVENUE FROM USE OF MONEY AND PROPE	.00	5,049,000.00	99,937.94-	.01	5,048,999.99	99.99
32000	NON-CATEGORICAL AID - FEDERAL						
32010	NON-CATEGORICAL AID - FEDERAL						
33010	NON-CATEGORICAL AID - FEDERAL						
0012	FEDERAL REIMB. CAPITAL PROJECTS	.00	4,191,226.00	420,722.27	1,942,114.73	2,249,111.27	53.66
	NON-CATEGORICAL AID - FEDERAL	.00	4,191,226.00	420,722.27	1,942,114.73	2,249,111.27	53.66
		-----	-----	-----	-----	-----	-----
	NON-CATEGORICAL AID - FEDERAL	.00	4,191,226.00	420,722.27	1,942,114.73	2,249,111.27	53.66
41040	NON-CATEGORICAL AID - FEDERAL						
0002	PROCEEDS LOAN	.00	2,421,433.00	.00	.00	2,421,433.00	100.00
	NON-CATEGORICAL AID - FEDERAL	.00	2,421,433.00	.00	.00	2,421,433.00	100.00
		-----	-----	-----	-----	-----	-----
	NON-CATEGORICAL AID - FEDERAL	.00	2,421,433.00	.00	.00	2,421,433.00	100.00
51050	NON-CATEGORICAL AID - FEDERAL						
0002	TRANSFER FROM GENERAL OPER. FUND	.00	27,504.00	.00	.00	27,504.00	100.00
	NON-CATEGORICAL AID - FEDERAL	.00	27,504.00	.00	.00	27,504.00	100.00
		-----	-----	-----	-----	-----	-----
	NON-CATEGORICAL AID - FEDERAL	.00	27,504.00	.00	.00	27,504.00	100.00
	--FUND TOTAL--	.00	11,730,055.00	338,180.33	1,995,855.20	9,734,199.80	82.98

--DETAIL--

7/01/2022 - 10/31/2022

--DETAIL--

FUND #-085 AIRPORT AUTH CAP PROJ FUND

MAJOR		BUDGET	APPR.	CURRENT	Y-T-D	ENCUMBRANCE	UNENCUMBERED	%
ACCT#	DESCRIPTION	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	BALANCE	REMAIN.
-----	-----	-----	-----	-----	-----	-----	-----	-----
999	AIRPORT AUTH CAP PROJ FUND							
81030	AIRPORT AUTHORITY CAPITAL PROJECTS							
81030-000	AIRPORT AUTHORITY CAPITAL PROJECTS	PROFESSIONAL SERVICES-OTHER						
3002-000	PROFESSIONAL SERVICES-OTHER	.00	20,000.00	.00	.00	.00	20,000.00	100.00
7801-043	STATE ELIGIBLE MAINTENANCE REPAIRS	.00	30,000.00	.00	.00	.00	30,000.00	100.00
8001-000	MACHINERY & EQUIPMENT	.00	145,263.00	.00	.00	11,800.00	133,463.00	91.87
8801-172	TAXIWAY A RELOCATION-PHASE 1 DEMO	.00	2,929,670.78	78,204.38	1,927,710.42	1,001,960.36	.00	.00
8801-174	TAXIWAY A RELOCATION PH 2 DESIGN	.00	231,264.96	9,043.34	11,815.56	219,449.40	.00	.00
8801-202	NEW TERMINAL BLDG DESIGN/CONSTRUCT	.00	11,564,782.40	413.00	69,440.46	.00	11,495,341.94	99.39
8801-203	NEW GA TERMINAL BLDG-SITE DESIGN	.00	1,028,245.04	.00	349,798.95	678,953.82	507.73-	.04-
8801-206	RUNWAY 14 OBSTRUCTION REMOVAL PH 2	.00	131,771.51	1,648.76	2,330.76	112,044.75	17,396.00	13.20
	--SUB TOTAL--	.00	16,080,997.69	89,309.48	2,361,096.15	2,024,208.33	11,695,693.21	72.72
	AIRPORT AUTHORITY CAPITAL PROJECTS	.00	16,080,997.69	89,309.48	2,361,096.15	2,024,208.33	11,695,693.21	72.72
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	AIRPORT AUTHORITY CAPITAL PROJECTS	.00	16,080,997.69	89,309.48	2,361,096.15	2,024,208.33	11,695,693.21	72.72
92010-000	AIRPORT AUTHORITY CAPITAL PROJECTS	TRANSFERS TO OTHER FUNDS						
	--SUB TOTAL--	.00	.00	.00	.00	.00	.00	.00
	--FUND TOTAL--	.00	16,080,997.69	89,309.48	2,361,096.15	2,024,208.33	11,695,693.21	72.72

