

The official publication of the  
Canadian Business Aviation Association

## NEWS BRIEF

### CEO'S CORNER

## The Year Ahead: Promoting and Simplifying Business Aviation

**C**BAA understands that your business is unlike any other form of air travel: Business aviation is a personal time machine that solves problems, provides unparalleled opportunities – and requires its own regulatory and policy approach.

In 2019, we will focus on what's essential to you, creating the best operational tools and policy environment so your business can compete, grow, connect and operate safely and efficiently.

**Lobbying and Advocacy:** CBAA is your advocate and champion, bringing your concerns and solutions directly to governments, agencies and others who influence how and where business aircraft fly. Here are a few examples of what we are working on:

CBAA's recent submission to the Treasury Board of Canada raised a red flag on the dangers of "jurisdiction shopping" and the spectre of an uncontrolled grey market if more operators decide to abandon Canadian registration and our heavy-handed and costly regulatory framework in favour of less onerous foreign flags of convenience.

We also represent your interests to non-government organizations, such as Nav



Canada and airports. As a member of the Nav Canada Advisory Council, CBAA is aiming for inclusive, innovative solutions that benefit all users. Working with individual airports, we strive to identify common ground, seeking alignment and a new, mutually-beneficial approach to the airport/business aviation operator/FBO paradigm including fair access to resources like de-icing.

In the coming year, you will see CBAA take action on many files, including flight and duty times, targeted inspections, new tax rules, flight data recorder requirements and more.

**Operational Support.** CBAA works to simplify, support and strengthen safety in your operations. With Transport Canada targeted inspections underway, we offer tools that

can make a substantial impact on inspection outcomes, with invaluable online resources such as an inspection checklist and access to the Risk Management System (RMS) that helps our operators by simplifying their compliance efforts with industry best practices.

Our work on operational safety and targeted inspections doesn't stop there. CBAA is in continuous contact with Transport Canada, monitoring the inspections and providing input on the process going forward, and we are working directly with operators on specific issues during the inspection process.

Operational support extends into regulatory and policy activity, with the CBAA engaged in virtually every government file that affects

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### Why CBAA?

It's my honour to address you as CBAA's president and CEO.

When considering and ultimately accepting the president's position, I had some ideas on the broad strokes of what we needed to do and where we as an association should be headed. Over the last few weeks I have met with and heard from both members and non-members. Listening to what you consider opportunity and risk in your operations and in business aviation, I knew that the CBAA was the best organization to represent and resolve the issues we face, while sharing the story of how powerful an impact business aviation makes to the health of our economy. But, we have to do a better job of explaining our WHY.

Some people I spoke with consider membership as an investment in their own business. They see us as an agent of change and as their partner. But others just can't see what's in it for them.

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business aviation operations. Some files require CBAA's unique expertise to offer practical solutions: e.g., increasing the numbers of delegations or creating a FRAT for business aviation. Others require us to create, and lobby for, viable alternatives to regulations: examples include flight and duty time regulations or new flight data recorder requirements. Also on CBAA's radar: CBSA levels of service, the application of CORSIA and Canada's domestic version of cap-and-trade schemes, among others.

**Making Connections.** Operators are dealing with information overload: too much, too complex, coming from too many directions. CBAA is revamping its communications to stay centred on what you need and want to know – and remove the clutter of things you don't. We are going to innovate with podcasts, webcasts and other visual and aural media so that you can get the info you need in a way that suits you best. And, we will continue to act as a catalyst to bring operators and suppliers together, using our national convention,

chapter meetings and direct-to-member programs like Corporate Connect and Industry Partners.

**Building our Future.** With more low and ultra low fare airlines coming online, airline work is not the lucrative and glamorous profession it once was. Employees are dealing with changes to defined benefit packages and the frustrating slow climb up the seniority ladder, while contending with schedule and compensation challenges. Business aviation is a great option for anyone who wants to be a valued employee in a high paying and prestigious aviation sector. It's a place where your work is valued and appreciated and where you are more than an employee number, working directly with your customers and owners. And, we plan to get the word out across Canada. CBAA's BizAv Young Talent Initiative, headed up by some of Canada's most dynamic young business aviation professionals, it is a springboard to build awareness and excitement about the almost unlimited potential of working in business aviation.

