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**PortsToronto Approves Plan to Upgrade and Enhance Passenger Terminal at Billy Bishop Toronto City Airport**

**Wind Turbine Appeal Leaves wpd Spinning**

**Greater Toronto Airways Plans Daily Flights From Toronto to Niagara Region**





## Airport Wants to Become More Active in the Community

Original Article By: Sarah Sobanski, Bancroft This Week, July 29, 2016  
<http://news.amco.on.ca/airporttobecomemoreactiveincommunity>

Bancroft Community Airport (BCA) has a new airport manager and he's looking to raise awareness in the community.

*"We need to raise awareness. When we spoke with [MP] Mike Bossio and [MPP] Todd Smith they said we have to raise awareness in the community and build a case for the airport," said Pat Murdock. "We need to build a brand and create excitement and prove there's a need."*

Murdock said the BCA is looking to expand and become an integral part of the Bancroft community.

*"We've got to do something with the town. We've got to create jobs for young people. We think with the airport, airports create jobs," said Murdock. "The most important thing that the airport does and can do is providing a facility for emergency services for our community."*

A different option is to develop and expand the airports facilities. The airport has already invested in a better fueling system to speed up the delay of airplanes, especially emergency services aircraft, on the ground. It has also invested in solar panels to help fund the airport. The panels have already paid for themselves, returning both initial investments and interest to the members of the airport who funded them. BCA is mostly run on membership fees and solar power revenues.

Murdock also wants to see the airport runway paved. He said the current gravel laneway can be unattractive to pilots with newer planes.

## Algonquin Highlands Applies for Airport Solar Project

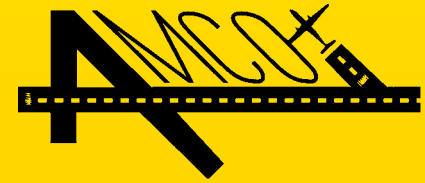
Original Article By: Chad Ingram, The Minden Times, Oct. 27, 2016

<http://news.amco.on.ca/algonquinhighlandsappliesforsolar>

Algonquin Highlands township will submit an application to the province's Independent Electricity System Operator for a solar feed-in tariff (FIT) project at the Stanhope Airport.

The roof-mounted, 320-kilowatt project would garner the township about \$75,000 a year in revenue.

*"We have a better chance on the airport project to select a Tier 3 price reduction," chief administrative officer Angie Bird told councillors.*



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## Air Cadet Program Lifts Off at Brantford Airport

Original Article By: Colleen Toms, Brant News, Aug. 25, 2016  
<http://news.amco.on.ca/aircadetprogramliftsoffinbrantford>

Local air cadets were flying high during a two-day aviation program at the Brantford Municipal Airport on Tuesday and Wednesday.

About 28 members of the 104 Starfighter Royal Canadian Air Cadet Squadron aged 12 to 18 had an opportunity to get up close and personal with aircraft and pilots while camping out on the grounds of the airport.

The program was a joint effort of the 104 Starfighter Royal Canadian Air Cadet Squadron, the Brantford Flying Club, the Canadian Owners and Pilots Association (COPA) and businesses like Brant Aero, Solarship and Gilbert Custom Aircraft that operate at the airport.

Brantford Flight Centre general manager Heather McNally said the collaboration with Brantford's air cadets made a lot of sense.

*"In the last two years we have been trying to connect with the 104 Starfighter Squadron in Brantford," McNally said. "They are air cadets, but are they at the airport? Their presence was not here at all. Most air cadet buildings are at the airport."*

The flight centre reached out to the local air cadet squadron, making a presentation about the airport and its role in the community.

*"We explained to them who we are and that we could support them and inspire them to get to where they need to go," McNally said. "We sent one of our flight instructors (to the Brantford Armoury) to teach the private pilot ground school last fall."*

That connection led to the formation of the two-day, one-night summer camp that included a whirlwind of activities from downed pilot and rescue simulations to firefighting, fitting cylinders on engines, wing design, aircraft identification, celestial navigation, GPS navigation, drone demonstrations and airspace rules, along with an aircraft pull.

