

Peterborough Airport Operations and The Loomex Group Status Update

June 19, 2017



Airport Management - History

§ Prior to 1998, 2 Full-time City staff operated the Airport (with part-time staff when required)



Airport Management - History

- § The Airport has been under contracted Airport Operations since 1998
- § Complete Aviation 1998 to 2007
- § Barry Electrical (now known as The Loomex Group, a sister company) 2007 to 2012



Airport Operations History

- § Commencing in 2008 Council made significant investments in the Airport
- § Between 2008 and 2011 the Airport underwent unprecedented change, more than doubling the infrastructure



Airport Operations History

- § The 2007 interim contract with Barry Electrical was extended several times due to the need for experienced staff to support the development



RFP for Airport Management and Operations

In 2012 when Airport operations normalized, Council approved:

- § Issuing an RFP for an Airport Management and Operations Contractor
- § Creating a Full-time position of Airport Administrator



Why an Airport Management and Operations RFP

- § The Airport operations equipment was old with some pieces dating back to the 1960's
- § City was facing major expenses in maintenance and capital investment
- § The RFP requested the Contractor supply and maintain all equipment



Why an Airport Management and Operations RFP

- § The Airport had more than doubled in the amount of infrastructure to maintain
- § Seneca College had selected Peterborough for relocation from Buttonville Airport which would double the aircraft movements

Seneca



Why an Airport Management and Operations RFP

- § Experienced Contractor required to meet the demands of a busy airport operating environment
- § Aviation industry is highly regulated by Transport Canada - mandatory training
- § The Contractor required expertise in Airport Management and regulatory requirements



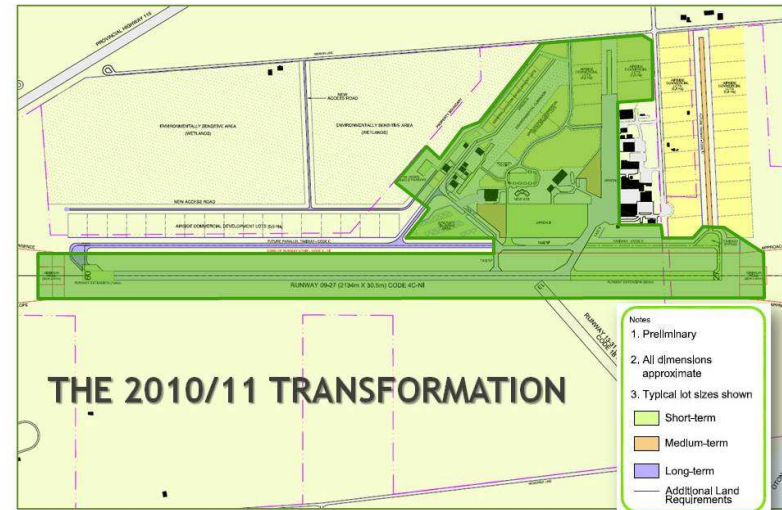
Airport Management and Operations RFP

- § Included existing infrastructure and additional infrastructure planned to be constructed in 2013 for Seneca's arrival
- § A long term Contract of 8 years to assist with the financial obligation of the investment required to supply equipment
- § Firm pricing for 8 years



Airport Management and Operations RFP

§ The City was looking for a contractor that would be equally enthused about the potential of the Airport and its ongoing success



§ The Contract was to provide full day to day on the ground authority and autonomy to the Contractor



Airport Management and Operations Council Approval

- § Council Approved the Award of the Management and Operations contract to Loomex Property Management
- § For a term of 8 years with the potential for two 3 year extensions, based on price, performance and agreement of the terms



