



Charter Service Opportunities

Niagara Falls International Airport

March 2009



The opportunity for Eurofly at Niagara Falls...

- **The Buffalo Niagara Region is a large market that is unserved to summer destinations in Europe.**
- **Charter services from Europe direct to Niagara Falls offer an affordable vacation option for European travelers.**
- **Niagara Falls International Airport (IAG) is ideally positioned to accommodate these services at very low cost to the operator.**
- **The Niagara Frontier Transportation Authority (NFTA), owner and operator of IAG, is committed to working with tour operators and air carriers to facilitate new charter services in this market.**



The Buffalo Niagara Region: 8 million residents

Population:	7,864,575
- Core	1,598,425
- Adjoining	2,206,051
- Toronto	4,060,099





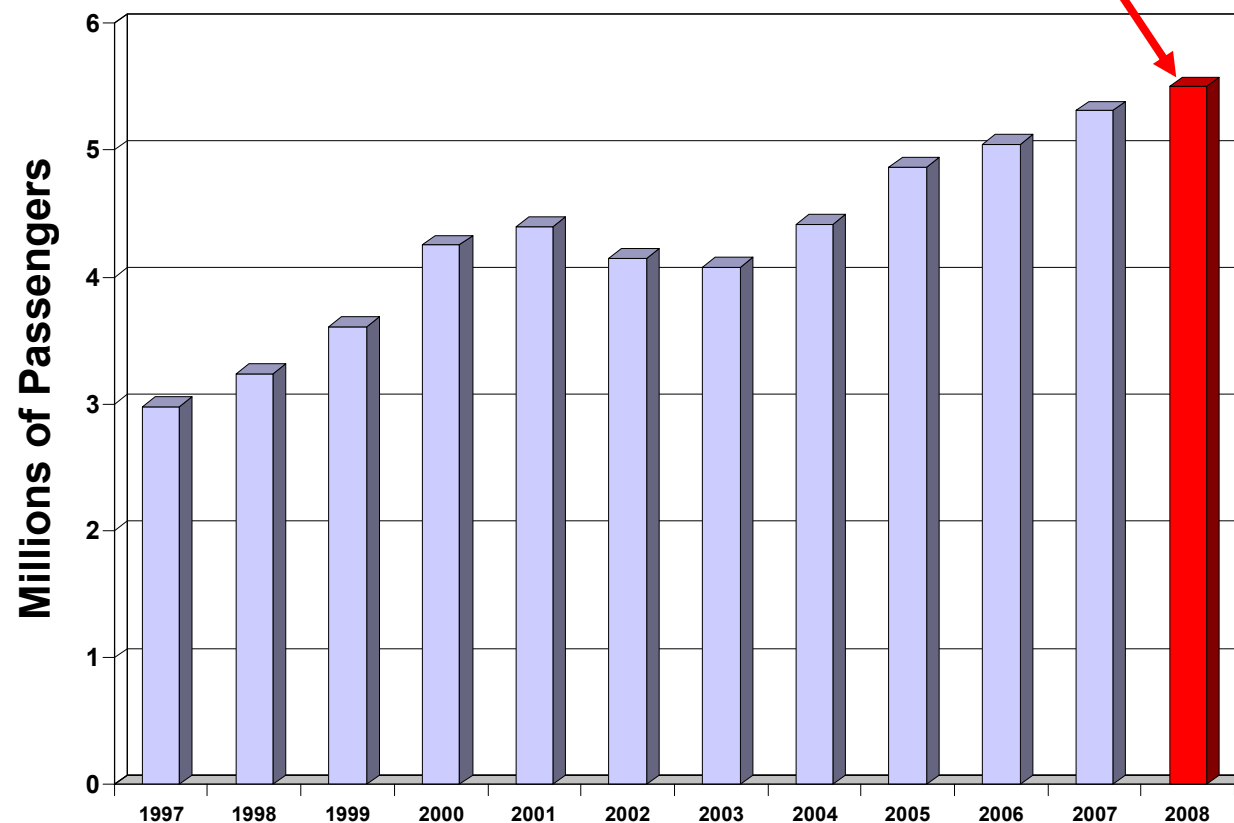
Key business sectors are fueling economic growth in the Buffalo Niagara Region

