

John C. Munro

HAMILTON  
INTERNATIONAL AIRPORT

GENERAL ISSUES COMMITTEE  
MEETING

August 2015

# HIGHLIGHTS TO DATE



over  
**70,000 ft<sup>2</sup>**

common-use cargo  
centre complete



**15**

weekly flights to  
Sun Destinations  
2015/2016 winter



**94%**

of passengers  
reported a positive  
Airport experience



**AEGD**

555 hectares  
approved for  
development

celebrating



**19 yrs**

City of Hamilton,  
TradePort, Vantage  
partnership

**Vantage**

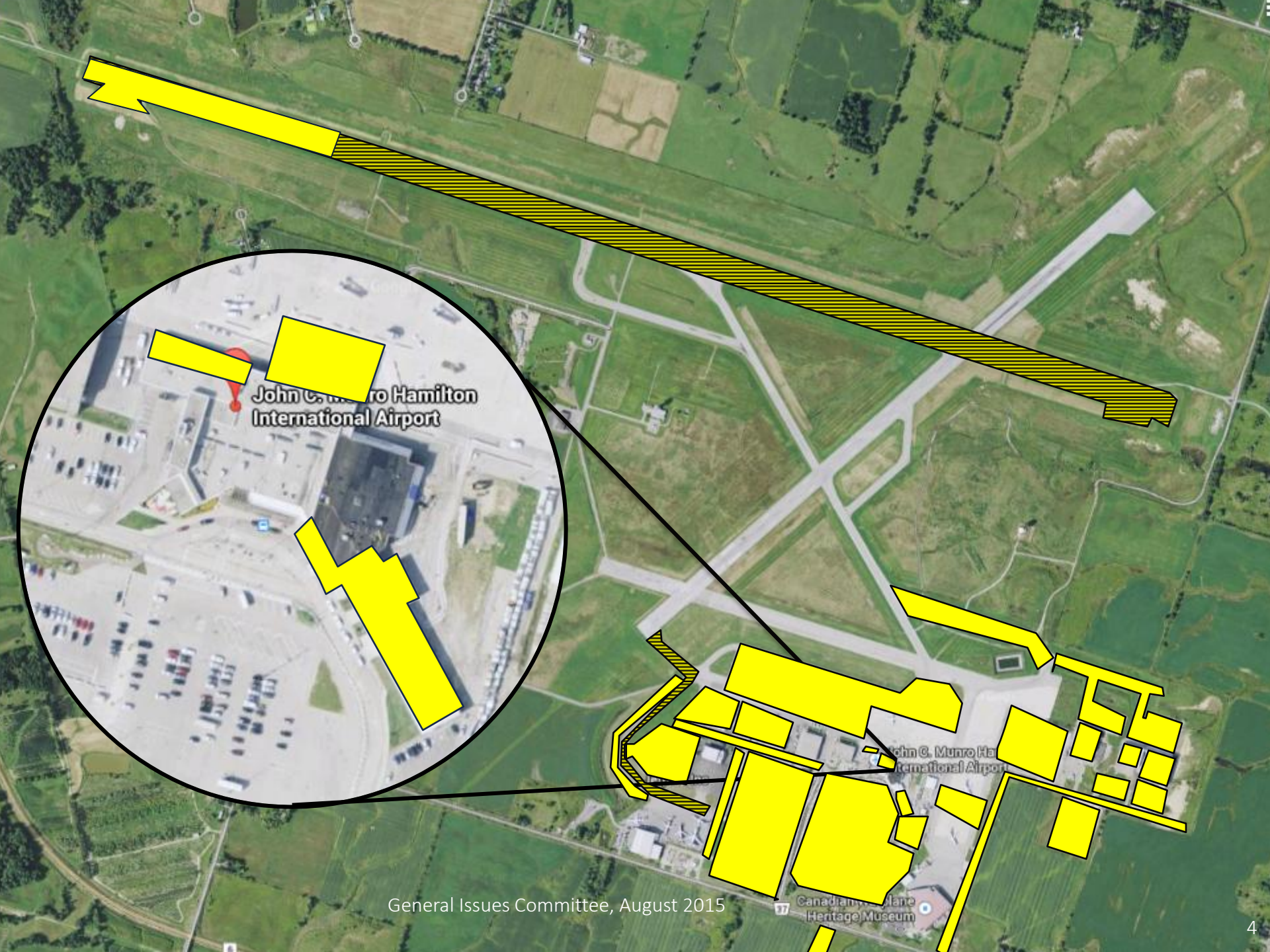


led consortium;  
preferred bidder  
to manage &  
redevelop LaGuardia  
central terminal

