



The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CBAACAA's Exclusive Promotional Opportunity at NBAA

CEO'S CORNER



SHARING OUR STRENGTHS

One of CBAACAA's most important roles is to educate Canadians on the true value of business aviation, and how it contributes to jobs, opportunity and wealth in every region of the country. As our new Economic Impact of Business Aviation demonstrates, the catalytic impacts of business aviation are profound -- benefiting corporations' bottom lines, increasing shareholder value, providing high-paying jobs and allow manufacturing and service businesses to operate out of small communities and stay connected to the global market.

Armed with our latest statistics, I can have a serious discussion with politicians and bureaucrats. Each Canadian business aviation aircraft operating in this country provides a total of 12.4 person years of employment, \$820,000 in wages, \$1.4 million in GDP and \$2.9 million in economic output every year. Put in that context, we can argue that any government action that results in the loss of even one

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For the third year in a row, CBAACAA will open its exhibit space, known as the Canadian Pavilion, to members who want to get a start at NBAA's convention and exhibit, to be held in Orlando, Florida, November 1 – 3, 2016.

"With 1,100 exhibits and 27,000 delegates, the sheer size of NBAA can be overwhelming to newcomers" said CBAACAA president & CEO, Rudy Toering. "This program is aimed directly at our smaller members who may not have the financial or human resources to sign on for a full booth at NBAA, but have export-ready products and services. We have CBAACAA staff there to help them make the most of the event,

introduce them to key buyers and generally ease their introduction to NBAA."

There is room for up to ten member companies at the CBAACAA Canadian Pavilion. Thanks to the NBAA, which has been fully supportive of CBAACAA's initiative, we have been able to keep participation fees to a minimum. Participating members will get two complimentary registrations to NBAA 2016, a presence at the CBAACAA Canadian Pavilion located in a central and high-traffic area, the ability to display their materials and information, access to CBAACAA private meeting space, promotion pre-event and on-site, signage and more. Registration is limited to

companies which have never exhibited at NBAA.

In 2015, CBAACAA was joined by members CASP Aerospace Inc., Beyond Risk Management Ltd., Fliteline Services, Kinnear Upholstery Inc., Magnes Group Inc., Maxcraft Avionics Ltd., RAMM Aerospace, Region of Waterloo International Airport and Aerofoil Consulting Inc.

The CBAACAA Canadian Pavilion is also a welcome gathering spot for the many other Canadian vendors at the event. "A lot of business takes place informally at the CBAACAA booth," said Toering.

For more information on this exclusive offer, please contact Lindsay Berndt, lberndt@cbaa.ca.



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6 Thank you to our convention sponsors

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business aircraft is a major economic loss to entire country.

This type of information can literally change how government responds to business aviation – and hopefully makes regulators and others stop and consider potentially negative impacts of their decisions before they act.

We have already seen attitudes shift among politicians and civil servants, but there is much more to be done. CBAA – and Canada – are not alone in this challenge. Our counterparts in other jurisdictions share the same challenges and, like us, have posted some recent wins. The Secretary General of ICAO, Dr. Fang Liu recently addressed IBAC with a speech that could have been written by business aviation – outlining concerns ranging from airport access to the need to create standards and regulations specifically aimed at business aviation.



Rudy Toering,
President & CEO

The NBAA's No Plane No Gain awareness program has been expanded and enriched, featuring a dedicated web site, thorough research, paid advertising, news media interviews, online education offerings and more.

But we can only gain so much ground acting alone. We need to share our strengths and our stories if we are to advance business aviation even further.

Over the next few months, you will see us work more closely with our counterparts to share ideas, statistics and information to strengthen the message that business aviation matters to everyone. I've already initiated discussions with NBAA and IBAC and am excited by some of the opportunities in front of us.

