Airport Advisory Committee AGENDA



| Wedn | esday, N | lovember 15, 2023 | |
|----------------------------|---|--|-------|
| 9:00 a | m | | |
| Airpo | rt Admin | istration Boardroom | |
| Kelow | na Inter | national Airport | |
| 1-5533 | 3 Airport | Way | |
| Kelow | na, BC | | |
| | | | Pages |
| 1. | Call to | Order, Welcome and Introductions - Chair, Mayor Tom Dyas | |
| 2. Confirmation of Minutes | | nation of Minutes | 2 - 5 |
| | Approv | e Minutes of the Meeting of July 26, 2023. | |
| 3. | Reports | | |
| | 3.1 | Opening Remarks - Sam Samaddar, Airport Chief Executive Officer | |
| | 3.2 | Operational Review - Phillip Elchitz, Director, Operations & Innovation | |
| | 3.3 | Commercial, Capital Projects & Air Service Overview - Geoff Ritchie, Director, Commercial & Air Service | |
| | 3.4 | Financial Overview - Shayne Dyrdal, Director, Finance & Corporate Services | |
| 4. | Questions & Wrap Up | | |
| 5. | Termination of Meeting | | |
| 6. | Tour - KF Centre for Excellence, Okanagan Aerospace & Aviation Museum - Paula Quinn, Executive Director KF Aerospace Centre for Excellence | | |

7. Group Photo



Airport Advisory Committee

Minutes

| Date: Time: Location: | Thursday, July 26, 2023 9:00 am Airport Administration Boardroom Kelowna International Airport 1-5533 Airport Way Kelowna, BC |
|-----------------------------------|--|
| Members Present | Chair, Mayor Tom Dyas, City of Kelowna Councillor Ron Cannan, City of Kelowna Loyal Wooldridge, Chair, Regional District of Central Okanagan Chief Robert Louie, Westbank First Nation Paula Quinn, Kelowna Chamber of Commerce Gord Milsom, Mayor, City of West Kelowna Blair Ireland, Mayor, District of Lake Country Louise Wallace Richmond, Councillor, City of Salmon Arm Terry Condon, Councillor, District of Peachland Lesley Cormack, Deputy Vice-Chancellor, UBCO Amber Hall, Greater Westside Board of Trade Grant Stevens, KF Aerospace, Aviation Industry Representative Kelly Watt, Chair, Tourism Kelowna Roch Fortin, Summerland Chamber of Commerce |
| Members Absent | Akbal Mund, Councillor, City of Vernon Julius Bloomfield, Mayor, City of Penticton Krista Mallory, Economic Development Commission Greater Vernon Chamber of Commerce Lesley Cormack, Deputy Vice-Chancellor, UBCO |
| Members Participating Remotely | None |
| Staff Present | City Manager, Doug Gilchrist Chief Executive Officer, Sam Samaddar, City of Kelowna, YLW Director, Finance & Corporate Services, Shayne Dyrdal, City of Kelowna, YLW Director, Commercial & Air Service, Geoff Ritchie, City of Kelowna, YLW Director, Operation & Innovation, Phillip Elchitz, City of Kelowna, YLW |
| Staff Participating Remotely | Legislative Coordinator (Confidential), Clint McKenzie |

2

1. Call to Order, Welcome and Introductions - Chair, Mayor Tom Dyas

The Chair called the meeting to order at 9:03 a.m.

Roundtable introductions were completed by the Committee.

The Terms of reference were reviewed. Parking at the airport was reviewed including the online app.

2. Confirmation of Minutes

Moved By Grant Stevens/Seconded By Loyal Wooldridge

THAT the Minutes of the September 22, 2022 Airport Advisory Committee meeting be adopted.

Carried

3. Reports

3.1 Airport Overview - Airport Chief Executive Officer - Sam Samaddar

Chief Executive Officer:

– Welcome everyone.

- Displayed a PowerPoint presentation.
- Provided an overview of the operations of the airport.
- Spoke to constraints and the issues the airport continues to try and work through.
- As an industry we are not where we need to be. Spoke to connections being missed, NAV Canada staffing issues, gate times, flight scheduling and flight crew shortages.
- Spoke to the workforce and experience levels being lower than pre-COVID.
- Spoke to airline consolidations including WestJet with Sun Wing and Swoop. Net reduction of 49,000 seats to refocus on western Canada. West Jet shifting from a network carrier for the entire country to focusing on western Canada. Their one hub will be Calgary.
- Low-cost carrier side breaking into the Canadian market is not easy. Carriers are entering the market financially leveraged.
- The new Transport Minister, Pablo Rodriguez, was just announced by the Prime Minister during cabinet shuffle discussions.
- Discussed the lack of requirements for NavCan sharing data.
- Discussed 5G and the impacts on airplanes.
- Reviewed greenhouse gas emissions
- The air ambulance contract for Kelowna was highlighted.

Grant Stevens announced that KF Aerospace was the future aircrew training preferred bidder for federal government programming and has received a 20+ year contract training pilots for the Royal Canadian Airforce.

Chief Executive Officer:

- Reviewed YLWs Strategic Goals Optimization & Transformation, Driver of Regional Economic Development, Financial Responsibility, Accountable Leadership.
- Responded to questions from the Committee.

Mayor Dyas requested an update on initiatives moving forward with air service.

Chief Executive Officer:

 Provided examples of concession and food services where 40 staff have increased to 106 with extended hours of operations. Many positive returns since last fall. Spoke to the childcare facility and employee shuttle service being key improvements to continue to have YLW as an employer of choice.