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## Niagara Region Explores Getting Into Airport Business

Original Article By: Paul Forsyth, Niagara This Week, Sept. 6, 2016

<http://news.amco.on.ca/niagararegiongetsintoairportbusiness>



While regional staff were recommending the Region support in principle joining with the local governments in St. Catharines, Niagara Falls and Niagara-on-the-Lake in joint governance and

funding of the Niagara District Airport in Niagara-on-the-Lake, regional politicians on Tuesday opted to support in principle the idea of the Region taking on the sole responsibility for operations and governance of both that airport and the Niagara Central Dorothy Rungeling Airport on the Pelham-Welland border.

That still needs to be ratified by the full regional council.

After a review of Niagara's two airports as directed by regional council earlier this year, regional staff recommended against the Region being involved in governance of the Niagara Central Dorothy Rungeling Airport on the Pelham-Welland border.

Niagara's two airports are currently run by airport commissions on behalf of the local towns and cities that fund them.

## Lake Simcoe Regional Airport Taking Off With Corporate Clients

Original Article By: Janis Ramsay, Barrie Advance, Aug.25, 2016

<http://news.amco.on.ca/lakesimcoetakingoffwithcorporateclients>

Lake Simcoe Regional Airport general manager Mike Drumm grins like a kid when he looks at a \$50-million airplane parked on the tarmac.

The plane was cooling its jets after arriving from Dublin, with actor Tom Hanks on board.

Another plane on the tarmac was waiting for musician Don Henley to arrive after playing at Casino Rama Monday night.

They are just two examples of how our area's little-known airport is holding its own.

"We get jets in from all over the world," Drumm said Tuesday morning minutes after a B-17G bomber plane

landed from Arizona and a Department of National Defence helicopter approached the landing strip.

"We always did get (worldwide traffic), but it's happening more frequently with the expansion. Our volume is increasing on a regular basis."

Using the call letters CYLS, the airport on Oro-Medonte's Line 7 north is seeing the payoff of a \$13-million expansion in 2013.



AMCO would like to extend congratulations to Mr. Moe Fenelon on his retirement from the MTO on November 30, 2016. Thank you, Moe, for everything you contributed to Ontario's Airports!



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## Sixth Annual Sky Harbour Modelers Radio Control Air Show Takes to the Goderich Skies

Original Article By: Goderich Signal Star, Aug. 9, 2016

<http://news.amco.on.ca/modelerscairshowingoderich>

The Goderich Municipal Airport is set to be busy with the sound of jet turbines and the roar of airplane propellers.



The sixth annual Sky Harbour Modelers Radio Control Air Show will kick off Aug. 13 and run through Aug. 14.

Spectators will be welcomed by the Lions parking crew both Saturday and Sunday starting at 9 a.m. Admission is only \$5 per carload with a portion of all weekend proceeds going to the Lions children's camp, Camp Klahanie.

So what's to do? Starting around 9 a.m., the ReMax Hot Air Balloon will be providing rides on Saturday only. Pilots also start flying around 9 a.m., so a balloon rides will provide a great overall view.

If you head to the flight line or static display area near the runway fence, you'll be able to watch pilots go through their start-up procedures then roll down the runway and watch as they maneuver around the sky. Around that same area, the model club will have planes on display and someone will be there to answer questions. Different planes will be featured throughout the day.

At noon is the Radio Control Air Show where you'll see a real smorgasbord of aircraft and featured performers; from planes as simple as foam electric trainers to complex screaming jets!



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# Marketing 101

By: Mike Anthony, Sofa Communications, Oct. 23, 2016

It was a privilege to be a speaker at the recent AMCO gathering in North Bay. Having worked extensively with AMCO on their website as well as their newsletters, I felt comfortable talking about marketing partnerships.

My goal was to remove some of the unknowns people have about how marketing and communication firms work, and how to find one that you can trust. My presentation was meant to be in the vein of someone giving you tips from the inside. You've seen articles or links like that; perhaps something like *"a veteran car sales person tells you how to get the best deal on a car"* or *"a real estate agent gives you the inside scoop on how to find the best realtor."*

When it comes to finding a marketing or communications provider, I believe it comes down to relationships, and finding the right FIT for you, or your organization. FIT stood for 3 simple bullet points:

**"F" - Feel right?** Does it feel like the right fit for you?

**"I" - Is it clear?** Is it clear to you how the marketers work, what they've done in the past, and how they will develop a plan or a solution for you?