AIRPORT AUTHORITY

P.O. NO.	VENDOR NO.	VENDOR NAME	INVOICE NO.	CHECK DATE	A/P ACCRL	ACCOUNT NO.	DISCOUNT AMOUNT	NET AMOUNT	CHECK NO.	DESCRIPTION	BATCH
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3004-000-001-	.00	21.26	19243	REPAIR & MAINTENANCE EQUIP.	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3004-000-001-	.00	20.00	19243	REPAIR & MAINTENANCE EQUIP.	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3004-000-001-	.00	20.00	19243	REPAIR & MAINTENANCE EQUIP.	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3004-000-001-	.00	21.26	19243	REPAIR & MAINTENANCE EQUIP.	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3004-000-001-	.00	550.00	19243	REPAIR & MAINTENANCE EQUIP.	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3005-000-000-	.00	758.75	19243	MAINTENANCE SERVICE CONTRACTS	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3005-000-001-	.00	1,200.00	19243	STATE FUNDED MAINTENANCE CONTRACTS	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3010-000-000-	.00	716.07	19243	OTHER CONTRACTUAL SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-3010-000-000-	.00	292.20	19243	OTHER CONTRACTUAL SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5101-000-000-	.00	5,705.02	19243	ELECTRICAL SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5102-000-000-	.00	31.78	19243	HEATING SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5102-000-000-	.00	29.89	19243	HEATING SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5102-000-000-	.00	22.44	19243	HEATING SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5102-000-000-	.00	27.26	19243	HEATING SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5102-000-000-	.00	24.08	19243	HEATING SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5102-000-000-	.00	21.72	19243	HEATING SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5102-000-000-	.00	23.41	19243	HEATING SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5103-000-000-	.00	129.04	19243	WATER & SEWAGE SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5103-000-000-	.00	188.01	19243	WATER & SEWAGE SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5103-000-000-	.00	402.78	19243	WATER & SEWAGE SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5103-000-000-	.00	69.75	19243	WATER & SEWAGE SERVICES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5204-000-002-	.00	449.50	19243	TELEPHONE	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5204-000-002-	.00	118.84	19243	TELEPHONE	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5204-000-002-	.00	321.00	19243	TELEPHONE	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5204-000-002-	.00	108.35	19243	TELEPHONE	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5204-000-002-	.00	60.04	19243	TELEPHONE	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5401-000-000-	.00	25.27	19243	OFFICE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5401-000-000-	.00	316.51	19243	OFFICE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5401-000-000-	.00	27.57	19243	OFFICE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5401-000-000-	.00	67.26	19243	OFFICE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5405-000-000-	.00	69.31	19243	JANITORIAL SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5405-000-000-	.00	8.98	19243	JANITORIAL SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5405-000-000-	.00	181.93	19243	JANITORIAL SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5407-000-000-	.00	1,804.99	19243	REPAIR AND MAINTENANCE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5407-000-000-	.00	125.89	19243	REPAIR AND MAINTENANCE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5407-000-000-	.00	30.99	19243	REPAIR AND MAINTENANCE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5407-000-000-	.00	177.02	19243	REPAIR AND MAINTENANCE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5407-000-000-	.00	478.70	19243	REPAIR AND MAINTENANCE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5407-000-000-	.00	17.06	19243	REPAIR AND MAINTENANCE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5407-000-000-	.00	45.77	19243	REPAIR AND MAINTENANCE SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	69.43	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	30.40	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	117.83	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	112.12	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	34.75	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	44.75	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	29.96	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	73.23	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	41.93	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	16.77	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	5.87	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199