3.2 Operations Update - Director, Operations & Innovation - Phillip Elchitz

Staff:

- Spoke to 2023 Monthly passenger counts with a 30% increase from June 2022 to June 2023.
- Forecast for 2023 passenger counts is 2,032,000.
- Total aircraft movements were reviewed. More movements than YLW has had in the past.
- Airport orthros were reviewed to better understand operations.
- Groundside parking and rental car operations were reviewed.
- Terminal and airside operations were reviewed.
- Airside maintenance and snow operations were reviewed.
- Aircraft firefighting and first medical response reviewed.
- Aircraft operations were reviewed. Kelowna has the most challenging approach in Canada for commercial airline operators due to mountainous terrain.
- Spoke to Aircraft operations innovations working with NavCan on improving RNP approach from the south to allow for a wider range of aircraft to fly the approach during low visibility operations.
- YLW controlled airspace and its optimization was reviewed.
- Reviewed the OCP (Official Community Plan) and interaction with YLW to ensure that protected areas required for airport expansions are secured. Now embedded in the community plan for surrounding height restrictions and collaboration with the City's planning department. Similar template needs to happen with the regional district.
- Strategy for YLW for the future was reviewed. Collection of data to make data driven decisions is important. Areas covered included wildlife identification and remediation with drone technology. Check in allocation based on passenger data, an example of data required to make better decisions.
- RFID Baggage System is being looked at as a pilot program at the airport with Alaska Airlines.
- Parking innovations were reviewed including the reservation system and machine learning passenger behaviors.
- ReserTrac ground transportation technology was reviewed as a ground transportation management tool.
- CBSA advanced digital declaration and a digitization of passport is being proposed as a pilot by using your personal devices which will help in ease of passenger processing.
- Customer Service chatbot virtual concierge soul machine being investigated.
- ACI-NA Health Accreditation is maintained at YLW during COVID.
- Environmental Initiative Level 2 airport carbon accreditation achieved.
- Electrification and the use of hydrogen is being examined to replace combustion engines in heavy vehicles.
- Responded to questions from the Committee.

3.4 Break

The meeting recessed at 10:28 a.m.

The meeting reconvened at 10:38 a.m.

3.3 Commercial & Air Service Update - Director, Commercial & Air Service - Geoff Ritchie

Staff:

- Reviewed food and beverage operations.
- There has been a change in services at the airport plaza gas station. This now includes Canco and Bubble waffle in addition to the existing Freshii operations.
- The Eastlands and the future development of the area was reviewed.
- Capital projects were reviewed including the air terminal building expansion, impact on parking with the expansion, combined operations building, the reconfiguration of parking, childcare facility, and hotel facility and parkade build out.
- Hotel sublease is now executed with Sutton Place Hotel along with an adjoining 1000+ stall parkade which is still in negotiations.
- Employee parking lot paving and ATB Roof replacement capital programs were reviewed.

- GHG reduction the roadmap to carbon neutral by 2030 was outlined.
- Apron III and Taxiway C pavement rehabilitation were outlined. Airfield Lighting & Supporting Infrastructure assessment completed to design for a conversion of approach lighting was reviewed.
- Changes to network planning were reviewed including a shift from growth mode to risk management and the overall philosophy being used by airlines on route discussions.
- Air Service Development and the ongoing strategic discussions targeting more destinations and frequencies including Winnipeg with WestJet and Flair. Saskatoon and Regina on WestJet and Nanaimo with Pacific Coastal.
- Responded to questions from Council.

3.5 Financial Update - Director, Finance & Corporate Services - Shayne Dyrdal

Staff:

- Provided a financial overview.
- Airport continues to be self-funded through fees and charges including aeronautical and nonaeronautical with payment into the City general fund. The strategy is to keep aeronautical fees as low as possible to attract carriers.
- Strategic financial goals were reviewed including maintaining a low-cost business model.
- Fees and charges were reviewed showing YLW had lower fees than tier 1 and tier 2 airports when compared to the aeronautical cost per landed air carrier seat.
- AIF comparison with other airports was reviewed.
- YLW is below median and weighted averages for Tier 1 and Tier 2 airports for the AIF.
- The financial history, forecast and budget from 2019 to 2023 were reviewed.
- Debt with Municipal Finance Authority was reviewed with just over 8.5M left to be repaid.
- Approved now to take out an additional \$48M in debt for the terminal building expansion.
- Reviewed the 10-year capital plan and what projects the financing would be attributed to.

Mayor Dyas requested staff to touch upon what would come forward to the Committee in the fall meeting. Staff were thanked for their sharing of information.

Moved by Louise Wallace Richmond /Seconded by Loyal Wooldridge

THAT the Committee receive the report for information dated July 26, 2023.

Carried

4. Questions & Wrap Up

Discussion ensued regarding airport signage and public safety challenges around the airport including vehicle break-ins.

Mayor Dyas spoke to human trafficking and the prevention program in place at YLW.

The airport catchment area was reviewed.

5. Termination of Meeting

Mayor Dyas thanked everyone for attending and declared the meeting terminated at 11:56 p.m.

Chair

Airport Advisory Committee Meeting



November 15, 2023

Kelowna International Airport

Agenda

- Welcome and Introductions
- Opening Remarks
- Operational Overview
- Commercial, Capital Projects & Air Service Overview
- Financial Overview
- Questions
- Tour of KF Centre for Excellence





