

OPPORTUNITY PROFILE

Managing Director



North Peace Airport Services

Fort St. John, B.C.

March 2010

OPPORTUNITY PROFILE

The North Peace Region and Fort St. John

Bisected by the mighty Peace River, the Peace River Regional District is divided in the North and South Peace regions, together comprising almost one-quarter of British Columbia's land area. The North Peace region is well known for its diverse agriculture base, strong energy sector economy, and an abundance of recreational activities in close proximity.

Early pioneers built Fort St. John into the largest city in British Columbia's northeast region. Modern day pioneers continue to bring a fresh spirit of exploration, innovation, and community to the City. Fort St. John is 'The Energetic City', which reflects not only the large resource base of oil, natural gas, forestry and agriculture, but also the vitality of the residents who are keen to live and work in a community that gives back so much. Fort St. John attracts European travelers with wilderness and eco-adventures, as well as hunting and fishing, and features excellent year-round sports facilities. More than 18,000 people, mostly young families with children, call Fort St. John home.

The City, located in the heart of majestic Peace River country, is the largest regional service center in northeastern BC, servicing 64,000 people in outlying areas. A safe, clean, and nourishing community, it is an excellent place to live, raise families, do business, have fun, and retire.

North Peace Regional Airport

The North Peace Regional Airport (BC) lies seven kilometers east of the City of Fort St. John, British Columbia at mile 45 of the world famous Alaska Highway. The airport operates 24 hours a day, seven days a week in all weather conditions. There are two runways, which are oriented perpendicular to each other and intersecting very close to the mid-point of each runway. Daily flights are available from Western Canada's three major gateways: Vancouver, Edmonton, and Calgary.

The Airport serves BC's largest farming area and is a main transfer station for the gas and oil industry in Northeast BC. The North Peace Airport is the Modern Day Traveler's gateway to the Peace River Region of British Columbia. As a key point of entry for people, goods, and services that support the economic growth of the Peace River Region, the airport is an economic engine in the region.

North Peace Regional Airport is owned by the North Peace Airport Society, a community group committed to providing a first class airport for a fast growing region. North Peace Airport Services, a subsidiary of Vancouver Airport Services, manages and operates the North Peace Regional Airport under the terms of a Lease and Management Agreement.

Vancouver Airport Services

Vancouver Airport Services (YVRAS) manages an expanding network of 18 airports on three continents and provides specialized consulting services to clients worldwide. YVRAS is North America's leading global airport investment, management, and development company. In 2009, the network of airports recorded consolidated revenues of more than \$500 million and combined passenger traffic totaled \$28.5 million. YVRAS is jointly owned by Vancouver Airport Authority (YVR) and Citi Infrastructure Investors (CII).

THE OPPORTUNITY

Position Overview

The Managing Director of the North Peace Airport Services is a unique position that will appeal to a solid business leader and manager. The Managing Director will have full autonomy to manage the operations of the airport and will have significant expertise and support available through Vancouver Airport Services. The appropriate individual will have an interest in aviation and clearly understand the significant economic impact an airport has on the surrounding region.

Reporting Relationships

The Managing Director of North Peace Airport Services will report directly to the Senior Director, Airports of Vancouver Airport Services Ltd., a subsidiary of Vancouver Airport Authority. The Managing Director will lead a small team of employees comprised of a Finance Manager, and airport technical and administrative employees.

Primary Responsibilities

The Managing Director will:

- Ensure successful development, management and operation of the Airport, including the airport terminal, groundside and airside areas;
- Inspire and proactively develop his/her team through coaching and career mentoring;
- Develop, recommend, and implement the Airport's vision, strategic objectives, annual and long-term business plans;
- Demonstrate a strong commercial focus, with emphasis on maximizing airport revenues and profits, and effective cost-control management;
- Manage an ongoing program of capital investment and maintenance;
- Conceive and direct a marketing program to promote passenger and cargo air services;
- Design policies, procedures, and systems to achieve safe operations, effective life cycle management, customer service, and regulatory compliance;
- Identify, establish, and maintain business development opportunities while promoting and furthering the reputation and image of the North Peace Regional Airport in the community;
- Ensure the Airport's interests are co-coordinated with relevant stakeholders, through effective liaison program with key constituent groups, including the community, government, and regulatory agencies;
- Be engaged with the network of Airports managed by Vancouver Airport Services; and
- Be available and willing to travel.

THE PERSON

Education, Training, and Knowledge

The ideal candidate will:

- Possess a post secondary education in business or aviation management, an MBA would be considered an asset;
- Have at least eight years of demonstrated management success, preferably with exposure to the airport or airline industries;
- Possess a solid understanding or strong willingness to learn airport operations, airport standards, and recommended practices; and
- Possess solid financial acumen with a strong commercial focus.

Required Prime Skills and Experience

- Possess strong analytical skills, with the ability to apply in-depth knowledge of operations and facilities management and translate these to business opportunities;
- Have strong presentation skills, one-on-one and in group settings;
- Possess excellent organizational skills, interpersonal and communication skills;
- Have the ability to work independently, with little supervision;
- Possess the ability to problem solve and make sound decisions;
- Enjoy promoting a team environment, and naturally exhibit enthusiasm;
- Be a self-starter; take initiative and support continuous learning;
- Be driven to achieve results;
- Be confident, mature, and able to work under pressure in a changing, dynamic environment; and
- Understand and demonstrate a positive outlook towards change.

Personal Characteristics and Competencies

People Leadership

- Accomplishes work through others by communicating clearly, setting direction and establishing meaningful goals, fostering teamwork, facilitating individual development, and aligning and motivating others; and
- Leads with integrity, and remains true to corporate values and principles.

Service Leadership

- Sees issues through the eyes of business partners, and stakeholders; and
- Fosters an atmosphere of trust with stakeholders.

Results Leadership

- Demonstrates accountability for performance and results; and
- Delivers results in difficult circumstances and understands and manages risk while demonstrating a bias for action.

Business Leadership

- Strong leadership skills, with demonstrated experience leading a diverse team;
- Understands the business and external drivers;
- Achieves creative and innovative solutions; and
- Has the capability to understand and communicate difficult concepts and makes decisions based on facts.

Strategic and Innovative Thinker

- A strategic thinker that can articulate a vision and strategy; and
- Challenges the status quo and is able to think “outside the box” and an innovative problem solver.

Environment

- Experience working in a competitive market; and
- Able to work effectively in a complex organizational structure, balancing the interests of stakeholders, shareholders, the organization, and the community.

Communication

- Proven written and verbal communication skills, with the ability to positively influence others; and
- Excellent listening skills.

Personal Style

- Comfortable making difficult decisions and able to confidently support their own decisions and those of the company; and
- Able to work and make decisions autonomously, yet draw upon available resources and expertise when appropriate.

COMPENSATION

A competitive compensation package will be provided including base salary, incentive compensation, and excellent benefits.

For further information please contact

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