

GREATER MONCTON
ROMÉO LEBLANC
INTERNATIONAL AIRPORT



AÉROPORT INTERNATIONAL
ROMÉO-LEBLANC
DU GRAND MONCTON

Annual Update Town of Riverview

October 28, 2019



Vision

Atlantic Canada's Central Gateway to
the World!

ATLANTIC CANADA'S CENTRAL GATEWAY TO THE WORLD!
LA PORTE PAR EXCELLENCE RELIANT LE CANADA ATLANTIQUE VERS LE MONDE !

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2018-2021 Strategic Priorities

**Provide the best Air Service
and Customer Experience in
New Brunswick**



**Ensure effective Governance
and Financial stewardship**



**Maintain and strengthen our
Competitive Advantages in
Atlantic Canada**



**Unwavering commitment to
the Stakeholder Community
and the Environment**



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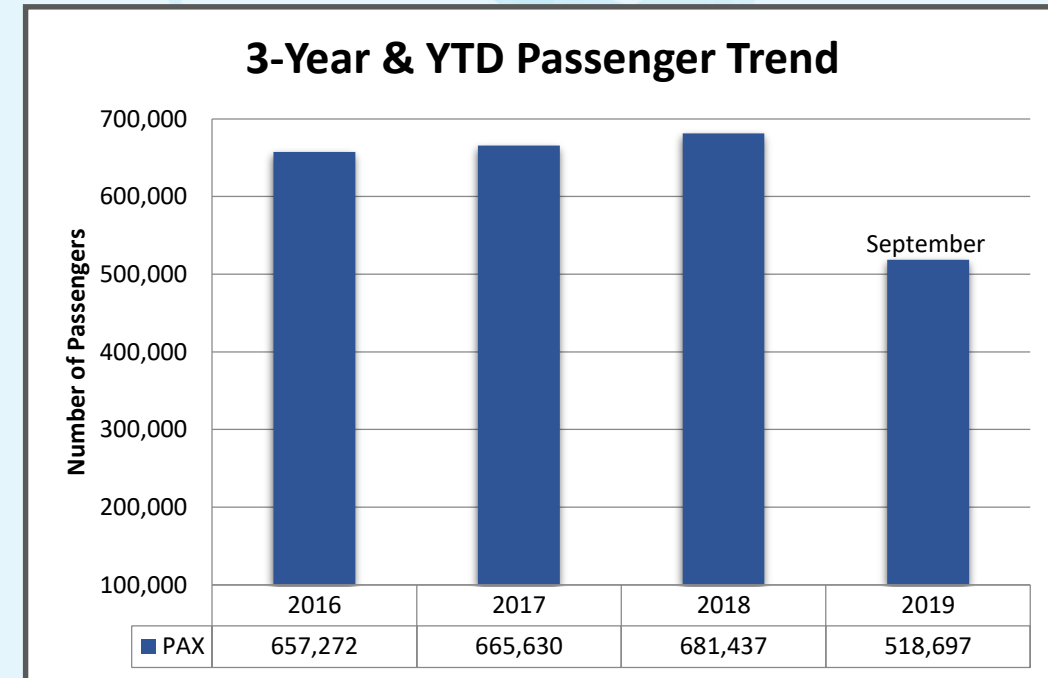


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2019 Accomplishments:

Passenger Highlights

- Maintaining our competitive advantage with Air Transat in NB.
 - 2019 Air Transat passenger count grew 19.5% over 2018 season
 - NB/PEI exclusivity and addition of new Punta Cana flight for 2020
 - Improved bookings in 2019 vs. 2018 season
- New destination with Sunwing for 2020 season – Miami (with cruise offering) to replace Orlando service.
 - 2019 Sunwing passenger count grew 3.4% over 2018 season
 - Improved bookings in 2019 vs. 2018 season
- Introduction & continuation of Air Canada Rouge service to Toronto.
 - Faster service to Toronto vs Q-400
 - 2hr10m vs. 2hr52m
 - Addition of business class and jet service
 - Further efforts towards enhancing service such as increased seat capacity and Southern destination rotations

