



Meeting 7 August 2018 Agenda

1. Sylvain - Membership/other
2. Dave – Improvement Plan – YLW
3. Jason – Precautionary landings



YLW as a GA *Destination*

State of Play – YLW Discussions

Your Committee

Dave McElroy

Sylvain Leone

Richard Visscher

Dany Laliberte

Karim Hemani

Gene Creeleman

Roy Sommerey

Joe Rogers

Key outcomes

& ASSUMED GOALS FOR KFC AND YLW

Flying Club & GA Community

- ❑ More, affordable, GA tie-down parking
- ❑ More, affordable, Hangar space
- ❑ More, affordable, FBO options
- ❑ Additional vehicle parking for GA aircraft owners and pilots
- ❑ A larger and more appealing club house to service club members, itinerants, CASARA & Military
- ❑ Pride in creating a popular GA destination
- ❑ Pride in hosting large-scale regional, national and international aviation events, air shows, etc.

YLW

- ❑ Opportunities to fully regain Apron III
- ❑ Opportunity to turn over management of Private GA to KFC
- ❑ Opportunity to vastly improve YLW's GA presence YLW nationally & / internationally through increased frequency of GA events
- ❑ Create populist appeal by making Kelowna a destination for a key tourist segment
- ❑ Promotion of GA = promotion of aviation in a time when pilot training is at lowest level in Canada

Considerations

& INFLUENCING ASSUMPTIONS

- East side development will not take place for several years.
- YLW making plans to pave current tie-down parking area eventually; may budget some funds for 2019 fiscal year.
- Apron III is currently constrained by club house. Club house pays \$1/year, indefinitely.
- Tie-down area has limited use potential for commercial operations due to proximity to taxi-way

Stakeholders

& WHAT'S IN IT FOR THEM

GA Community

- Kelowna is a beautiful destination to fly to
- Most GA in the continental region would choose to fly to Kelowna if it delivered a GA-friendly experience
- Kelowna is a great aspirational destination for large-scale GA events

City of Kelowna

- Travel appeal among influential [often well-connected] GA community
- Increased demand for property in Kelowna
- Increased notoriety for Kelowna as a *convenient* and easy-to-get-to destination

YLW

- Decreased energy to support GA – with much improved results
- Zero Capital & minimal effort to implement major GA project
- Regain Apron III for commercial use
- Much improved GA presence & face across the greater aviation community
- Increased demand for commercial aviation activity to service an increasing GA presence

Our plan has 3 components

	<u>\$000's</u>
1. Long-term lease & pave parking area	300
2. Build new Clubhouse	<u>400</u>
	700
3. Build low cost aircraft sheds	Owners

3 parts are inter-dependent

1. Parking grows by 35- from 54 to 89 aircraft
 - 8 Paved to grass
 - 40 Paved
 - 32 covered with low cost shed type hangars
 - 9 Itinerant (paved)
2. New Clubhouse in heli-circle area incl car parking
3. Hangar-sheds built as ordered
 - could double deck

Project Concept & Funding

- KFC forms subsidiary company, Newco
- Newco preps area, paves, builds Clubhouse
- KFC takes over management of everything from YLW on long term lease
- Parking revenues fund paving / prep work
- 4 year payback
- Newco takes profit on hangar sales to fund clubhouse
- Will require at least part-time employee long term

Timelines coming up quickly

- **Tonight – Membership comment/input**
- **Aug 9 – Committee meets & firms up investment structure/strategy**
- **Aug 21 – KFC Board presentation/approval**
- **Sept 4 – KFC Member presentation/approval**
- **Sept 15 – Presentation to YLW/City**
- **Nov 15 – Sign contract with YLW/TC**
- **Jan 1 – KFC assumes responsibility for space**