



The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

"Doing the Right Thing All the Time"

CEO'S CORNER



CBAA's new chair shares his values and hopes for the future of BA

CBAA's new chair,

James Elian, president of AirSprint, has been on the CBAA board since 2016 and its vice chair since 2018, but even he was surprised at how rapidly and how effectively CBAA met the needs of its members during the COVID-19 crisis, even during the earliest and most turbulent times.

"AirSprint is one of the larger business aviation companies in the country, and even with the resources we have, we relied on the CBAA to get many of the answers we needed, when it seemed like things were changing hour by hour. I can only imagine what it was like for members that have four or five people, or even fewer and only one aircraft. Without the CBAA you wouldn't be able to get the help you needed. The CBAA response was exceptional, and member feedback I heard has been 100% positive."

It's CBAA's ability to communicate effectively with its members, along with its role to educate and influence government that is at the heart of James' vision for the future direction of the association.

"I am not sure the government looks at business aviation as anything more than a luxury, but as we start reopening the economy following the recent coronavirus challenge, business aviation will play a much larger role in the recovery than the government realizes, particularly for the size of our sector."

James' view of the important economic role for business aviation came from not only his own experience in aviation and as a CBAA board member, but from speaking with AirSprint fractional owners. "The majority of our customers, have indicated that they are itching to get flying as soon as possible once the government travel restrictions are eased. They want to do their part to get the

Canadian economy up and running again."

James thinks that the CBAA is key in helping government understand business aviation's potential. "Going forward is that we will be communicating with the right people in both government and media to truly show what business aviation is and what it can accomplish for the economy. I see CBAA as being that voice for operators so they can focus on what they do best and not have to take up that conversation themselves."

"Communication is key. There is not a true understanding by government and the public of what business aviation is – but now we have a real, meaningful opportunity to show how BA could lead the turnaround of the economy as things start to open up. Our goal is to influence the government to make it easier for business aviation to flourish with positive government action from both a regulatory and tax perspective."

James' vision for the association is underscored by the values that drive AirSprint; values that he shares in his work with CBAA. "It comes down to integrity and trust. At the end of the day I have to be able to look in the mirror, at the faces of the people who work with me, and at our customers, and know that the decision was made to do the right thing each and every time."

It's an approach James intends to take to the CBAA board, making sure that the right people are around the table, providing expertise and insight, and setting the strategic direction that will drive CBAA work going forward. "We need to have the absolute best around the table, to support Anthony and his team."

Named president of AirSprint in 2015, James started with the company in 2001 as first officer and since has held various positions, including, chief operating officer, vice president of operations, director of flight operations and chief pilot, among others. To this day, James maintains his airline transport pilot license. AirSprint, founded in 2000, is Canada's largest provider of fractional aircraft and has been a member of the CBAA for over 15 years.



Business aviation is a powerful tool in a post-COVID 19 environment

Many people are taking their best guess at what a post-COVID 19 environment might look like. Will city cores be hollowed out as masses of workers decide to keep telecommuting? Will we make the shift completely from window shopping to shopping from Windows?

There are many questions, but few answers. Except when it comes to business aviation.

The true silver lining that emerged over the last few months was to heighten the distinctions between business aviation flights and scheduled service. And these differences have never been more important than they will become in the days and months of economic recovery. Business aviation supports commerce and trade, getting people where they want to go, when they need to get there.

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BOARD OF DIRECTORS EXECUTIVE COMMITTEE

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AirSprint Inc.

Vice Chair • Ehsan Monfared

Partner
YYZlaw

Past Chair • Peter Bing

Director Aviation Operations - Chief Pilot
Sobeys Inc.

President & CEO • Anthony Norejko
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Secretary • Aime O'Connor

EA and Director of Administration and Board Secretary
Canadian Business Aviation Association

Treasurer • Scott Harrold

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Flying Colours

Lisa Clarke • Regional Sales Manager

FlightSafety International

Paul Carter • Toronto Based Engineer

Levaero Aviation

Ian Darnley • Director of Business Development

Sunwest Aviation Ltd.

Jacqueline Bailey • VP Inflight

Sterling/ICFS Aviation Group

David Arbon • Aircraft Maintenance Manager/DOM

Canadian Utilities

Emlyn David • President and CEO

Skyservice Business Aviation Inc.