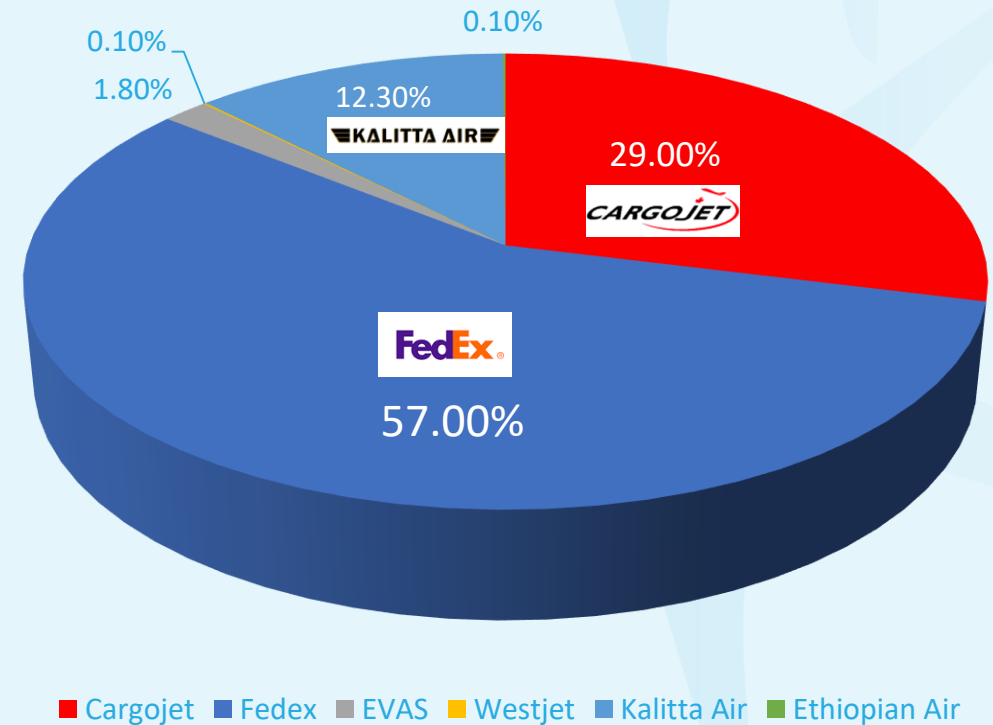


2019 Accomplishments:

Cargo Highlights

- Jan-Sept Cargo Revenue in 2019 = \$2.154M
- Jan-Sept Cargo Revenue in 2018 = \$2.090M
- +3% over 2018
- Total 28 International Live Lobster flights (over 1,718 tonnes until the end of September)
- Continued discussions with Air Cargo partners to attract permanent International Live Lobster shipments (Xtreme Cold, China Eastern)
- National Trades Corridor Fund - YQM funding to expand Apron, de-icing and access road to Xtreme Cold facility
- Participation in the fall 2019 New Brunswick Business Growth Summits promoting cargo

YTD 2019 Cargo Volumes in %



2019 Accomplishments:

Community Engagement

Altitude East



Runway Run



NB Growth Summit



Community BBQ



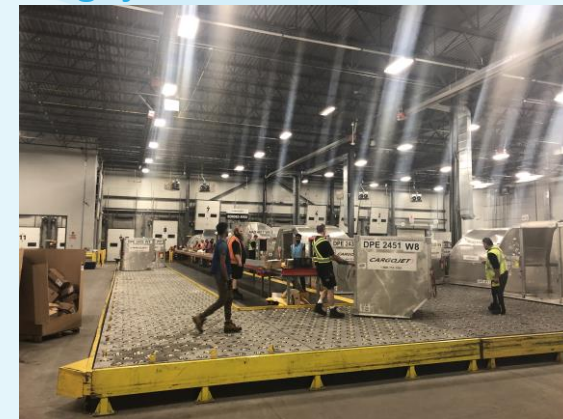
Vantage Airport Group
25th Anniversary



Thematic Conferences – Aérospatiale
(Volet économique du CMA 2019)



Cargojet Hamilton Visit



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2019 Accomplishments:

YQM is committed to becoming Carbon Neutral

As our number of passengers and flights increase, our carbon emissions per passenger continue to decrease. In 2019 we reached Level 3 Carbon Accreditation from Airports Council International. Only 4 other Canadian airports have achieved this accreditation.