**"T" - Try and assess.** Sooner or later you'll pick a firm, but be sure to measure their success, their efforts and their commitment to you.

And I gave some tips to help you find the right marketing partner, whether you are seeking one-time help for a specific project or a long term agency of record. Here is a quick run-down of the points I covered.

If you're using an RFP (request for proposal) keep it as simple and concise as possible. Be sure to cover all your expectations and benchmarks but don't over complicate it. Some RFPs are so convoluted feel like they are asking for your medical records and how you see an ink-blot test!

Be open to new ideas or different ideas. I used the example of a financial institution that initially only wanted some small stand up desk calendars to give to

existing customers. But as our discussion progressed it morphed into a much bigger opportunity! It became an annual fundraising wall-calendar that engaged clients, brought in new potential clients to submit photos for the honour of being in the calendar, gained sponsorship support from their business clients, became a coveted community take-away piece that carried their brand, got media attention through a well written news release, helped a non-profit entity with the fundraising dollars, and subtly let people know that the financial institution creating the calendar charges no service fee for non-profits.



Don't just look at price, look at the agency. What are their values? Do they believe in professional development? Look at their past work and see if it inspires or captures your attention. Are they able to explain their step-by-step process to tackling jobs--do they even have a process?

How do they promote themselves? This can be a real look at just how creative they can be. Since we're "Sofa Communications," I explained how my business card is designed to turn into a small sofa, with just a few quick folds. It impresses every time.

Are they authentic? Meet the people if you can. If possible, more than once; if they are as enthusiastic or as impressive in the second meeting you are likely getting the real deal.

And remember - in today's connected world, distance often doesn't matter. If you like their work, you can work around distance. I used the example of Sofa having been privileged to design and layout the Alumni Magazine for Mohawk College in Hamilton, while we are located in North Bay. We even arrange photo shoots from afar.

So there are a few tips from a marketing insider. Hopefully it's helpful for you. Let me know if you have any questions, and have a wonderful (and busy) holiday season. For more detailed explanations on these points, feel free to contact me at Sofa Communications, at 705-497-7632, or at [mike@sofacommunications.ca](mailto:mike@sofacommunications.ca).

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## Liberals Announce Funding for Kenora, Ont. Airport

Original Article By: CBC News, Sept. 7, 2016

<http://news.amco.on.ca/fundingforkenoraterminalexpansion>

Bob Nault, MP for Kenora, announced an investment of more than \$2 million for the Kenora Airport today.

Nault made the announcement on behalf of Amarjeet Sohi, the federal government's Minister of Infrastructure and Communities.

The project will consolidate numerous airport services in the construction of a facility to house the terminal, CBSA, FBO, and security/screening, Nault said in a press release.

The project will also realign the apron and taxiway to comply with Transport Canada regulations, as well as an airport hangar.

Streamlining airport services would ultimately improve visitors' experience, Nault said, and attract more tourists to the area.

*"As the tourism industry grows, being able to attract new visitors with an improved airport is an exciting step forward,"* Nault said.

## WestJet Returns to Greater Sudbury Airport

Original Article By: Sudbury Star, Nov. 1, 2016

<http://news.amco.on.ca/westjetreturnstosudbury>

WestJet said Tuesday it will begin daily service between the Greater Sudbury Airport and Toronto Pearson International Airport starting Feb. 3.

Operated by WestJet's regional airline, WestJet Encore, the service will increase to three daily flights in May.

WestJet stopped flying out of Sudbury in 2001.