# PURPOSE

1. Investment & Development Since 1996
2. Why Aren't There More Flights?
3. Future Airport Growth
4. Summary

INFRASTRUCTURE



John C. Munro Hamilton  
International Airport

John C. Munro Hamilton  
International Airport

Canadian Warplane  
Heritage Museum





General Issues Committee, August 2015





 **HAMILTON**  
INTERNATIONAL AIRPORT  
CARGO CENTRE

**CARGOJET**

9 10 11 12 13 14 15 16 17 18

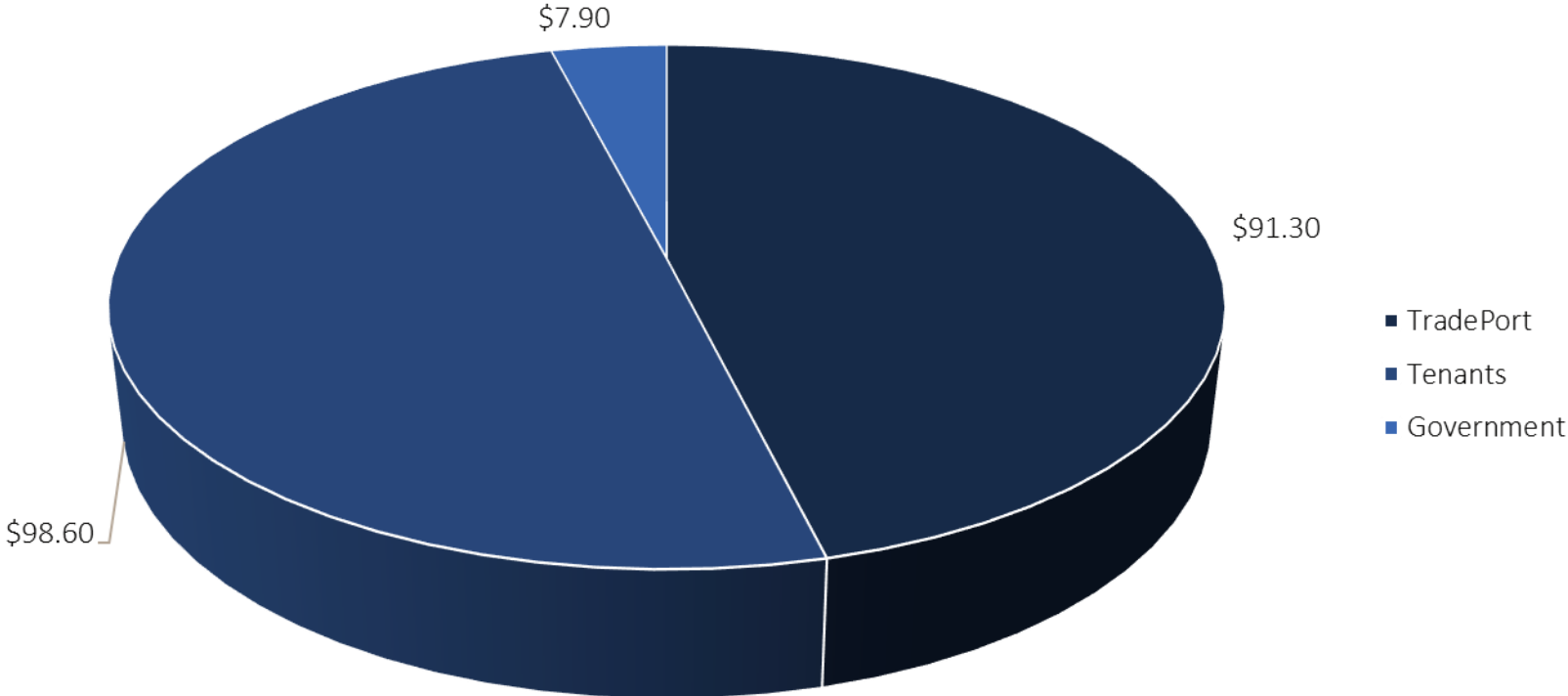
19





# FINANCIAL INVESTMENTS

(1996-2014)