2017



2018



2019

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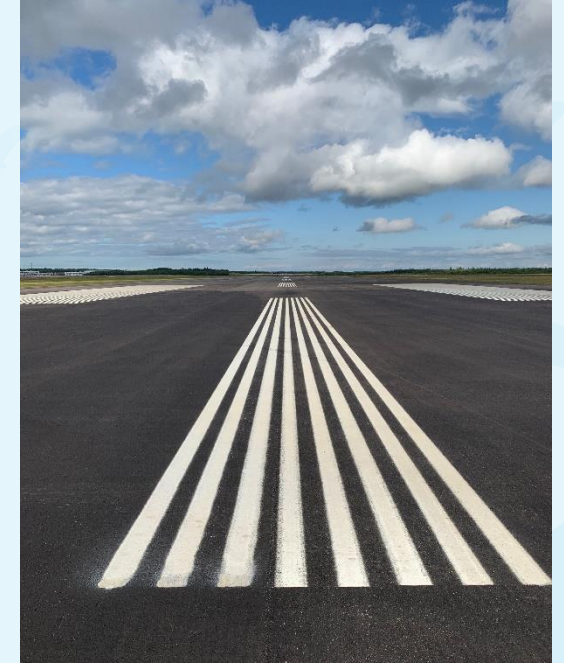


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2019 Accomplishments:

Runway 06-24 Rehabilitation

- Very complex project involving apron VIII, taxiway intersections and traffic redirection, as well as closure of full runways (portions by phases) and displacement of thresholds.
- **Congratulations to the Operations Team for safely bringing this project in on schedule and with an anticipated \$1.4 million savings over the estimated cost!**



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2019 Accomplishments

YQM Excellence Program

In 2019 the Greater Moncton International Airport Authority launched a Customer Service / Culture program that aims to solidify its position as an outstanding customer service organization in the region. The program is called: **YQM Excellence**.

- With the engagement of TIANB (Tourism Industry Association of NB) the authority has moved forward with a program called Skills Gain. As part of a larger customer service program, workshops will be given to all of our business partner staff, YQM staff and volunteers throughout the year. The 3 chosen modules focused on Customer Service, Communications Skills and Professionalism.
- Our target is to provide the Skills Gain workshop to all staff in 2019 – available in both official languages.

In addition to the customer experience workshops, we are focused in creating a better organizational culture within YQM. Achieving that will help us provide best in class customer service programs. Other activities include :

1. Recognition program
2. Organizational culture & Customer Service survey
3. Quarterly YQM Breakfast Club
4. Various group activities

————— YQM —————
EXCELLENCE

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2019 Capital Plans:

Still in the works...

- **Hold Bag Storage (HBS) recapitalization program:** The contractor for the program has been selected. YQM is working in partnership with CATSA providing project logistics coordination and assistance. This project is scheduled to be completed by February 7; however, a strong push with the contractors and consultants is to have it completed by February 1. CATSA project budget estimated around \$3.8 M.
- **Conversion of the groundside lounge area to an accessible airside lounge with enhanced offerings and an elevator for mezzanine access project:** We have awarded the construction of the work for the airside bar conversion to airside with accessibility initiative and the project is to commence near the end of October with project completion by the winter charter season.



2020 Major Capital Plans & Initiatives:

National Trade Corridor Project

- On July 18 the Greater Moncton International Airport submitted its “Eliminating Bottlenecks and Enabling Growth at YQM” project for consideration for funding under the National Trade Corridors Fund. It combined a cargo activity growth objective with the need to meet environmental and wastewater disposal regulatory requirements.
- On August 7, Ministers Dominic LeBlanc and Ginette Petitpas Taylor made it official that Transport Canada would fund 50% of the estimated \$16.7 million project
- The GMIAA management team is now working with Transport Canada to finalize a funding agreement to allow spending to begin on this initiative
- YQM is also working with TransAqua and the City of Dieppe to develop a tri-partite agreement to allow the airport to dispose of de-icing fluid through the municipal wastewater system in a mutually agreed to and beneficial fashion.

2020 Major Capital Plans & Initiatives:

National Trade Corridor Project (continued)

- The airport has now issued a Request for proposals for the design of the related infrastructure, namely: apron expansion, de-icing pad construction, roadway to fence line, and de-icing capture and disposal system. This design contract has now been awarded.
- The aim is to ensure completion of this project by the October 2020 deadline (ie start of the 2020 de-icing season).