Opening Remarks



Operational Overview

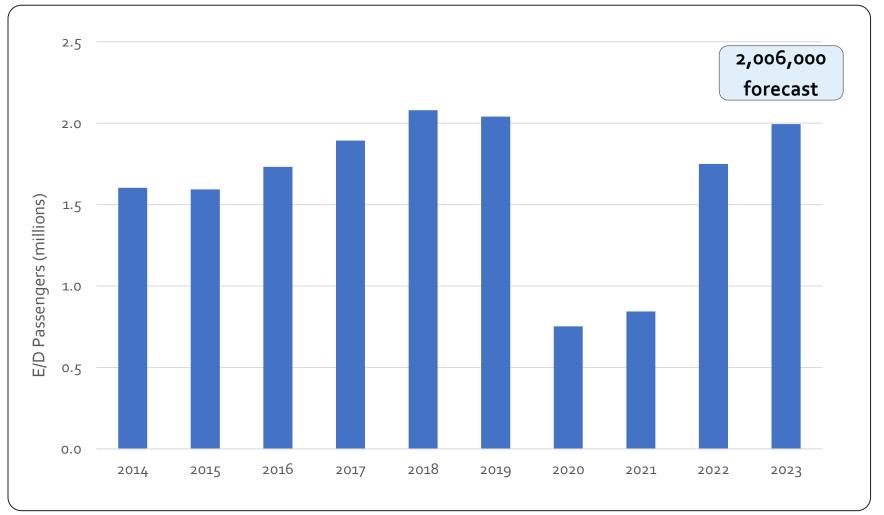
2023 Monthly Passengers

| | Monthly | % Monthly (2022) | YTD | %YTD (2022) | %YTS (2019) |
|-----------|------------------|------------------|-----------|-------------|-------------|
| January | 167,779 | 72% | 167,779 | 72% | -7.7% |
| February | 165,653 | 59% | 333,340 | 65% | -7.6% |
| March | 179 , 122 | 42% | 512,462 | 56% | -7.5% |
| April | 153,507 | 21% | 665,969 | 46% | -6.2% |
| Мау | 156,491 | 6% | 822,460 | 36% | -4.9% |
| June | 177,067 | 6% | 999,527 | 30% | -2.6% |
| July | 197,932 | 24% | 1,197,459 | 29% | -0.6% |
| August | 157,215 | -5% | 1,354,674 | 24% | -2.4% |
| September | 161,280 | 6% | 1,515,954 | 21% | -1.7% |
| October | 171 , 018 | 10% | 1,686,972 | 20% | -1.1% |

| 2023 Forecast 2,006,000 |
|--------------------------------|
|--------------------------------|



2014 – 2023 Passenger Statistics



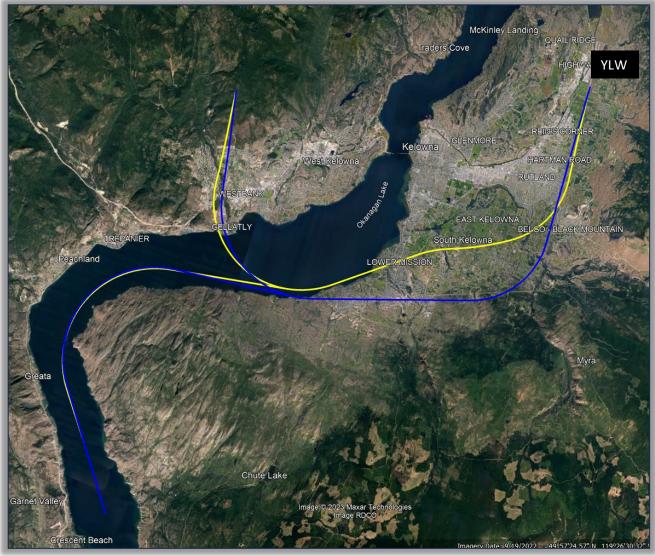


2022 / 2023 Aircraft Movements



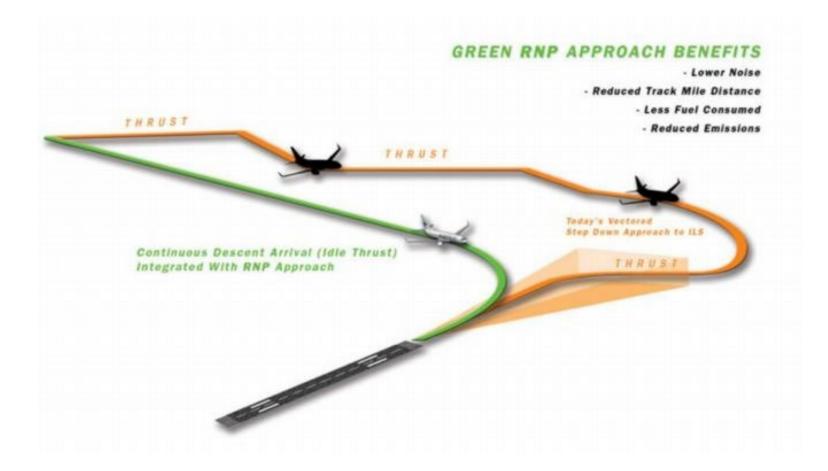


New Aircraft Approach





New Aircraft Approach





New Aircraft Approach

Public information sessions complete

- October 28th
 November 1st
 November and
- November 2nd
- KF Centre for Excellence Mission Community Hall Rutland Centennial Hall



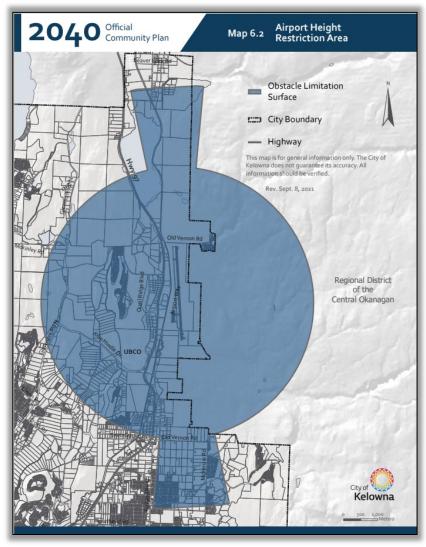
New Approach scheduled to come online end of January 2024

