



The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CEO'S CORNER

The new normal for business aviation: a stronger voice, greater unity

COVID-19 has temporarily dismantled some, if not all, of our most important social and economic systems, with air travel being one of the first and most critically affected. But now we can see the glimmer of light at the end of the tunnel.

In the early days of governments' actions to contain the virus, commercial traffic was decimated and non-essential travel banned. Business aviation became even more essential, continuing to fly while commercial carriers could not, keeping trade, commerce and cargo moving, and providing essential services and supplies to Canadians in every province and territory.

Now that we are coming out of the first critical weeks of the crisis, it is clear that a recovery could take months, if not years, and that our economy will be forever changed.

While we have no control over our current environment, we do have control over our response to it. Early in the crisis, CBAA took steps to support its members and industry in ways that we believe will also help provide a way forward.

The actions CBAA put into place to deal with the immediate challenges will serve our members well in the future. We have created new and better ways to communicate, strengthened our position with the staff at Transport Canada and reached out to senior politicians and ministers who have a role to play in our recovery.

Our first action – and one that will stand the test of time, we believe, was to substantially enhance our communications by:

- Keeping members current on the latest news and information that affected their businesses by sharing intel, guidance material, new measures, interim orders, exemption documentation and best practices instantly through the cross-platform sharing service, WhatsApp.

- Sending daily email updates to both members and non-members that included useful links, updates from Transport Canada and more.
- Creating a COVID-19 portal in the Members Forum that includes all details in a centralized location for members to stay on top of emerging information.

We learned that our members and industry have a huge appetite for current and critical information – and having an opportunity to ask and get answers to their own questions.

As another positive that will extend beyond this current crisis, Transport has been hearing from CBAA on a virtually daily basis since mid-March. As a result, they not only have a better understanding of the particular challenges faced by business aviation operations but have also learned more about our sector's strengths and importance to Canada as well.

This stronger relationship is already reaping benefits beyond our immediate concerns, as Transport grants new and important exemptions, including one for night landing recency among others. Please see page 3 for more details on exemptions.

Finally, both on its own, and in cooperation with other aviation associations, the CBAA has been in contact with the most senior levels of the government, including the Prime Minister and Ministers of Transport, Finance and others to get a meaningful financial relief package and to promote ideas that would support a business aviation recovery.

We are confident that we will be able to build on this communication to create not only a recovery program, but a longer-term strategy to encourage the use of business aviation and the purchase of technologically advanced and fuel-efficient business aircraft.



#InItTogetherAlways

A few weeks ago, the CBAA board had to make one of the most difficult decisions in the association's almost 60-year history: to postpone our annual convention and exhibit to 2021.

Delaying was the right call – and now that the decision has been made, it opens the door to what I believe is a more positive way forward.

Here's one cause for optimism: we are still bringing our members and industry together in June – we are just doing it remotely. Our AGM and planned virtual "mini conference" featuring critical information and exciting speakers, has been scheduled for June 17th. We hope that you will log on and join us.

Besides finding new and imaginative spaces to share ideas and information, the upside of dealing with the unprecedented fallout of the coronavirus is that it has brought us together, and we have never been more aligned than we are today.

continued on page 2



STAFF MEMBERS

President & CEO

Anthony Norejko, 613.236.5611 ext. 238, anorejko@cbaa.ca

Executive Assistant and Director of Administration

Aime O'Connor, 613.236.5611 ext. 228, aconnor@cbaa.ca

Vice President, Government and Regulatory Affairs

Merlin Preuss, 613.883.7738, mpreuss@cbaa.ca

Membership and Communication Services Manager

Lindsay Berndt, 613.236.5611 ext. 221, lberndt@cbaa.ca

Industry & Public Relations

Debra Ward, 613.274.0619 dward@cbaa.ca

Events Coordinator

Lise Hodgson, 613.854.4686, lhodgson@cbaa.ca

Finance

accounting@cbaa.ca
613.236.5611 ext. 222

BOARD OF DIRECTORS EXECUTIVE COMMITTEE

Chair • Peter Bing

Director Aviation Operations Chief Pilot
Sobeys Inc.

Vice Chair • James Elian

President & Chief Operating Officer
AirSprint

Past Chair • Rod Barnard

Director Aviation and Travel Services and Chief Pilot
Kal Aviation Group

Secretary • Aime O'Connor, CBAA

Treasurer • Scott Harrold
Executive Director Business Development
Sky Aviation International

BOARD MEMBERS AT LARGE

Jean-Christophe Gallagher • Vice President and General
Manager - Customer Experience
Bombardier Business Aircraft

Gary Wood • Director – Corporate Sales & Marketing
Flying Colours

Lisa Clarke • Regional Sales Manager
FlightSafety Canada Ltd.

