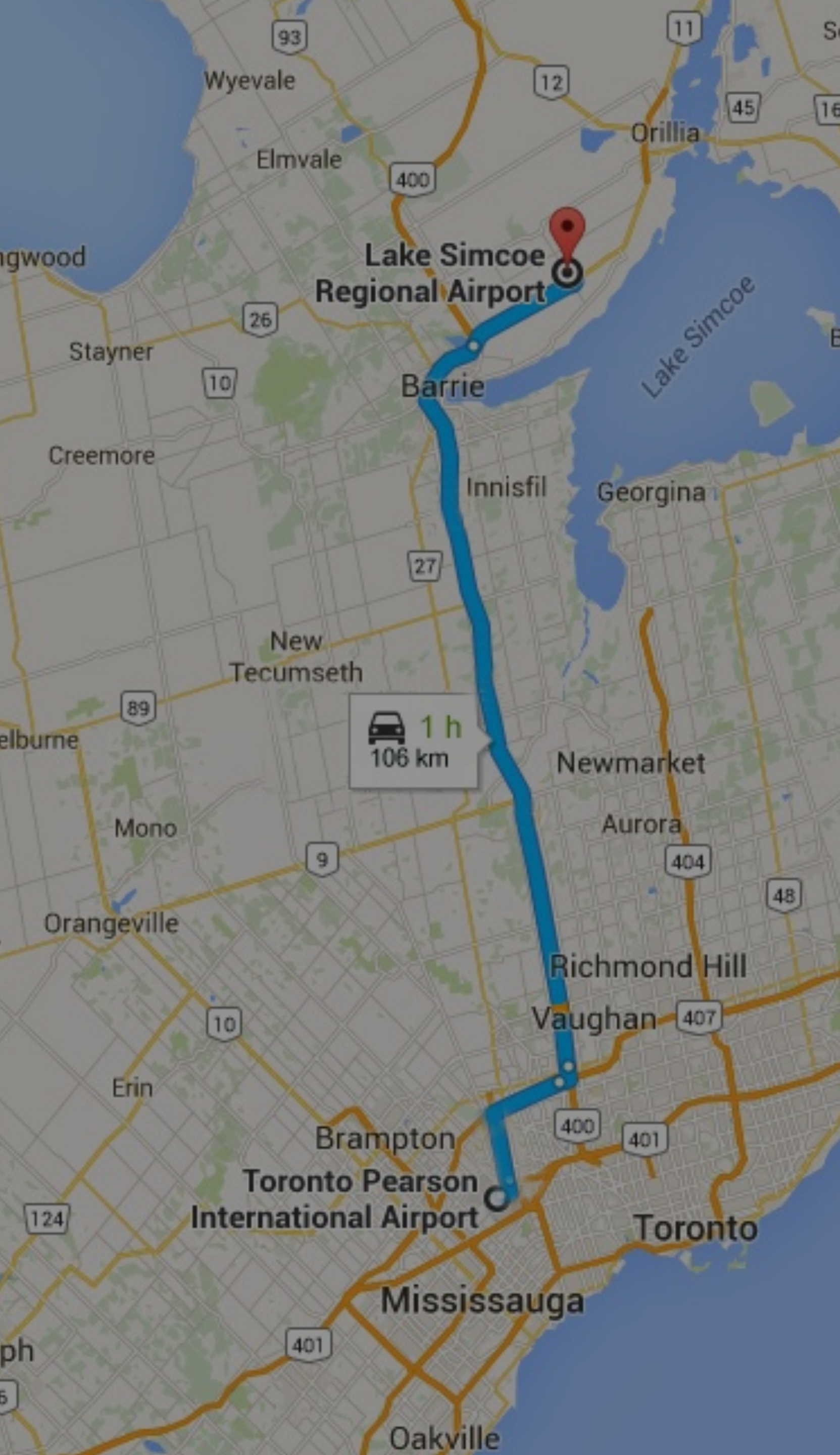




LakeSimcoe  
Regional Airport

CYLS



# BACKGROUND

**CYLS is conveniently located 100km North of CYYZ; adjacent to a major provincial highway and just outside the City of Barrie.**

**The airport is jointly owned by the City of Barrie, County of Simcoe and Township of Oro-Medonte and managed by a municipal service corporation.**

**The airport serves an immediate catchment area of approximately 450,000 people and has a regional catchment area of approx. 1.9 million people with a GDP of \$77B\*\***

SOURCE: C4SE Economic Model, McKinsey analysis

\*\*Regional Catchment area refers to a 90km driving distance from the Lake Simcoe Regional Airport

The City of  
**BARRIE**



LakeSimcoe  
Regional Airport

# AIRPORT TODAY

Primary 6,000' x 100' runway

Overall airport site and lands of 560 acres (owned)

15 fully serviced commercial development lots available

200 acres of additional lands immediately available for commercial development

CBSA Commercial Port-of-Entry for passenger and freight

Cumulative 100,000 sq. ft. of commercial hangar space/businesses

Consistently in the top 5 busiest airports without control towers nationally, per Statistics Canada



# OUR STRATEGY

In 2011, the airport created a Strategic Development and Land Use Plan with a focus on:

- Commercial Business Aviation
- Aircraft Maintenance Organization (AMO) activities
- Maintenance Repair Overhaul (MRO) activities
- Air Service Development

These type of activities not only increase overall revenues at the airport but also provide the airport and the region with increased employment, increased tax base and assist in the creation of economic clusters at the airport and surrounding region.