*"WestJet is enriching lives and liberating Canadians coast to coast from the high cost of air travel,"* Bob Cummings, WestJet Executive Vice-President, Commercial, said in a release. *"As Canada's low-fare leader, we are offering residents of Greater Sudbury the opportunity to fly more affordably and connect seamlessly into our expanding national and international network."*

*"With as many as 115 daily departures available via Toronto Pearson - more than at any other airport in our network - these flights perfectly match the needs of both business and leisure travellers. Combined with the extended reach of our more than 40 airline partners around the world, getting around just got a whole lot easier for northerners."*

Marc Serré, Nickel Belt MP, said he was pleased to see the airline return to Sudbury.

AMCO would like to congratulate Billy Bishop Toronto City Airport on being named a Top International Airport in Conde Nast 2016. Read more at <http://news.amco.on.ca/bbtcanamedatopintlairport>



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## PortsToronto Approves Plan to Upgrade and Enhance Passenger Terminal at Billy Bishop Toronto City Airport

Original Article By: Sarah Sutton, PortsToronto, Oct. 13, 2016

<http://news.amco.on.ca/portstorontoprovesupgradetobbtca>

After several months of consultation, PortsToronto, owner and operator of Billy Bishop Toronto City Airport, has approved plans submitted by Nieuport Aviation Infrastructure Partners (Nieuport), owner and operator of the airport's passenger terminal, to undertake upgrades and enhancements to the terminal at the airport. Preliminary plans and renderings have also been presented to key government agencies and stakeholders and can be referenced here.

The plans include increasing the terminal's footprint to accommodate the airport's growth since 2010, when the terminal was built, and to further enhance its world-class passenger experience. Specific improvements include reconfiguring offices and administrative areas to accommodate passenger processing needs in anticipation of a U.S. Customs and Border Protection preclearance facility at the airport as previously announced by Prime Minister Trudeau and President Obama in March 2016. The enhancement project will also add more space in both passenger lounges, thereby enabling more seating and additional amenities such as retail, food and beverage services. Overall, the changes will add approximately 2,500 square metres to the terminal, with the majority of the increase being in the passenger lounges. Nieuport will also add an 11th gate to increase the terminal's operational flexibility and efficiencies during peak travel periods and weather events.

## Wind Turbine Appeal Leaves wpd Spinning

Original Article By: Gisele Winton Sarvis, theenterprisebulletin.com, Oct. 8, 2016

<http://news.amco.on.ca/windturbineappealpositiveforcollingwoodairport>

The plan for wind turbines in Clearview has been suspended.

In the David and Goliath battle between the small municipality of Clearview and the Government

of Ontario and wpd Canada, subsidiary of an international wind energy company, the little guy won - for now.

The Environmental Review Tribunal (ERT) decision that the appeals were allowed was delivered by Dirk Vanderbent and Hugh Wilkins just after 6 p.m. Friday when the hearing was adjourned.

The ERT ruled that the plans for turbines in proximity of Collingwood Regional Airport and the surrounding areas was proven to be a detriment both to human safety to planes using the airport and well and an environmental challenge to certain species, specifically the little brown bat.

"It's a great win for the Clearview," said Mayor Chris Vanderkruys.

"It's a great win for the County of Simcoe. It's a great win for the Clearview Aviation Business Park around the Collingwood Airport," Vanderkruys said.

"I think this has strengthened our vision of the industrial project and it will be a boom for the economy of Simcoe County," he added.



AMCO would like to congratulate Mr. Todd Tripp on his recent appointment as CEO at the Greater Sudbury Airport. Read more at <http://news.amco.on.ca/newceoatgreatersudburyairport>

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## Greater Toronto Airways Plans Daily Flights From Toronto to Niagara Region

Original Article By: CBC News, Aug. 9, 2016

<http://news.amco.on.ca/gtatoflyfromniagaratotoronto>

Why drive around Lake Ontario when you can fly over it?

Greater Toronto Airways has announced plans to operate daily scheduled flights from Toronto's Billy Bishop Airport to the Niagara District Airport in Niagara-on-the-Lake.

The company, which also flies from Toronto to Collingwood and Muskoka, intends to use eight-seater executive-style planes for the flights.

The flight schedule is geared toward commuters with an 8:30 a.m. departure from Niagara District Airport and a return flight from Toronto at 4:30 p.m. The service is set to begin on Sept. 15.