Ehsan Monfared • Partner
YYZlaw

Emlyn David • President and CEO, Skyservice

Jacqueline Bailey • VP InflightSterling/ICFS Aviation Group

Paul Carter • Toronto Based Engineer
Levaero Aviation

Ivano Mosca • CPA, CMA
Vice-President Finance and Administration
Innotech-Execaire Aviation Group

Ian Darnley • Director of Business Development
Sunwest Aviation Ltd.

David Arbon • Aircraft Maintenance Manager/DOM
Canadian Utilities Ltd.

- 3 Update on Business Aviation Access at CYUL/CYYZ
- 3 Working together towards a better future
- 3 Federal relief for business aviation
- 4 Save the dates for CBAA 2021, June 15 – 17!
- 4 Thank you to our 2020 sponsors and exhibitors!
- 4 Stay connected!
- 4 CBAA to hold a virtual mini-conference and AGM on June 17th
- 5 Join the CBAA today!
- 5 Business aviation is making a difference
- 5 Stay informed and connected
- 5 CBAA now accepting AVCARD

CEO'S CORNER *continued from page 1*

Having spoken with many of you personally over the last few weeks and in continuous contact via email, social media, and WhatsApp, I have witnessed the strength and resiliency of the business aviation community up close. You have confirmed what I already knew: we are not only in it together today: we are in it together always -- and that is our strength.

Your input has allowed the CBAA to stay on top of events as they unfold, and in contact with key government agencies to keep them apprised of any issues or critical situations that you have brought to our attention. Based on what you are telling us you need, we are also looking

to the future, working with government on programs to propel our recovery.

These are extraordinary times. The CBAA is responding with extraordinary measures and will continue to do so in the months ahead. The best way for us to move forward is to move forward together. Membership in the CBAA – and the unity it represents – has never been more important.

If you are not yet a member, there is no better time to join. If you know of operators who are not yet members but should be, please contact Lindsay Berndt, lberndt@cbaa.ca, who will work with them and with you to invite them to join CBAA. 🍁

Working together towards a better future

As challenging as the past weeks and months have been, there was a silver lining: the strong sense of collaboration and cooperation between the aviation sector and government as we work together to find solutions that will support a strong recovery. While talks between CBAA and government continue on some specifics, here are a few actions that we have taken that have helped our members continue to fly during the pandemic.

Short term relief on regulations

Transport Canada has supported the aviation sector by providing exemptions on regulations not related to COVID-19, including:

- An exemption for CARs 604 to provide a private operator with the temporary authority to extend the valid-to date of a Pilot Proficiency Check (PPC), competency check and the annual training of any company pilot, flight attendant or person assigned to perform duties on-board an aircraft for an additional 90 consecutive days.
- An exemption for CARs 704 to provide a Canadian air operator with the temporary authority to extend the valid-to date of a Pilot Proficiency Check (PPC) and the annual training of any company pilot or person assigned to perform duties on-board an aircraft for an additional 90 consecutive days.

- Training and competency certification validity period extension beyond 24 months for CAR 604 when CAR 704 operators were not allowed to extend 24-month validity periods.

Night Landing Recency

- We're proud to announce that we've been successful in making the case with Transport Canada to build a night recency exemption. We've always been a proponent on the value of SMS and wanted to make a data-driven case for a reasonable exemption. We thank the leadership at Transport Canada and look forward to working together to modernize our Canadian Aviation Regulations.

Airport Access

- While these are certainly not ideal circumstances, with airlines' flights reduced to a fraction of what they are during normal times. CBAA worked with the leadership team at Aéroports de Montréal (CYUL) which has suspended indefinitely the NOTAM ban on "General Aviation". It is our hope that once commercial flying resumes, we can work with airports to find a way to accommodate both commercial and business flights fairly. 🍁

Federal relief for business aviation

In its March 27th letter to Prime Minister Trudeau, the CBAA outlined the actions it believes necessary to help the business aviation sector reach a full and robust recovery, stating, "the business aviation community is proud to be part of the solution that keeps trade and commerce viable and repatriates Canadians safely and efficiently. But without federal support, the financial challenges would be devastating, especially to our air operators, FBOs and manufacturers/suppliers. We ask for financial aid that supports Canada's air transport industry that includes the whole of Canada's scheduled and non-scheduled providers, as we continue to keep Canadians connected and Canadian businesses – and jobs – sustainable and primed for future growth."

Among the government actions requested were:

- That the government rejects the idea of imposing an additional tax (i.e. the proposed 10 percent "luxury tax") on any type of aircraft, as business aircraft are a

critical transportation asset that supports Canadian essential travel.