Provides an economic tool that all communities throughout the region can use for business attraction.

Working towards our strategy, here are some of the accomplishments the airport has achieved throughout the past 12 months...



# AVFUEL

**In July 2015, the Lake Simcoe Regional Airport entered into a partnership with Avfuel Corporation.**

**Avfuel is a leading, independent global supplier of aviation fuel and services with superior brand recognition throughout the world.**

**With a global network of over 3,000 worldwide locations, this strategic partnership will connect LSRA to a diverse array of aviation and fuel services and will create greater growth opportunities at LSRA.**

**Fuel is a significant revenue generator and a vital service to current and prospective airport clients.**



**“We are delighted to welcome Lake Simcoe Regional Airport to Avfuel’s global nexus of FBOs. This is a modern and sophisticated FBO that provides great access to Canada. It is an added plus that the facilities are fully serviced by the Canada Border Service Agency, allowing the airport to accommodate both international passengers and freight as a Commercial Port-of-Entry.”**

**JOEL HIRST,  
VICE PRESIDENT SALES  
FOR AVFUEL”**



Following two years of negotiation, planning and construction, the Lake Simcoe Regional Airport was proud to unveil Ontario's Newest Business Aviation Facility in 2015.

The G & G Jet Centre is a commercial business aviation facility offering corporate aircraft management, hangarage, and maintenance services in one of the most exclusive and secure facilities in the country.

The project consisted of a **34,000 sq. ft. facility** that can accommodate cabin class executive jets and helicopters.

When in full operation, the facility is expected to employ professional pilots, aircraft maintenance engineers, and support staff alike.

The new development represents a private investment of \$4.5 million dollars which was supported by hundreds of local construction jobs.



# ELEVATED AVIATION

A 2015 Investment by Elevated Aviation further enhanced Lake Simcoe Regional Airport's growing segment of commercial and business aviation.

Elevated Aviation is a start-up aircraft management and charter operator focused on providing an alternative to the heavily congested Toronto Pearson International Airport.

In 2015, the group purchased an existing 32,000 sq. ft. hangar at Lake Simcoe Regional Airport.

The purchase was a reinvestment of approximately \$3.3 million dollars into the Lake Simcoe Regional Airport and local region.



# GREATER TORONTO AIRPORTS AUTHORITY

In 2015, the Greater Toronto Airports Authority (GTAA), as part of their strategic plan, initiated work on a study titled “Regional Airport and Ground Transportation Study.”

Toronto Pearson is considered a global hub airport. It is the 2nd busiest airport in North America for international passengers with 41.0 million total passengers in 2015.

By 2033, it is forecasted that Toronto Pearson will reach 65 million annual passengers and 1 million tonnes of freight, putting Pearson near or at maximum capacity.

Well in advance of this capacity cap occurring, the GTAA strategically selected 10 airports throughout southern Ontario to commission a working group to better understand the potential for the creation of a regional airport system similar to that of other major global centers throughout the world.

New York — JFK, Newark, La Guardia, Stewart, Teterboro and Atlantic City Airports London, England: London Heathrow, Stansted, Luton, Gatwick and London City Airports.

“Smart cities  
prioritize airports  
in their growth  
plans”



**Bruce Simpson,**  
Director, McKinsey & Company





# GREATER TORONTO AIRPORTS AUTHORITY

The Lake Simcoe Regional Airport was selected by the GTAA as one of only 10 airports in Ontario to participate in this project.

The strategic selection was based on demographics, strong ground transportation infrastructure (present and future) as well as an evaluation of the airport's ability to handle growth.

Airports participating in this project are:

Lake Simcoe, Hamilton, Kitchener, London, Windsor, Oshawa, St. Catharines, Peterborough, Kingston, Toronto City Centre airports.

Collectively working together with the GTAA, this system of airports is focused on increasing the regional coordination as a multi-airport system. The goal is that each airport will fulfil particular niches, so that the overall air travel capacity and business for the entire region can be optimized to best manage the imminent growth.

**“Growth is coming.  
The time to plan  
for it is now”**



**Howard Eng, CEO**

Greater Toronto Airports Authority

# GREATER TORONTO AIRPORTS AUTHORITY

Moving forward with this project, Lake Simcoe Regional Airport will continue to work with the GTAA, the system of selected airports, and additional stakeholders such as local, Provincial and Federal governments to determine the strengths and opportunities that each airport can provide as part of an airport system.

It has been reiterated by the GTAA that this initiative is not to create a study to be placed on a shelf but to create an actionable plan that will be implemented.