CEO'S CORNER *continued from page 1*

where business aviation shines:

Safety and contact tracing. Whether it's corporate staff or charter clients, business aviation operators have a unique understanding of who's on board, and the ability to monitor travel patterns and health.

Reliability. Airline schedules can change for dozens of reasons with delayed or cancelled flights playing havoc with travellers' schedules. And with health measures being put into place to protect the safety of passengers, you could be looking at hours of extra time needed to simply board a flight.

Business aviation's private FBOs adhere to the highest cleaning and sanitization standards, and since the FBOs maintain their own security screening and boarding protocols, passengers are guaranteed a safe, efficient and reliable experience.

Cost-effectiveness. By selecting the right aircraft, and the right ownership structure, users can directly control the

costs associated with their travel. This is even more important as in a post-COVID economy the airlines will have little choice but to mitigate their own increased costs by passing them along to passengers, adding to the cost of a commercial ticket. The right aircraft will make your break even, even better.

Environment. Even though air travel has been reduced by as much as 90 percent, we have not forgotten our commitment to carbon reduction. BA fleets tend to be newer than airline fleets and adopt new technologies more quickly. But a fraction of the two percent of global aviation emissions before the onset of the coronavirus, business aviation was already reducing its impact on the environment.

Now more than ever, it is essential that the government listens –and understands – what business aviation can do to benefit businesses and communities across Canada, and takes action to ensure that business aviation can flourish. 🍁

TSB King Air Report

The Transportation Safety Board of Canada has found that flying with partial instruments led to the January 30, 2019 loss of control and collision with ground by an Air Tindi Ltd. Beechcraft King Air 200 aircraft.

The investigation determined that the crew did not effectively manage and mitigate the risk associated with the unserviceable right-side attitude indicator. Crew resource management was also not effective and resulted in a breakdown in verbal communication, loss of situation awareness, and the aircraft entering an unsafe condition.

The investigation also determined that if flight crews do not use the guidance material provided in the minimum equipment list when aircraft systems are unserviceable, there is a risk that the aircraft may be operated without systems that are critical to safe operation. Additionally, if flight crews do not use all available resources at their disposal, a loss in situation awareness can occur, which can increase the risk of an accident.

Following the occurrence, Air Tindi Ltd. took a number of safety actions, which included the conduct of an internal safety investigation and the implementation of changes to the minimum equipment list. Air Tindi Ltd. also installed a third attitude indicator in all company aircraft that had not already been so equipped; standardized and labelled power supplies for all attitude indicators in the company's King Air fleet; established life limits on all attitude indicators in company aircraft; and amended its training programs. 🍁

CBAA joins aviation colleagues calling for government-led sector-specific recovery strategies

On May 7, 2020, the CBAA and twelve other Canadian aviation associations sent a joint letter to the prime minister outlining a number of industry-specific actions that the government could take to provide short-term relief and aid our sector's recovery. We have already received a positive response on a few of our asks, including an extension to the Canada Emergency Wage Subsidy and some regulatory deferrals. We are still working to obtain:



- Financial support for all of Canada's air operators, airports, maintenance, repair and overhaul organizations, and flight training units devastated by the impact of COVID19
- Ensuring that all airports, regardless of ownership model, are eligible for all support programs implemented to combat COVID-19
- A suspension of all federal carbon taxes on jet fuel and av gas
- Federal financial assistance for air navigation charges incurred for essential and repatriation flights during this pandemic period
- Extended rent relief for National Airport Systems airports
- Extension of the Canada Emergency Commercial Rent Assistance (CECRA) program to all airports, regardless of ownership model
- Subsidies to support upskilling and reskilling of our workforce. 🍁

CBAA welcomes 2020 – 2021 board of directors

The executive committee

James Elian, president of AirSprint assumed the role of chair at the CBAA on June 17th during the association's first ever online AGM. With 20 years of aviation experience, James maintains an airline transport pilot license and holds an MBA, a Master of Aeronautical Science degree, and a diploma in Aviation Technology. James has also been published in an academic journal.

With over 30 years in the business aviation industry with a multitude of business development, airport, construction, events and operational successes, Scott Harold, president, business development, SKYAviation International and long-time CBAA champion will continue his role as association treasurer.

Newly appointed vice chair, Ehsan Monfared is an aviation lawyer and partner at YYZlaw, and a trained commercial pilot. He counsels both public and private companies in the aviation industry negotiating a variety of commercial transactions as well as providing regulatory compliance advice related to operations to and within Canada. He is separately a principal at EscroAir Canada Inc., Canada's first and only aircraft transaction escrow company.

