



Annual Update

Town of Riverview

November 2018

GMIAA BOARD EXPERTISE

- The Greater Moncton International Airport Authority Inc. (GMIAA) has 5 standing committees: Audit Committee, Strategic Planning, Environmental and Risk Committee, Governance Committee and Human Resources Committee that consist currently of 12 board members (2 federal vacancies)
- GMIAA board members bring industry experience and senior leadership focused on high-level issues such as:
 - Strategic Planning
 - Business
 - Governance
 - Finance
 - Legal
 - Risk Management
 - Human Resources
 - Marketing
 - Property Management
 - Retail Management
 - Transportation
 - Information Technology



YQM VISION

Atlantic Canada's Central Gateway to the World!



Your Economy. Your Airport.
Votre économie. Votre aéroport.

GREATER MONCTON
ROMÉO LEBLANC
INTERNATIONAL AIRPORT



AÉROPORT INTERNATIONAL
ROMÉO-LEBLANC
DU GRAND MONCTON

YQM MISSION

The pursuit of excellence in growing and operating a safe, clean, efficient, friendly, and sustainable airport.



YQM CORE VALUES

Safety – we put safety at the heart of everything we do, to safeguard people, and assets.

Environment – we are environmental stewards and committed to using best practices and focusing on long term environmental leadership.

Customer and Commercially Focused – we consider and balance the needs and views of our customers and stakeholders.

Integrity – we do the right thing and are accountable for our actions.

Collaboration – we work together as a team with our YQM employees, tenants, airline partners and stakeholders, and embrace each other's contributions to deliver outstanding results.

Innovation – we redefine airports by thinking boldly and differently.

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**



2018-2021 STRATEGIC PRIORITY #1

Provide the best air service and customer experience in New Brunswick

- Using ASQ survey results to identify & prioritize customer desired initiatives
- Develop and implement a customer service culture program
- Focus on airport user wants & needs

ASQ

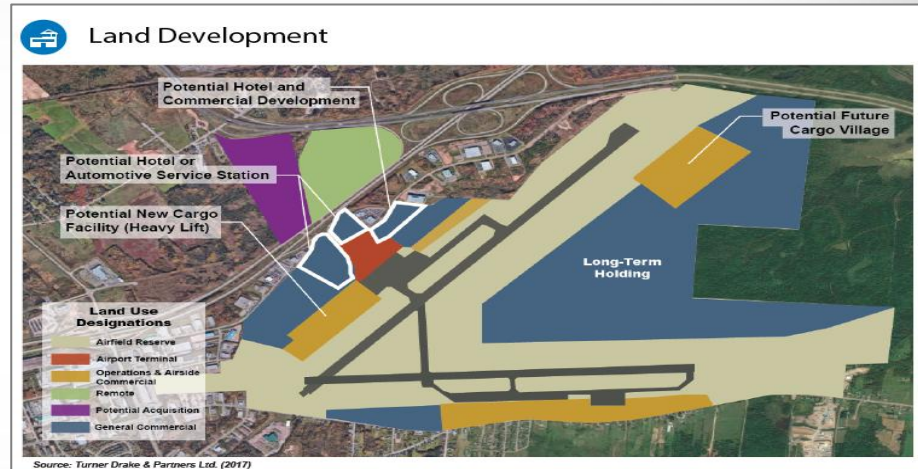
Airport Service Quality



2018-2021 STRATEGIC PRIORITY #2

Ensure effective governance and finance stewardship

- Board education sessions
- Board member recruitment initiatives
- Cost optimization and revenue maximization initiatives
- Bi-annual re-forecasting exercises
- Seeking government funding for major safety/security related capital projects



2018-2021 STRATEGIC PRIORITY # 3

Maintain and strengthen our competitive advantages in Atlantic Canada

- Further grow our very strong seasonal sun destination traffic and flight options
 - Attract new airlines and new air service
 - Leverage the Vantage Airport Group partnership to further grow airport traffic and offerings (concessions, business analytics, alliances, experience & learning)
- Passenger numbers for 2014 at 677,159 were a record!
 - 2015 was more challenging due to a drop in mobile worker (Western) traffic for a total of 644,275 passengers (4.9% drop)
 - 2018 year to date passenger numbers as of the end of September are ahead of 2017 by 3%
 - **With a strong end of year approaching, we anticipate reaching our best traffic numbers ever in 2018!**



2018-2021 STRATEGIC PRIORITY # 4

Unwavering commitment to the stakeholder community and the environment



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RECENT ACCOMPLISHMENTS/SUCCESSSES