Airport Management and Operations Council Approval

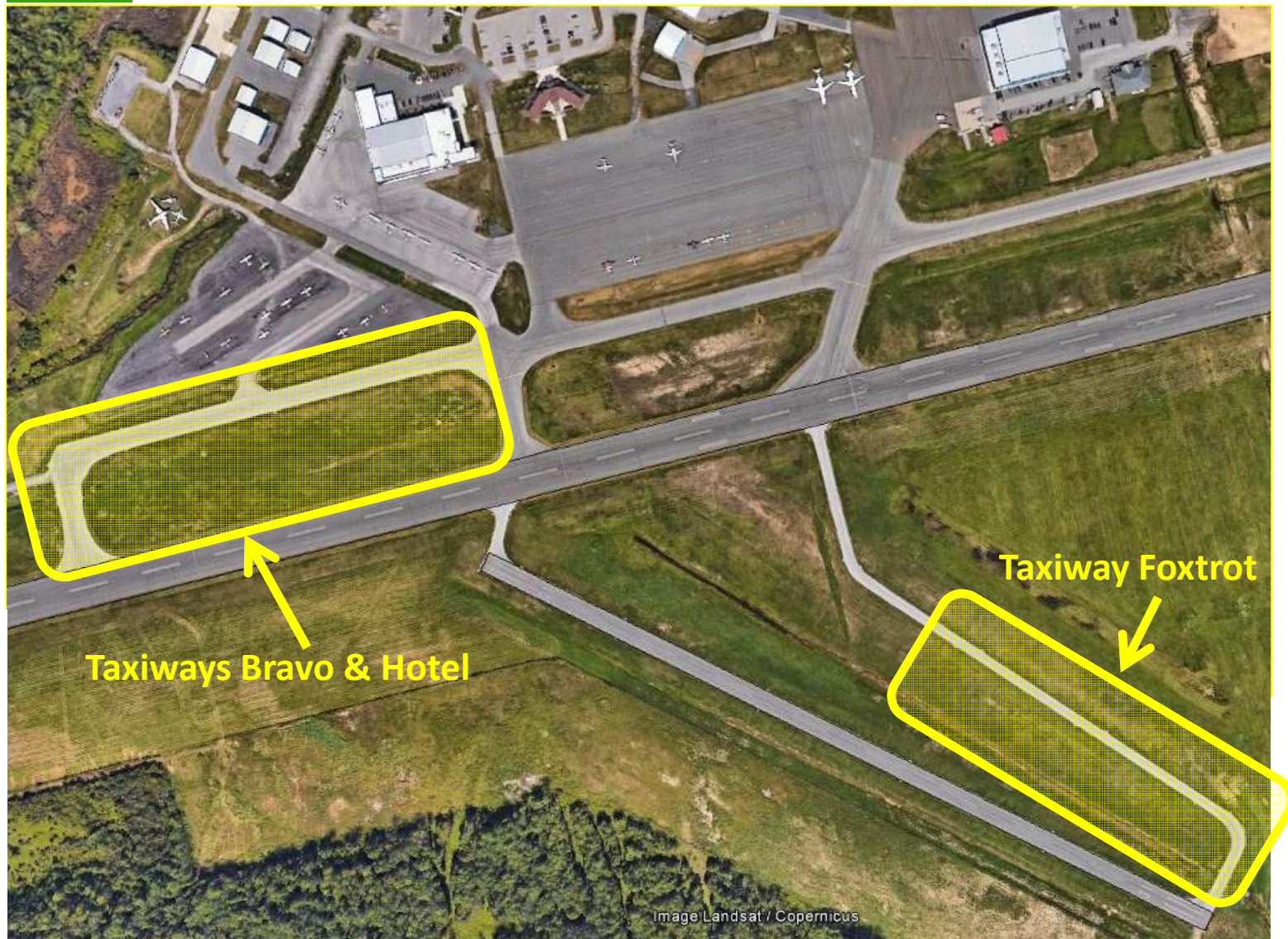
- § April 2015, Council extended the original term of 8 years to 11 years in return for provision of storage space for Airport operations equipment



- § Loomex is in year 5 of the contract with 6 years remaining with potential for 2 - three year extensions



Contract Includes Provisions for Scope Change



Contract Includes Provisions for Scope Change



Loomex Contract

- § New equipment with experienced operators
- § Airport is maintained to a high standard meeting or exceeding Transport Canada certification standards
- § Positive feed back from Airport Users and aviation industry
- § Loomex staff are ambassadors of the Airport

