

From: Berman, Sarah
Sent: Tue 9/18/2012 9:06:28 AM
Subject: RE: ARL - Data Request Follow-up Questions

Hi Hwan,

Here are responses to your questions:

1. Only people over 16 were approached and interviewed as part of the survey process. However children under 16 are not excluded from the in-scope demand because respondents were asked about the total size of the group they were travelling in (including children) – hence under 16s are included as part of the 31% of in-scope demand travelling in groups.
2. Yes your interpretation here is correct – 2.6 million (approx.) of the 2020 in-scope demand is travelling in pairs, not 5.2 million.

I hope this is clear, but please let me know if you have any further queries.

Regards,

Sarah

Sarah Berman
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From: Kim, Hwan (CA - Toronto) [mailto:hwankim@deloitte.ca]
Sent: 17 September 2012 22:45
To: Berman, Sarah
Cc: Czauderna, Danielle; Stephan Mehr (Stephan.Mehr@metrolinx.com);

Philip.Safos@metrolinx.com; Colaco, James M. (CA - Toronto); Bakht, Anantika (CA - Toronto); Kamikovski, Matija (CA - Toronto); Richards, Jim
Subject: RE: ARL - Data Request Follow-up Questions

Hello Sarah,

Thank you for sending us the detailed responses to our questions last week.

After going through the data, we have few more questions regarding the Group segmentation (Group Size and Weekend Fare Tests 30Aug.xlsx).

1. In your previous email, you mentioned that only the respondents over 16 were part of the SDG survey and modeled in the ridership projection. Does this mean youth / children under 16 would have been excluded from the definition of "group of 2 or more" as well (i.e. not included in 31% of in-scope demand who are identified to be in group of 2 or more)?
2. According to the Indicative Market Shares by Group Size, 22% (2.6M) of the in-scope demand is in group of 2. Could you please confirm that this means 1.3M of the in-scope demand are travelling in pairs ($1.3M \times 2 = 2.6M$) instead of 2.6M traveling in pairs ($2.6M \times 2 = 5.2M$)?

Thank you very much again for clarifying our questions.

Regards,

Hwan

Hwan Kim

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From: Berman, Sarah [<mailto:Sarah.Berman@sdgworld.net>]

Sent: Tuesday, September 11, 2012 10:50 AM

To: Kim, Hwan (CA - Toronto)

Cc: Czauderna, Danielle; Stephan Mehr (Stephan.Mehr@metrolinx.com); Philip.Safos@metrolinx.com; Colaco, James M. (CA - Toronto); Bakht, Anantika (CA - Toronto); Kamikovski, Matija (CA - Toronto); Richards, Jim

Subject: RE: ARL - Data Request Follow-up Questions

Hi Hwan,

Many thanks for your email. I will answer your questions in turn.

1. Yes those residence and journey profiles (the 2011 report and those that I sent through) are the same and they are for all terminating Pearson demand rather than in-scope demand for ARL. At the flight sector level there is no difference in the purpose/residence proportions, but the breakdown of the total in-scope demand across all sectors is slightly different because there's a different proportion de-scoped from each flight sector. I can update the corporate and multi-trip tables to represent this if that would be helpful.

2. The definition of "local" is residents of the Greater Toronto area. Based on our weighted survey results, air traffic forecast and in-scope demand, the geographic breakdowns are as follows for 2020:

