



Corina Moore, Interim CEO
Presentation to the
Rotary Club of North Bay

North Bay and Ontario Northland



1902



2015



Our Impact in North Bay

- 750 employees (441 in North Bay and surrounding areas)
- 190 employees work at the North Bay Shop Complex
- \$50M annual payroll (\$26.6M in North Bay)
- \$2.11 multiplier effect in each community!
 - **\$56.1M in economic benefit to North Bay**

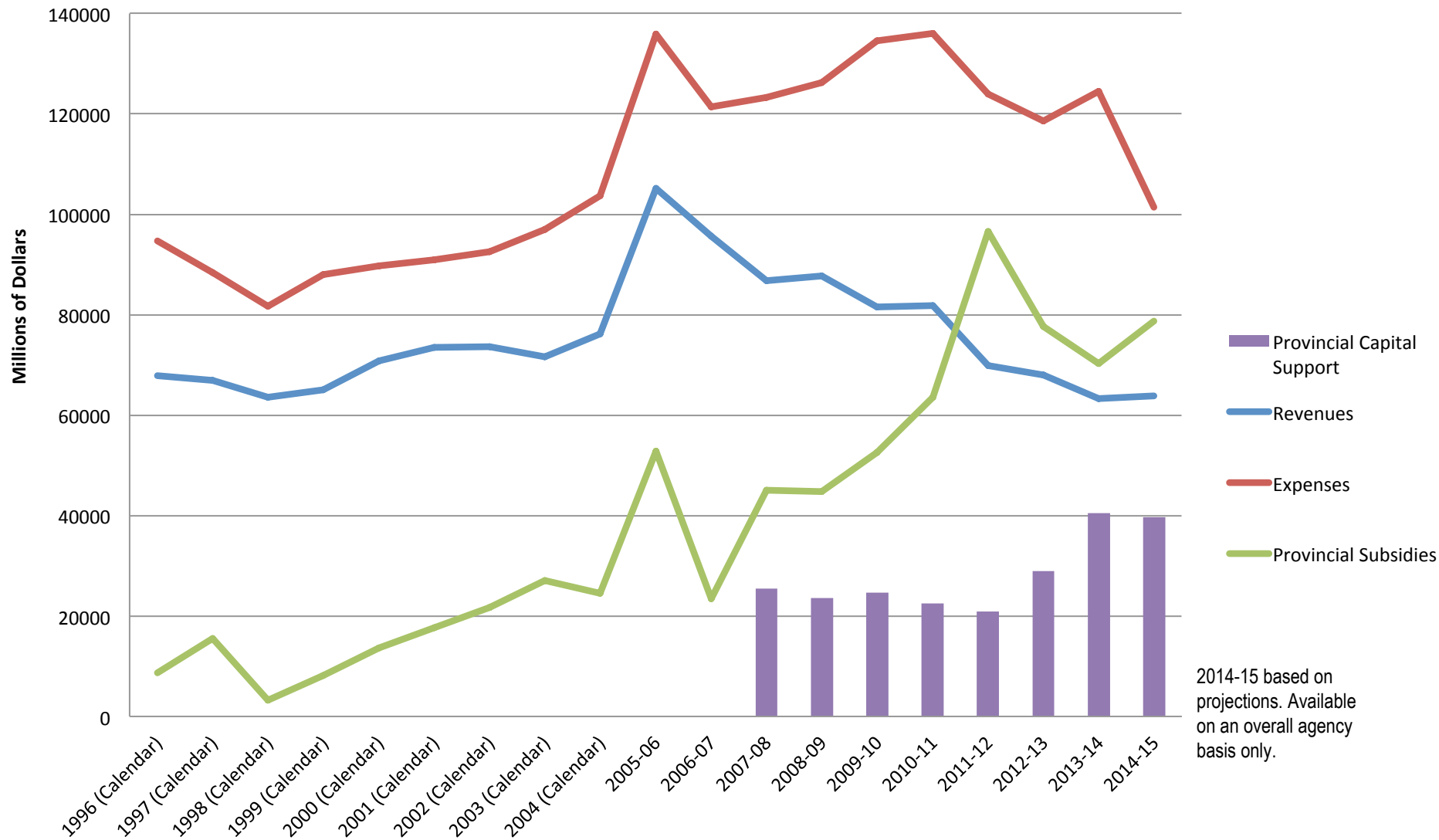


Our Impact in North Bay

- Motor Coach – 260,000
(70,000 passengers/year to and from North Bay)
- 4,700 bus departures/arrivals
- 39,000 rail cars in, out or through North Bay in 2014



ONTC Historical Financial Overview



We are unsustainable without change

**Status
Quo**



Transformation

*"To succeed both in today's world and into the future,
we need to think and act differently."*

- John Kotter



MOVING FORWARD

**Transforming to a sustainable, efficient and
valued leader in transportation.**

VISION

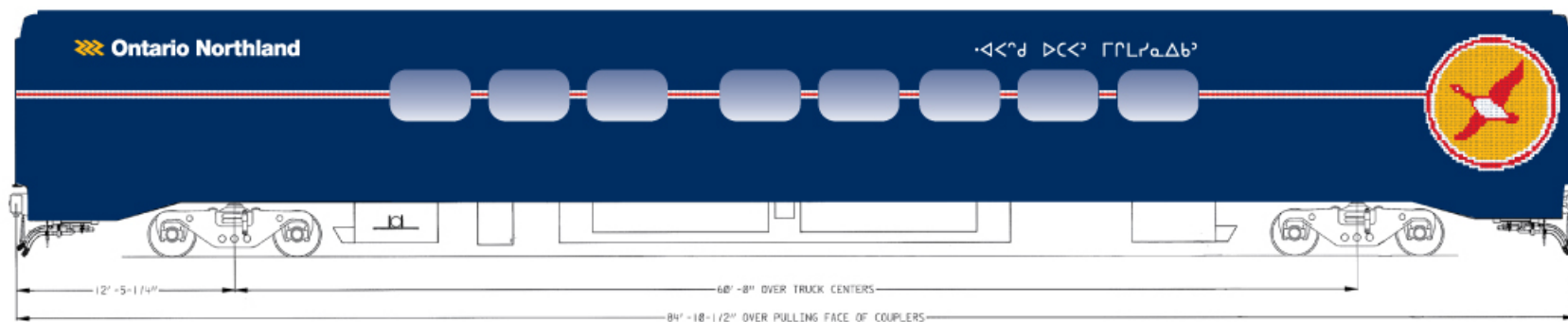
**Efficient and valued
transportation solutions for the
next 100 years**



- Rail Freight will continue to provide vital transportation services to the region while reducing operating costs.



- Polar Bear Express (PBX) will continue to provide vital train services from Cochrane to Moosonee
- The refurbished PBX will provide improved comfort and service for passengers.



- Motor Coach services will provide efficient service that is aligned with passenger volumes and achieving greater self-sufficiency.



- Remanufacturing and Repair will secure profitable business with the goal of break-even
 - 150,000 sq.ft shop facility
 - passenger car and freight car refurbishment
 - locomotive overhaul and repair
 - state of the art paint facility
 - Sales and Business Development Manager HIRED



- Corporate culture of collaboration and continuous improvement
- Reduction of surplus real estate assets
- Collaborate with Communities

How can you help?

- Be informed
- Share the vision
- Celebrate accomplishments
- Travel, ship packages, and find out how our services can work for you
- Share ideas: movingforward@ontarionorthland.ca

