



MEMO

TO: Mayor Cecil Clarke

FR: Wayne MacDonald, P.Eng.,
Director of Engineering & Public Works

RE: Helipad Construction Costs

DATE: October 3, 2019

Mayor Clarke,

Further to a request from Breton Air, through your office, CBRM has an updated quotation for the costs of construction of a Helipad on the Port of Sydney site as per the attached drawing:

Helipad Construction (earthworks and Asphalt) - \$49,626
Fencing and electrical conduit - \$26,000
Contingency (10%) - \$7,563
Subtotal - \$83,189 + HST

Total - \$95,667.35

ORIGINAL SIGNED BY

Wayne H. MacDonald, P.Eng.
Director of Engineering & Public Works

cc. All Council,
Marie Walsh, CAO

Breton Air
280 Silver Dart Way,
Sydney, NS, B1E 1L2

3 October 2019

ATTN: Mayor & CBRM Council

HELICOPTER PAD SYDNEY WATERFRONT

The proposed helicopter pad at the Sydney waterfront is an outstanding development that will prove to be an economic driver for the community for years to come. This capability will increase accessibility and options for visitors to our port. The clients who are utilizing the services of Breton Air are forecasted to be in the traditional big spender market. These individuals will now be given the opportunity to conduct a quick scenic tour or a helicopter trip with a small excursion added on. These clients will be gone for 1-2 hours of their port stay instead of the majority of their stay - now in the position to peruse and spend their money in our downtown core.

The helipad will also stimulate the local economy organically from non-cruise ships visitors and locals alike. The heli-pad itself is located on an iconic piece of property and will draw in visitors to simply see the helicopter in operation and or partake in a flight. Breton Air currently conducts regular tours from our hangar based out of the Sydney Airport. The location in downtown Sydney is more convenient and would be preferable to the majority of our client base.


The addition of the helicopter pad also puts Breton Air in a position to grow and investigate bringing another helicopter to support this capability. This would have the direct economic benefit of creating new high paying jobs in the CBRM.

The added benefit to the CBRM is greater than an economic and tourism benefits alone. This helicopter pad under the command and control of Breton Air will provide the city with a strategic capability that can be utilized in support of medical and or environmental emergencies. Breton Air will be in a position to ensure that the air space is de-conflicted and priority is provided accordingly.

We look forward to creating opportunities and growing with the CBRM.

ORIGINAL SIGNED BY

Parker Horton
Chief Executive Officer

BRETON AIR 



Cabot Links
27 Sept 19

ATTN: Mayor CBRM, CBRM Council

Letter of Support for Helicopter Pad

The proposed helicopter pad situated at the Port of Sydney is a favourable advancement in the capability of our Island. This service will enable visitors to our Island to not only have the opportunity to experience Cabot while their cruise ship is in port, but it will also provide greater connectivity and options to our visitors in general.

It is important that we work together to promote the whole of Cape Breton – this service and capability will drive new economic growth into Sydney and the Cape Breton Region as a whole.

Strongly in favour,

ORIGINAL SIGNED BY

Andrew Alkenbrack
General Manager
Cabot Links

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Inverness, Nova Scotia
Canada B0E 1N0

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Glenora Inn & Distillery, 13727 Highway #19, Glenville, Nova Scotia

September 30, 2019

To: CBRM

RE: Helicopter Pad at the Port of Sydney

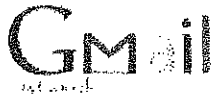
We are very excited about the new Helicopter Pad that will be located at the Sydney Port. We are collaborating with Breton Air to bring guests from the Cruise Ships Port in Sydney to Glenora Inn & Distillery in Glenville, a short distance from Inverness. On their arrival they will get to experience a Whisky Tour and Tasting in the first North American Whisky Distillery. We feel this offering will be an excellent opportunity for guest to see the island and experience a bit of Cape Breton hospitality. Glenora Inn & Distillery has live music each day from 1:00 – 3:00pm and 8:00 – 10:00pm.

We are very grateful for the opportunity to work with Breton Air, the Cruise Ship industry and Sydney Ports to assist in the guests enjoying their stop in Sydney.