- **Logistics, Distribution and Trade**
 - The Region facilitates 31% of the total trade between the US and Canada
- **Hospitality and Tourism**
 - The Region attracts 22 million visitors annually
- **Technology-Intensive Manufacturing**
 - More than \$500 million in capital investment in plant and equipment has been made in the Region since 2000
- **Life Sciences**
 - More than 250 companies in this sector, with more than 250,000 employees, are located in the Region



Passenger growth at Buffalo Niagara International Airport (BUF) is among the strongest in the US

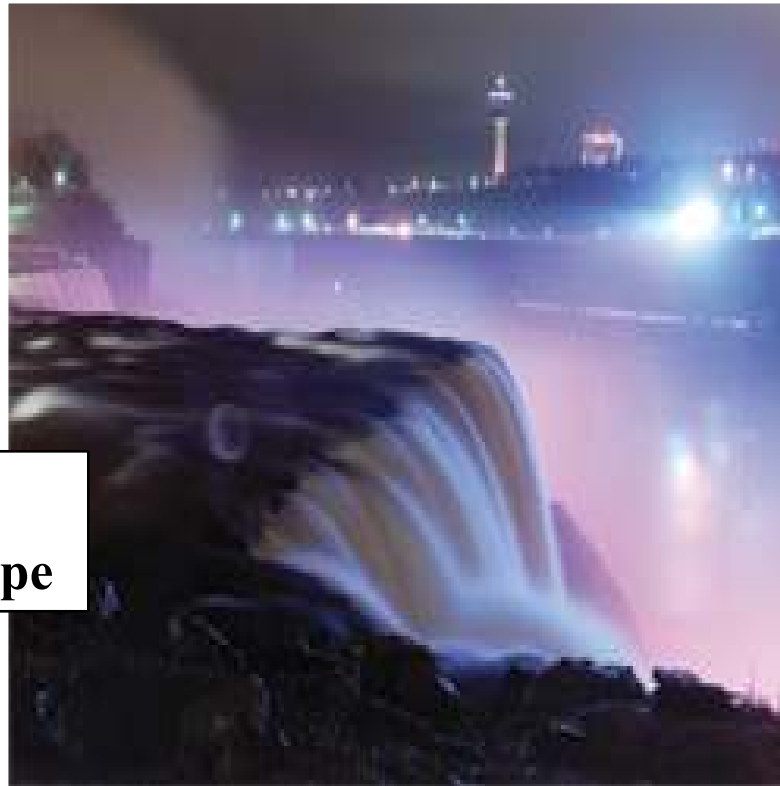
5.5 million for 2008





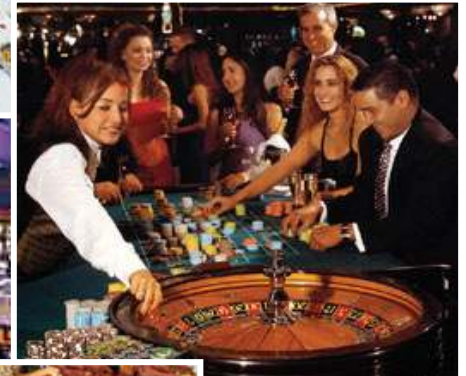
Niagara Falls attracts more than 17 million visitors annually from throughout the world

1 million annual visitors from Europe





The Region offers visitors three “Las Vegas Style” resorts & casinos





Tour programs based at Niagara Falls offer a high-quality and low-cost option

- **Niagara Falls is a much lower cost base for tour programs than New York City or Toronto**
- **Niagara Falls offers a full range of high quality attractions, plus convenient access to additional destinations**
- **Niagara Falls International Airport is the best low-cost alternative to traditional and expensive airport gateways**



7-Day Tour Program for Summer 2009

“The Niagara Frontier and Beyond”

- **Arrive at Niagara Falls International Airport**
- **4 days in Niagara Falls and the Niagara Frontier**
- **Optional day trips to Toronto and/or New York City**
- **Optional day trips to other nearby destinations (Washington, Boston, Chicago)**
- **Depart from Niagara Falls International Airport**