"We can do the flight in about 12 minutes," says Chris Nowrouzi, CEO of Greater Toronto Airways, a private airline that provides flyers charter and sight-seeing services to locations in Canada and the U.S.

"Our goal is to grow from just connecting Toronto and Niagara Falls, to then Toronto and Collingwood, and Niagara Falls and Collingwood. Muskoka after that. Then we want really to focus on the townships that have to drive through the traffic to get to Niagara district or to downtown Toronto," he said.



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## From the Desk of the Executive Director

### Up Next at AMCO

Thank you to WSP and all of the sponsors of the 31st Annual Convention and Tradeshow hosted by North Bay Jack Garland Airport. With your generous support AMCO was able to host another record breaking convention with many new airports and businesses represented for the first time. We are also very excited to tackle our first equipment rodeo and largest tradeshow ever next year at the Region of Waterloo International Airport for the 32nd Annual Convention and Tradeshow.

As many of our airport members prepare themselves for winter operations and the challenges that come ahead AMCO was busy planning the 2017 year at our annual fall planning session. We are excited for the opportunities and challenges presented with events planned in Dryden and Waterloo and many members requesting training in their regions. If you are interested in any of AMCO's planned events or would like to enquire about training please contact Association Coordinator, Laura McNeice.

AMCO will also be working hard to represent our members next year with representation on many committees and working groups. Past President, Stephen Wilcox, will be maintaining the AMCO seat on the Nav Canada Advisory Committee representing a voice for airports. Treasurer, Terry Bos, will continue to represent our northern regions on the Northern Ontario Multi-Modal Transportation Strategy. Southwest Regional Director, Chris Wood is monitoring TALPA working groups and developing changes to runway condition reporting. Vice President, Duane Riddell, has committed to maintaining his involvement in the Small Airport and Aerodrome Working Group and we are busy planning a round table discussion with the working group members this spring in southern Ontario. With the province deciding not to approve any more wind turbine projects for the foreseeable future the Wind Turbine Working Group will be monitoring the Long Term Energy Plan in order to ensure protections for our member airports. If you have any questions about the commitments of the association or have any recommendations to the Board of Directors I encourage our members to contact the AMCO office or their regional director.

Finally, I would like to congratulate our new President, Mike Karsseboom, Vice President, Duane Riddell, and Treasurer, Terry Bos on their elections to the AMCO Board of Directors. With their combined leadership experience AMCO can continue to strive to realise our vision of leading Ontario's airports and aerodromes to be the safest and most efficient in the world.

Warm Regards,

Aaron Lougheed  
Executive Director, AMCO





# Airport Management Council of Ontario

NOVEMBER 2016

Volume 5, Issue 4



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## AMCO Quick-Strip Links

**District Continues to Explore Opportunity for Scheduled Passenger Service at Muskoka Airport**  
<http://news.amco.on.ca/muskokaexplorespassengerservice>

**Airport Focuses on Strategic Plan**  
<http://news.amco.on.ca/ssmaairportfocusesonstrategicplan>

**Airport's Secondary Runway Reopened After Major Overhaul**  
<http://news.amco.on.ca/tbairportsecondaryrunwayreopened>

**Waterloo Region is Hopeful New Airlinks Will Boost Business**  
<http://news.amco.on.ca/waterlooregionhopefulfornewairlinks>

**Charities Benefit From Annual Air Show**  
<http://news.amco.on.ca/charitiesbenefitfromairshow>

**Pearson Airport Enhances Passenger Experience in Terminal 3**  
<http://news.amco.on.ca/pearsonenhancesterminal3>

**Record Numbers Fly Through London Airport**  
<http://news.amco.on.ca/londonbringsinrecordnumber>

**Cornwall Regional Airport Receives Support for Expansion**  
<http://news.amco.on.ca/cornwallreceivesfundingforbusinessplan>

The Airport Management Council of Ontario was formed to represent the interests of airport owners and operators. The AMCO Newsletter, *The Airport Environment and You*, is distributed quarterly to members and the airport industry as one method of disseminating information.

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Writer and Editor: Laura McNeice

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