



GREATER MONCTON INTERNATIONAL AIRPORT
AÉROPORT INTERNATIONAL DU GRAND MONCTON



Canadian Transportation Act Review April 9, 2015

MISSION STATEMENT

The pursuit of excellence in growing and operating a safe, clean, efficient, friendly, profitable airport with a distinctive (local) sense of place.

VISION STATEMENT

*To be the Airport of Choice
in Atlantic Canada.*

STRATEGIC PLAN – 2012 to 2017

The Greater Moncton International Airport Authority board members, together with the management team acting as subject matter experts, conducted a strategic update session in June 2012. The purpose was to review the Mission and Vision statements, as well as the Strategic Objectives (SO's) identified in 2009, with a view to reaffirming their continued applicability; particularly in light of events that occurred in the interim which hold the potential for impacting the business over the next three years.

To grow carrier services

- *to retain/grow air passenger carrier services*
- *to retain/grow air cargo carriers business*

To enhance infrastructure and services

- *to enhance airport infrastructure (internal)*
- *to enhance airport infrastructure (external) with emphasis on cargo (cargo village)*
- *to improve customer service(s) accessibility, convenience and community awareness*

To enhance airport safety and security

- *to maintain/enhance safety*
- *to maintain/enhance security*

To maintain financial stability

- *to increase revenue & manage/control costs*
- *to maximize sources of capital (internal & external)*
- *to enhance Enterprise Risk Management, including management of rent risk*