For more on CBAA, visit [www.cbaa-acaa.ca](http://www.cbaa-acaa.ca).

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They believe that their business operates as well without CBAA as it would with.

I am committed to changing their minds. In everything we do, the CBAA will be focused on promoting and simplifying business aviation operations. Here's how.

- The CBAA is going to empower business aircraft owner/operators, pilots, flight managers and maintenance engineers, sharing best practices, providing easy to use tools and templates and improving the regulatory framework.
- We will encourage industry growth and a competitive and innovative business environment by aligning with like-minded groups in aviation and in the business community by sharing the powerful story of our time machines.
- Our communications will evolve, becoming a more valuable and



**Anthony Norejko**

President & CEO

reliable resource: more focussed and easier to access and use.

• We will prepare for the future, with initiatives such as the BizAv Young Talent Initiative (BizAvYTI), that lay out the advantages, opportunities – and excitement – of working in business aviation.

Some changes will happen quickly, some will

take a bit longer and there are some things at CBAA that are working well now, and don't require much change at all. We have a great head start, with strong and dedicated team in Ottawa and a committed board of directors. We are all working towards one goal: a better association that promotes and simplifies business aviation.

The final ingredient is you – whether you are a member or not, we are fellow travellers with common goals. I look forward to welcoming you on our journey.



## BizAV YTI's Kate Latis Named one of NBAA's Top 40 Under 40

**C**BAA congratulates Kate Latis, one of the founding members and driving force behind CBAA's BizAv Young Talent Initiative (BizAv YTI), for her nomination by the NBAA in its inaugural Top 40 Under 40. Recognizing young business aviation professionals for their career accomplishments and dedication to the industry, the award was presented at NBAA-BACE in October.

"We are ecstatic for Kate and so proud that she is part of the CBAA family" said CBAA president Anthony Norejko who joined others during NBAA-BACE to celebrate her award. "Kate's passion for business aviation is unequalled. She a role model, not only for young women, but for any young person

looking for new and better opportunities in aviation."

The Business Aviation Top 40 Under 40 list was selected by NBAA's YoPro Council, which reviewed hundreds of nominations submitted from across the world and selected 40 individuals who represent the best of business aviation, including the broad diversity of disciplines within the industry. ❀

## GTAA and Business Aviation: Status Update

**W**ith the Airport Collaborative Decision Making (A-CDM) at Toronto Pearson scheduled to launch in February 2019, CBAA is working collaboratively with the GTAA, Nav Canada and on-airport FBOs to maximize opportunities for business aviation. "The situation is very complex, and there is a clear need for more data if we are to find mutually-agreeable solutions" said CBAA president Anthony Norejko, who helped form the GTAA Technical Working Group representing the CBAA and its members and continues to meet

with airport officials on behalf of the association.

Many of the capacity issues identified by the airport are related to use of the terminal, he explained, which has no impact on business aviation use of air-side facilities. "And, we are also seeing business aviation growth at the airport, with new or expanded FBOs for Skyservice and others, so it seems reasonable that GTAA expects some kind of long-term relationship with our operators."

CBAA will share new information as it becomes available. ❀

## Update on Targeted Inspections: How CBAA is Helping Members

**T**ransport Canada targeted inspections are in full swing with about 25% of the 66 planned inspections already completed. The CBAA continues to work closely with members to gather information and provide support in preparing for and following up on any issues uncovered during the inspection.

Among other direct membership benefits, CBAA will support you before, during and after your inspection. To access the latest information and the opportunity to comment and ask questions on the inspections, logon to the Member Forum on the CBAA website and search for "targeted".

Members who have been targeted for inspections are encouraged to contact Merlin Preuss, mpreuss@cbaa.ca. Merlin will assist in working through the process to identify and deal with any potential areas of concern in advance.