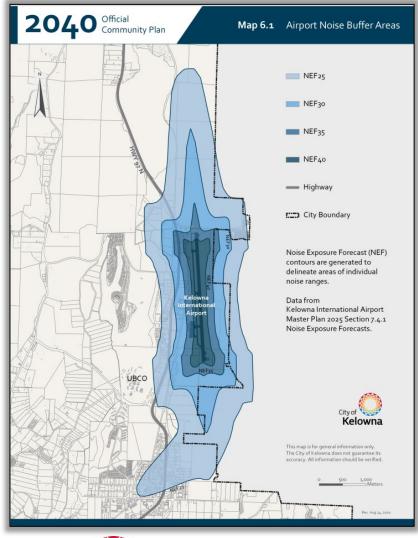






Official Community Plan



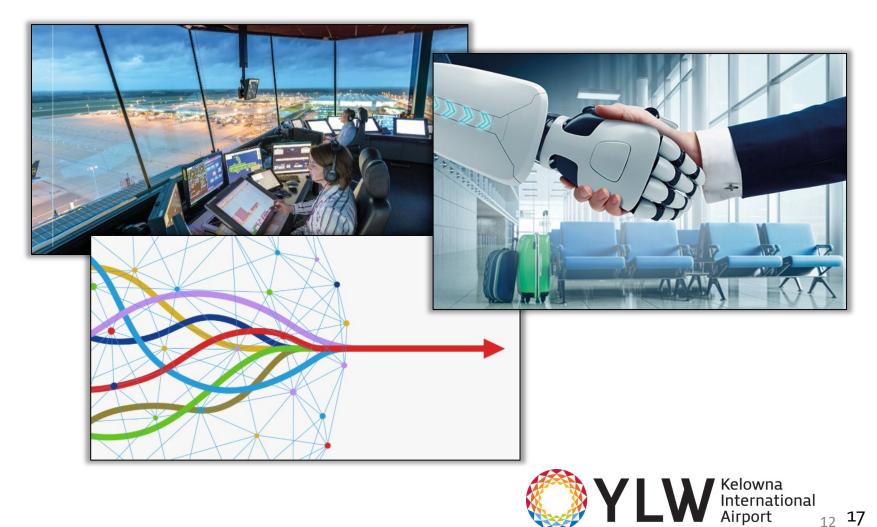


 YLW
 Kelowna

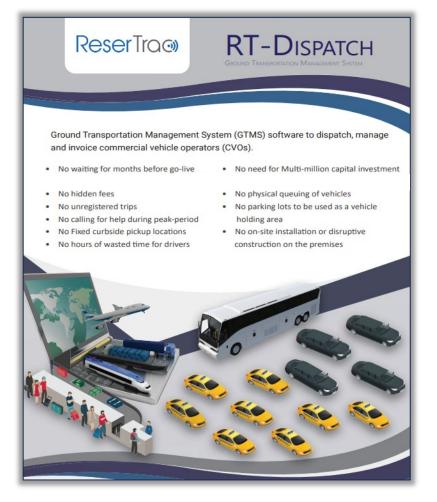
 International
 Airport

 11
 16

Innovation Projects Underway



ReserTrac – Ground Transportation November 2023



| | | | | Q 🗟 al 🕯 |
|--|------------------------------------|---------------------------------|--|--------------------------------|
| 📔 CVTA Tra v2.p | optx | ₹ | : | Oturum Aç |
| Toronto Pearson 🎢 | Tra | ackin (| g App CVTA | Vehicle blication () |
| | | | | |
| Commercial Vehicle 'CV • CVTA will use new inno techniques (instead of • CVTA is based on Geo- • App will be displayed of • Android or Apple (IOS) | VTA' | art trackir lers) nnology | ng | Reserve |
| | | | | |
| CVTA Covers | • Airp • Geo • Drive • (D | | nals (all le nes ity | ed signal) evels) & roadway |
| C) | • Shor | mpound z | one & still e based o | |
| sa sa | • Shor • Real | mpound z t trips are | one & still e based o ifications | be in queue) n distance |



ReserTrac – Ground Transportation Benefits



Virtual queue Increases efficiencies Accurate reporting tool Enhances passenger experience Solves multiple operational challenges Reduces idling and greenhouse gas emissions





Automation of gate/counter scheduling January 2024

Based on historical and known day of passenger data

Auto-planning is applied with forecast changes, until a manual change has been made.

Performance metrics

| Passengers | 443 |
|------------------------------------|------|
| Throughput | 12 |
| Lane hours | 53 |
| Maximum number of lanes | 11 |
| Maximum available lanes | 18 |
| Passengers per lane per hour | 8 |
| Maximum waiting time | 27 |
| Average waiting time per passenger | 5.58 |

98% within 15 mins 98% from midnight to 23:59

99% within 20 mins 99% from midnight to 23:59

100% within 30 mins 100% from midnight to 23:59 How many passengers on the flight
How many have checked bags

- How many already checked in
- What is average queue time
- Average time aircraft occupies parking location
- Use of AI to anticipate delays



Automation of gate/counter scheduling Benefits

- Improved passenger experience
- Use of AI and machine learning technologies
- Automation of day-to-day operational function
- Deferred capital requirements
- Balancing of the current infrastructure available
- Collection of required accurate data to forecast long term infrastructure needs