Board continuity will be assured with Peter Bing, director of aviation operations and chief pilot at Sobeys Corporation taking on the mantle of past chair. In addition to Peter's flying he has a distinguished parallel career as a leader in aviation education. Beginning as chair of Algonquin College's aviation programs, he then went on to found, lead and ultimately build one of the

prominent Aviation Colleges in Canada, the Nova Scotia Community College - Aviation Institute.

CBAA's director of administration and executive assistant, Aime O'Connor continues in the position of board secretary. An association administrative professional, Aime is passionate about business aviation – and about the CBAA, where she has worked for eleven years. Prior to joining the CBAA, Aime held a position at the Air Transport Association of Canada (ATAC) and before that, managed executive offices for numerous clients.

The 2020/2021 board of directors

- Ivano Mosca, CPA, CMA - Vice-President Finance and Administration - Innotech-Execaire Aviation Group a Division of I.M.P. Group Limited
- Jean-Christophe Gallagher, Eng. - Vice President and General Manager Customer Experience - Bombardier Aviation
- Gary Wood - Director – Corporate Sales & Marketing Flying Colours
- Lisa Clarke - Regional Sales Manager - FlightSafety International
- Paul Carter - Toronto Based Engineer - Levaero Aviation
- Ian Darnley - Director of Business Development - Sunwest Aviation Ltd.
- Jacqueline Bailey - VP Inflight - Sterling/ICFS Aviation Group
- David Arbon - Aircraft Maintenance Manager/DOM - Canadian Utilities
- Emlyn David - President and CEO - Skyservice Business Aviation Inc



CBAA 2020/2021 Buyer's Guide is now online

Usually bundled with the CBAA Convention and Exhibit Show Guide, the 2020/2021 CBAA Buyer's Guide has been issued in an online only version this year : a reflection of the extraordinary times we are currently in.

Some things haven't changed: The companies listed in the Guide are some of the leading aviation-related businesses in the world. As CBAA members, they have taken an additional step, demonstrating their commitment to Canadian operators and their support of the CBAA's critical work on behalf of business aviation. Now more than ever, we thank them most sincerely and urge you to consider them first when sourcing your suppliers. We trust you will find this an invaluable resource, with information on suppliers, CBAA activities, member benefits and as a year-round reference that you can return to again and again. 🇨🇦

BIZAV MAKING A DIFFERENCE DURING COVID-19

The CBAA is proud to celebrate our industry colleagues who are offering special support, helping their communities, colleagues and customers cope during the COVID-19 pandemic. Find snapshots of these great stories below, full stories are available on our website. 🇨🇦



NovaJet Aviation Group

Repatriated over 250 passengers and counting. Transported medical equipment, supplies and staff facilitated the transfer of time sensitive blood plasma....

BOMBARDIER

Bombardier

Supplied 40,000 face shields for the province of Quebec. Production took place at Bombardier Transportation Prototype Center with key assistance from Bombardier Aviation in sourcing and obtaining raw material. Donated protective equipment such as N-95 masks, gloves and Tyvek suits in Ontario and Quebec....



skyservice[®]
Business Aviation

SkyService Business Aviation Inc.

Recognizes that some individuals still need to travel albeit for essential business or to be with loved ones (repatriation back to Canada or back to their homes abroad). To ensure our passenger safety, and our crew, they are providing an inflight safety kit to all passengers and crew. Kits contain masks, gloves, hand sanitizer and disposable bag....



Avfuel

To assist with local PPE shortages, Avfuel has created face mask ear hooks and face shield headbands to protect front line workers. Avfuel is collaborating with industry organizations on critical measures like actions for reduced operations and decommissioning fuel equipment due to coronavirus....



Flying Colours Corp.

The FCC sewing team has sewn 1000 face masks for the Peterborough hospital (PRHC). Made to hospital specified design, the first batch, to be worn by hospital visitors and outpatients....



Suncor

Suncor announced a donation of 40,000 N95 masks to the federal government in an effort to limit the spread of COVID-19. Three territories were chosen after the government identified them as communities in critical need of supplies....



Albatross Aircraft Detailing Inc.

At the beginning of the pandemic, they submitted an application for the "Call to Action" initiative. With swift action, they were approved by Health Canada to produce hand sanitizer. They are also producing hand sanitizer sachets – special BIZAV and Airline format....