Niagara Falls offers an exciting base for the Tour

Experience Niagara Falls

- **View the Falls from both the US and Canada**
- **“Maid of the Mist” boat excursion to the foot of the Falls**
- **“Cave of the Winds” tour under the Falls**
- **Niagara Gorge jet boat excursions through white-water and whirlpools**
- **Parks and recreational activities on both sides of the Falls**
- **Dining, entertainment and gaming every night with spectacular views of the Falls**



The Niagara Frontier expands the range of attractions to chose from

- **Explore the Niagara Frontier**
 - **Golf at world-class courses in the US and Canada**
 - **Sail and cruise on Lake Ontario or Lake Erie**
 - **Tour wineries in the Niagara Region (US and Canada) and the New York Finger Lakes**
 - **Stroll botanical gardens and a butterfly conservatory**
 - **Visit Victorian Canada in historic Niagara- on-the -Lake**
 - **Admire world masterpieces at the Albright-Knox Art Museum**



Easy and affordable day trips to New York City, Toronto and other cities of interest

- **Day Trip to New York City**
 - **One hour flight each way**
 - **Full day of touring and shopping**
- **Day Trip to Toronto**
 - **90 minute ride each way by motor coach**
 - **Full day of touring and shopping**
- **Other Day Trips (one hour flights)**
 - **Washington DC**
 - **Boston**
 - **Chicago**



Buffalo Niagara has excellent access to markets in the Eastern United States and Canada





BUF offers 110 scheduled non-stop departures to 21 US destinations

Average domestic roundtrip fare (1Q2008):
US \$331.72
BUF \$283.05



Source: US Department of Transportation; Niagara Frontier Transportation Authority





Niagara Falls

International Airport

Strategically Located and Easily Accessible



Niagara Falls International Airport (IAG)



Primary Role: Charter, international and all-cargo services



IAG offers easy access to both the US and Canadian areas of the Buffalo Niagara Region