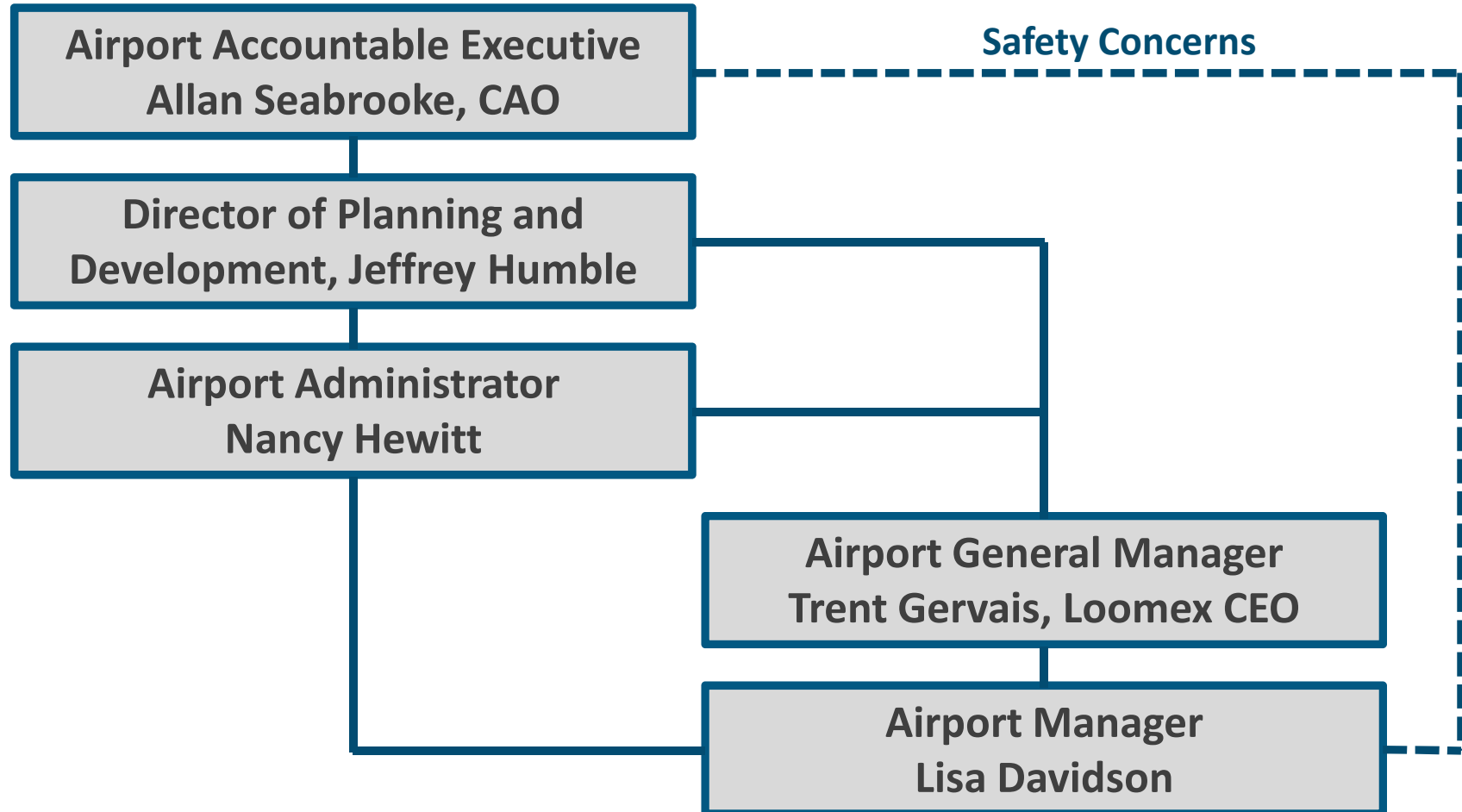


Loomex Contract Evaluation

- § Airport Administrator monitors the contract through monthly meetings and annual evaluations
- § Since Contract commencement in 2012, Annual Evaluations have met or exceeded the City's expectations each year
- § Evaluations are provided to Director of Planning and Development



Airport Management Structure



Peterborough Airport

Airport Growth



Capital Investment 2008 - 2016

Year	City Investment	Federal & Provincial Contributions	Total
2008	\$7.6 M		\$7.6M
2010	\$7.0M	\$14.0M	\$21.0M
2013	\$6.0M		\$6.0M
2015/2016	\$3.85M	\$1.0M	\$4.85M
Total	\$24.45M	\$15.0M	\$39.45M





**General
Aviation Area
2007**

Summer 2007







Commercial Buildings 2008-2016

Value \$32.0 Million

237,000 sq. ft.