2023 Wildfires





2023 Wildfires



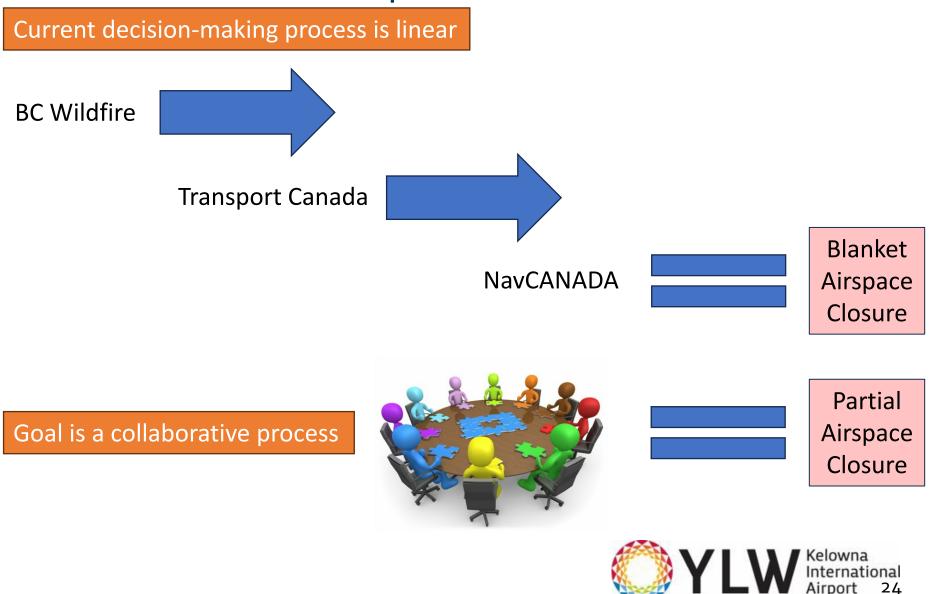


Airspace closed for 85 hours

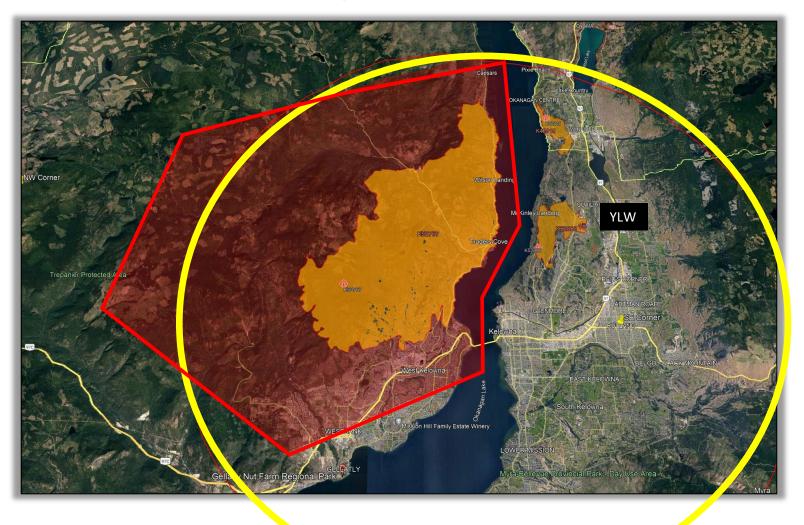
Over 200 scheduled flights cancelled



2023 Wildfires Airspace Closures



2023 Wildfires





2023 Wildfires

National review of the 2023 wildfires and related processes

Commitments from Government and Agencies

- Transport Canada Director General
- Nav Canada VP Community Relation & Regulatory Affairs
- Canadian Airports Council



2023 Wildfires Action Items

- National review focusing on the closure of airspace in the vicinity of airports
- Goal is to move from a linear process to a collaborative decision-making process
- Commitment from Transport Canada and NavCanada to participate at the national level
- Facilitated through the Canadian Airports Council



Air Passenger Protection Regulations

Changes the CTA is Proposing to APPR

Category Elimination

Elimination of categories of 'controllable', 'controllable for safety', and 'uncontrollable'





Rebooking Guests

Rebooking obligations onto another carrier within 9 hours, no matter the reason

Communication Obligations

Increased obligations, including notifying guests of their entitlements, which includes collecting the method of communication at check-in



Chain Reactions

Limiting 'knock-on' effects to no more than 2 flights



Exemptions

Categories replaced with a limited number of "exemptions" which must be proved by the air carrier

Claim Submission Timing

Increase of time eligible for a claim from 1 year to 3 years



Maintenance Classification

Eliminates all maintenance as a 'for safety' consideration and makes each of these events fully compensable



Air Passenger Protection Regulations

Unintended Consequences

- Affordability and Equality
- Employment
- Regional Connectivity
- Tourism & Economic Development



💎 Kelowna International Airport

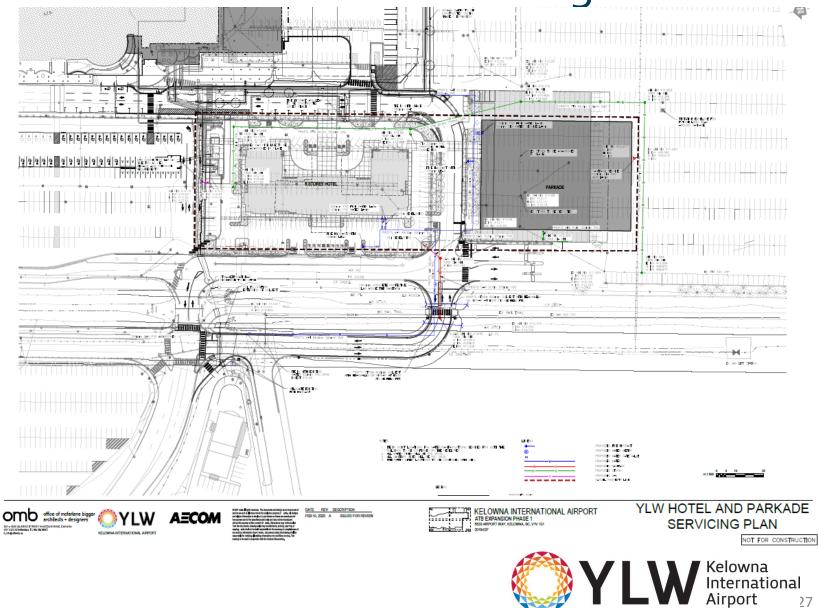
Commercial, Capital Projects & Air Service Overview