To find out more about these and other member benefits, contact Lindsay Berndt, at lberndt@cbaa.ca ❀

## Update on the New Tax Policies



**C**BAA continues to work with members to identify issues and remedies regarding the new administrative policy on the taxation of the personal use of aircraft. Aircraft owner/operators in particular are strongly advised to call on expert financial professionals in tax planning to avoid the potential of being assessed for hundreds of thousands of dollars in personal taxable benefits. Members are invited to contact the CBAA to access additional resources and information. ❀

## Highlights from CBAA's Submission to the Treasury Board of Canada

**C**BAA has called on the government to modernize its regulatory framework and amend unfair or overly complex regulations that impede economic development, competitiveness and growth in business aviation, with specific recommendations on:

- Flight Crew Hours of Work and Rest Periods
- CARs 604 Safety Management System Regulations Issues and Compliance Disincentives
- Delegation of CARs 604 Operator

Certification and Approvals to Industry

- Minister's Delegations for Minimum Equipment Lists (MELs)
- Flight Data Recorder Regulations
- ICAO Carbon Offsetting and Reduction Scheme for International Aviation (CORSA) Related Regulations
- Pan-Canadian Price on Carbon - Federal Backstop Legislation

A copy of the submission can be downloaded from CBAA's website, www.cbaa-aca.ca. ❀

## NBAA-BACE: Thanks to Everyone who Helped Make CBAA's Canadian Pavilion a Success

With NBAA-BACE being business aviation's largest event in the world, exposure to the 25,000 attendees can be a significant marketing watershed for smaller businesses.

CBAA was pleased to host three members who have never exhibited previously at the CBAA Canadian Pavilion October 16-18, in Orlando, Florida. We hope that this will serve as a launch pad for new opportunities beyond our borders. ✦



## Chapter Meetings in Montreal, Calgary Draw Record Numbers



New CBAA president Anthony Norejko got a rousing greeting from the BA community, with record-breaking attendance numbers at two of the chapter events he attended in the fall.

"I think people were very positive about what the future holds. Throughout my member interactions, I've taken the opportunity to learn first-hand what has worked well and what work we still need to do" said CBAA president, Anthony Norejko.

There are positive indicators that the sale -and use - of business aircraft are on the rise as well, and that may also be a factor in increased attendance. "I am beginning to see a new sense of optimism - and I think that will be reflected in CBAA's activities and priorities in the next few months." He concluded. ✦

## What People Said About the Quebec Chapter Meeting

"It was an honor to be the lead sponsor of the meeting last week. We look forward to being a large presence in the Quebec chapter of the CBAA going forward."

**Jeff Cole,**  
Gulfstream  
(Sponsor)

"It has been a pleasure for Skyservice to host the Quebec chapter - as you know we have always been very committed to the CBAA and we look forward to other joint opportunities in the future."

**Kalina Borissova,**  
Skyservice (Host)

"The September 26th Quebec Chapter meeting saw more attendees than I ever recall."

**Leo Knaapen,**  
Bombardier  
(Chapter Chair)



"It was well attended and it was fruitful. Thanks for all of the detail you and your chapter took care of. It was great."

**Jean Menard,**  
Honeywell  
(Sponsor)

## EVENTS

This calendar is subject to change. For confirmed chapter meeting dates and information please refer to the Calendar of Events on the CBAA website.

**Ontario Chapter Meeting**  
Tuesday, November 20th \*Tentative\*

**Quebec Chapter Meeting**  
Wednesday, November 21st

**Winnipeg Chapter Meeting**  
Wednesday, November 28th

**Edmonton Chapter Meeting**  
Tuesday, December 4th

**Calgary Chapter Meeting**  
Wednesday, December 5th

**Vancouver Chapter Meeting**  
Thursday December 6th \*Tentative\*

Contact Lindsay Berndt, lberndt@cbaa.ca for available sponsorship opportunities.

## Ready, set, STAMPEDE!

CBAA is getting ready to host its annual convention and exhibit in Calgary, July 9 - 11, taking place during the Calgary Stampede, July 5 - 14. Here's what you need to know:

- Our diamond sponsor and exhibit and static host is Sunwest Aviation, a state-of-the-art facility at the Calgary International airport.
- The convention hotel is only a few minutes away from Sunwest's hangar - it's the beautiful and brand new Calgary Airport Westin, opening this fall.
- We will be offering more certified professional development courses aimed at business aviation operations, along with top-calibre speakers, high-level briefings and critical information sessions and workshops. More information is coming soon. We'll see you in Calgary! ✦



## WHY CBAA?

- Participate with member-only forum, our online peer-to-peer resource.
- Attend CBAA's cross Canada Regional Chapter Meetings
- Post your job advertisement with our Business Aviation Job Board
- Subscribe to CBAA's e-news bulletin for the latest business aviation news
- Enjoy a complimentary subscription to Wings Magazine.