**“Growth is coming.  
The time to plan  
for it is now”**



**Howard Eng, CEO**  
Greater Toronto Airports Authority

# DIRECTION

**2011** – Strategic Development and Land Use Plan

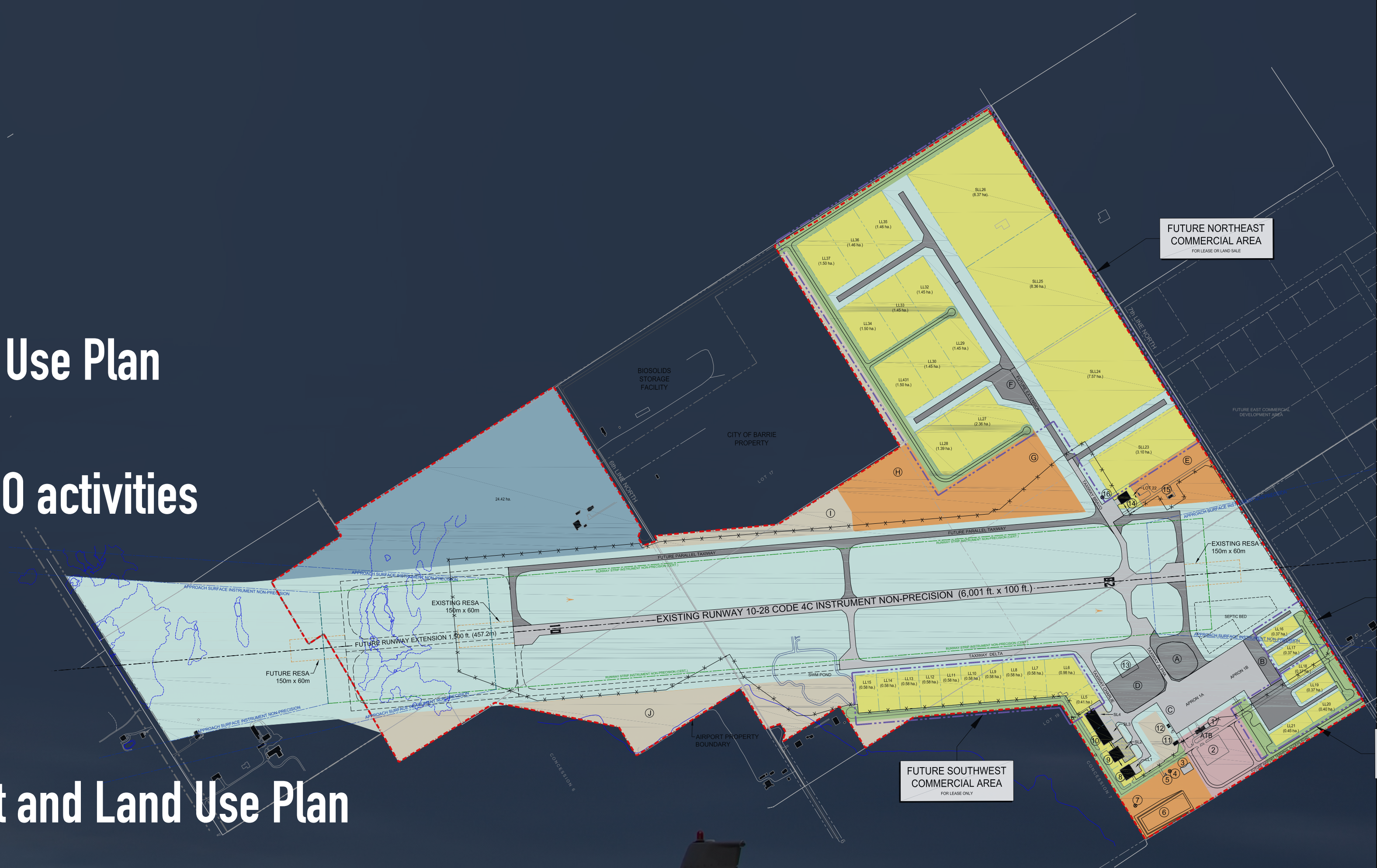
**FOCUS:** Commercial Aviation, AMO and MRO activities and Air Service Development

**2016/2017** – Strategic Development and Land Use Plan Update

Reflect current global market conditions

Master Servicing Plan for future commercial development lands

Leverage growth opportunities with the GTAA



# FUTURE

ESTABLISH CYLS AS...

## A PREMIER COMMERCIAL BUSINESS AVIATION CENTRE

- Expand upon existing commercial business aviation activities and opportunities.
- Provide a synergist environment for MRO and related business through our infrastructure and geographic location to the Greater Toronto Region.
- Continue to pursue air service development opportunities for the immediate catchment area and supplementary relief to outside demographic regions.
- Through a collaborative approach with the GTAA and the system of selected airports to establish a regional airport and ground transportation system to manage the impending growth now and in the future.



LakeSimcoe  
Regional Airport

CYLS