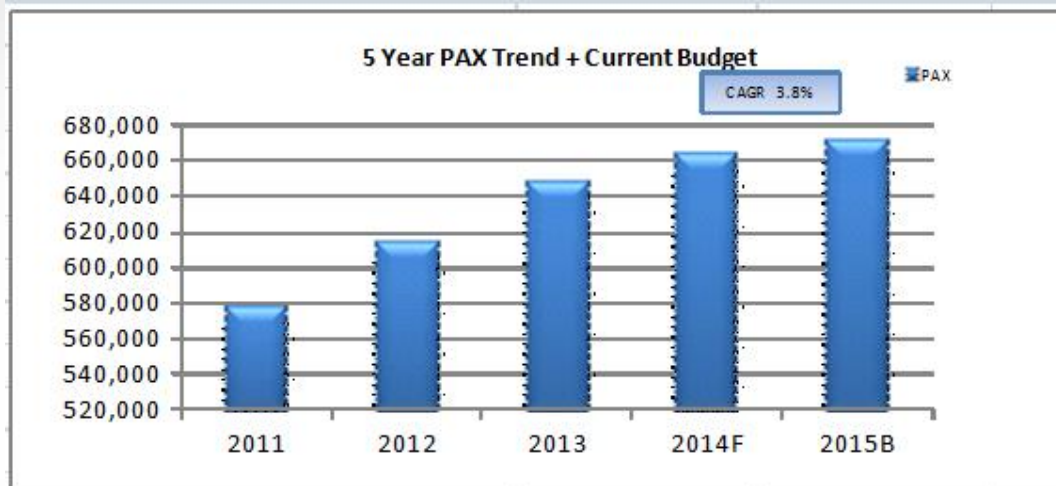


CANADIAN TRANSPORTATION ACT (CTA) REVIEW GMIA FEEDBACK

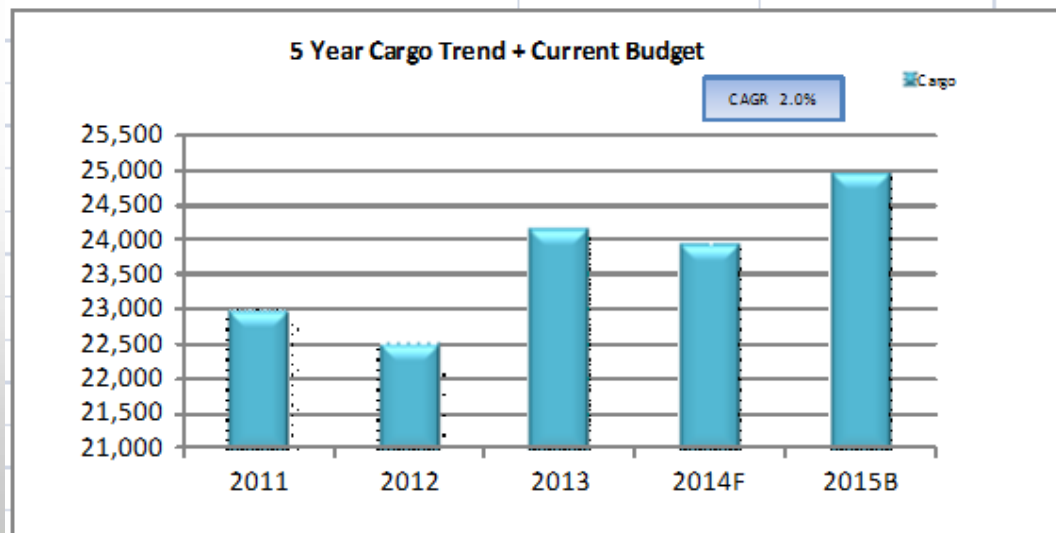
GMIA Overview:

- Passenger
- Cargo
- Facilities and Investments

PASSENGER & AIR CARGO TRAFFIC



**Final Passenger numbers for 2014
677,159 – a new record!**



**2014 cargo volume of
24,905 Metric Ton –
3% growth over 2013**

PASSENGER TRAFFIC – 2014 RESULTS

Another record breaking year in passenger traffic at the Greater Moncton International Airport

DIEPPE, NB – Passenger traffic at the Greater Moncton International Airport (GMIA) saw a healthy increase once again in 2014, continuing a positive overall trend for New Brunswick’s largest and preeminent airport.

In 2014, the number of passengers at the airport rose to 677,159, a 4.6% increase over 2013 (647,682), a new record! It is interesting to note that the GMIA’s passenger traffic exceeds the combined volume of all other New Brunswick airports. The passengers flew on the GMIA’s main airline partners, including Air Canada Express, the airline offering the most frequency from Greater Moncton, as well as Porter, WestJet and United (which discontinued service last September). A significant increase was also noticed coming from chartered aircraft (Canadian North) transporting mobile workers primarily to and from Alberta.

The GMIA is also served during winter months by airlines offering direct non-stop flights to southern destinations. **This winter is our biggest season ever with 15 flights per week.** Transat Holidays is offering flights from Greater Moncton to Mexico, Cuba and Dominican Republic. Sunwing Vacations is offering direct flights to Cuba, Jamaica, Dominican Republic and Mexico with a new addition to Caya Coco, Cuba. Meanwhile, WestJet is also offering direct flights from Greater Moncton to Mexico and Florida. A new concept this winter is the all-inclusive cruise package with Celebrity Cruises, which will fly to Miami then onto a cruise to the Caribbean. For details, check the GMIA’s website (www.cyqm.ca) under the “Flight Information” tab, contact the airlines directly or call your travel agent.

“The continued loyal support of our customers, airlines, and our partners in the business community and government, have made it possible for us to continue increasing our air service,” said Johanne Gallant, Director of Commercial Development for the Greater Moncton International Airport Authority.

“As New Brunswick’s busiest and fastest-growing airport, we’re very proud of what we have to offer and are dedicated to excellence for our travelers.”, said Bernard LeBlanc, the airport’s newly appointed President and CEO. “With yet another year of increased service, we continue to work hard on making the GMIA the airport of choice for the Province.”