### OPERATORS

- Ensure regulatory compliance with our Partners in Safety Program
- Access our Risk Management System
- Process fast and efficient type ratings
- Save hundreds with one complimentary full registration to the annual convention & exhibition
- Benefit from special product & service rates offered by our Industry Partners



### Buyer's Guide (only and print)

- Receive discounted exhibitor and attendee member-only rates at our annual convention & exhibition
- Publish your press releases and announcements in CBAA's e-news bulletin 🍁

### ASSOCIATES

- Put your company name in front of the business aviation community by participating in the Industry Partnership Program and a complimentary listing in CBAA's

## New Member

### Camber Aviation Management

At Camber Aviation Management we pride ourselves in delivering strategic advisory services and unique custom designed, world-class corporate and private aircraft. With clients across the world we bring an international perspective to every project, as well as deep understanding of local influences, expectations and requirements.

Leading the industry by revolutionizing latest innovations in design, customization, practical solutions and technical know how, firmly established our team after successfully outfitting and delivering the world's first Boeing 787BBJ with VVIP Cabin.

Our business is founded on traditional values – Knowledge, Innovation, Experience and Trust. For more information visit: [www.camberaviation.com](http://www.camberaviation.com)

**The CBAA makes your business better.**

**JOIN TODAY!**

**ADVOCACY | OPERATIONAL SUPPORT**

**CONNECTING THE INDUSTRY | SUPPORTING OUR PEOPLE**

**CBAA** 🍁 **ACAA**

**CBAA – Helping Business Aviation Take Flight Since 1961.**

For more information on membership, visit [www.cbaa-aca.ca](http://www.cbaa-aca.ca) or contact Lindsay Berndt, [lberndt@cbaa.ca](mailto:lberndt@cbaa.ca)

# ATTENTION CANADIAN FBOs

## CALL FOR LOCATIONS FOR CBAA 2020 AND CBAA 2021

The *CBAA* is pleased to offer our FBO members an opportunity to become the exclusive convention Diamond sponsor and provide the venue for the static and exhibit for *CBAA 2020* and *CBAA 2021*.

This is an exciting opportunity to promote your facilities and region to Canada's business aviation leaders! And, as our Diamond sponsor, you receive the following benefits:

- Complimentary 50'x50' static space and 10'x10' booth with priority location selection
- Opportunity to address participants
- Complimentary golf hole sponsorship
- Insert in delegates' bag
- Logo and link from CBAA website, logo on materials
- Sponsorship signage recognition
- Acknowledgement at sponsored event, where applicable
- 18 Complimentary daily passes to Exhibit hall
- Full page ad in Show Guide
- Special Identification as convention sponsor in CBAA's Buyers guide
- Conference roster

For more information, and to receive an RFP, please contact Lise Hodgson, [lhodgson@cbaa.ca](mailto:lhodgson@cbaa.ca)



### YOUNG TALENT INITIATIVE CONNECTING BUSINESS AVIATION TO THE FUTURE

**Fostering an environment** where young business aviation professionals grow their careers while motivating young talent to join the industry.

**BizAvYTI**  
f t i  
EMAIL  
[bizavyti@cbaa.ca](mailto:bizavyti@cbaa.ca)



### THE CBAA 2018 SCHEDULERS & DISPATCHERS SCHOLARSHIP



#### CONGRATULATIONS TO THE WINNERS

**Jonathan Atkinson**

Licensed aircraft dispatcher  
Skyplan Dispatch Ltd.

**Nelson Billings**

Flight coordinator  
Skyservice Business Aviation

CBAA is accepting applications for the 2019 scholarship, which has a value of up to \$10,000. For more information please contact Aime O'Connor, [aconnor@cbaa.ca](mailto:aconnor@cbaa.ca)