AIRPORT AUTHORITY

P.O. NO.	VENDOR NO.	VENDOR NAME	INVOICE NO.	CHECK DATE	A/P ACCRL	ACCOUNT NO.	DISCOUNT AMOUNT	NET AMOUNT	CHECK NO.	DESCRIPTION	BATCH
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	80.20	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	113.65	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	231.11	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	29.87	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	309.57	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	338.57	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5408-000-000-	.00	343.32	19243	VEHICLE AND POWERED EQUIP SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5410-000-000-	.00	137.91	19243	UNIFORMS	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5413-000-000-	.00	19.90	19243	OTHER OPERATING SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5413-000-001-	.00	379.90	19243	LINE SERVICE EQUIPMENT	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5413-000-002-	.00	5.84	19243	SECURITY MATERIALS & SUPPLIES	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5506-000-000-	.00	1,251.00	19243	TRAVEL	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5715-000-000-	.00	516.17	19243	PROMOTIONAL FUND	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-5715-000-000-	.00	2,522.59	19243	PROMOTIONAL FUND	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-9001-000-000-	.00	98.00	19243	LEASE/RENT OF EQUIPMENT	22199
00000	007822	BANK OF AMERICA N A	09/30/2022	10/25/2022		4017-081090-9001-000-000-	.00	102.99	19243	LEASE/RENT OF EQUIPMENT	22199
CHECK TOTAL								21,724.81			
CLASS TOTAL								21,724.81			

AIRPORT AUTHORITY CAPITAL PROJECTS

P.O. NO.	VENDOR NO.	VENDOR NAME	INVOICE NO.	CHECK DATE	A/P ACCRL	ACCOUNT NO.	DISCOUNT AMOUNT	NET AMOUNT	CHECK NO.	DESCRIPTION	BATCH
22776	003802	DELTA AIRPORT CONSULTANTS	CA11-18120	10/14/2022		4085-081030-8801-000-172-	.00	78,204.38	19171	TAXIWAY A RELOCATION-PHASE 1 DEMO	22194
22774	003802	DELTA AIRPORT CONSULTANTS	4-21013	10/14/2022		4085-081030-8801-000-174-	.00	9,043.34	19171	TAXIWAY A RELOCATION PH 2 DESIGN	22194
22760	003802	DELTA AIRPORT CONSULTANTS	9-21036	10/14/2022		4085-081030-8801-000-206-	.00	1,648.76	19171	RUNWAY 14 OBSTRUCTION REMOVAL PH 2	22194
CHECK TOTAL								88,896.48			
CLASS TOTAL								88,896.48			

AIRPORT AUTHORITY CAPITAL PROJECTS

P.O. NO.	VENDOR NO.	VENDOR NAME	INVOICE NO.	CHECK DATE	A/P ACCRL	ACCOUNT NO.	DISCOUNT AMOUNT	NET AMOUNT	CHECK NO.	DESCRIPTION	BATCH
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00000	004484	BRYAN MICHAEL L	9983-AIRPORT	10/28/2022		4085-081030-8801-000-202-	.00	413.00	19259	NEW TERMINAL BLDG DESIGN/CONSTRUCT	22201
						CHECK TOTAL		413.00			
						CLASS TOTAL		413.00			

AIRPORT AUTHORITY

P.O. NO.	VENDOR NO.	VENDOR NAME	INVOICE NO.	CHECK DATE	A/P ACCRL	ACCOUNT NO.	DISCOUNT AMOUNT	NET AMOUNT	CHECK NO.	DESCRIPTION	BATCH
00000	003596	TITAN AVIATION FUELS	3663302	10/14/2022		4017-081090-5414-000-000-	.00	28,455.88	19169	MERCHANDISE FOR RESALE	22194
00000	003596	TITAN AVIATION FUELS	3666596	10/14/2022		4017-081090-5414-000-000-	.00	30,217.30	19169	MERCHANDISE FOR RESALE	22194
00000	003596	TITAN AVIATION FUELS	3667521	10/14/2022		4017-081090-5414-000-000-	.00	36,688.06	19169	MERCHANDISE FOR RESALE	22194
						CHECK TOTAL		95,361.24			
00000	007567	MANSFIELD OIL COMPANY OF	9/22-19457	10/14/2022		4017-081090-5408-000-001-	.00	1,712.21	19197	VEHICLE GAS-AIRPORT USE	22195
						CHECK TOTAL		1,712.21			
00000	009000	VIRGINIA DEPT OF TAXATION	1STQIR-FY23A	10/14/2022		4017-081090-5804-000-000-	.00	34.87	19204	TAXES-FED.EXCISE & STATE	22196
						CHECK TOTAL		34.87			
00000	999999	THOMAS PALMER	21-152146	10/14/2022		3017-018990-0004- - -	.00	150.00	717481	HANGER APPLICATION DEPOSITS	22194
						CHECK TOTAL		150.00			
						CLASS TOTAL		97,258.32			