## \$197.9 million

Assets vest 100% to the City at the end of the lease

# VANTAGE INVESTMENT

## People

Employ international best in class practices

Grow management skills and expertise beyond the site level

## Performance

Improve performance and make a difference

Drive a return on investment for the manager and community

## Place

Strong commitment to the community

Airport is valued as economic generator for its city and community

AIR SERVICE



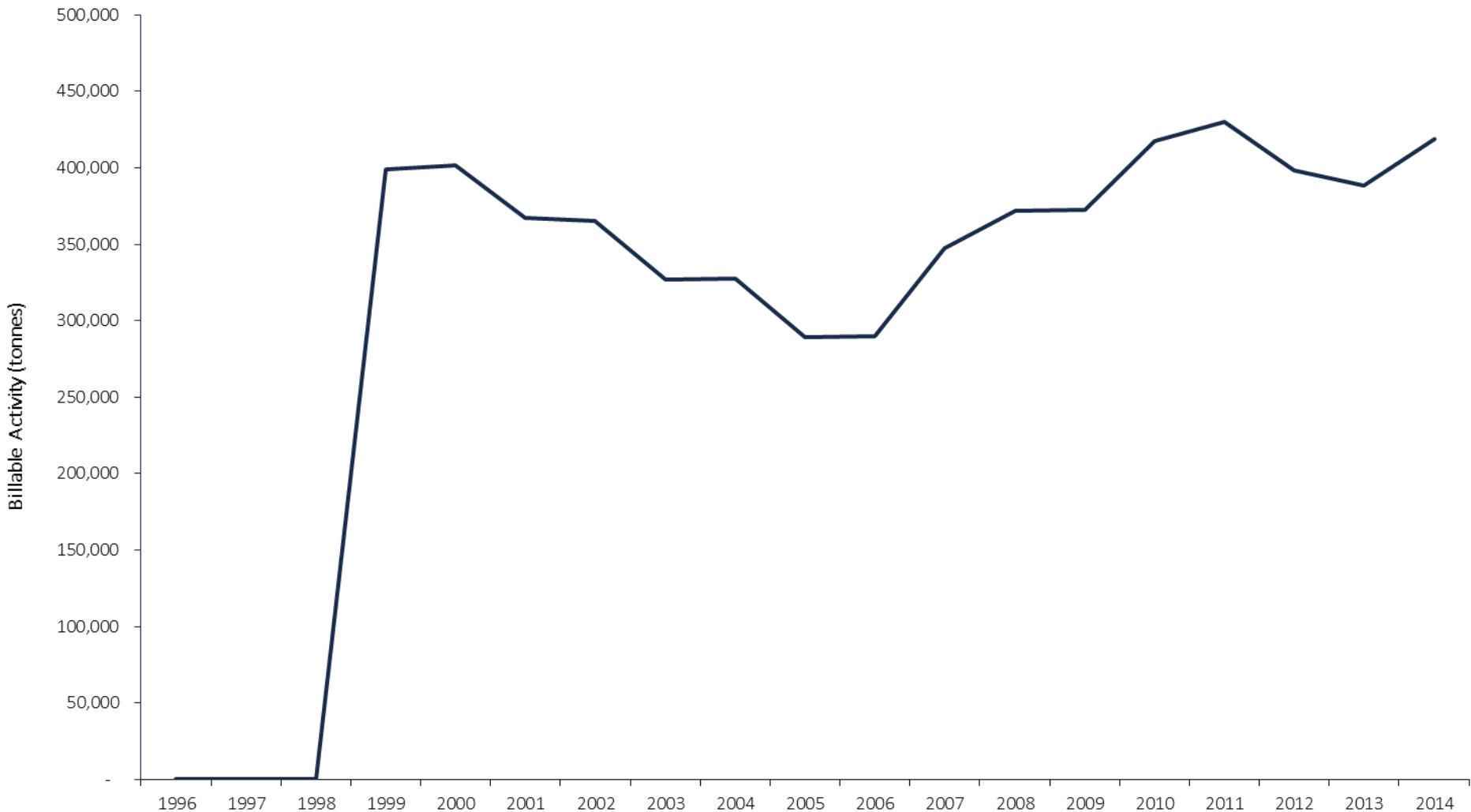
# AIR SERVICES



1996

2015

# CARGO TRAFFIC 1996-2014



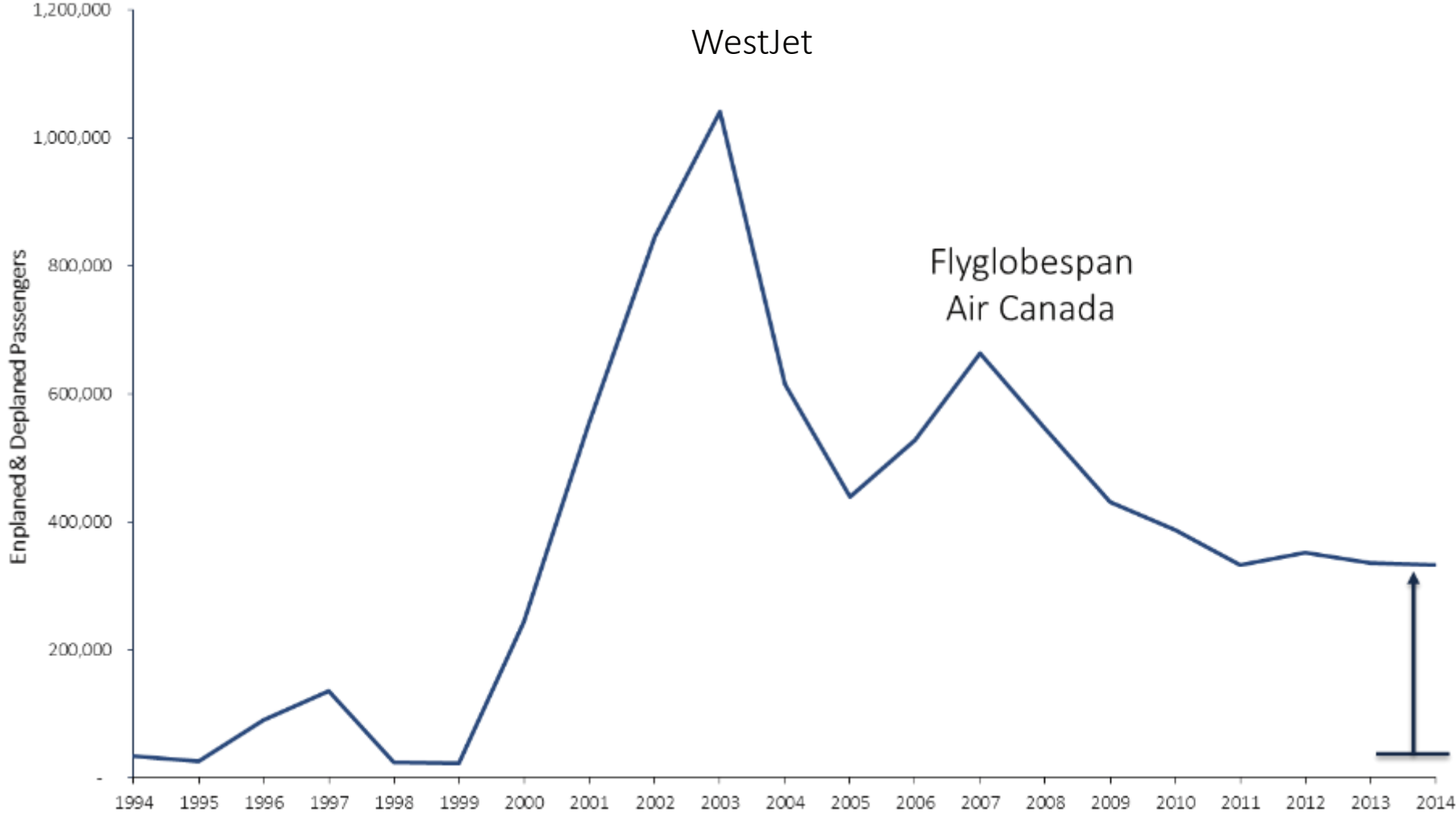
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INTERNATIONAL AIRPORT

Total Billable Weight, 1996 = 34,616

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# PASSENGER TRAFFIC 1994-2014