Working together, we can accomplish more for you. 🍁

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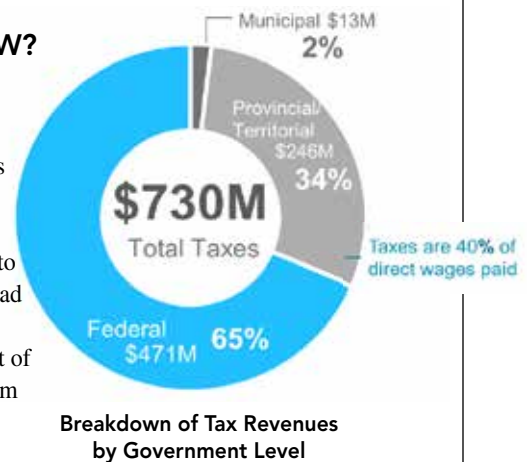
CBAA Continues to Push Back Against CRA Interpretation of Personal Use

CBAA's president, Rudy Toering has met with the Minister of Revenue's senior officials to reverse Canada Revenue Agency's unwarranted and unfair interpretation of the value of personal use of business aircraft. The new and far more costly interpretation has resulted in reports of operators cancelling or delaying aircraft purchases as a direct result of CRA's actions. Follow up meetings with CRA senior bureaucrats are being held to ensure that the agency understands the harm its new interpretation can cause and to suggest alternative approaches.

"Each time a business aircraft stops operating, Canada loses a total of 12.4 full time jobs, \$820,000 in wages, \$1.4 billion in GDP and \$2.9 billion in economic output every year," said Toering. "CRA needs to understand that they are not closing a tax loophole – they are putting well-paying jobs risk, based on a deeply flawed understanding of our sector." 🍁

DID YOU KNOW?

Canadian BA pays three-quarters of a billion dollars in taxes every year! To find out how else business aviation contribution to our economy, download CBAA's 2016 study, The Economic Impact of Business Aviation from cbaa-acaa.ca. 🍁



Guidance Material Available

Transport Canada has issued an Advisory Circular (AC) that provides explanations and interpretations of the CAR 604 regulations and is meant for the use of both Industry and

TC inspectors given no Staff Instructions (SIs) will be issued to inspectors respecting CAR 604.

This guidance material, coupled AC on SMS for small operators (which as of early

August, is expected to be released shortly), should help CAR 604 operators "right size" their operation in accordance with the size, scope and complexity of the operation.

More information,

including the ACs plus comments and questions from CBAA members and responses from Merlin Preuss, can be found on the on-line CBAA Members Forum. 🍁

CBAA's New Business Aviation Economic Impact Study Released in Both Official Languages

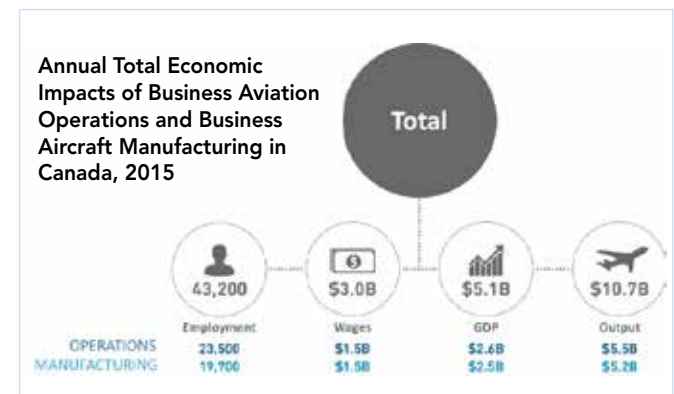
CBAA's new economic impact study of business aviation, which shows the effect of both operations and aircraft manufacturing, reveal a large and dynamic sector, generating a total \$10.7 billion in economic output annually.

It's extraordinarily well-paying, too --- 65% higher than the national average. Combined, operations and manufacturing generate over \$3.0 billion in wages and salaries. The average annual salary per full time equivalent (FTE) is \$80,600; in contrast, the national average for Canadian wages is \$48,600

(across all industries) per FTE, per annum.

The new report has grown significantly from CBAA's earlier, and influential, Economic Impact Study, released in 2014, which measured only business aviation operations. The 2016 version has been expanded to include business aircraft manufacturing as well as operations, and make the entire report available in both English and French. Eleven case studies demonstrating the real-world, positive impact of business aviation are also included in the 2016 study.

"The depth and the quality



of the information is incredible" said CBAA president and CEO, Rudy Toering. "We are indebted to our sponsors, Bombardier Business Aircraft, Pratt & Whitney Canada and CAE for providing support, and

to Innovations Canada – then called Industry Canada – for their support."

