



Regional Airport Partnership

Update to Town of Wasaga Beach
February 21, 2012

Presentation Overview



- ▶ Background and Facility Overview
- ▶ Airport's Economic Impact
- ▶ Services to Citizens
- ▶ Business and Financing Model
- ▶ Outlook for the Future

Background

- ▶ Airport is a regional partnership between Wasaga Beach, Clearview and Collingwood and an important part of the area's infrastructure since 1960s
- ▶ Total hangar area is now 118,000 sq. ft.
- ▶ Three new buildings were constructed in 2011, and we now have 52 hangars capable of housing 1 to 12 aircraft per hangar.
- ▶ In 2000 we had approximately 30 aircraft based here; we currently have over 80 aircraft based at our airport.

Facility Overview

- ▶ Located on 392 acres in Clearview Township
- ▶ Under the direction of a contracted professional airport manager
- ▶ Commercial airport
 - 5000 foot paved runway
 - 2400 foot cross wind grass runway
 - 2006 Terminal building with passenger lounge, restaurant, offices, etc.
 - Open 7 x 364 with after hours call out service
 - Real time on site weather reporting

Regional Support

- ▶ A municipal airport is a key economic advantage. Very few communities can offer the combination of quality services, competitive prices and proximity to major markets that our airport does.
- ▶ Our airport is one of the most efficiently operated in the region. We have twice the traffic and one quarter of the operating costs of Lake Simcoe Regional.



Economic Impact

- ▶ North44 Airport Services in business 8 years – 5 employees
- ▶ Short Aviation, aircraft maintenance in business 6 years– 2 employees
- ▶ Future Air Flight School, sightseeing, aircraft rentals in business 13 years – 5 employees
- ▶ Kit Plane builders, aircraft builder, maintenance, in business 5 years – 2 employees
- ▶ Airmotive Technologies, aircraft maintenance in business 4 years – 2 employees
- ▶ Douglas Air, Arial Photography in business 6 years – 2 employees
- ▶ First Class Cafe in business 2 years – 2+ employees
- ▶ Air 44 Helicopter Services in business 1 year – 1+ employees
- ▶ Six Degrees of Freedom Inc. Classic aircraft restoration in business 2 years – 2 employees
- ▶ Eagle Flight Services, flight school new for early 2012 – 3 employees

Primary Runway from the Air



Services to Citizens

The airport plays a critical role in supporting societal needs such as health care, policing and protecting natural resources.

- ▶ OPP
- ▶ RCMP
- ▶ MNR
- ▶ National Defence
- ▶ Air Ambulance/
Medi Vac



Fees and Charges

Overnight Parking	Single	Twin	JET/TURBO PROP over 12500
Without fuel purchase	\$9 + HST	\$15 + HST	\$65 + HST
With fuel purchase	No charge	No charge	\$50 + HST
With hydro	\$15 + HST	\$20 + HST	\$66 + HST

TIE DOWN FEES	Tarmac	Grass
	\$55/mo + HST	\$40/mo + HST

Private hangar land lease is \$0.3725/sq.ft. of hangar plus 4 ft. around the building.

Other Revenue Trends

- ▶ Healthy fuel sales increases year over year
- ▶ 2011 saw 11,883 aircraft movements an increase of over 200 from 2010
- ▶ Approximately 50% of small aircraft flying in Collingwood Regional Airport for pleasure purchase between \$150 and \$500 of fuel per visit.
- ▶ Turbo Props and Jets would typically purchase \$800 to \$6000 of fuel per visit.

2012 Budget

▶ Revenue

- \$557,000 an increase of 2.2%
- Includes \$15,000 from Wasaga Beach and \$25,000 from Clearview Township

▶ Expenses

- \$728,980 a decrease of almost \$54,000 or 6.95% from 2011

▶ Net Effect

- If approved, 2012 Collingwood budget will provide \$171,980 to support the airport.

Future Outlook



- ▶ Upward traffic trend to continue
- ▶ Confirmation for at least 4 new private hangars for construction in early spring of 2012
- ▶ Interest in building a large corporate hangar that would provide a significant economic boost

Future Outlook cont'd

- ▶ New flight school starting in early 2012
- ▶ New GPS approaches and AWOS (Automated Weather Observation System) have been completed that should increase our corporate traffic.
- ▶ We have been approached by several charter operations for the possibility of starting charter service at Collingwood Regional Airport

In Conclusion....

- Airport is a regional economic asset
- Well maintained and professionally operated
- New tenants coming on site. Further business development and new jobs on the horizon.
- Our airport supports tourism, industry and economic development
- Our airport plays an important role in ensuring the health and safety of our citizens
- Your participation continues a tradition of mutual cooperation between our municipalities