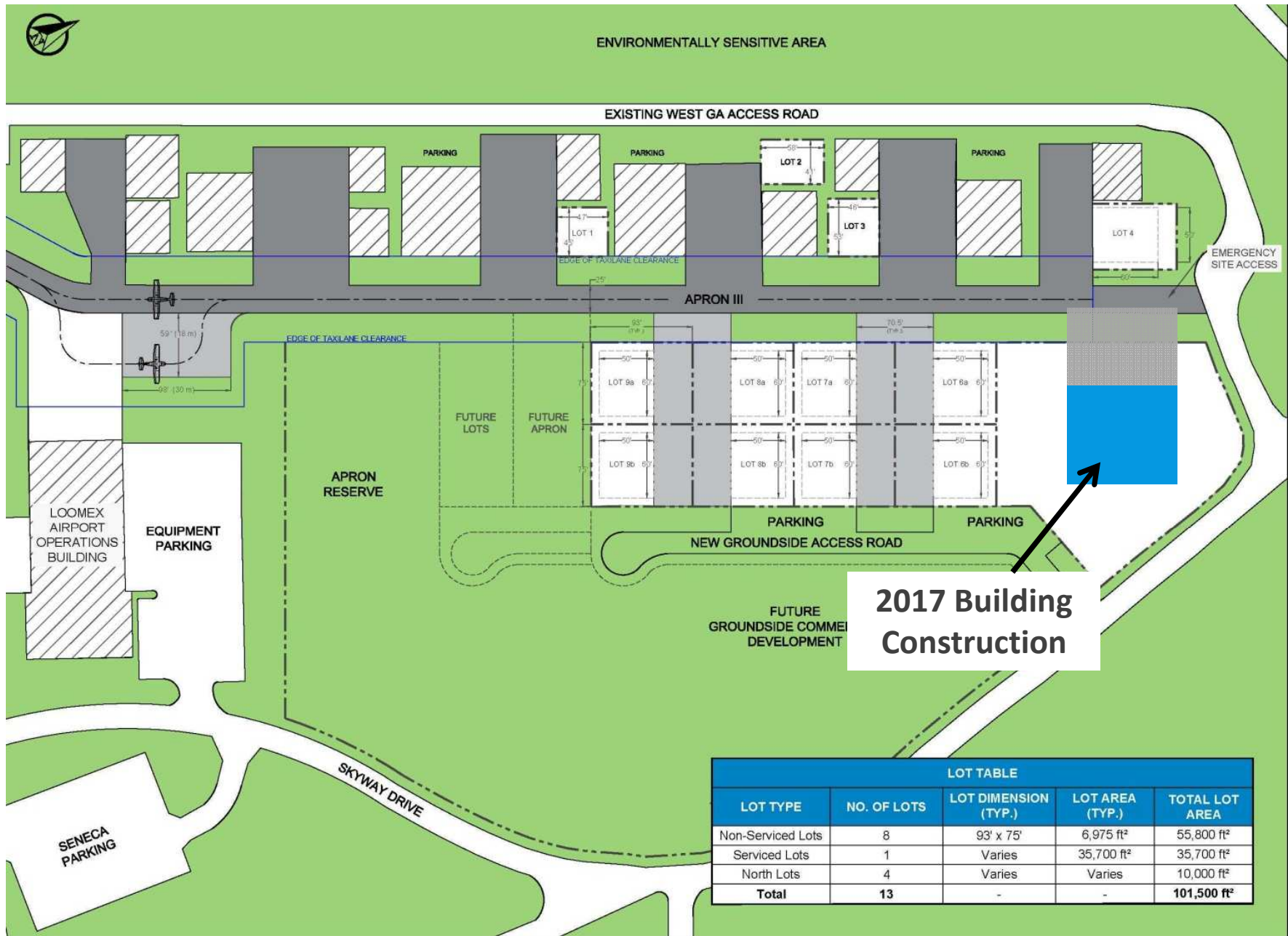
Summer 2015

Imminent Growth

General Aviation Expansion







Imminent Growth

Airport Industrial Park
East of Airport Road



Peterborough Airport



Aircraft Movements (Approx.)