Note – Westjet announced a new Moncton-Ottawa service starting July 15, 2015

CARGO ADVANTAGE

- New Brunswick's busiest air cargo hub
- Second largest air cargo operation in Atlantic Canada by only a very small margin
- Only airport in Atlantic Canada with a year round Trans-Atlantic freighter service
- Strategically located for North American and European air entry/exit points (Great Circle Route)
- Over 75% growth in cargo volumes since privatization (1997)
- Two Runways:
 - 11/29 @ 8,000 ft (2,438 m)
 - 06/24 @10,000 ft (3,048 m)
- Land available for on-airport development
- Over 85 all-cargo flights weekly
- No curfew, open for business 24 hours
- 2 to 3 hours from every major consumer market in the Maritime region

CARGO UPDATES - PARTNERSHIPS

Strategic Cargo Task Team

We have formed a Task Team composed of industry leaders in order to surround and help deliver our vision:

- Ben Champoux: 3+
- Suzanne Turmel: Interim Executive Director, Export Strategy Province of New Brunswick
- Ken Reid: VP Special Projects and Communications, JDI

Strategic International Partners

Cologne Bonn Airport:

- M.O.U. signed with the Cologne Bonn Airport to cooperate on future initiatives
- Voted best Cargo Airport in the world for 2012
- Yearly tonnage, 750 000

Liège Airport:

- M.O.U. signed with the Liège Airport to cooperate on future initiatives and growth
- Voted best Cargo Airport in the world for 2013
- Yearly tonnage, 650 000

2015 CARGO GOALS

- Maintain international freighter air services for Europe and Asia
- Maintain and build partnerships with national and international airports
- Work hand in hand with developers and investors to develop an Air Cargo Village including a bonded facility
- Attract large multi-national freight forwarders to the region
(Schenker, Kintetsu Worldwide, Kuehne + Nagel, FFAF)
- Grow business of existing cargo carriers
(FedEx, Purolator, UPS, Bluebird, Cargojet, Skylink Express, C.A.L.)
- Grow and maintain relationships with regional intermodal partners and shippers
- Establish GMIA as a Transshipment Centre
- Promote our 10,000 foot runway
- Rebrand the delivery of our cargo message through social media, marketing and communications
- Leverage partnerships with the Provincial and Federal Governments
- **Continue to build relationships**



CTA REVIEW CONSIDERATIONS

- Canadian Airport Council:
Feedback & Reports
- Canadian Senate:
Feedback & Reports

CTA REVIEW – OPPORTUNITIES

- **Smaller airports versus larger ones – Different scaling realities**
(eg impact of legislation)
- **Airport Rent:**
 - Effective Jan 1 2016 for Greater Moncton
 - Translates to ½ million \$ annual impact on airlines and passengers = Approx \$1.50 per departing passenger!
- **Lease term extension, land sale or transfer**
- **Easier to establish and/or navigate Foreign/Free Trade Zone setup**
(To better leverage European Free Trade agreement and opportunities)
- **Competitiveness versus US and International – Fees & Charges**
(Additions versus reductions)

CTA REVIEW – OPPORTUNITIES

- **Reinvestment in airports – From collection of fees, charges and rents**
- **Use of Airport Improvement Fees (AIF) for operational needs in smaller airports - Sustainability**
- **Governance:**
 - Federal appointment leadership
(gender, race, aviation sector experience)
 - Diversity
 - Transparency
 - Conflict of Interest

STRATEGIC PLAN – 2015 INITIATIVES

The major undertakings for 2015 include:

- The pursuit of additional international all-freighter airlines as part of the thrust to establish a GMIA – Europe and Asia air cargo service
- Development of a cargo village (warehousing facility)
- The pursuit of a successful passenger service with emphasis on a transborder service, St. John's route, winter sun destinations, mobile workers and international (Europe) service
- Launching of the cargo rebranding strategy to educate/promote and convince supply chain domestic and international stakeholders of the benefits of using the GMIA as a transshipment centre
- Board regular review of Strategic Plan to establish if requires any updating or fine-tuning

2015 PASSENGER / CARGO DEVELOPMENT

PRIORITIES:

CARGO

Highlighted in red – Initiatives with potential for federal government role, involvement, and support

- Entrench European and Asian cargo service via/at GMIA
- **Establish a “private sector” cold and cool storage and warehousing facility at the GMIA**
- **Add an additional apron to assist in supporting cargo initiatives**
- **Work with stakeholders to extend a road link to Dieppe to complement/support cargo initiatives**

