

# **Sudbury Airport Community Development Corporation**

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**Board Report to its Members  
March 22<sup>nd</sup>, 2006**

# **Our Mission Statement**

**To provide first class service and facilities to commercial passengers, commercial carriers and general aviation customers, to promote air travel as an attractive option, and to promote the economic development of Greater Sudbury**

# Our Slogan

**Famous for service, first class facilities**

# Our Key Goals

- Increase passenger volumes by 15% by 2007
- Create an effective working relationship with Jazz and Bearskin
- Improve travelers services
- Improve services for general aviation

# Sudbury Airport Board of Directors

- Terry Kett - President
- Paige Bisset — Vice President
- Ron Arnold
- Ron Dupuis
- Wayne Guembel
- Manfred Herold
- Mark Laberge
- Claude Lacroix
- Jim Marchbank
- Gaétan Marcheterre

# **Governance Model: Individual Responsibility**

## **Board Committees:**

- **Commercial Carrier Relationship**
- **General Aviation**
- **Customer Service**
- **Finance**
- **Audit**

# **Commercial Carrier Relationship Committee**

**Ron Arnold**

**Manfred Herold**

**Jim Marchbank - Chair**

# Secured Sunwing

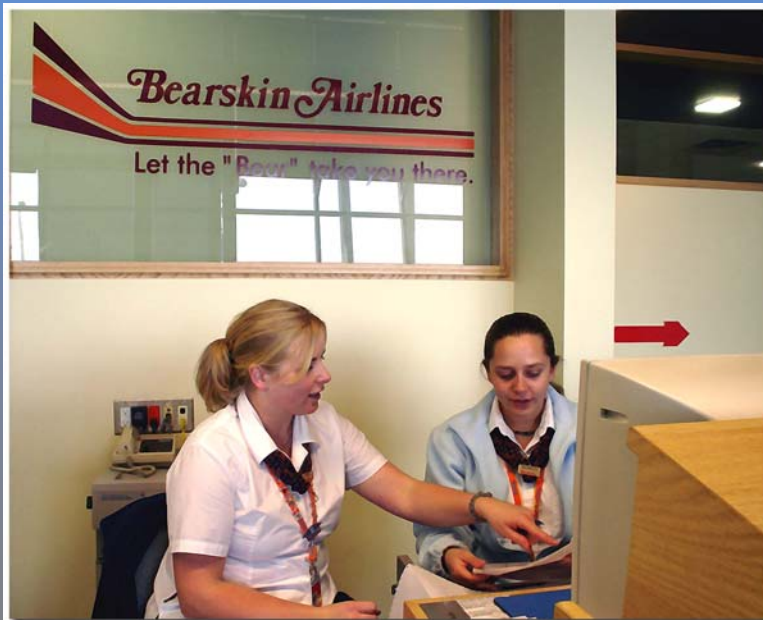
- 13 Sudbury-Varadero flights
- Almost all sold out
- Resolving customs issues
- Future prospects - Mexico and Dominican Republic





# Met with Bearskin Airlines

- Encouraging Sudbury hub
- Encouraging U.S. service
- Seeking East-West improved service



# Met with Air Canada

- Seeking better schedules
- Seeking East-West service
- Encouraging new aircraft charters



# Met with WestJet

- Seeking renewed Sudbury service
- Not likely until new aircraft arrive



# Future Agenda

- Better research
- Build airport volume
- Attract new service, better service



# **General Aviation Committee**

**Gaétan Marcheterre**

**Wayne Guembel – Chair**

# What is General Aviation?



**All non scheduled commercial, private aviation and related service providers**





# **First Annual General Aviation Meeting**

- **Improve G/A services**
- **Foster new development**
- **Centralize G/A traffic**
- **Minimize costs to G/A**

# Fixed Base Operators



Esso

Platinum Aviation

Services



Shell

Northern Aviation

Services





# The Fly In

## Attracting the general aviation community:

**Sudbury: A flight to remember**

By Neil and Margaret Waterhouse

**G**olf Yankee Delta Whiskey turn left for extended base for runway 04 - we have a Cessna 172 on short final, you are number two."

This was our first contact with Sudbury Tower as we descended through 4,500 feet, south of the airport, in-bound from Boltonville.

My wife and I had decided to include Sudbury as a second-leg stop-over on our cross-country drive south of Eastern Ontario,

headed up the stunning eastern shoreline of Georgian Bay.

We slowly climbed to 6,500 feet in the Beech to give plenty of emergency glide range, if needed, and to stay on the Midland VOR beacon which guided us for the first 100 miles of our 200-mile leg to Sudbury.

Perry Sound is approximately half way and so we chose to switch to the Sudbury VOR as we flew by this picturesque little town, and had no problem receiving the VOR signal at this distance and altitude.

progress resulting in an average groundspeed of 75 mph to our destination. No problem when you have the leisurely time and the beautiful scenery to enjoy.