2008	2013	2016
15,600	30,160	60,000



Economic Impact from the 2008 Business Case

2008 Business Case For Infrastructure Development	2008 Actual	2017
Direct Jobs	250	400 Actual
Induced Jobs	422	673 Estimated
Gross Domestic Profit	\$41.0 M	\$66.0 M Estimated



Airport Operations and



Presented by Trent Gervais
Airport General Manager
CEO, The Loomex Group



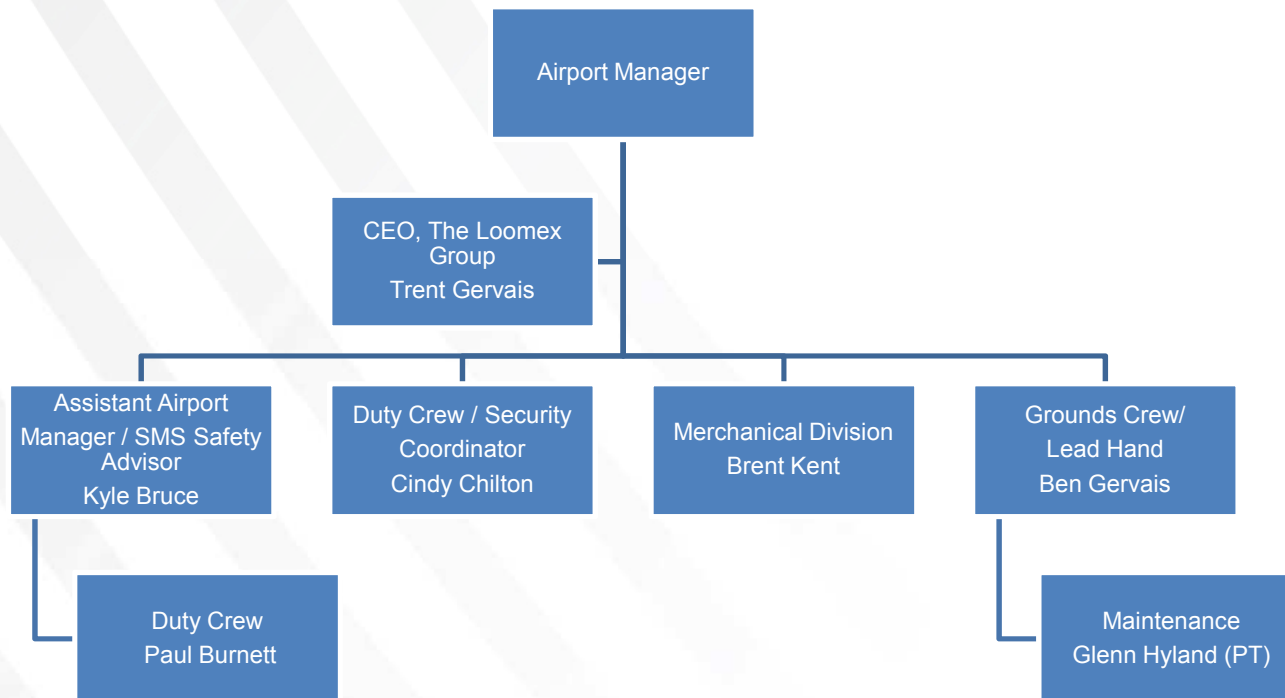
- The Loomex Group upon signing the contract accepted the charge to be the “Face of the Airport”
- Loomex shares the same passion as the City with ensuring the airport is an economic driver