PASSENGER

- Re-establish a direct Greater Moncton to US connector hub link(eg New York, Philadelphia, Atlanta, Boston)
- Establish a direct Greater Moncton – St John`s NL link and service to support NB and PEI needs.
- Maintain strong Western Canada “mobile worker” traffic facilitation
- Maintain current carriers and service levels, and add service frequency if and where possible

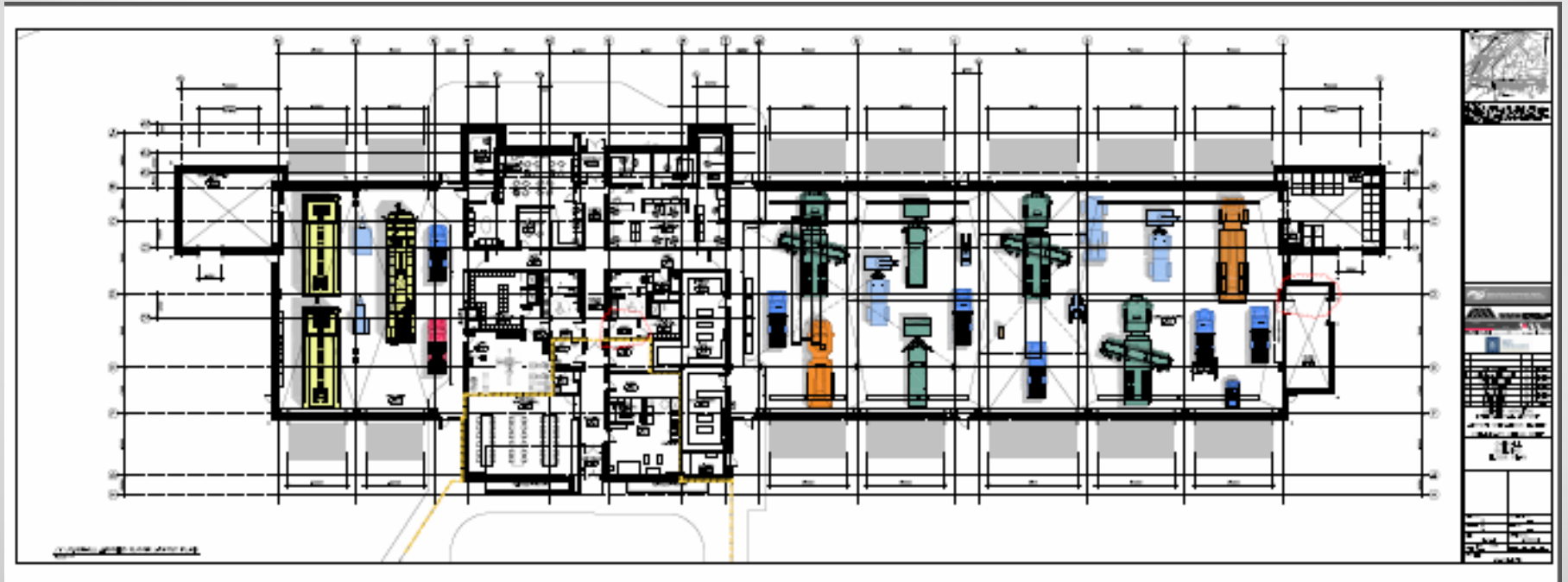
OTHER

- **Federal government airport rent is to apply to GMIA starting in 2016 = Close to ½ million \$ annual impact**
- **Airport Act Review – Governance being revisited by Transport Canada = Impact on smaller airports**

OPERATIONAL ACTIVITIES: NEW AIRPORT OPERATIONS FACILITY (AOF)



NEW AIRPORT OPERATIONS FACILITY (AOF)







THANK YOU!

Your interest in the Greater Moncton International Airport and its activities is greatly appreciated!

As well, we appreciate the opportunity to provide feedback as part of the Canada Transportation Act review consultation.

Bernard LeBlanc – President & CEO



GREATER MONCTON INTERNATIONAL AIRPORT
AÉROPORT INTERNATIONAL DU GRAND MONCTON