Kindest Regards,

ORIGINAL SIGNED BY

Cathy MacLean
VP Marketing and Group Sales



Parker Horton <ph@bretonair.com>

Helipad

Marlene Usher <musher@portofsydney.ca>
 To: Parker Horton

Mon, Sep 30, 2019 at 2:51 PM

The Port of Sydney will host over 100 cruise ships in 2020 between the months of May and November. With increased ships comes increased passengers which in addition to all of the benefits present challenges. One of the challenges is bus capacity. It is difficult to ramp up bus capacity to meet a handful of days where there are two or three ships and anywhere from three to five thousand passengers. The buses are used for transporting passengers to different excursions all over CB Island.

If there were more walking excursions such as the walking tour, shopping and eating in downtown Sydney or the Split of the Fiddle concert the pressure on buses would be less. One such opportunity is the proposed helipad on the Port site. A helicopter tour provides visitors from other countries such as Germany, Italy and others a chance to see the Island from the air. The beauty of this is that the tour would commence on the Port lands, no buses required.

We have reached out to the Cruise Lines and they are excited at this prospect and see it as one part of the solution. The actual footprint of the helipad is not intrusive to the cruise ships and security would be on sight to ensure walkers are not close to the helipad on takeoff and landing.

Having a helipad at the Port of Sydney will set our Port apart and provide competitive advantage. We believe there will be many synergies for passengers other than Cruise and look forward to working with Breton Air.

Regards,

Marlene Usher



portofsydney.ca

Twitter

Facebook

Instagram

Marlene Usher FCPA, FCA

Chief Executive Officer

Port of Sydney Development Corporation

Office: 902.270.6136

Port Place

90 Esplanade, suite 102

Sydney, Nova Scotia

musher@portofsydney.ca

@portssydney @bigfiddlecb

"Joan Harriss Cruise Pavilion"

@bigfiddlecb



**Sydney
Downtown
Development
Association**

275 Charlotte St., Suite 105
Sydney, Nova Scotia
B1P 6G9

Thursday, October 3, 2019

ATTN: CBRM Mayor & Council

Helicopter Pad on Sydney waterfront

The proposed Helicopter pad on the Sydney waterfront is a favourable development for Downtown Sydney, and the entirety of Cape Breton Island.

This service will not only be an asset to our emergency and surrounding services, it would offer experiential tourism opportunities in Downtown Sydney, while also increasing accessibility and connectivity to the rest of Cape Breton Island.

Having a Helipad in Downtown Sydney would set us apart from other destinations, providing us with a competitive edge and a great opportunity to drive economic growth and attract visitors and our local community to Downtown Sydney.

Kind Regards,

ORIGINAL SIGNED BY

Michelle Wilson
Executive Director
Sydney Downtown Development Assoc.



July 18, 2019

His Worship Cecil Clarke
c/o 320 Esplanade – Suite 400
Sydney, NS B1P 7B9

mayor@cbrm.ns.ca

Your Worship,

I am writing to support and applaud your efforts seeking the construction of a helipad at the Port of Sydney's new, Cruise Ship berth location. This is both a smart and forward-thinking endeavor and will prove to be something that will have significant payback not only for the Port and City of Sydney, but for the region, as it will add to the entire region's experience offerings and generally help us improve as a destination.

There are not many cruise berths in North America which have a helipad right at the pier, so this location will be very special and as well, an efficient opportunity to get guests to where they want to go within or near, Cape Breton. We are very much looking forward to promoting this to our cruise line customers especially the higher end cruise lines who have guests that will be delighted to pay accordingly to get off the ship, right onto a waiting helicopter and be whisked away to fly over the Cape Breton Highlands, one of the many spectacular Cape Breton Golf Courses or even Sable Island National Park Reserve. Such an offering of a helipad right at the cruise pier, will create arguably the closest most time and cost-effective way to be able to get to and from Sable Island, a world renown bucket list opportunity. Beyond these tourism opportunities, the benefits of a helipad are well known as it relates to medical emergency or evacuation efforts, with this location being a prime choice to ensure that no mature trees or power lines are interfered with and that the noise is not a residential concern.