AIRPORT AUTHORITY

P.O. NO.	VENDOR NO.	VENDOR NAME	INVOICE NO.	CHECK DATE	A/P ACCRL	ACCOUNT NO.	DISCOUNT AMOUNT	NET AMOUNT	CHECK NO.	DESCRIPTION	BATCH
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
00000	003596	TITAN AVIATION FUELS	3674229	10/28/2022		4017-081090-5414-000-000-	.00	33,598.59	19257	MERCHANDISE FOR RESALE	22201
						CHECK TOTAL		33,598.59			
00000	001355	XEROX FINANCIAL SERVICES	3548848	10/28/2022		4017-081090-9001-000-000-	.00	199.37	717584	LEASE/RENT OF EQUIPMENT	22201
						CHECK TOTAL		199.37			
						CLASS TOTAL		33,797.96			

Hangar 509 Revenues vs. Debt Service by FY

FY21	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	March	Apr	May	June	TOTALS	
Rent	\$6,534.00	\$4,864.00	\$7,694.00	\$6,624.00	\$10,207.00	\$11,521.00	\$8,349.00	\$8,203.00	\$7,909.00	\$8,606.00	\$7,695.00	\$7,995.00	\$96,201.00	
Transient	\$80.00	\$520.00	\$410.00	\$200.00	\$490.00	\$1,625.00	\$2,340.00	\$4,256.00	\$1,216.00	\$540.00	\$660.00	\$3,710.68	\$16,047.68	
Total	\$6,614.00	\$5,384.00	\$8,104.00	\$6,824.00	\$10,697.00	\$13,146.00	\$10,689.00	\$12,459.00	\$9,125.00	\$9,146.00	\$8,355.00	\$11,705.68	\$112,248.68	
														Net
Debt Svc	\$3,344.02	\$3,344.02	\$3,344.02	\$3,344.02	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$73,517.28	\$38,731.40

FY22	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	March	Apr	May	June	TOTALS	
Rent	\$8,873.00	\$7,984.00	\$9,692.00	\$10,074.00	\$8,042.00	\$8,042.00	\$10,141.97	\$8,953.10	\$10,152.10	\$12,199.31	\$9,415.14	\$9,415.14	\$112,983.76	
Transient	\$1,080.00	\$540.00	\$1,830.00	\$490.00	\$720.00	\$1,570.01	\$5,964.99	\$4,150.00	\$5,062.00	\$3,095.00	\$3,735.00	\$6,769.00	\$35,006.00	
Total	\$9,953.00	\$8,524.00	\$11,522.00	\$10,564.00	\$8,762.00	\$9,612.01	\$16,106.96	\$13,103.10	\$15,214.10	\$15,294.31	\$13,150.14	\$16,184.14	\$147,989.76	
														Net
Debt Svc	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$90,211.80	\$57,777.96

FY23	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	March	Apr	May	June	TOTALS	
Rent	\$11,387.39	\$11,531.34	\$11,531.34	\$14,702.63									\$49,152.70	
Transient	\$395.00	\$2,149.94	\$615.00	\$880.00									\$4,039.94	
Total	\$11,782.39	\$13,681.28	\$12,146.34	\$15,582.63	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$53,192.64	
														Net
Debt Svc	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$7,517.65	\$90,211.80	(\$37,019.16)

