



# SOURCES OF REVENUE

Your airport can move beyond relying solely on traditional sources of funding to be self-sustaining. In today's aviation environment, airports looking beyond conventional sources of revenue are prevailing. Have you considered that your airport could be more than just an aviation platform?

Having a resource team that is experienced in identifying the best possible sources of revenue for your airport can prove to be invaluable.

There are many other options to consider including:

- Agriculture
- Energy
- Industrial Parks
- Commercial/Retail
- Academia
- Technology

Clients of Explorer Solutions have successfully implemented innovative, sustainable and profitable solutions at their airports.

## OUR SERVICES

- Investment attraction
- Non-aeronautical revenue sources
- Aeronautical revenue sources
- Concession Plan Management
- Airport Fees Assessment
- Terminal Concessions and Rental Spaces Attraction and Management
- Rental of Hangars and Other Buildings
- Parking Management
- Land Lease
- Writing and Negotiating of Commercial Leases
- Land Use (air and land side)
- Preparation of Funding Request Applications

## PAST PROJECTS



Highest and Best Land Use Study  
Kingston Normand Rogers Airport, ON (CYGK).



Investment Attraction  
Region of Waterloo International Airport, ON

Explorer Solutions provides innovative solutions in all areas of business intelligence, international relations, strategic planning, market development, investment attraction and lobbying to the aerospace, airport and economic development sectors.