The report is available on the CBAA website. For more information, contact Debra Ward, dward@cbaa.ca. 🍁

International Air Show, Aerospace Security Expo to enhance CBAA 2017 experience

For the first time ever, Canadian business aviation's annual convention and exhibit will be held in conjunction with two other major aviation events – The Abbotsford International Airshow and the Aerospace Security and Defence Expo (ADSE).

CBAA 2017, August 9 - 11, is hosted by Diamond sponsor, the Abbotsford International Airport. We are working with the airport, the city of Abbotsford, the Air Show operators and with the ADSE organizer, the Aerospace Industries Association of Canada (AIAC) – Pacific to offer unique shared activities at the 120,000 sq. ft. Tradex facility.

“Bringing the three events together at Abbotsford gives Canadian aviation unprecedented level of synergy and focus. Both the airport and city of Abbotsford, which owns the airport, are strong business aviation supporters and 100% behind CBAA 2017 .”

Henry Braun, mayor of Abbotsford said “The Abbotsford International Airport is one of the fastest growing and most vital economic operations in Canada and we want everyone to know that we are open for business. The City of Abbotsford is very proud of our community's link with the aviation community and we look forward to building a long-term partnership with the CBAA and its membership through events like this one.” 🍁

CBAA 2016 wrapped up with a near-record number of 730 delegates, 65 exhibits and 19 aircraft converging in Calgary.

“The event gets stronger every year – and the number of operators who attend has increased steadily since 2014” said CBAA president and CEO, Rudy Toering. “We owe a debt to our planning committees, sponsors, exhibitors, OEMs, volunteers and staff for their incredible work in making CBAA's convention and exhibit a must-attend event. I would like especially to thank Diamond sponsor, Derek Stimson and his staff at the state-of-the-art Million Air hangar, for their phenomenal support.” 🍁



Welcome New Members

Willis Towers Watson

Willis Towers Watson Aerospace is the leading global aerospace insurance broker, offering a unique range of services and resources to its clients. Our combination of expertise, experience, market leverage and innovation enables us to deliver a solution that combines market leading premium pricing with comprehensive coverage. We deliver tailor-made insurance products for our clients which caters for their future, as well as current, needs and is at the competitive edge of what the insurance market can sustain.

Please reach out to one of our 15 dedicated aerospace insurance professionals in Vancouver, Calgary, Toronto and Montreal with any of your insurance related needs.

Eastern Canada – Derek.Greaves@willistowerswatson.com

Western Canada – Michael.Chernetz@willistowerswatson.com

Regier Aviation Consulting

From 1995 to 2015 I was an inspector with Transport Canada Civil Aviation. The last 5 years I was the major contact point for the Private Aircraft Operator, within Prairie and Northern Region. Since my retirement, I started my Aviation Consulting business, writing regulatory documents, conducting supportive, and diagnostic Company Audits, Company Process analysis as well as acting as a liaison, between Transport Canada and the Operator. As of August this year, I will be a Certified Auditor for the IS-BAO program.

Air Service Hawaii

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Air Service Hawaii started its operations in Hawaii in 1948; in May 2015, it was purchased by some local Hawaii investors and aviation professionals: Shaen Tarter - President (who started Great Circle Flight in Anchorage, Alaska) and Mi Kosasa (who started Bradley Pacific Aviation in Hawaii). www.airservicehawaii.com

The staff at Air Service Hawaii is always ready to greet you with their warm and friendly aloha! 🍁

CBAA ACAA
Canada's Voice For Business Aviation

Be part of the CBAA, and take advantage of our advocacy and representation, operational support, unique discounts, networking and partnership opportunities.

cbaa-aca.ca

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JOIN TODAY



Contact the CBAA or visit our website to find out how membership will:

- ▶ Enhance your safe operations and simplify regulatory compliance
- ▶ Save hundreds – or even thousands – of dollars with members' only discounts
- ▶ Allow the CBAA to help promote your business
- ▶ Keep you informed and engaged on the Members Forum
- ▶ Increase your influence with government and opinion leaders
- ▶ Keep you on top of the latest news in aviation

From its one-of-a-kind Partners-in-Safety program, to major victories on transiting US airspace, extending exemptions on 604 regulations, and beyond, CBAA is committed to actions that ensure your success – and the ongoing success of our \$10.7 billion business aviation sector.

To find out what CBAA can do for you, contact Lindsay Berndt, lberndt@cbaa.ca; 613.236.5611, ex. 221.

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