Kelowna International Airport

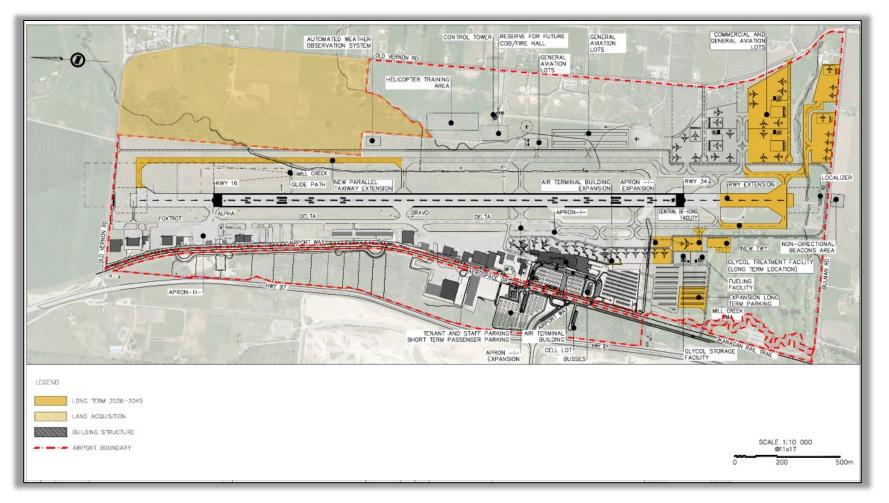
Airport Commercial Overview

Hotel & Parkade – Potential Ring Road



27 32

Eastlands







Kelowna International Airport

Capital Projects Overview

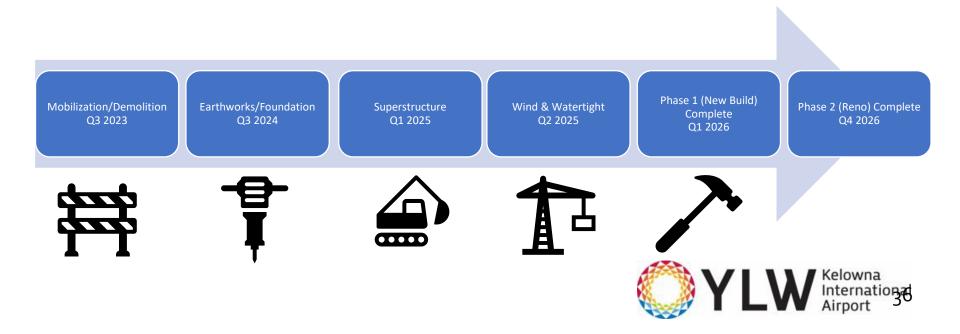
YLW Overview





Air Terminal Building Expansion

- Aug 2023 Demolition of Airside Corridor Complete
- September 2023 Full mobilization of Contractors
- October 2023 Hoarding at PBS & demolition of existing building
- November 2023 Asphalt removed, and ground improvement works
- January 2024 Crane Erection



Air Terminal Building Expansion

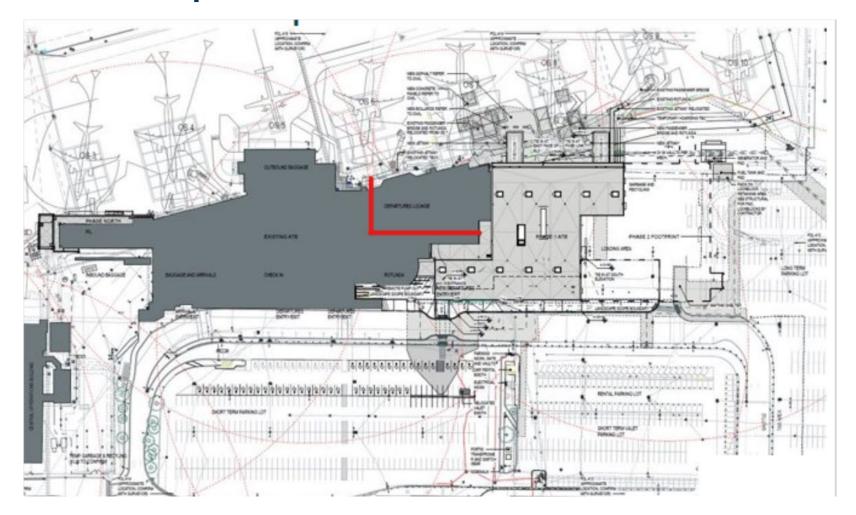








ATB Expansion – Site Plan





Air Terminal Building Expansion



Childcare Facility

Facility is open and full - initiated a second funding application to expand into additional two classrooms







Hotel & Parkade

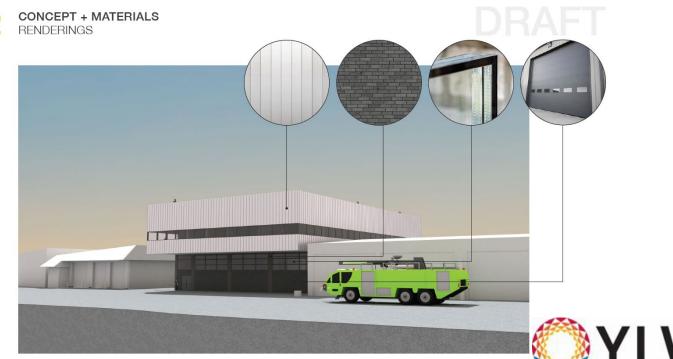




Combined Operations Building

Construction of new Combined Operations Building includes:

- New Fire Fighting Vehicle and Equipment Bays
- New Operations Control Centre
- Relocate Airfield Vehicle Access Point



VIEW FROM NORTHEAST

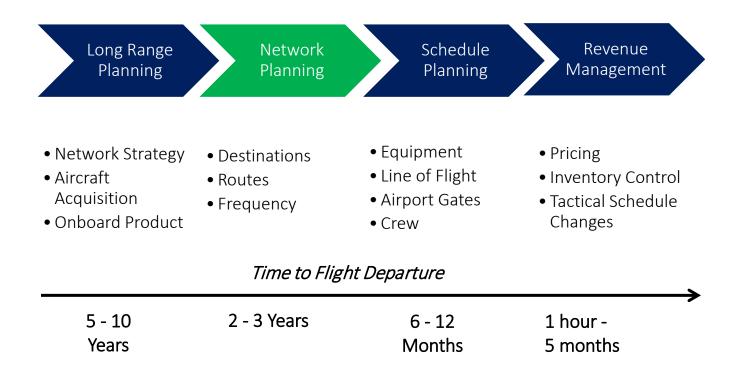
Air Service Development

YLW

Kelowna International Airport

Overview

Airlines work on planning cycles.

