Edmonton International Airport Update
Supporting Regional Growth

Lynn Wyton, Director, Strategic Business Connections
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EIA Airport City: Jobs, Investment and Economic Development

- After safety and security, priority one is to foster Alberta’s economic prosperity through job creation and related sector growth
- EIA is a not-for-profit that collaborates with partners for economic development outcomes and shared successes
- Secures and grows “air pipelines” that move passengers and cargo
- Develops smart city technologies to advance Edmonton/Alberta
How EIA Operates

• Not-for-profit corporation
• No provincial/federal funding
• Pay lease to federal government for airport land
  - Approximately $22 million annually
• Pay property tax to local municipalities
  - Approximately $8 million annually
• Income sources:
  - Concessions / parking / real estate leases
  - Aviation fees / passenger fees (AIF)
Edmonton Airports

**NOBLE CAUSE**
Uniting people for a world of new possibilities

**VISION**
More flights to more places

**MISSION**
Driving our region’s economic prosperity through aviation and commercial development

**GOAL**
10 million annual enplaned and deplaned passengers by 2025

8.15 million passengers in 2019
16 million+ passengers and visitors on site/year—and growing

50 non-stop destinations
Sector focuses include tourism, logistics/e-commerce, technology, manufacturing, agriculture and agri-food
Outward Radiating Economic Impact

ECONOMIC OUTPUT
$3.2 BILLION
INCREASE OF
$1 billion (45%)
IN 3 YEARS

GDP
$2.8 BILLION
INCREASE OF
$1.6 billion (133%)
IN 3 YEARS

TOTAL EMPLOYMENT
26,000
INCREASE OF
13,400 (106%)
IN 3 YEARS
Airport City
$1 Billion+ in Private Sector Investment Attraction 2013-2019

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<tr>
<th>2013-2016</th>
<th>2017-2019</th>
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<tr>
<td>Alberta Health Services &amp; STARS</td>
<td>Aeroterm cargo</td>
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<tr>
<td>CBSA, BBE, Canadian North</td>
<td>Freight forwarder building</td>
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<td>Terracap 1 cargo</td>
<td>Aurora Cannabis</td>
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<td>EFC renovations</td>
<td>Shell Canada Fuel Centre</td>
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<td>Renaissance Edmonton Airport Hotel</td>
<td>Alberta Motor Transport Association</td>
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<td>Shell Aerocentre 2</td>
<td>Century Mile Racetrack and Casino</td>
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<td>Runway Developments industrial</td>
<td>Premium Outlet Collection EIA</td>
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<td>Rosenau Transport</td>
<td>Costco</td>
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<td>Canadian North 737 simulator</td>
<td>Fairfield Inn by Marriot EIA</td>
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<td>Canadian Helicopters simulator</td>
<td>Airpoint retail development</td>
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<td>AATC developments (ACAMP, Aerium, ACI, etc.)</td>
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Benefits of Airport City

- Real estate is used to accomplish several goals:
  - Create a passenger/tourist destination
  - Drive economic prosperity (job creation, revenue, etc.)
  - Drive passenger growth
  - Drive cargo growth
- Platform for collaborative land development with surrounding municipalities
- Build upon and develop industry clusters
- Diversifies revenue
- Creates jobs
Airport-enabled Industry Sectors

Time-Distance by Economic Sector
Villeneuve Airport Investments

$7.5 Million in EA Capital Investment Between 2014-2019
$13.8 Million in Government of Alberta Funding

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<td>Land Servicing – Aviation $2.3 M</td>
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<td>Road Network Enhancements $2.0 M</td>
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<td>Stormwater Management Pond $1.6 M</td>
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<td>Water System Upgrade $250 K</td>
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<td>Instrument Landing System</td>
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<td>CANPASS Airport of Entry</td>
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<td>Runway Extension</td>
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<td>Annual Edmonton Airshow</td>
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<th>Growth and Expansion Plans</th>
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<td>Premier Flight Training</td>
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<td>Expanded Air Show</td>
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<td>Commercial Development</td>
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Current State: Air Pipelines
Passenger and Cargo
**WestJet**: increases in US and domestic capacity

**Air Canada** (2018 launches):
- San Francisco
- Victoria
- Kelowna
- Las Vegas

**Condor**: June 1–Sept 10

**KLM**: year-round to AMS

**Icelandair**: May 15–Sept 19

**Flair**: Edmonton HQ, Ottawa launches in July 3x week

**Swoop**: San Diego launches in May, 3x week; Kamloops launches in April, 4x week

Map updated February 2020
Note: some services are offered on a seasonal basis.

flyeia.com/non-stop
New European gateway opens for EIA

Flights to Frankfurt and beyond take off next summer

December 3, 2019 (Edmonton, AB) – Condor Airlines will offer a new, non-stop air service between Edmonton International Airport (EIA) and Frankfurt, Germany, with a world of travel options for the Edmonton Metropolitan Region.

Flights to Frankfurt from Edmonton start June 1, 2020 and will operate twice a week, Monday and Thursday for the summer season. Condor will operate a 259 seat Boeing 767-300 aircraft for the route. Condor has more than 15 airline partners that provide seamless flight connections and reservations via Frankfurt.
International Inbound Flight: Value Proposition

Business Class seats and belly cargo ensure route sustainability

**International visitors**
- 40% of seats
- Each international visitor on the flight generates valuable economic impact

**Canadian travellers**
- 60% of seats
- Returning from business and leisure trips
Int’l Inbound Visitor Spend: ~ $100M/year

• International Inbound Visitors (2018, non-Canadians):
  - Europe and Beyond: 27,756
  - US Transborder: 116,860

• International visitors spend $683 in Region per visit:
  - Total Spend: $19 million

• US: visitors spend $632 in Region per visit:
  - Total Spend: $74 million

• Visitors who arrive by air spend 30% more than those arriving by road
Air Cargo

- Canada’s logistics hub connecting North America to Asia and Europe
- Shell Fuel Centre
  - Largest infrastructure project in global portfolio
- Air Canada Cargo Expansion
- Foreign Trade Zone
- Key Air Cargo Shipments from EIA
  - Beef and pork to China
  - Meats to Japan and Europe
  - Cherries to China
  - Agri-food shipments to China (baby food, honey, wines)
  - Manufactured equipment to Asia and Europe (oil and gas equipment)
Tech Incubation and Digital Transformation

- Incubating innovative Alberta businesses
  - Aerium Analytics’ Robird, Absolute Combustion
  - ACAMP (autonomous vehicles, innovative security)
  - Training (Helicopter, 737, Truck)
  - E-commerce (UBBE, Deliverease)
Sustainability

- GHG Emissions Reduction
  - Terminal cogeneration: 9,000t/year CO2 reduction
  - LED lighting replacement program
  - Sustainable jet fuel discussions
Uniting people for a world of new possibilities
Not In My City 2019
EIA is YOUR Airport

- How can we work together to accelerate growth?
Questions and Discussion