The BE-19 is a joy to fly being comfortable and stable even if it is a little slow and ponderous. We were almost disappointed to leave all this behind as we turned over Comair a few miles west of Sudbury Airport for a long final and gusty approach to the 04 runway.

The airport is easy to find, just east and a little north of the

facilities building. This is where the super friendly VIP treatment started. We received "VIP" kits which included a free pass to Science North, an amazing world-class science centre built into the two-billion year-old rock strata, which is found in and around the Sudbury area - a must see tourist stop.

Ground transport was provided by the organizers and our volunteer driver was an extremely interesting, helpful local member of COPA giving up his busy time to act as guide

Our after-dinner speakers told us about the ambitious plans for future development of the airport followed by an entertaining talk by Garth Wallace who related some amusing and hair-raising tales of his experiences as a flight instructor.

As we flew the last leg of our journey past beautiful Lake Nipissing and down the picturesque Ottawa River to Ottawa we reflected on the contrasts of our journey of just a few days.



# Economic Development

- Phase one apron expansion
- Phase two future commercial expansion



# **Customer Service Committee**

**Terry Kett**

**Paige Bisset**

**Claude Lacroix - Chair**

# Improving Service to the Traveling Public





# Taxi and Parking Services

- Met with taxi operators
- GSA to set new taxi standards
- Improve parking services



# Customer Service Consultation

- Meetings with airport stakeholders
- Customer service survey – travel agents, Sunwing



# Connected Airport

- Internet workstations by FedNor
- Wireless internet services by Vianet
- Flight Information Display System
- Plasma flat screen with satellite by Atlas Copco

# Easy to Find

- [www.city.greatersudbury.on.ca](http://www.city.greatersudbury.on.ca) → Tourism
- Check your flight status online
- Links to [mysudbury.ca](http://mysudbury.ca)

Greater Sudbury Airport Flight Departures - Microsoft Internet Explorer







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Address <http://www.mysudbury.ca/Portal/OurSudbury/Getting%20Here/Air/Flight%20Departures> Go Links SnagIt

## DEPARTURES

Greater Grand Sudbury airport / aéroport

Airline	Flight	Departing To	Time	Status
 Jazz	7808	Toronto	11:45AM	ON TIME
 Bearskin Airlines	377	Sault Ste. Marie, Thunder Bay	1:25PM	ON TIME
 Bearskin Airlines	374	Ottawa	1:35PM	ON TIME
 Bearskin Airlines	422	North Bay	1:35PM	ON TIME
 Jazz	7812	Toronto	1:50PM	ON TIME
 Bearskin Airlines	386	Timmins, Kapuskasing	1:50PM	ON TIME

Done Trusted sites

Start Novell GroupWise - Mailbox Greater Sudbury Airpo...

10:20 AM



# **We're committed**

**"Famous for service, first class facilities"**

# Finance Committee

Paige Bisset

Terry Kett

Mark Laberge - Chair

# Financial Results

Results	2003	2004	2005 Projected Actual
Revenues	\$2,368,610	\$2,904,170	\$3,020,000
Expenditures	2,655,150	2,443,250	2,570,000
Net Profit	* (286,540)	460,920	450,000

\* Air Canada bankruptcy write off and end of West Jet service

# Capital Investment

Major Projects	Year	Cost	ACAP Transport Canada Contribution	SACDC Contribution
12-30 Runway Rehabilitation	2005	3,402,000	2,892,000	510,000
Apron III Rehabilitation	2005	723,000	0	723,000
Equipment Snowplow Truck	2006	165,000	122,800	42,200
<b>TOTAL</b>		<b>4,290,000</b>	<b>3,014,800</b>	<b>1,275,200</b>

# Five Year Financial Forecast

Budget	2005	2006	2007	2008	2009
Trust Balance Start of Year	104,320	(687,680)	(737,810)	(536,410)	(679,100)
Plus: Operating profit	450,000	412,070	415,180	418,310	421,470
Less: Capital financed during year	1,242,000	462,200	213,780	561,000	400,000
Trust Balance Year ending	(687,680)	(737,810)	(536,410)	(679,100)	(657,630)

**Note:** Future year trust fund balances are subject to change once the year capital plan is integrated into the budget

# **Audit Committee**

**Ron Dupuis**

**Board Member**

**&**

**Chris Laking**

**Independent Audit Member**

# Next Step-Development Plan

- Build passenger volume
- Evaluate
  - Runway expansion
  - Apron expansion
  - Terminal improvement
- Take a business approach to the future – do our homework



**SACDC**  
**Board of Directors**



Greater | Grand  
**Sudbury**  
airport | aéroport