- Completed the development of the 2018-2038 Master Plan incorporating significant airport customer, user and stakeholder feedback
- Established a free cell phone waiting area which provides an in-vehicle waiting area to allow for a quick pickup of friends, family or business travellers
- August was our best month ever for passenger traffic at YQM with 71,423 passengers!
 - YQM offers 20 daily (M-F) departures to major Canadian centres such as Toronto, Montreal, Halifax and Ottawa through our partner airline carriers which include Air Canada, WestJet and Porter Airlines
- Welcomed Kalitta Air between August and October picking up over 500,000 kgs of live lobster to date destined for China
- Expansion of long and short term parking lot adding 52 new spots at the airport
- YQM named finalists for the Community Service and Environmental GMCC Award



LONG TERM SUSTAINABILITY INITIATIVES

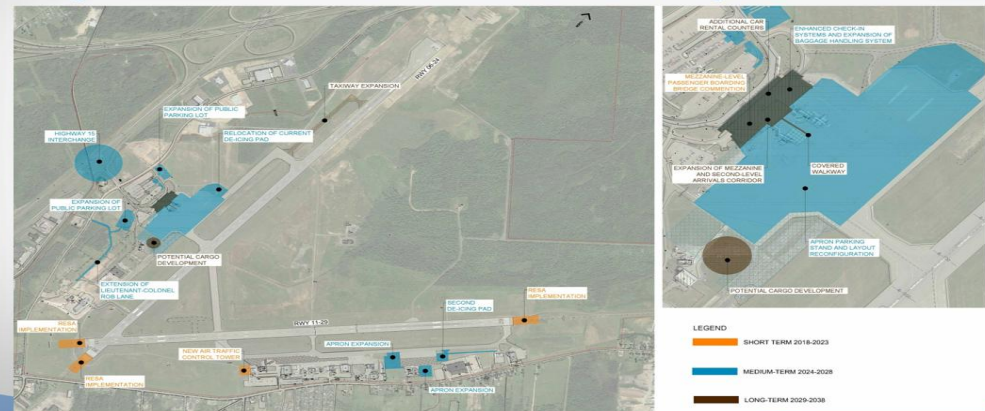
- Achieved Airport Carbon Accreditation Level 2. YQM is one of only seven airports in Canada to have reached Level 2 or higher accreditation!
 - Terminal building lighting converted to LED such as to provide long term energy savings as well as much brighter lighting
 - Voltage optimization project undertaken to provide long term energy savings
 - Parking lot automation project implemented leading to significant reduction in operating costs
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- The logo for Airport Carbon Accredited Reduction. It features a stylized blue silhouette of an airport terminal building with several blue circles of varying sizes above it, representing smokestacks or emissions. To the right of the graphic, the text "airport carbon accredited" is written in a bold, sans-serif font, with "REDUCTION" in a smaller, all-caps font below it.



The above initiatives alone will generate annual cost reductions of over \$200,000



Proposed 20-Year Development Plan



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2018-2038 MASTER PLAN STAKEHOLDER FEEDBACK



YQM GOVERNMENT PRIORITIES

Federal Rent Relief and Infrastructure Funding

- **Rent abatement for airports with less than 3 million passengers**
 - Atlantic Canada Airport Association (ACAA) and Atlantic airports lobbying to reduce or abolish federal rent on smaller National Airport System airports such as YQM
 - YQM commenced rent payments in 2016 – for 2018 the annual payment is estimated at over \$500,000!
- **Availability of government funding program for major safety, security or regulatory capital investments**
 - Over the next few years, YQM expects very significant regulatory/compliance required infrastructure investments
 - For instance, over \$4 million will be required to implement runway end safety areas by 2021 and over \$6 million to develop a de-icing fluid capture and treatment system in 2019
 - Such major safety/security/regulatory requirements should have government funding available

2019 YQM PRIORITIES & FOCUS

- **Major capital projects:**

- Resurfacing of original portion of runway 06/24 (Est. \$7.5M)
- Eliminating discharge of de-icing fluid in municipal wastewater treatment system (Est. \$6M)

- **Revenue diversification:**

- Updating of Land Use Plan with Transport Canada
- Initiation of land development efforts

- **Air service expansion:**

- Attraction of low cost carrier
- Increase in sun destination options
- Potential for direct USA air service

- **Customer and user focused initiatives:**

- Achievement of the 2018-2021 YQM Strategic Plan priorities
- Development of YQM customer service program with our business partners
- Work with our business partners to achieve carbon accreditation Level 3



THANK YOU / MERCI !

Your interest, support and contribution 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.

Bernard LeBlanc, *President & CEO, GMIAA*

Nous sommes très reconnaissants de votre intérêt, soutien et contribution à l'Aéroport international Roméo-LeBlanc du Grand Moncton à ses activités!

Nous apprécions la possibilité d'obtenir tout commentaire ou suggestion que vous souhaitez offrir.

Bernard LeBlanc, *PDG de la DAIGM*





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