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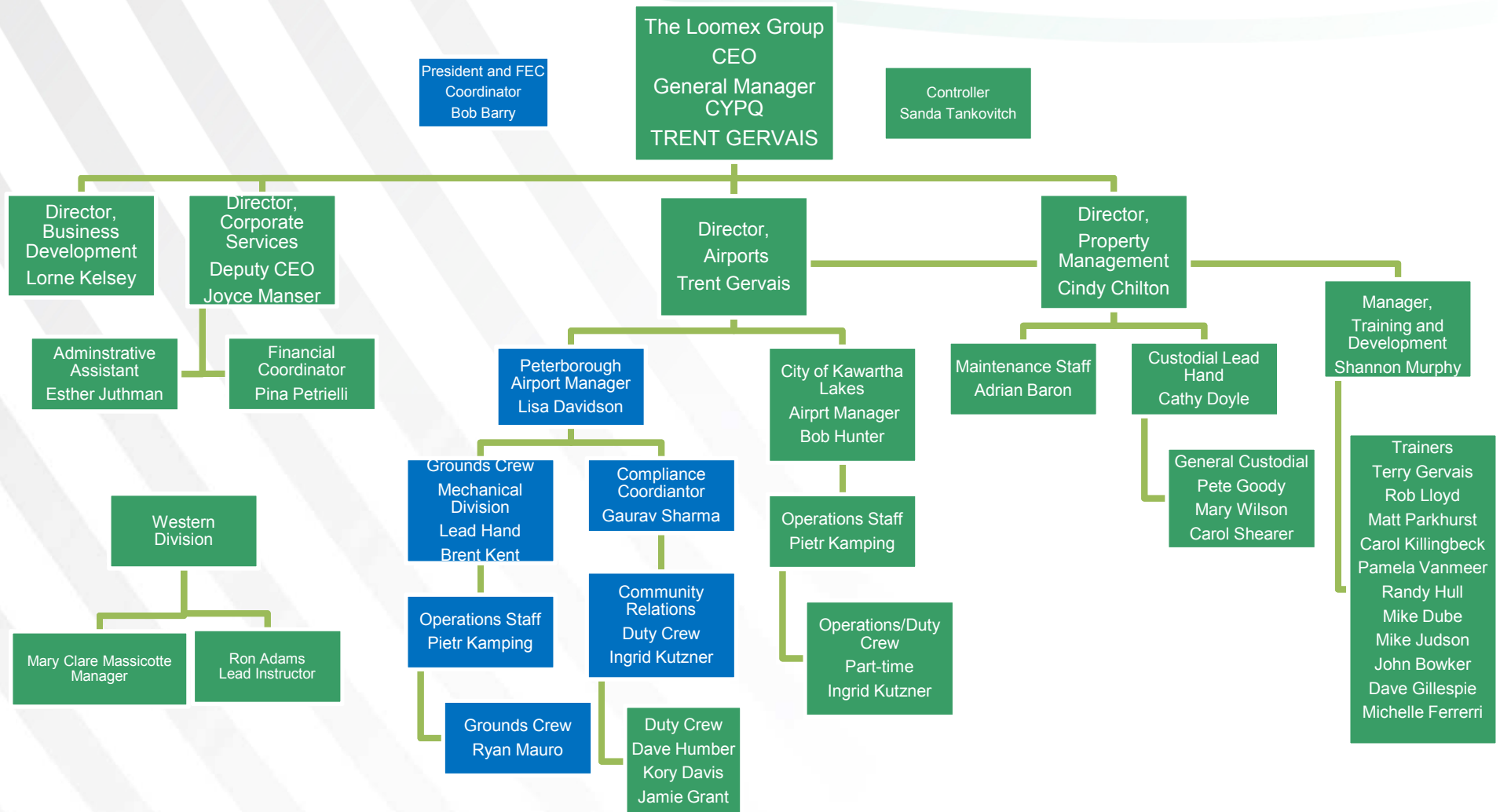
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Organization Chart for Loomex Property Management LTD. December 2012



Organization Chart for The Loomex Group – March 2017

(Original Airport Positions in Blue)



The Loomex Team 2017



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Regulatory Compliance

35 Records to keep Airport Compliant, including:

- ▽ Airport Documents
 - Snow & Ice Control
 - Apron Safety Management
 - Emergency Response Plan
 - Manual of Safety Mgmt. Wildlife Mgmt. Plan
 - Airside Vehicle Operator
 - Airport Inspection Program
 - Standard Operating Guidelines
- ▽ Employee Records
- ▽ Transport Canada
 - Canadian Aviation Regulations
 - Standards
 - Advisories
 - Exemptions
 - Aeronautical Information Manual
 - Aerodrome Standards
 - Standard Obstruction Marking
 - Airport Winter Surface Maintenance
 - Land Use in Vicinity of Airports
 - Wildlife Control Procedures
 - Radio Communication Training
- ▽ Airport Records
 - Annual Safety Manual
 - Mgmt. Review Committee Meetings
 - SMS Hazard Reports
 - SMS Training Summary
 - Risk Analysis and Assessment
 - Audit Reports
 - Inspection Reports
 - Occurrence Investigation Reports
 - Accidents: Aircraft Vehicle
 - Accident: Injury/Near miss
- ▽ NAV Canada Publications
 - NOTAM Procedures
 - AIS Verified Publications
 - Canadian Aviation Regulations
- ▽ Wildlife
 - Sightings
 - Kill Records
 - Strike Records
 - Monthly Reports
- ▽ Operational
 - Daily Open/Close Checklist
 - Transport Canada Checklist
 - AMSCR & CRFI Digital