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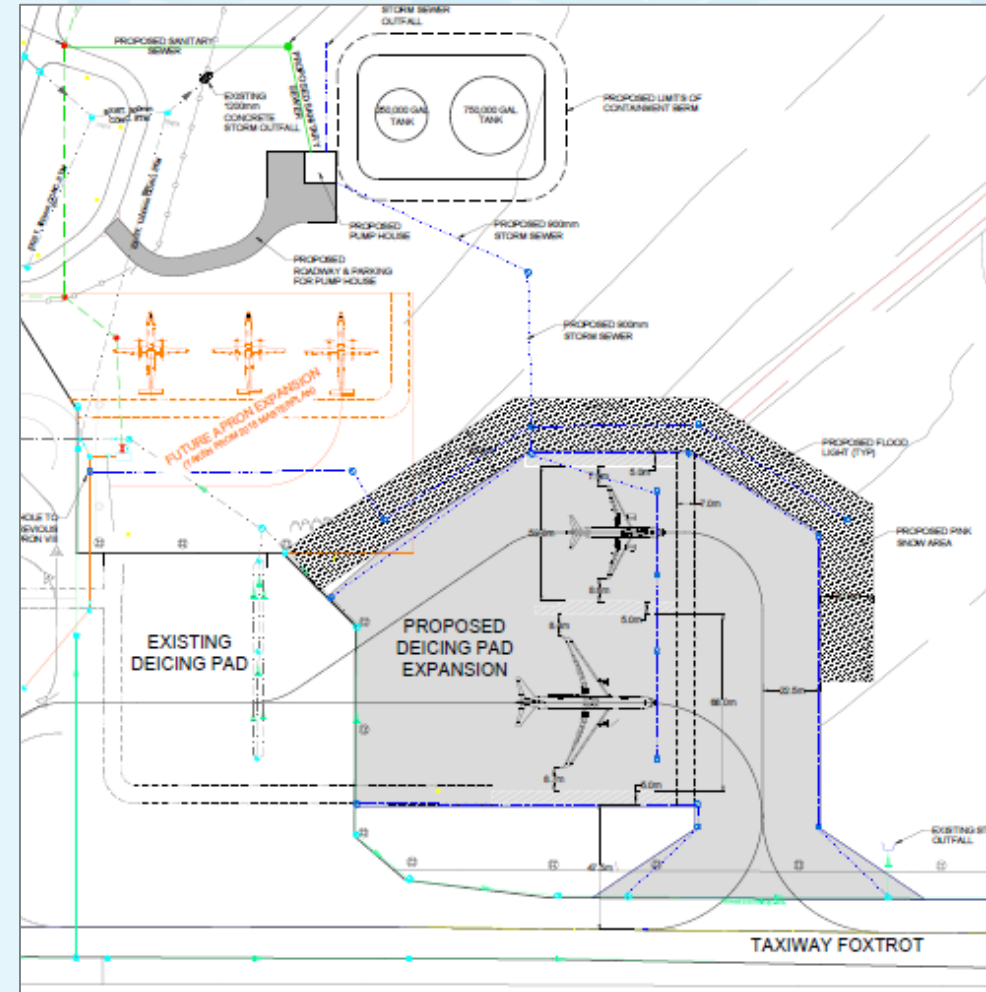


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2020 Major Capital Plans & Initiatives:

De-Icing Capture and Disposal System

- To comply with regulations, TransAqua is working to upgrade its wastewater treatment plant in order to be able to perform a secondary treatment by 2020.
- For YQM to respect the guidelines from the City of Dieppe and TransAqua and not to harm the new treatment process, we must adopt a new approach for the recovery and treatment of the de-icing fluid by the fall of 2020.
- We have worked with TransAqua, the City of Dieppe and associated consultants to establish the requirements which outlines the scope and the costs of the project.
- The project will include an expansion of the de-icing pad to best meet the needs of large aircraft cargo.
- The estimated cost of the project is \$16.7 million and must be completed by October 2020.



THANK YOU

Your interest, support and contributions to the
Greater Moncton Roméo LeBlanc International Airport
and its activities is greatly appreciated!

We welcome the opportunity to obtain any feedback or suggestions
you wish to provide.

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