Fuel Sales Margin by FY

	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
Gallons	370,892	542,940	468,336	467,661	368,366	329,063	321,378	217,142	218,618	180,388	155,414	167,106	176,468	180,246	160,374	173,127	271,224	345,820	123,098
Total Cost	\$764,785	\$1,381,756	\$1,215,079	\$1,501,820	\$1,192,944	\$906,730	\$1,031,838	\$851,238	\$854,751	\$705,776	\$530,389	\$389,157	\$411,032	\$456,714	\$472,922	\$475,668	\$650,552	\$1,210,995	\$536,508
Total Sales	\$1,065,926	\$1,895,566	\$1,775,429	\$2,064,248	\$1,724,197	\$1,415,228	\$1,495,778	\$1,186,782	\$1,204,261	\$987,093	\$810,686	\$772,669	\$764,292	\$843,557	\$842,250	\$791,703	\$1,038,971	\$1,814,026	\$770,477
Profit	\$301,141	\$513,810	\$560,350	\$562,428	\$531,253	\$508,498	\$463,940	\$335,544	\$349,510	\$281,317	\$280,297	\$383,512	\$353,260	\$386,843	\$369,328	\$316,035	\$388,419	\$603,031	\$233,969
Margin %	28.3	27.1	31.6	27.2	30.8	35.9	31.0	28.3	29.0	28.5	34.6	49.6	46.2	45.9	43.9	39.9	37.4	33.2	30.4

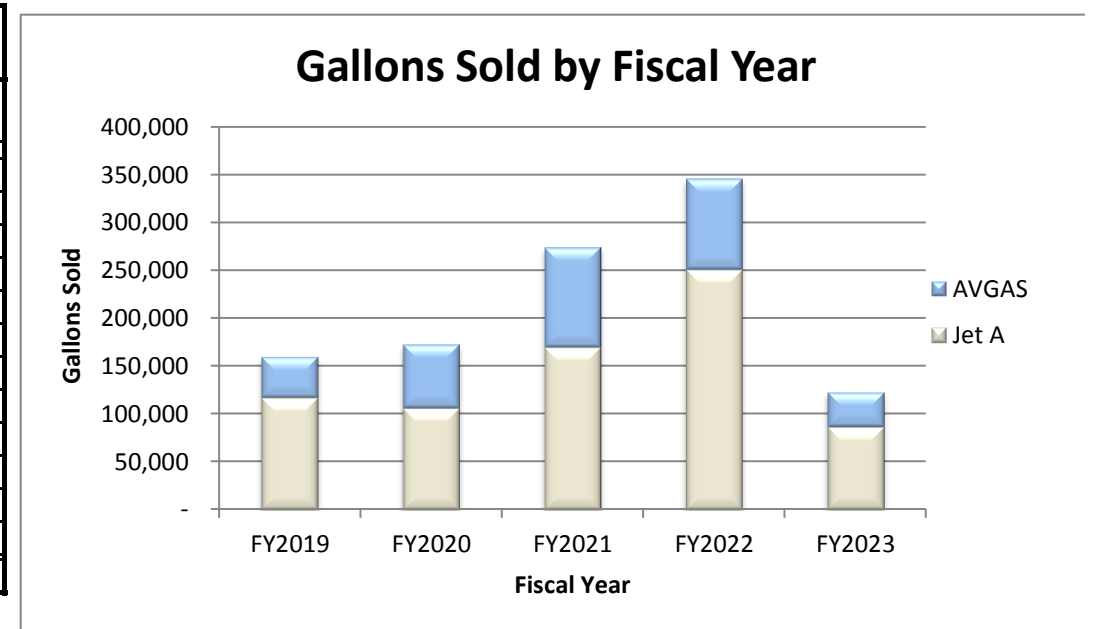
AVMAN			
Jul-Oct '22			
	COST	SALES	NET
AVGAS	\$182,552.33	\$240,913.96	\$58,361.63
JET	\$353,955.63	\$529,563.12	\$175,607.49
			\$233,969.12

TFBO			
Jul-Oct '21			
	COST	SALES	NET
AVGAS	\$133,182.60	\$176,276.82	\$43,094.22
JET	\$243,463.03	\$430,367.86	\$186,904.83
			\$229,999.05

FY22	
Total cost	\$376,645.63
Total sales	\$606,644.68
Net	\$229,999.05
Margin %	37.9