LOCAL ECONOMY

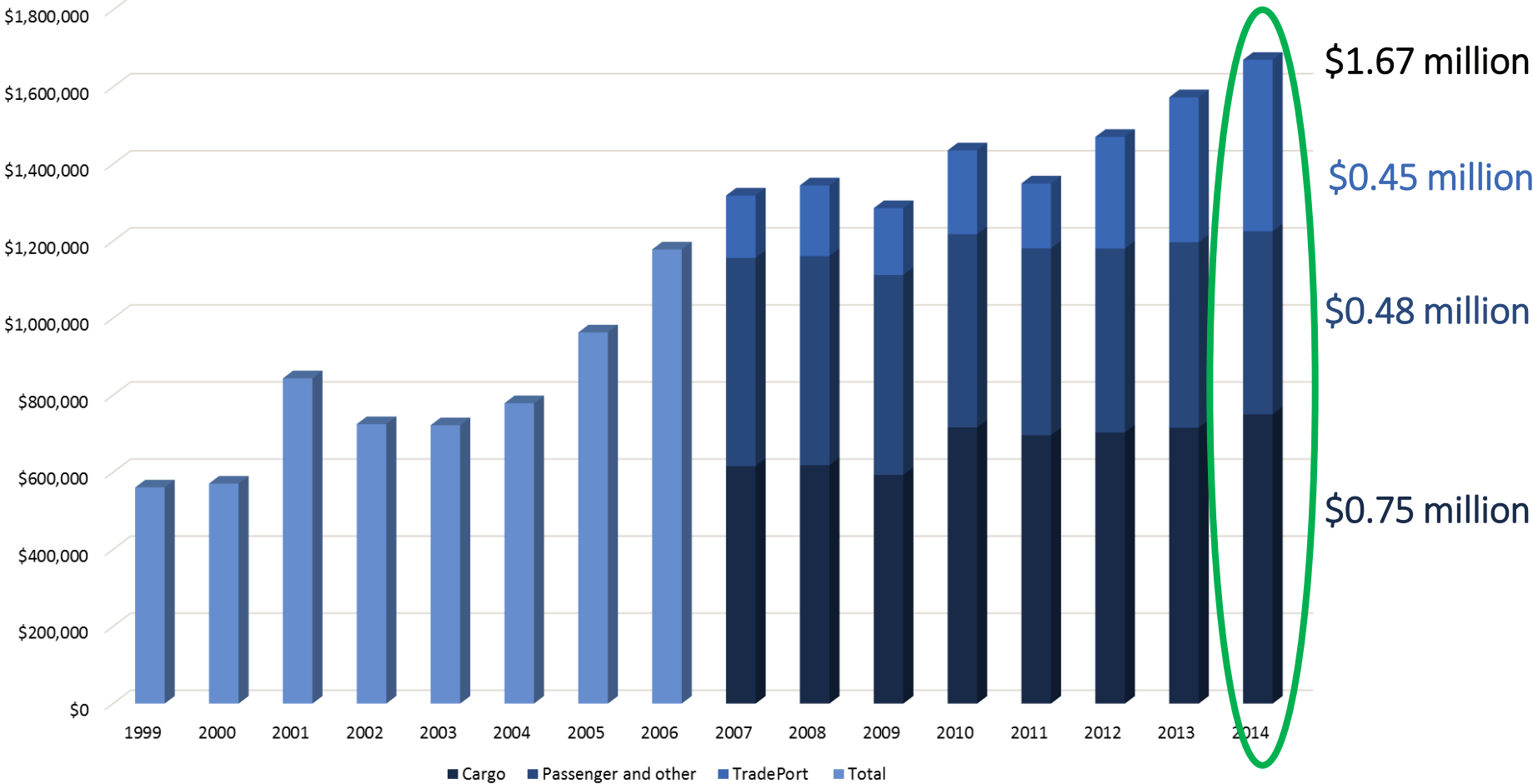
# GROWING THE ECONOMY (ANNUAL)