- A suspension of airport headlease rent payments, conditional upon such reductions being passed directly to on-field operators across the nation.
- A payroll credit equivalent to half of pilot and cabin crew training expenses for newly registered Canadian aircraft, to spur new aircraft acquisitions once the pandemic has passed.
- A temporary suspension of all federal and carbon taxes on jet fuel.
- Federal financial assistance for air navigation charges incurred for essential and repatriation flights during this pandemic period.
- Financial stimulus programs that would encourage the purchase and use of business aircraft, materials and services. This would be particularly important for leading Canadian companies such as Bombardier, CAE and Pratt & Whitney Canada as well as hundreds of other small medium and large companies that are part of the business aviation



community, employing Canadians in such diverse fields as avionics, engineering, design, and many more.

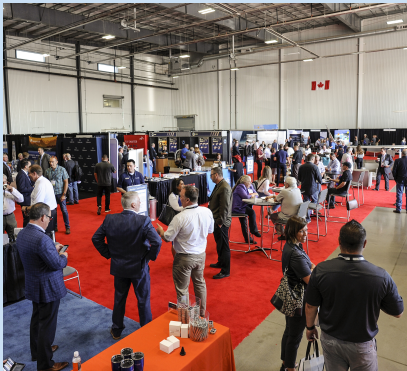
CBAA continues to hold discussions with the government to achieve these outcomes. 🍁



Save the dates for CBAA 2021, June 15 – 17!

For the health and safety of our delegates, speakers and exhibitors, we have had to delay our annual convention and exhibit this year.

But we will be back, bigger and better than ever in 2021 when we reconvene at Skyservice's state-of-the-art FBO at Toronto Pearson International Airport to celebrate CBAA's 60th anniversary and the strength and resiliency of Canada's business aviation community. Mark your calendars for June 15 – 17: this is one event that you won't want to miss! 🍁



**Keep an eye out for
CBAA's New Report
on Business Aviation
and the Environment
at www.cbba-acaa.ca**

Thank you to our 2020 sponsors and exhibitors!

The CBAA sincerely thanks the companies who had already confirmed their participation at CBAA 2020. We look forward to welcoming them to CBAA 2021!

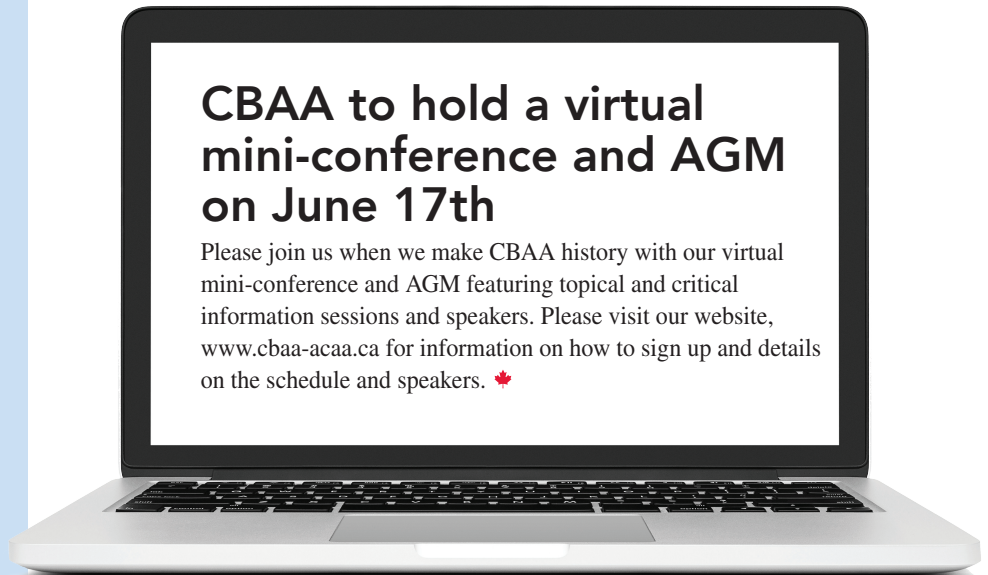
But hopefully we won't have to wait a full year: we are brainstorming ideas for streamed special events that will connect buyers and sellers from now until the end of 2021! More information to come – stay tuned!



Atlantic Aviation	Gulfstream	Pratt & Whitney Canada Corp
Avfuel	Honda Aircraft	Professional Flight Management
Banyan Air Service	Honeywell Aerospace	Region of Waterloo Int Airport
Boeing	Hope Air	Satcom Direct
Bombardier	IBAC	Shaw Communications
CAE	Innotech-Execaire Aviation Group	Sheltair Aviation Services
Canadian Aviation Hall of Fame	Irving Aviation Services	Skies Magazine
Canadian Business Aviation Association	JBT Lektro	Skyservice Business Aviation
CASP Aerospace	Jet Aviation	SOAN
Collins Aerospace	Jet Support Services	Sobey's
Columbia Aircraft Sales	Kadex Aero Supply	Standard Aero
Dassault Falconjet	LBC Capital	Sterling/ICFS Aviation Group
Embraer Executive Jets	Leader Luxury	Sunwest
Enterprise Holdings	Levaero Aviation	Textron Aviation
Escroair	London Air	TrainingPort.net
Fargo Jet Center	London Biggin Hill Airport	Traxxall Technologies, Inc
Fast Air	Mid-Canada Mod Center	Western Aircraft
FlightAware	Million Air	Wings
Flying Colours Corp.	Nav Canada	Wipaire
Gogo Business Aviation	Pentastar Aviation	World Fuel Services
Greater Toronto Airports Authority	PNC Aviation Finance	
	Prairie Aircraft Sales	