Please do not hesitate to reach out to me or Mary (can take your calls and assist) directly if you have any further questions about our enthusiasm for this potential enhancement to the Sydney experience offering.

Very Best Regards,

ORIGINAL SIGNED BY

Dennis Campbell
CEO
Ambassatours Gray Line

Cc: Mark Bettens, Executive Assistant, Mayor Clarke
Mary Dempster, Sr. V.P, Ambassatours Gray Line

Ambassatours Gray Line

Absolute Charters Inc.

Murphy Sailing Tours Limited

6575 Bayne Street, Halifax, Nova Scotia B3J 2V6
Main Office: 902-423-6242 / Fax: 902-423-5522



Destination Cape Breton Association

Mayor and Council
Cape Breton Regional Municipality
City Hall
320 Esplanade
Sydney, NS B1P 7B9

October 3, 2019

Re: Letter of support for Helipad Investment

Dear Mayor Clarke and Members of the CBRM Council:

I am writing to express the support of Destination Cape Breton Association for the proposed Helipad addition to the Second Berth project at the Port of Sydney.

The cruise industry and spin off have had a significant, positive impact on the tourism economy of Sydney and Cape Breton Island. The number of cruise ships has continually increased with over 114 cruise ship vessels expected to have visited the Port of Sydney by the conclusion of the 2019 season. With the construction of the Second Berth, that number will only increase.

Cruise ship passengers are seeking a diversity of experiences and the availability of helicopter charters that could conveniently take passengers to golf at The Lakes at Ben Eoin or to fly fish on the Margaree, as just two possible examples, would be an experience offering for the Port of Sydney that would differentiate it from other cruise ports.

The addition of a helipad will contribute to the growing impact of the cruise industry on the Cape Breton Island economy and the investment promises to provide a strong return. As a result, we encourage your support of this proposed helipad investment.

Please feel free to contact me should you have any questions.

Sincerely,

ORIGINAL SIGNED BY

Terry Smith, CEO
Destination Cape Breton

20 Keltic Drive, Sydney
Nova Scotia, Canada B1S 1P5

EMAIL Information@dcb.ca
OFFICE 902-563-4636

visitcapebreton.com

THE LAKES

— GOLF CLUB & RESORT —

AT BEN EOIN

5153 East Bay Hwy, Ben Eoin, NS B1J 1P1

October 4, 2019

Dear Mayor and Council:

Please accept this letter as a demonstration of our support for Breton Air Inc and their development plans to land and operate on Sydney's waterfront. On behalf of the Ben Eoin Development Group I ask that Mayor and Council treat their request as a priority, the positive impact of their business operations will have a significant impact on the local landscape.

Breton Air Inc. are offering a service that will strengthen economic prosperity in the region supporting growth and business initiatives of other tourism and service providers. The Ben Eoin Development Group through our strategic development plans at the Lakes at Ben Eoin Golf Club & Resort have been working with Breton Air on a number of initiatives that are mutually beneficial. Specifically speaking, an operational site on Sydney's waterfront will allow us to tap into the clientele of the extremely successful and growing cruise strategy. Partnering with Breton Air, we will be able to get interested visitors to our property quicker and for a greater length of time, not to mention adding to the guest experience and promotion of Cape Breton by traveling via air over some of the most picturesque islands in the country.

Breton Air Inc's facilities and the service they produce are essential to promoting businesses and services to the Cape Breton Regional Municipality and its visitors. Through their proven quality of product and willingness to not only grow their own business, but to strengthen the businesses of others in the community, consideration for their development plans in our opinion is pivotal to ensure the CBRM are meeting demands of its visitors and is staying current with trends and offerings. Visitors are looking for unique experience and efficiency and I can not think of another business model who is striving to meet these needs more than Breton Air.

As you review their submission, understanding there are a lot of capital requests presented to Mayor and Council and fully appreciating the fiscal reality, I ask that you sincerely consider Breton Air Inc's proposal as a top priority so that the CBRM, its businesses, visitors and local residents can begin to realize the significant economic and social benefit their product and service will bring to our downtown core.

Thank you for this consideration.

Sincerely,

ORIGINAL SIGNED BY

Rodney Colbourne
President, Ben Eoin Development Group