**JOBS** 2,700 FTE\*

**WAGES** \$151 million\*

**TAXES & RENT** \$1.6 million

# CITY REVENUE: TAXES & RENT





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# AIRLINE COMPETITION

1990'S – 2000'S



TODAY



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# DECISION MAKING POWER

## Carrier Consolidation

Market dominated by two Canadian carriers: Air Canada and WestJet

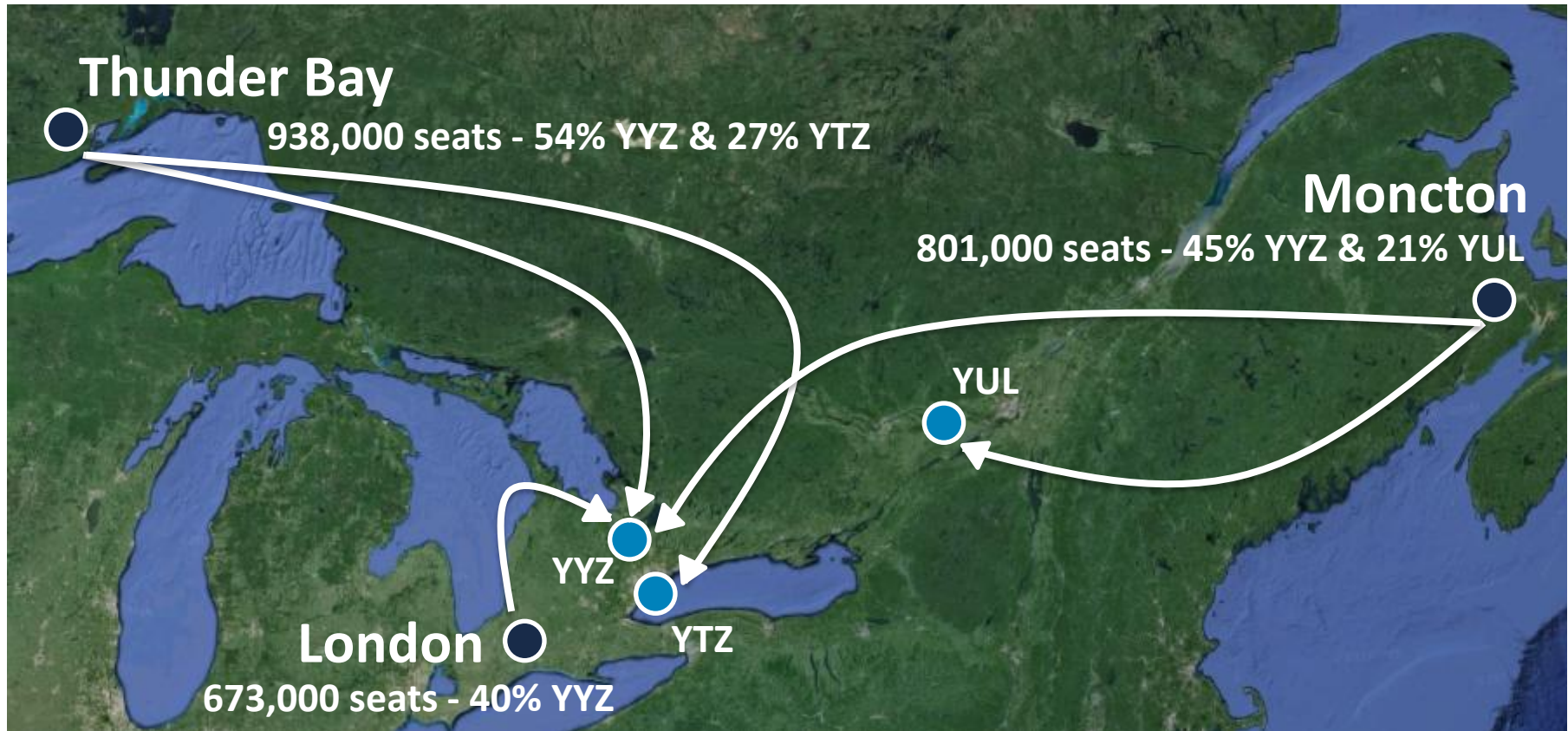
## Competition

Carrier growth is focused on HUB growth and direct competition

## Control

In the current market environment, airports have even less control of market growth

# SERVICE FEEDS MAJOR HUBS



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# OPPORTUNITY FOR SERVICE

*To be the Airport of Choice in Southern Ontario for passengers, airlines, goods movement and service partners*