CBAA to hold a virtual mini-conference and AGM on June 17th

Please join us when we make CBAA history with our virtual mini-conference and AGM featuring topical and critical information sessions and speakers. Please visit our website, www.cbba-acaa.ca for information on how to sign up and details on the schedule and speakers. 🍁





Promoting and Simplifying Business Aviation
Promouvoir et simplifier l'aviation d'affaires

Join the CBAA today!

The CBAA promotes and simplifies business aviation through advocacy, operational support, industry connections and much more! We are confident that you will see from our actions and the tools we provide, that your support of the CBAA is worth the investment you make. Membership in the CBAA – and the unity it represents – has never been more important. Please contact us at membersupport@cbaa.ca for more information 🍁



CBAA now accepting AVCARD

CBAA is now accepting membership renewal payments using AVCARD. Renew your CBAA membership today to ensure your services continue uninterrupted.

For invoice information or login credentials please contact membersupport@cbaa.ca. 🍁

Business aviation is making a difference

Business aviation is currently flying two key missions: first, providing essential travel in support of commerce and trade that benefits the Canadian economy and second, staging repatriation flights from points across the globe.

Business aviation operators are already used to a non-scheduled, fast-paced environment, with highly trained crew and staff who are expert in mobilizing and deploying on short notice, quickly and safely.

The CBAA thanks the thousands of people who work in business aviation for keeping our planes flying, our facilities clean, and our passengers healthy and safe. Together, we will prevail. 🍁

Stay informed and connected

CBAA has many ways to keep members and nonmembers informed and engaged: Find us on LinkedIn, Twitter, Instagram, YouTube and more. Visit our website, www.cbaa-acaa.ca for more details.

Operator members are eligible for exclusive updates and information via CBAA's dedicated COVID-19 member-only forum discussion page (login required) and through WhatsApp (registration required).

For additional information or login credentials, please contact membersupport@cbaa.ca. 🍁



Canadian Business Aviation Association (CBAA)



@CBAACanada



cbaaacana



CBAACanada

CBAA Defers 2020 Schedulers & Dispatchers Scholarship to 2021

Given the difficult circumstances we all find ourselves in, the schedulers and dispatchers scholarship committee have decided to defer the 2020 scholarship to 2021.

Thanks to the support we have received from industry members, we have had the opportunity to provide four outstanding individuals from the schedulers and dispatchers community with funding to continue their education.

We share everyone's hope for a quick and complete economic recovery and look forward to 2021 to continue this important initiative.

Special thanks to our S&D committee members and their companies who have supported the scholarship. 🍁

- Karen Kroepfel: *Sheltair Aviation Services*
- Susan Panos: *Jet Aviation*
- Jody Weyman: *Phenix Aviation*
- Anneke Urquhart: *Sobeys Group Inc.*
- Dolores Johnson: *Million Air*
- Shelby Shulte: *AirSprint*
- Craig Mariacci: *Skyplan Services Limited*
- Kellie Rittenhouse: *Hangar Aviation Management*
- Susan Gunn

CBAA promotes and simplifies business aviation.

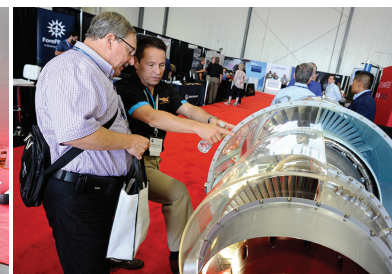
Program and benefits that support your business

- ▶ Delegations
- ▶ Members' briefings and forums
- ▶ RMS and SMS regulatory tools and templates
- ▶ Flight Ops Leadership Council meetings
- ▶ One-on-one expert advice and support
- ▶ Compensation Survey Report
- ▶ Scholarships and special education opportunities
- ▶ Economic Impact Study

Strategies and lobbying that support your goals

- ▶ Awareness and education
- ▶ Government lobbying and issue resolution
- ▶ Airport access
- ▶ Learning, networking and marketing opportunities

*To find out what the CBAA can
do for you, contact Lindsay Berndt
at lberndt@cbaa.ca.*



CBAA  **ACAA**
Canadian Business Aviation Association

The voice of Canadian
business aviation since 1961.

www.CBAA-ACAA.ca