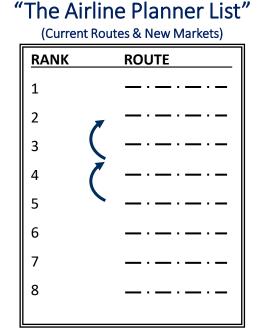




Stakeholder can influence the network planning process.

- Airlines evaluate both current and potential new markets in order of forecast profitability and market risks
- Airline planners require detailed and accurate market information to make new route decisions, but do not have the resources to fully evaluate every market
- New Markets need to fit in the airline's fleet and network strategy
- Markets can move up the list with:
 - Solid research & analysis
 - Incentives & risk sharing

Some markets spend years moving up the "list" before a service announcement; some are never started.





The philosophy of network planners has changed...

| Before | Now |
|---|--|
| Growth mode | Risk management |
| Commercial business case | Operational ability |
| Schedule consistency | Passengers are used to change |
| Global / broad presence needed to be seen as a major player | Focus on core competencies (drive profit and contain operational issues) |
| International routes are more lucrative | Domestic routes are less risky |



Summer and winter are planned separately.



• Summer

- 11 destinations
- 8,100 daily inbound seats

• Winter

- 15 destinations
- 6,900 daily inbound seats

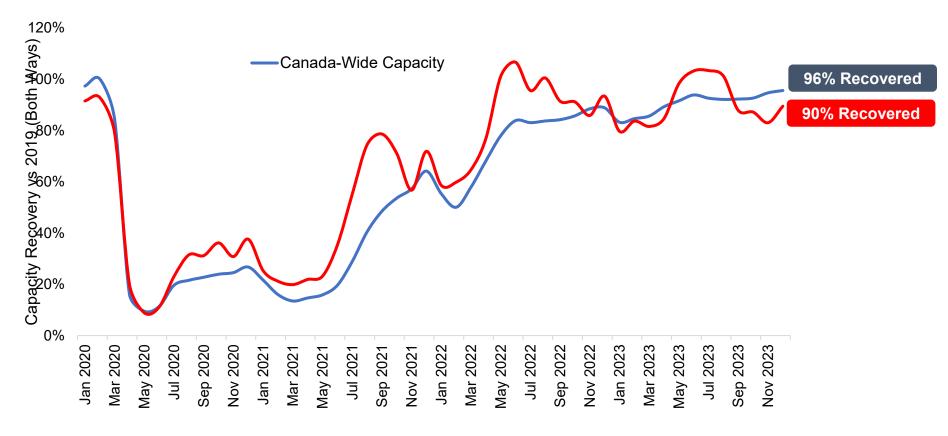
Source: Innovata Schedules via Diio. Future Capacity as of Nov 2023.



YLW Recovery has kept up with the Canadian average.

Seat Capacity Recovery at YLW vs. Canadian Average

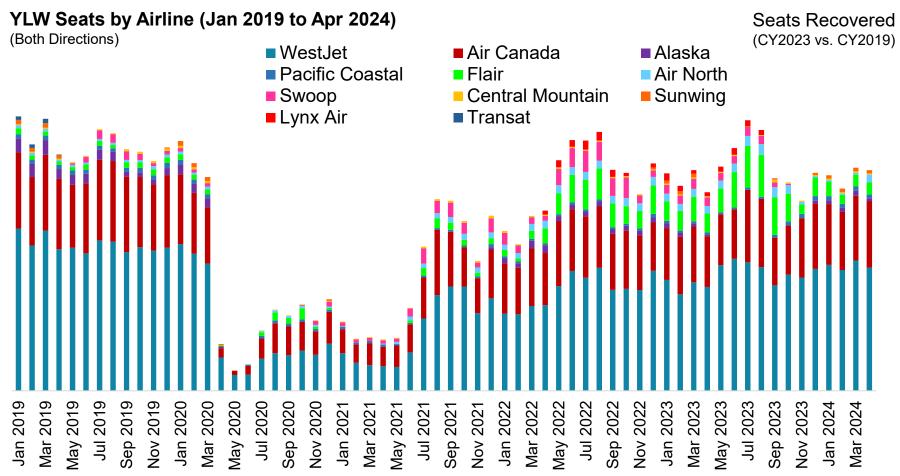
Capacity Levels Compared to Same Month in 2019



Source: Innovata Schedules via Diio. Future Capacity as of Nov 2023.

ULCCs pulled back but major network carriers are expanding.

90%

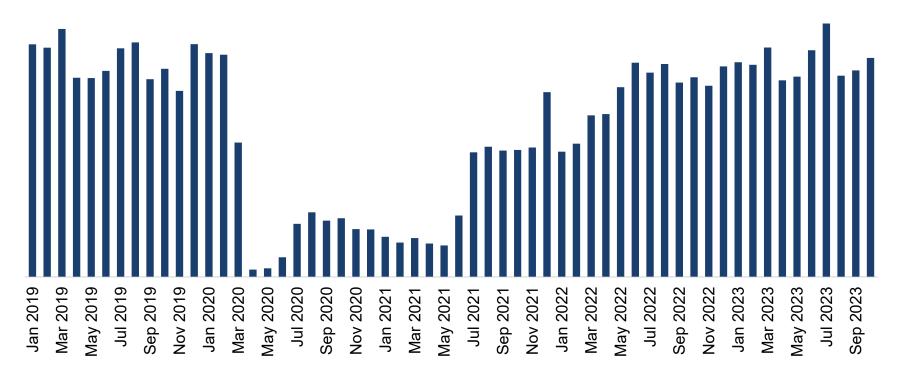


Demand continues to be strong. 98%

Passengers Recovered (Twelve Months Ended September 2023 vs. Calendar Year 2019)

YLW Passenger Traffic by Month Total Enplaned & Deplaned Passengers

2023 Setting records for: May, Jun, Jul, Sep, Oct



Air Service Development wins.