Understand  
Market  
Opportunity

Retain Existing  
Service

Develop  
Sustainable  
Growth  
Opportunities

# CARGO OPPORTUNITIES

## Retain Existing

Ensure success of existing cargo partners

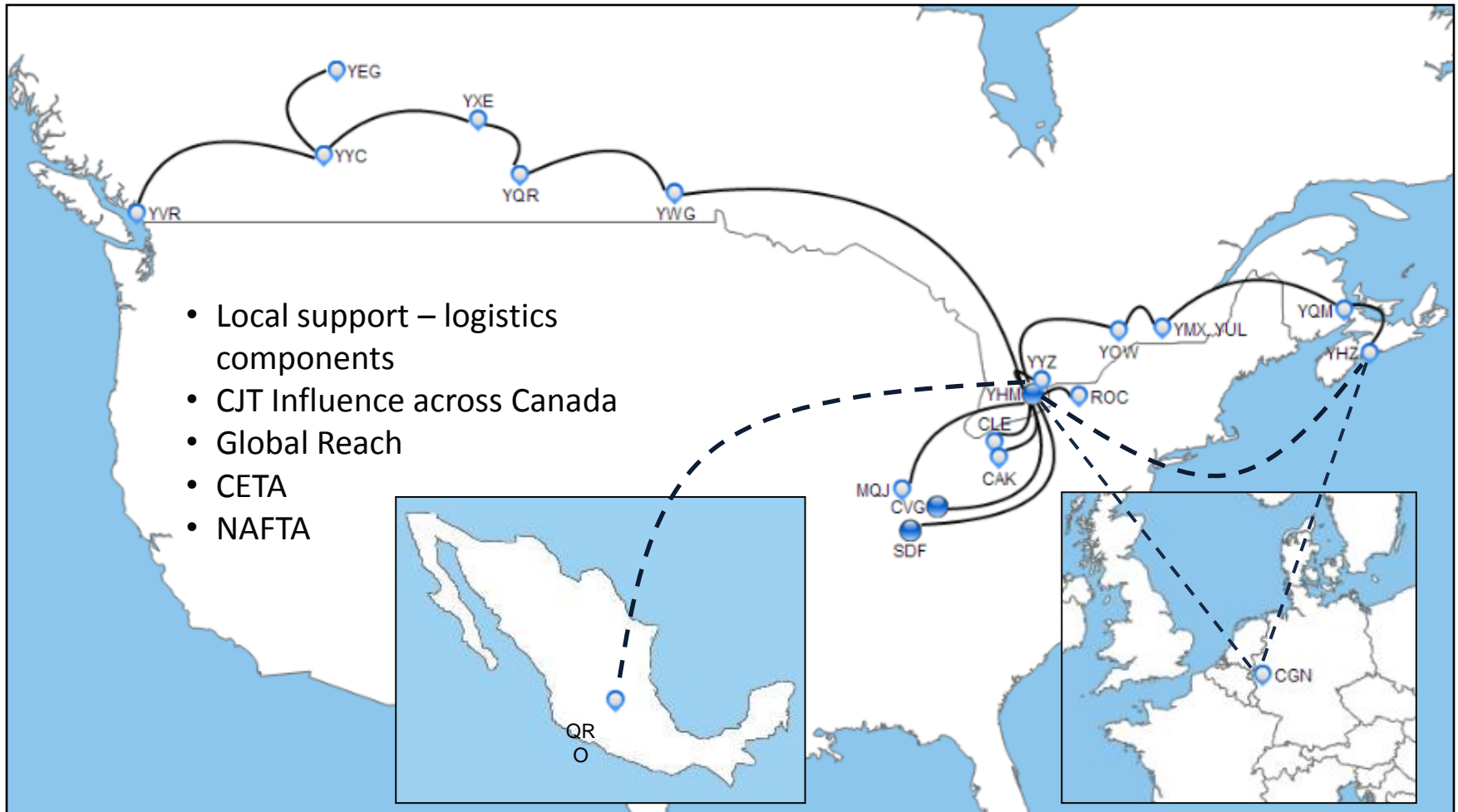
## Cargo Centre Contribution

Maximize efficiency of cargo facility in handling a wide variety of product: general cargo, perishables, live animal and cool handling

## Pursue New Markets

Continued market opportunity in: e-commerce, automotive, floral and seafood, and ad hoc charter services