Residence

All terminating YYZ demand

ARL In-scope demand

GTA

48.3%

49.0%

Rest of Canada

28.0%

26.0%

USA

9.7%

10.2%

Rest of World

14.0%

14.7%

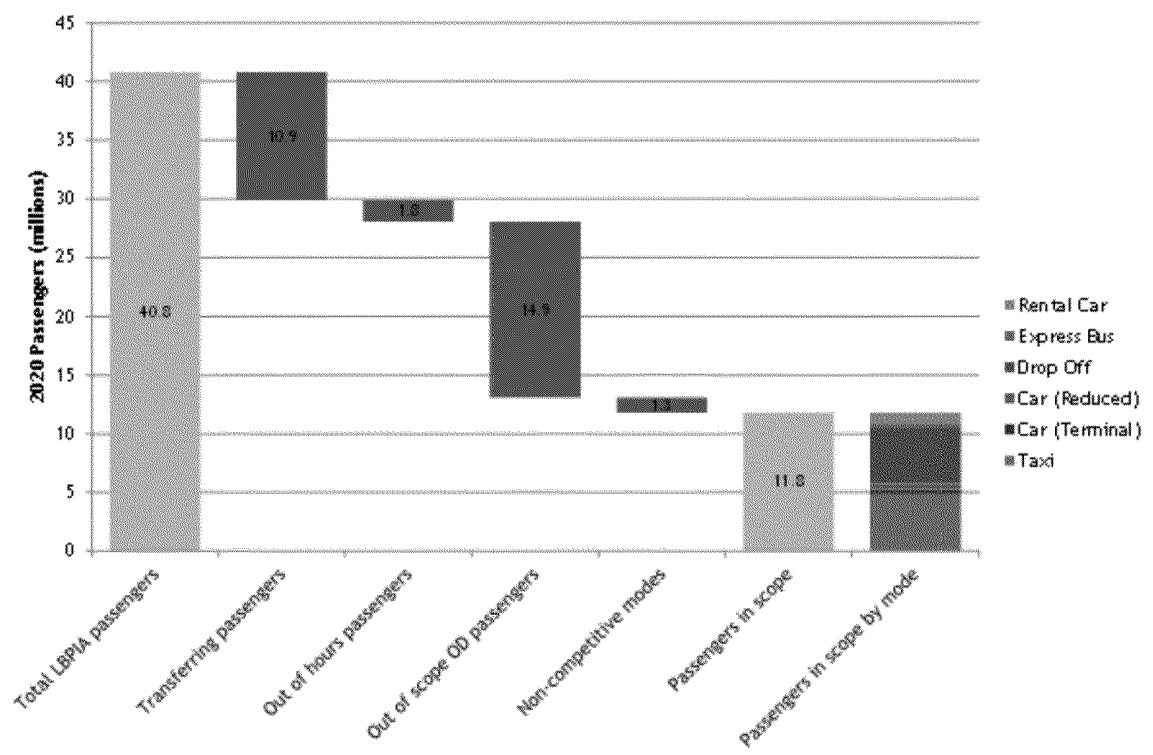
Total

100%

100%

Let me know if you would like these figures in a spreadsheet or broken down further (by flight sector or journey purpose).

3. You're right that transferring passengers and overnight (out-of-hours) passengers are treated separately, though of course there are some passengers who are both travelling overnight and transferring. Because we remove the transferring passengers first, such passengers are counted as transferring (part of the 10.9m – we don't consider their time of day as they are already out of scope) and then the 1.8m out of hours passengers are all overnight **terminating** people. I hope this makes sense. The removal of out-of-scope passengers is carried out in the order in this diagram, which you may have seen before:



Please let me know if you would like any updated data or have further questions.

Regards,

Sarah

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From: Kim, Hwan (CA - Toronto) [<mailto:hwankim@deloitte.ca>]

Sent: 10 September 2012 16:03

To: Berman, Sarah

Cc: Czauderna, Danielle; Stephan Mehr (Stephan.Mehr@metrolinx.com);
Philip.Safos@metrolinx.com; Colaco, James M. (CA - Toronto); Bakht, Anantika (CA - Toronto); Kamikovski, Matija (CA - Toronto)

Subject: ARL - Data Request Follow-up Questions

Hello Sarah,

Hope you had a great weekend. Thank you for running tests on ARL ridership and revenue projections and sending to us Friday before last.

After going through and analyzing the data, we have few follow-up questions on the ridership and revenue projection for ARL.

1. Could you please confirm the following table on customer profiles is part of the 2011 updated final report? There is a similar breakdown of customers (resident vs. non-resident / business vs. non-business) for the "Corporate" and "Multi-trip" test results. If not, would it be possible to get updated figures on this break down?

2020 Flights

Domestic

Trans border

International

All Flights

Local Leisure Travelers

11%

35%

47%

32%

Non-local Leisure Travelers

26%

21%

35%

28%

Local Business Travelers

26%

19%

6%

16%

Non-local Business Travelers

37%

25%

12%

23%

2. If it is, could you please confirm whether this table represents total GTAA demand or in-scope demand?

3. What is the definition of “local”? Would it include the residents within in-scope demand, GTA, or Ontario?

4. Would it be possible to further break down “non-local” into other Canada, U.S., and international?

5. When reducing the 40.8M Base Demand down to 11.8M In-Scope Demand, 10.9M of transferring passengers are removed from the Base Demand. Would you be able to let us know how many of this 10.9M are overnight passengers vs. air-to-air transfer? From the overall approach diagram in SDG report, it seems like two groups are categorized separately

Hope it isn't too much hassle for you to answer these questions. Please let us know if you would rather schedule a quick call discuss the above.

Thank you very much.

Regards,

Hwan

Hwan Kim

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