Airside Compliance

- Duty Crew

- Wildlife control
- Radio Advisories – Approximately 52,000 per year
- Runway Inspections and Foreign Object Debris Removal
- Surface Condition Reporting
- Customer Service and Inquiries



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Maintenance/Operations

- Wildlife management
- Perimeter fencing maintenance and inspection
- Airside field electrical centre and runway lighting maintenance
- Navigational Aids maintenance
- Runway, taxiway and apron maintenance
- Sewer/Water system monitoring
- Maintenance facilities and structures

Maintenance/Operations



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Loomex Vehicles/Equipment 2012

Vehicle Number	2012	Airport
	Original Vehicles/Equipment and model)	Item description (make and model)
101	2011 Chevrolet Silverado - attached equipment - plow	
102	2012 Chevrolet Tahoe (white)	
105	1995 Ford L9000 Tandem Dumptruck	
106	1995 Ford L9000 single axle Dumptruck	
108	1993 International 475	
113	1997 Sweepster (Sweeper)	
120	1986 Snowblower	
	2001 Case Tractor/Mower	
	2005 Ford F-150 4x4	
	2012 Cat 416E Backhoe	
	1998 John Deere Tractor	
	1998 Case Loader	
	2003 Toro Mower	



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Loomex Vehicles/ Equipment 2012 vs. 2017



Vehicle/ Equipment Review			
Vehicle Number	2012	2017	
	Airport Original Vehicles/Equipment description (make and model) Item	Airport Original Vehicles/Equipment description (make and model)	Item
101	2011 Chevrolet Silverado - attached equipment - plow	2011 Chevrolet Silverado - attached equipment - plow	
102	2012 Chevrolet Tahoe (white)	2012 Chevrolet Tahoe (white)	
105	1995 Ford L9000 Tandem Dumptruck	1995 Ford L9000 Tandem Dumptruck	
106	1995 Ford L9000 single axle Dumptruck	1995 Ford L9000 single axle Dumptruck	
108	1993 International 475	1993 International 475	
113	1997 Sweepster (Sweeper)	1997 Sweepster (Sweeper)	
120	1986 Snowblower	1986 Snowblower	
	2001 Case Tractor/Mower	Replaced	
	2005 Ford F-150 4x4	Replaced	
	2012 Cat 416E Backhoe	Replaced	
	1998 John Deere Tractor	Replaced	
	1998 Case Loader	Replaced	
	2003 Toro Mower	Replaced	
100		2009 GMC Sierra	
103		2008 Chev Silverado	
104		2003 Freightliner Argosy	
107		1989 International SA2- attached equipment: Sander and plow	
109		2012 John Deere Loader	
110		2013 John Deere Backhoe	
111		2013 New Holland Tractor	
112		1976 Massey Ferguson Tractor	
114		1956 Sicard Sweeper	
115		20010 Toro	
116		2010 4.5 yard Sander	
117		2011 1.5 yard Sander	
118		2009 Rear snow blower	
119		2008 Bat wing mower	
121		2000 Yellow International Dump Truck	
122		2001 Command Post	
123		2013 Chev Tahoe 4x4	
124		Kubota M1085 Tractor	
125		2015 GMC Sierra 2500 not extended cab - attached equipment plow \$8,500	
126		2015 Kubota zero turn	
127		1999 International	
128		2016 Trailer - 24 foot	
129		2016 Trailer Black 40' Heavy Duty with spring axles	
130		Load King Fork Lift	
131		Gator	

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Public Awareness/ Education



- School tours
- Community presentations
- Public Information strategies

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Community Events



**COPS
For
Cancer**
World Record Head
Shaving Event



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Community Events

Peterborough
Humane Society
Northern Dog
Transfer



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Community Events

Special Hockey International Tournament



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NASCAR Race

Dale Earnhardt Team



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Community Events

 Peterborough Airport

Flying Fortress Week
with vintage, military & civil aircraft on display!