AIR CANADA





Pacific Coastal

- Toronto increase in frequency, now 2/day
- Vancouver More frequency, capacity and jets
- Toronto Mainline service, 2/week
- Calgary More frequency, capacity and jets
- Las Vegas 2/week
- Nanaimo new route, daily
- Victoria increase in frequency and up-gauge

Strategically focused on areas with the greatest impact.

| Priority | Market Segment | Target Markets | Rationale | |
|----------|------------------------------------|--|---|--|
| 1 | Transborder | Western / Central US hub service Point-to-point large markets | Large imbalance between demand and supply Service has not recovered since COVID With the exit of Alaska for the summer, YLW is without US hub service US is a major market for inbound and outbound travel | |
| 2 | Domestic (excl. regional BC) | Improved hub connectivity Point-to-point secondary markets | Domestic is the foundation of demand Rebound post-COVID has been strong, but still potential for additional service in big markets | |
| 3 | Other International | • Additional sun options | Limited inbound potential in short-term (most opportunities are sunspot) Interest from airlines limited at this point | |
| 4 | Regional BC | Unserved point-to-point business and leisure markets | Relatively well served Smaller markets with less impact compared to other segments | |



The community has an important part to play.

- YLW is collaborating with community stakeholders to align strategies and leverage our efforts.
 - Ski Working Group
 - Progressing coordinated marketing and operational initiatives to grow and improve air services that benefit the BC Southern Interior ski industry
 - Air Service Development Committee
 - Foundational meeting taking
 place Nov 17
 - Broader group that is focused on air service overall on a year-round basis





Actual vs. Budget

| | 9 Months | 2023 | % of |
|----------------|------------|--------|--------|
| | 30-Sept-23 | Budget | Budget |
| Passengers | 1,516 | 2,058 | 74% |
| | | | |
| Revenues | 40,148 | 55,705 | 72% |
| Expenditures | 21,739 | 30,577 | 71% |
| Annual surplus | 18,409 | 25,128 | 73% |



Actual vs. Budget

| | 9 Months | 2023 | % of |
|-------------------|------------|--------------------|--------|
| | 30-Sept-23 | Budget | Budget |
| AIF | 17,903 | 24,406 | 73% |
| Parking | 7,345 | 9,900 | 74% |
| Landing fees | 3,135 | 4,740 | 66% |
| Car rental | 2,513 | 3,712 | 68% |
| Terminal fees | 2,465 | 3,697 | 67% |
| Grants | 3,824 | <mark>5,359</mark> | 71% |
| Leases | 1,358 | 1,840 | 74% |
| Food and beverage | 727 | 884 | 82% |
| Other | 878 | 1,167 | 75% |
| Revenues | 40,148 | 55,705 | 72% |



Actual vs. Budget

| | 9 Months | 2023 | % of |
|-----------------------------|------------|--------------------|-------------------|
| | 30-Sept-23 | Budget | Budget |
| Salaries and wages | 4,662 | 6,780 | 69% |
| Facility maintenance | 3,418 | 4,236 | 81% |
| Contract services | 1,010 | 1,102 | 92% |
| Payment to General Fund | 927 | 1,236 | 75% |
| Security | 782 | 1,023 | 76% |
| Professional and consulting | 757 | 1,944 | 39% |
| Purchase services | 651 | 1,081 | <mark>60</mark> % |
| Interest expense | 584 | 584 | 100% |
| Software maintenance | 484 | 575 | 84% |
| Electricity | 388 | 532 | 73% |
| Amortization (estimated) | 6,121 | <mark>8,161</mark> | 75% |
| Other | 1,955 | 3,323 | 59% |
| Expenditures | 21,739 | 30,577 | 71% |



₅₁ 56

2024

- Significant investment (\$60M)
 - Terminal building expansion
 - Combined operations building
 - Airside pavement rehabilitation
 - Equipment



Fees and Charges

Landing and terminal fees

- ▶ 3% proposed increase January 1, 2024
- Last increase 2020
- Annual taxi and transportation network services licensing fee
 - Currently \$50
 - Proposed \$o
- Land rental rates
 - Wording change for clarity



Fees and Charges

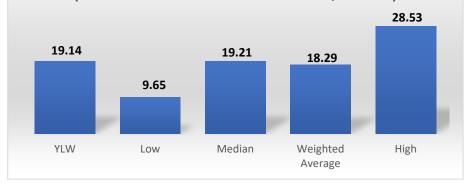
Aeronautical revenues per landed air carrier seat





- Fees and Charges
- Estimated airport improvement fee per landed air carrier seat

Tier 2 Estimated AIF per Landed Air Carrier Seat (12 Months Ended June 30, 2023)



Tier 1 & 2 Estimated AIF per Landed Air Carrier Seat (12 Months Ended June 30, 2023)





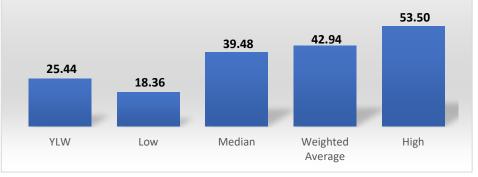
Fees and Charges

Estimated aeronautical revenues and airport improvement fee per landed air carrier seat

Tier 2 Aeronautical Revenue and AIF per Landed Air Carrier Seat (12 Months Ended June 30, 2023)



Tier 1 & 2 Aeronautical Revenue and AIF per Landed Air Carrier Seat (12 Months Ended June 30, 2023)







Recommendations

Recommendations

- THAT the Airport Advisory Committee receive, for information, the report from Kelowna International Airport, presented on November 15, 2023;
- AND THAT the Airport Advisory Committee supports obtaining the approval of Council for the amendment to the Airport Fees and Charges Bylaw No. 7982 to
 - increase landing and terminal fees by 3% effective January 1, 2024,
 - increase landing and terminal fees by up to the BC all items consumer price index for future years,
 - remove the \$50 annual taxi and transportation network services licensing fee, and
 - update the land rental rate language

as presented to the Airport Advisory Committee on

November 15, 2023.



Questions?

For more information, visit **ylw.kelowna.ca**.

