

February 9, 2021

M. Sylvain Choinière
Vice-President, Legal Affairs and Corporate Secretary
ADM Aéroports de Montréal

Re: Public Notice re Minimum Landing Charges

Dear M. Choinière,

I am writing you today on behalf of the many business aviation operators and flight management companies who will be seriously impacted by the changes to your minimum landing charges, effective April 1, 2021.

With flights and revenues severely affected by COVID-19, we fully understand the difficult position that ADM is facing. However, by imposing this fee on all aircraft indiscriminately, regardless of size, companies located in the region who are using smaller aircraft as an essential part of their business may be negatively impacted. Unfortunately, this issue may be even more challenging for Canadian businesses should the federal government continue its international travel requirement to land at Canada's four major hub airports beyond March 30, 2021.

As you may be aware, the use of business aircraft and flights has become an essential lifeline for businesses and communities no longer able to fully access commercial flights. With fewer passengers, and a highly controlled environment at FBOs, private aviation is both safe and at times now the only option for travel, including for workers who must travel to remote locations.

Servicing these aircraft put no burden on terminal operations yet help keep the economy moving and essential goods flowing through the Montréal region. We believe that this value should be taken into consideration when you set fees for this small but vital segment of airport activity.

We hope that by considering all options together, we can find a compromise and avoid imposing fees on business and general aviation that could be considered punitive.

To that end, we would ask for a meeting with yourself, and a number of our members who are most affected by this increase.

Thank you for your attention, M. Choinière. I am confident that working together we can find a fair way forward in these challenging times.

Sincerely,



Anthony Norejko
President and CEO