Presented by:


July 10-16, 2017
at the
Peterborough Airport





A Flying Fortress bomber
will be on display July 11-16,
9:00 am – 6:00 pm
Flights available on July 15 & 16
Tickets at:
www.azcaf.org/plane/b17g-flying-fortress/

July 15 & 16
9:00 am – 6:00 pm
vintage, military & civil aircraft
on display

Saturday July 15 and Sunday July 16
See the Loomex jet simulator & emergency exercises,
scenic flights by WM Aero
plus Canadian Owners and Pilots Association fly-in

For more information call (705) 743-6708
visit: www.peterboroughairport.com
@ptboairport

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LOOMEX

Business Development



- Promoting the Airport in North America at conferences, events and with business leads
- Ambassador to potential business leads at Peterborough Airport

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Business Development

SOUTHERN ONTARIO
AIRPORT NETWORK



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Destination Charter Flights

- Operated by Carlson Wagonlit Travel since 2014
- Shared logistics partnership between Airport, Carlson Wagonlit, and Loomex
- Public exposure for the Airport
- Hassle free vacation experience



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LOOMEX

Loomex carrying the Peterborough Airport Message Across Canada

- Our Training and Consulting Division works across Canada with Airports, Municipalities, Aerospace sectors and Institutions
- Key messaging promotes the Airport and its business opportunities



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The Loomex Building

Our investment at the Airport,
to attract business and people
to the Airport



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Our Facility Offerings



Studio YPQ Amenities

22,000 square foot facility
Prime locations at Peterborough Airport (YPQ),
close to main terminal
10 minutes from downtown Peterborough,
2 minutes from Highway 115
Bright and Spacious
14 foot ceilings
Fully accessible building with elevator
Fully sprinklered
Full automatic back up power
Abundant free parking
Breathtaking views of the runway and the
Peterborough landscape



Introductory Rental Pricing Training/Event Room:

\$250.00 per day

\$125.00 per half day/evening (up to 4 hours)

Includes access to WiFi and audio visual equipment
Kitchen access is an additional fee. Ask us for details.



Boardroom:

\$125.00 per day

Includes access to attached kitchenette, access to
WiFi and audio visual equipment.

Kitchen or Small Meeting Area:

\$125.00 per day

Includes dishes for 40 and use of appliances, access
to WiFi and audio visual equipment.

Office, Commercial and Hangar Space

Please contact us for information and pricing.
Prices do not include HST.

For more information or to tour our facilities,
please contact us at:
705.775.5022, info@loomex.ca, loomex.ca

THE
LOOMEX
GROUP



Studio YPQ

A Prime Location at the
Peterborough Airport

- A Unique and Modern Event Space
- Amenities to Suit Any Gathering
- Venue and Classroom Rentals
- Office, Commercial and Hangar Space for Rent

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Economic Impact of The Loomex Group

					Economic Impact	
Year	All Expenses (including labour)	All Revenue / Income	All Capital Expenditures	Total (yr)	Total x 1.5	YEAR
2009	\$855			\$0		2009
2010	\$539,175	\$562,449	\$8,702	\$1,110,326	\$1,665,000	2010
2011	\$556,756	\$572,316		\$1,129,071	\$1,694,000	2011
2012	\$499,131	\$544,868	\$265,347	\$1,309,346	\$1,964,000	2012
2013	\$997,424	\$1,205,811	\$403,572	\$2,606,807	\$3,910,000	2013
2014	\$1,718,795	\$1,843,605	\$867,367	\$4,429,766	\$6,645,000	2014
2015	\$1,688,287	\$1,856,976	\$1,449,604	\$4,994,867	\$7,492,000	2015
2016	\$932,104	\$1,991,304	\$983,562	\$3,906,969	\$5,860,000	2016
	Note:				\$29,230,000	2010-2016
(1) The total economic impact for the company for 7 years (2010 through 2016) is \$29 million.						

Questions?

