

Kincardine Municipal Airport

Report to Council from the Airport Service Provider (ASP) September 27, 2023

Mayor, Council, and Staff

Introduction:

PHOENIX (AMG) Airport Management Group INC

(PHOENIX) is a Management/Consultant Firm that was hired on April 1, 2019 as the Airport Service Provider (ASP) for the Kincardine Municipal Airport. PHEONIX is an Ontario based company which operates airports under contract by utilizing its own staff and in certain instances our own equipment to manage and maintain airports. As each airport contract varies, we adjust our crew to best meet the needs of the contract. Currently at the Kincardine Municipal Airport we work with our partners and municipal staff in sharing outside maintenance duties, also looking after keeping all the licensing, Transport and Nav Canada documentation current as well as inspections and marketing the airport to potential clients. Some of our achievements at the Kincardine Airport have been bringing in the Cheesy Monkey Food Trailer which operates from May till October and draws in aircraft to dine at the airport as well as local traffic and tourists. Supervised the installation of the AWOS weather system to support pilots flying into the airport as well as passing through our flight zone. This device offers information over the web as well as transmits data to pilots in the air to assist with current conditions. Items it performs are Visibility, Wind Speeds and direction, Altimeter settings, Cloud layers and heights, and Temperature.

PHOENIX updated the GPS Approaches to the runways for the airport which is a more modern way of planning your route and assists dramatically in poor weather conditions. The Medivacs in particular, use our approaches if they can not safely fly direct to the Hospital Helipad making it vital in the case of an emergency transfer.

PHOENIX worked with the contractor to upgrade the mandated changes to the fuel system for tracking fuel levels and purchases of fuels by self serve.

PHOENIX supervised the crack sealing of runway 05 23 that runs north and south and that sealant has held up very well extending the life of the pavement.

PHOENIX continues to search for a Flight School to set up at the airport and we have a school now interested to run a training school, charter flights, sight seeing tours, in and out of Kincardine to local areas and destinations in Canada.

PHOENIX is currently working on its second, three year term as ASP for the airport and continues to move the airport in a direction to make it a more desired destination for private and commercial flights.

PHOENIX continues to work well with Municipal Staff to achieve yearly Budgets, and planning for the future with both a five, and ten, year plan. Continuity of our company over the long term will prove to achieve goals set out to assist in sustaining the airport as a valuable economic driver for the area in attracting businesses as well as tourism.

Airport Report:

The airport continues to be an economic development driver for Kincardine. While business executives today have too maximize their time when travelling, airports see more and more use of local airports to have existing and future developers come to the area to expand their businesses, and the need to create jobs for residents. The first thing they ask is “Do you have an airport?”.

During the pandemic we witnessed more people flying on private aircraft instead of the larger airlines to remain safe and enabled them to continue moving forward with their businesses. Now in 2023 we still see this continuing as well as a strong recovery for future expansion of economic opportunities in the area.

Fuel sales although typically slow in the winter months have maintained a good balance in 2023 than 2022 in the same quarter. We see that growing as we move into the summer and better weather. Talks continue with a Flight School to have them operate from the Kincardine Airport teaching students to fly, charter work to and from Kincardine to other destinations in Canada, providing aerial sight seeing tours for businesses and the public which spins off to local eating establishments, hotels and stores from

tourists visiting the town and area as well as creating jobs for administration and Instructors. We will continue to see a significant increase in fuel sales when they become operational in the coming months.

The airport continues to support the local Hospital and EMS when Flights need to be arranged for Helicopters or Fixed Wing Aircraft are needed to land at the airport because of poor weather or requiring support from us such as fuelling or landing at the airport instead of the helipad due to high winds or low cloud and fog. Getting patients to London, Toronto, or some other hospital means valuable time to a critical patient in need of medical attention.

The potential for three New Hangars has been proposed by individuals for the airport which will increase revenues for land leases and perhaps house commercial as well as privately owned aircraft generating more fuel sales. A local Food trailer business is set to begin its 3rd season in May employing residents to staff the operation. It will be open till the end of September.

(The following events are mentioned as they have already taken place).

Planning for events at the airport has been ongoing, working with local tourism and deciding on which events to have this summer at the airport. One event moving forward is the local Cruise Night which is typically downtown but is moved this one time this summer to the airport for Saturday August 5, 2023.

The annual Trillium Fly In will be on May 31, 2023 which brings in a wide variety of aircraft and will be on static display having 24 to 50 planes. Public parking will be available. Follow the Municipal events Calendar for times.

Another Event that has been chosen is our annual Walk the Runway Event for Charity supporting the Local Food Bank and other causes. The date for this event will be announced next month. Talks are underway to host two other aircraft events as well as an open house for the airport which will encourage the public to attend and see our facility. Annual maintenance has been successful and crack sealing on runways and taxi ways are holding up well.

Recently we have been approached by a Company looking to relocate to our area which is in the Aviation repair business and provides different

support from maintenance and retail for customers in the global market. We will continue to work with these people to see if an agreement can be reached to have them relocate their facility to the Kincardine Airport and utilize local businesses in the area as well as hire local people to staff their operation. We will continue to attract other businesses to the airport for commercial and private use.

Recently on October 18, 2023 the Bruce Nuclear Plant has made a public statement to the media that it intends to expand, and have already registered to file with different groups for their input. Currently we have Charter planes arriving and departing with staff and management from our airport to other destinations in Canada and the USA. With this new expansion we will see added flights as the development is ramped up in the near future, as well over the long term of the facility.

PHOENIX AMG INC (ASP) will continue to work with the Works Department, Tourism, and Economical Development staff in ways to utilize the full potential of the airport and attract new employment and businesses to establish themselves in the Municipality of Kincardine.

Respectfully Submitted,

PHOENIX AMG INC

Airport Service Provider (ASP)

Per:

Stephen Rouse

President/CEO