# CARGO OPPORTUNITIES



# PASSENGER OPPORTUNITIES

## Retain Existing

Ensure success of existing passenger service partners

## Pursue New Markets

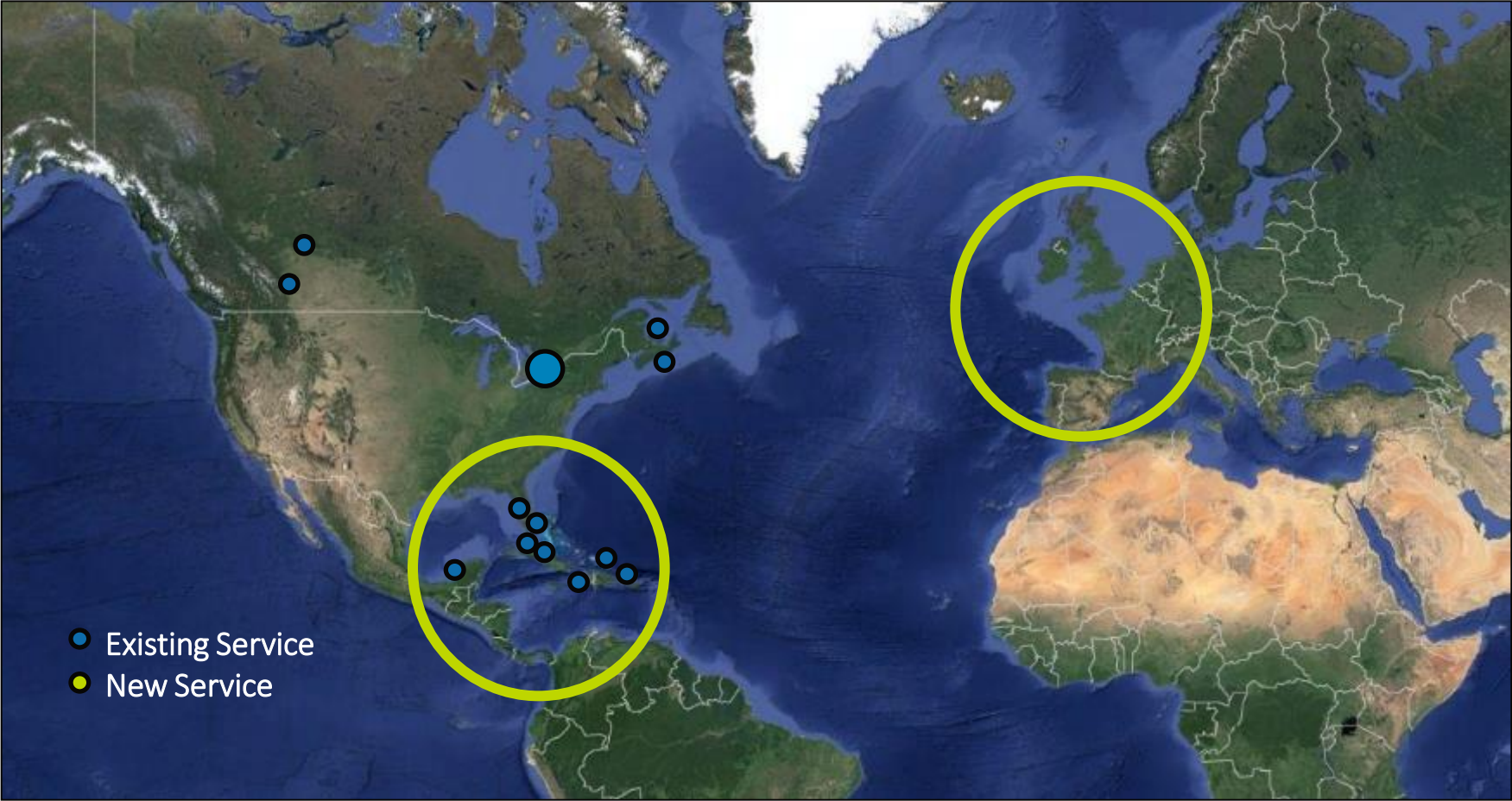
Continued focus on route development understanding current market conditions

ULCCs: position Hamilton as an entry point to the southern Ontario market

## Regional Transportation Strategy

Continued partnership with GTAA on its initiated long term regional airport and ground transportation plan for southern Ontario

# PASSENGER OPPORTUNITIES





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# SUMMARY

Significant Investment & Growth since 1996

Market & Environmental Dynamics Play a Key Role in Growth

Retention, Growth Through Sustainable & Measured Approach

TradePort and Vantage are invested in the Airport and a partner in City Building

# THANK YOU

John C. Munro

**HAMILTON**  
INTERNATIONAL AIRPORT

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