IAG to downtown Toronto: 138 km



↔ US – Canada automobile border crossings



Niagara Falls International Airport





IAG offers excellent low-cost facilities and services



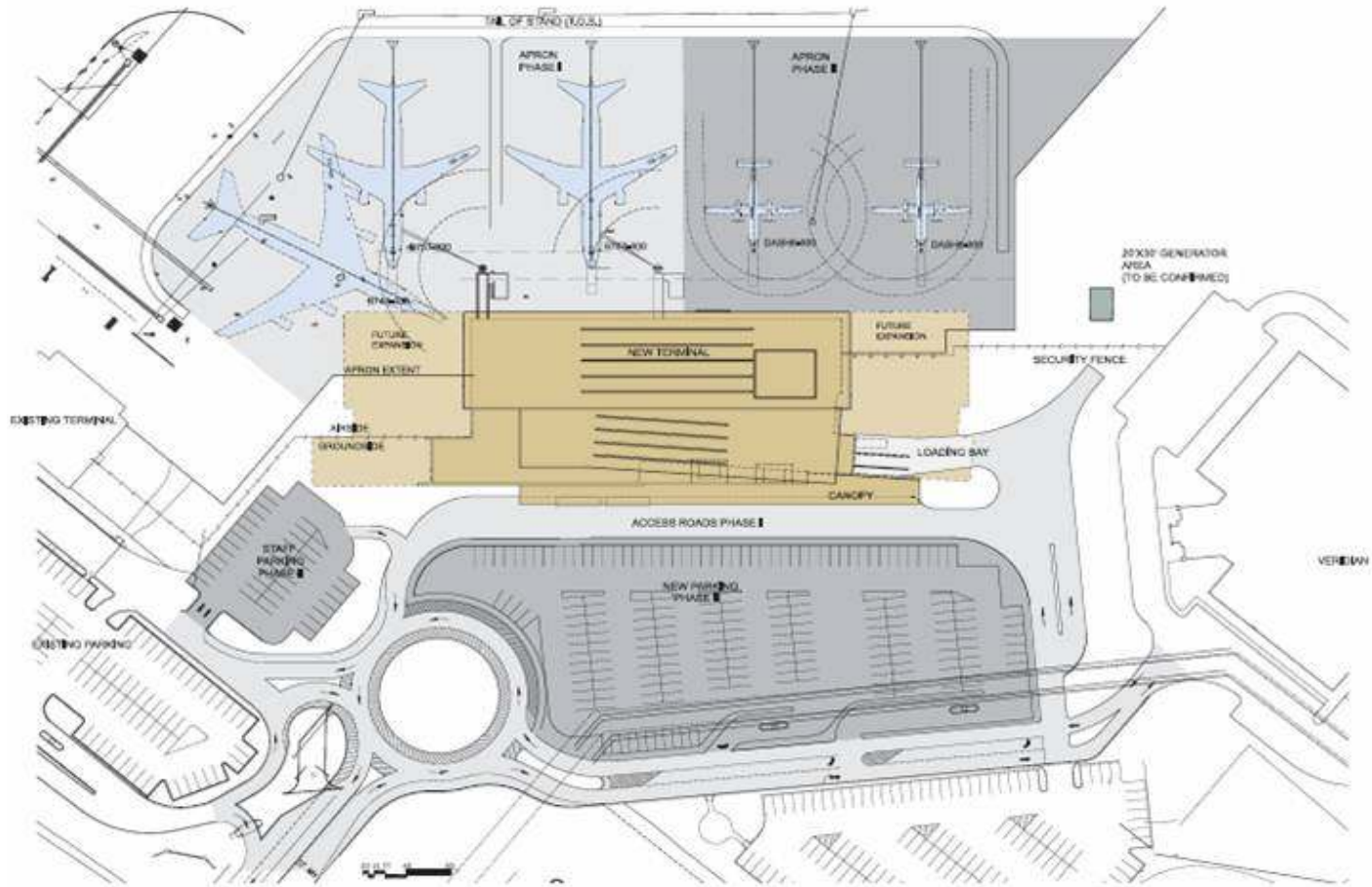


IAG will open a new terminal building in 2009





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IAG provides airlines with full operating capability and convenience

- **Runways**
 - **9,825 foot main (10L – 28R)**
 - » **10,895 foot takeoff length**
 - **5,188 foot crosswind (6 – 24)**
 - **3,973 foot G.A. parallel (10R – 28L)**
- **ATC Tower (0700 – 2300)(BUF control other times)**
- **No noise restrictions or curfews**
- **Ample aircraft parking, loading and unloading areas**
- **Full service 24-hour FBO (Tech Aviation)**
- **U.S. Customs 24-hour service (on call from U.S. – Canada border six miles away)**
- **Warehouse facilities**
- **Foreign Trade Zone #34 (183 acres adjacent to IAG, with two 50,000 sq. ft. buildings)**
- **Easy access to major highways in all directions**



Operations at IAG are free of air traffic congestion and delay

- **IAG regional air traffic is controlled by FAA's Cleveland Center**
- **IAG services avoid the air traffic congestion and delay prevalent in the US Northeast**
- **No operating slots required at IAG**
- **No congestion, or prospect of congestion pricing, at IAG**
- **Operations will be on-time and on-budget**



IAG is, and will remain, the best low-cost airport option for the Northeast US and Eastern Canada

- **Lower cost to airlines than any other airport in the Region, and much lower than New York JFK, Boston Logan**
- **Fees will remain very low even after new terminal opens**
- **Ample airfield space with no aircraft parking or operational constraints**

IAG Landing Fees	\$.90 per 1000 lbs. (Maximum (Gross Take-off Weight))
IAG Passenger Screening Fee	\$ 75 minimum per flight, or \$.75 per passenger, whichever is greater
IAG Terminal Rent	\$ 10 Per Square Foot



Recent developments have confirmed IAG's favorable position as a low-cost airport

- **Myrtle Beach Express**
- **Kenny Tours**



We look forward to working with you...

NFTA, and its partners in the Buffalo Niagara Region, look forward to working with tour operators and airlines to expand air charter services at Niagara Falls International Airport.

Please contact:

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