

# CBAAA\*ACAA

The official publication of the Canadian Business Aviation Association

## NEWS BRIEF

### Credit When It's Due

#### CEO'S CORNER

Sometimes in the midst of lobbying for business aviation, it is all too easy to only see what government hasn't fixed, and lose sight of what they have.

It's time to step back a bit and acknowledge the work that the government has done to improve the environment for business aviation, and most importantly, build on these positive actions.

One excellent example of this collaboration is the CBAA's work with the Canada Border Services



By Sam Barone

Agency (CBSA) to improve customs and immigrations services aimed at business aviation. Progress was incremental at first, with CBAA and CBSA finding

ways to address relatively small irritants. Over time, the relationship became stronger and we were able to do more together. Most recently, CBAA and CBSA held a joint meeting that dealt with a wide range of issues, based on an agenda developed with members. This meeting was more than just talk – CBSA committed to resolve the majority of these issues within a timeframe and to follow up on the rest with CBAA. This meeting was so successful that we agreed to make it a regular event.

We have had similar levels of co-operation with Transport Canada on the EU-ETS file, which has had CBAA working with both Transport and ICAO to mitigate the worst of this cap and trade scheme.



This is the blueprint for how advocacy associations and the government should work together. The more we speak to government, the more they understand how business aviation works, and the better we understand what they can and cannot do. CBAA believes strongly in this process. We've seen it in action.

I would be the first to say that there is still a great deal that has to be done. But, based on these experiences, there is a way forward. It is incremental and it can be slow, but step by step, we are making progress.

There is a saying that goes, "decisions are made by those who show up." The CBAA staff "show up" every

**CBAA2012**, Canada's premier event for business aviation is fast approaching! Mark your calendars to attend – Toronto, Ontario, June 13-14 at the Hilton Toronto Airport Hotel and Skyservice Business Aviation.

**MEET** with industry leaders including C-level executives, flight department personnel and owner-operators

**VISIT** industry-leading companies at the trade show

**LEARN** how to deal with critical issues from industry leading speakers, including FABIO GAMBA, RICHARD ABOULAFIA and others.

**TOUR** business jets presenting emerging airplane technology on static display.

**VISIT** [www.cbaa-acaa.ca/convention](http://www.cbaa-acaa.ca/convention) for more information

CANADIAN BUSINESS AVIATION ASSOCIATION

CBAAA\*ACAA  
Canada's Voice For Business Aviation  
La voix de l'aviation d'affaires canadienne

[cbaa-acaa.ca](http://cbaa-acaa.ca)



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day at government offices – meeting, explaining and discussing our members' issues, and working to resolve them.

The bureaucracy has been under enormous pressure lately, with internal changes, cuts and reorgs stealing time and resources – all the while still having to do their real work. We will be watching the upcoming federal budget very closely to be sure that any cuts that may come down the pike don't

affect these relationships, and that the good work we have begun can continue.

CBAA has made a difference for business aviation by building professional relationships with government officials. I think these relationships and mutual understanding will continue to grow, and reap even bigger rewards, as we continue to advance the cause of business aviation. With strong leadership and will, there is a way. 🍁

