



PNWER Economic Leadership Forum



Harbour Air & Kenmore Air
Harbour to Harbor International Service



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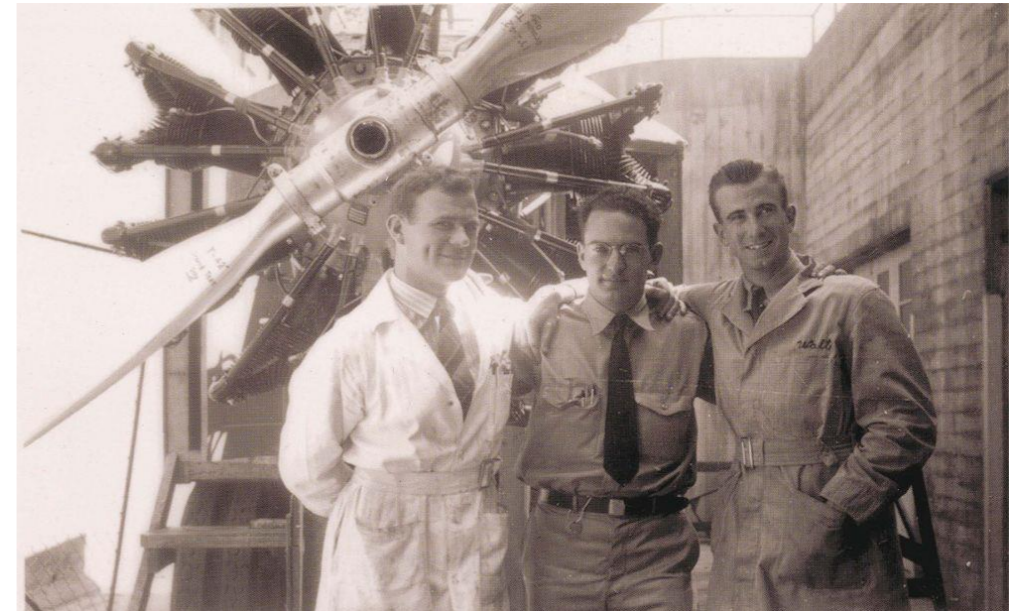


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Harbour to Harbor International Service



- Harbour Air started in 1982 with two Beavers to service the forestry industry then expanded into charters.
- Harbour Air is now North America's largest all-seaplane airline.
- Over 50 aircraft in the fleet, flying over 425,000 passengers annually.
- Services now include frequent flights to downtown Vancouver, downtown Victoria, Nanaimo, Richmond, Sechelt, Comox, Whistler, Pitt Meadows & the Gulf Islands.

- Kenmore Air was founded in 1946 by three high school friends that were reunited after World War II.
- In the 1950s Kenmore expanded and became an aircraft and parts dealer for Cessna and began offering charters.
- After acquiring Otter Air and Lake Union Air, Kenmore began offering scheduled service to Victoria and established its Seattle seaplane terminal.
- Today, Kenmore Air has 25 aircraft in their fleet and fly to many destinations in the Pacific Northwest.



- Partnered for over ten years, many corporate synergies exist between the two seaplane-based airlines.
- Kenmore Air currently flies over 20,000 passengers between Seattle and Victoria's harbours annually with this scheduled service originating in 1986. Kenmore Air, with Harbour Air, has proposed a similar scheduled direct-flight service between the major urban centers of downtown Vancouver and downtown Seattle.
- With over 200,000 passengers flying into South Vancouver Island annually, the economic benefit to this region from seaplane flights exceeds 170 million.
- Now both airlines are exporting seaplane technologies and operations into China and other international destinations.

Vancouver - Seattle

Harbour to Harbor



- Organizations in both Canada and US have been calling for this service for decades
- Critical link to bolster economic development in the Cascadia Innovation Corridor
- Flight time is about an hour allowing for same-day business or leisure travel
- Route is an obvious next-step to link the two major corporate centers of Seattle and Vancouver

Vancouver - Seattle

Harbour to Harbor



- Vancouver and Seattle are less than 200km (125 miles) apart and share similar industries and lifestyles
- Microsoft is supporting the route by guaranteeing the purchase of thousands of seats for their employees to conduct business between the two centers.
- This route would be an excellent addition for the tourism industry in the US and Canada.

- Harbour Air and Kenmore Air have been working on this file for Vancouver/Seattle direct service for the last year.
- Both companies have engaged municipal, provincial/state, and federal governments for financial and political support in Canada and the US.
- Harbour Air is currently in process of obtaining their DOT license to fly in-bound to Seattle

- The Vancouver Harbour Flight Centre (Ledcor, who is the landlord) has submitted a viable proposal on behalf of Harbour Air & Kenmore Air to the Canada Border Services Agency.
- CBSA accepts the operational plan for this service and has submitted the plan to Ottawa.
- The two airlines would like CBSA to recognize the route as a core-service, thus eliminating the CBSA fee and ensuring cost-effective fares for the consumer and viability for the operators.

What happens now?



- Harbour Air and Kenmore Air are requesting additional support from our municipal, provincial/state and federal governments, as soon as possible. December 1, 2017 is our deadline as there is significant operational tasks to be completed by both companies in order to make this service a reality in the Spring of 2018.
- Both airlines are very excited about the future of this route and the economic benefit it will generate for both countries.



Safety is our number one priority!