**Winchester Regional
Airport
Fuel Gallons Sold**

FUEL PRODUCTS SOLD TOTAL GALLONS													Increase / (Decrease) Over Prior FY	
Fiscal Year	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	Over/ (Short)
July	31,814	36,654	18,673	19,778	15,431	17,079	22,444	16,418	17,148	16,387	27,251	37,307	30,480	(6,827)
August	24,324	34,261	19,755	17,900	15,552	18,267	15,699	14,004	19,439	16,288	21,866	32,639	30,304	(2,335)
September	27,575	6,733	19,177	20,136	20,680	15,485	15,028	15,144	14,945	16,702	22,699	32,428	24,821	(7,607)
October	32,623	5,658	17,645	20,085	21,535	19,072	20,578	18,087	15,493	14,337	25,904	29,420	37,491	8,071
November	26,193	4,599	25,527	13,361	12,474	12,393	14,097	14,811	13,661	16,949	19,467	28,045	0	
December	19,468	9,701	17,367	11,706	9,372	14,146	8,887	12,882	10,971	17,011	20,432	22,478	0	
January	23,108	16,610	21,208	10,443	7,351	7,376	8,787	12,195	7,379	10,876	13,342	19,869	0	
February	23,091	19,477	11,316	8,987	7,587	7,877	13,733	11,535	7,446	13,093	13,696	23,081	0	
March	29,594	17,122	13,238	12,287	6,922	9,384	10,481	13,095	10,289	10,318	19,029	25,030	0	
April	23,299	16,214	14,214	13,910	13,692	11,735	11,976	14,175	14,410	7,982	24,392	25,388	0	
May	29,507	28,509	21,282	13,669	13,077	12,943	14,980	17,472	15,470	11,491	27,458	37,503	0	
June	30,783	21,605	19,214	18,127	11,742	21,351	19,781	20,428	13,723	21,693	38,897	32,632	0	
Total	321,378	217,142	218,618	180,388	155,414	167,106	176,468	180,246	160,374	173,127	274,433	345,820	123,096	(8,698)



Fiscal Year	FY 2015		FY 2016		FY 2017		FY 2018		FY 2019		FY 2020		FY 2021		FY 2022		FY 2023		Increase / (Decrease)		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	Jet-A	AVGAS	TRUCK	SARA
July	10,055	5,376	11,415	5,664	16,445	5,999	11,582	4,836	12,272	4,876	10,970	5,417	17,156	10,095	27,905	9,402	21,667	8,813	(6,238)	(589)	5,932	2,881
August	9,768	5,784	11,580	6,687	9,409	6,290	8,899	5,105	14,622	4,817	10,336	5,952	12,549	9,317	24,978	7,661	20,821	9,483	(4,157)	1,822	6,832	2,651
September	14,310	6,370	8,504	6,981	8,887	6,141	10,140	5,004	11,723	3,222	10,719	5,983	12,181	10,518	22,491	9,937	16,754	8,067	(5,737)	(1,870)	5,315	2,752
October	16,647	4,888	13,265	5,807	13,788	6,790	13,242	4,845	12,090	3,403	8,306	6,031	15,257	10,647	22,224	7,196	27,743	9,748	5,519	2,552	4,970	4,778
November	8,970	3,504	8,532	3,861	9,389	4,708	10,929	3,882	10,780	2,881	11,903	5,046	10,449	9,018	19,926	8,119					0	
December	6,174	3,198	10,515	3,631	5,854	3,033	9,143	3,739	7,835	3,136	12,129	4,882	13,143	7,289	15,760	6,718					0	
January	5,436	1,915	5,191	2,185	6,334	2,453	9,686	2,509	5,413	1,966	6,699	4,177	7,454	5,888	14,738	5,131					0	
February	5,543	2,044	5,604	2,273	9,983	3,750	9,232	2,303	5,476	1,970	8,864	4,229	9,007	4,689	14,622	8,459					0	
March	4,555	2,367	6,604	2,780	7,050	3,431	9,071	4,024	7,379	2,910	4,927	5,391	11,118	7,911	17,153	7,877					0	
April	8,498	5,194	7,476	4,259	8,157	3,819	10,462	3,713	9,805	4,605	4,396	3,586	15,446	8,946	17,888	7,500					0	
May	6,813	6,264	9,216	3,727	11,397	3,583	12,977	4,495	11,461	4,009	4,590	6,901	17,423	10,035	29,174	8,329					0	
June	7,088	4,654	15,519	5,832	14,852	4,929	12,771	7,657	8,325	5,398	12,592	9,101	28,544	10,353	23,964	8,668					0	
Total	103,857	51,557	113,421	53,685	121,545	54,923	128,134	52,112	117,181	43,193	106,431	66,696	169,727	104,706	250,823	94,997	86,985	36,111	(10,613)	1,915	23,049	13,062