Innotech-Exeaire Aviation Group

Three aircraft from the Exeaire and Image Air managed fleet flew to Ecuador to repatriate a group of 27 Canadians who got stranded when the South American country decided to close its borders. They have launched a hotline to provide information about their aircraft and availability for repatriation flights.

THANK YOU to our 2020 members!

Thank you for renewing your membership for 2020! We are honoured to support your operations, especially during these extraordinary times.



Thanks to your engagement, we have been able to stay on top of events as they unfolded and to keep

key government agencies apprised of issues or critical situations that you have brought to our attention.

The CBAA board and staff are working with industry and government partners to identify recovery strategies that will help put business aviation - and the Canadian economy - back on track.

As a member, you can take advantage of the many tools we offer- from SMS and RMS programs, through real time COVID-19 updates, Flight Ops Leadership webinars and more - to keep flying safely and efficiently.



NOT YET A MEMBER? JOIN TODAY!

There is no better time to join. The best way forward is to move forward together. Business aviation should be part of the first wave of an economic recovery. But this will only happen if our voices are heard, and the government understands the vital and unique role that business aviation can play in kickstarting our economy. Membership in the CBAA- and the unity it represents - has never been more important to our businesses and to our sector. 🍁

NEWS

Air travel during and after the pandemic: preparation is key

Over the past few weeks, BA operators have been sharing their best practices to help ensure that there are no barriers to safe and efficient flights. The one most effective recommendation was the simplest: be "over" prepared.

The most important action you can take is to do your homework and make sure that all of your documentation and supplementary paperwork is in order prior to takeoff. Most operators have created binders with the necessary exemptions and government regulations. Know the rules at your destination, and the CBSA rules you will have to follow upon your return.

At this writing, the CBAA is in the process of asking the CBSA for an interpretation of the 14-day self-isolation rule upon arrival in Canada. Through this action we hope to remove any confusion on the exemptions and ensure we're able to get moving again. Please refer to CBAA's social media channels or our website for updates.

Partner with the CBAA and Promote your Products and Services



COVID-19 restrictions continue to be lifted across the globe and businesses are opening to the "new normal".

The CBAA is here to help by partnering with our Associate members to promote their products and services to business aviation

operators and industry leaders through our Industry Partnership program. This program is offered at no charge to CBAA members in good standing.

CBAA can help to ensure you are fully compliant and ready to fly



Now is a great time to review your documentation, processes and procedures for SMS and more. CBAA can help with our

Partners in Safety program. The program includes a suite of implementation and compliance tools such as an online Risk Management System (RMS), that includes online training, two Sample Operations Manuals (OM) including a QA audit manual and checklists, one for small corporate operators and the other for owner-operators, both available at no charge to members and requiring minimal customization.

Finally, Partners in Safety also provides several downloadable resources for operations of all sizes.

CBAA delegations help simplify your business

As a CBAA member, you can take advantage of two delegations that will help simplify your business.

Our MEL delegate is Ed Ratzlaff, President of Aerofoil Consulting who brings years of experience in safety, quality, and management systems to the role, and has the expertise and knowledge to review the highly technical documentation related to MELs.

CBAA delegate Aime O'Connor processes Type Ratings for members at no charge for both Single Pilot/High Performance Type Rating and Two Crew Type Rating.

For more information, please visit www.cbaa-acaa.ca.

CBAA MEMBER TESTIMONIALS

We thank our members for their valued feedback. These past few months have been challenging for our industry and we are proud to work with and for our members on the road to recovery. CBAA's member forum and new WhatsApp group have been available to our members for important COVID-19 updates. Here's what some of them have been saying:

Thank you for all the work you and the CBAA are doing to keep the aviation sector informed during these difficult times.

- Carl Ward, Scotiabank

I have been following along on this chat (WhatsApp) and it has been very informative.

- Ben Wierenga – Chief Pilot, BDK Air

You and the team at the CBAA are creating huge value for us yet again.

- Jamieson Collins, Jamieson Collins & Company

The WhatsApp group and all the information that has been disseminated has been invaluable.

- Kevin Dicaire, Ocean Aviation Services

Thanks for all you are doing to help us stay ahead of this. Invaluable!

- Dave Smith – Director, Flight Operations, Aurora Jet Partners



**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
- ▶ Business Aviation's Environmental Footprint
- ▶ 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