



The official publication of the  
Canadian Business Aviation Association

## NEWS BRIEF

### YEAR IN REVIEW: Adapting and growing stronger



**#SafeCanadianAviation**  
**#SaveCanadianAviation**

This is the year when everything changed: our lives, our businesses, our future. There has been no shortage of challenges or uncertainties, yet the CBAA, with the unswerving support of its board, was able to move forward, adapting to members' new needs, becoming a stronger advocate and a more responsive member-service provider.

The onset of COVID-19 forced the CBAA to adapt in real time to meet the needs of members, eliminating many activities, including the annual convention and exhibit, and replacing them with new initiatives that enhanced communications, provided new educational opportunities, and increased our communications and lobbying with government. Not only did these new activities support members' short-term needs, in many instances these novel approaches, born out of necessity, enhanced and improved what we had been doing.

WhatsApp, a fast, simple and secure messaging app, became our go-to operator members' resource, where we posted new information in real time, and where everyone had an opportunity to ask and answer operational questions. It was so successful we are planning to expand its use in the months to come.

Replacing our AGM and convention wasn't

easy, but our on-line "mini-conference", which included a Business Aviation Outlook by industry expert Rolland Vincent and a high-level Industry Leadership Panel, and created the blueprint for more online members' update and chapter meetings.

With all eyes on the federal government as it worked on relief and recovery strategies, the CBAA increased its advocacy under the umbrella **#cbaaflightplan**. Over the last months, to push our agenda forward and build support, the CBAA has met with Ministers' political staff, Transport and Finance opposition critics, members of the Public Health Agency of Canada and Industry Strategy Council as well as airport authorities and other key aviation players.

Even with a focus on COVID-19, we continued to work on other important files such as the CARs modernization initiative which can change how our sector will operate in the future.

We also increased our efforts to educate government, the public and media on our sector's commitment to carbon reduction with the creation of an exciting and dynamic new bilingual microsite, **Business Aviation and Its Environmental and Economic Footprint**. We are grateful for the support of Platinum sponsor Bombardier Aviation and Silver sponsor, CAE, who helped make the site possible. 🍁

### CEO'S CORNER



#### The Year Ahead

These days, it seems almost impossible to predict what the next few weeks might look like, let alone the next year. Yet, we know enough to make a few educated guesses. And with some enlightened government decisions, and CBAA's strategy for the year ahead, we see great potential.

The good news is that business aviation demand will continue to grow. With scheduled service down by 90 percent or more, both corporate and charter flights continue to serve Canadians where and when airlines can't. On another positive note, we have seen a significant surge in individuals and companies interested in chartering, leasing or buying business aircraft.

This says that the fundamentals are sound: business aviation is well positioned not only to rapidly rebound as business activity increases, but also to play a larger role in restoring the economy as a whole.

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The CBAA is ready to help. We built the foundation in 2020 with enhanced communications, a new educational initiative about BA and the environment and a reinvigorated government lobby effort that saw us engage with an unprecedented number of political and policy leaders.

These actions translated into a high approval rating from members and significantly increased interest from government. In 2021, we intend to continue to improve. As a start, we will enhance the speed and relevance of our communications with the expanded use of tools like WhatsApp, video updates, podcasts, social media and much more. We will continue to educate the government, public and media about business aviation with projects like our dynamic environment microsite and the new business vs. commercial aviation animated video.

We have honed our asks to government to support our economic

recovery and environmental commitments, requesting that we work in partnership on COVID-19 testing and tracing, and that the government create incentives to produce and use SAF, upgrade aircraft and avionics and eliminate the threat of a new "luxury" tax on private aircraft.

Operational needs will also stay on the radar, as we continue to work with government on CARs modernization and other regulatory improvements, clarifications of COVID-19 related regulations and the creation of new delegations and exemptions.

CBAA will celebrate its 60th anniversary in 2021. There have been many changes since our early days. But this association's commitment to its members and sector has never wavered. Now more than ever, CBAA is on the job to improve our members' operating environment, the public's understanding and government's actions to support our dynamic and essential sector. 🍁

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## BOARD OF DIRECTORS EXECUTIVE COMMITTEE

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Skyservice Business Aviation Inc.



## Protecting BA's interests

It is no secret that the entire aviation sector is suffering because of travel restrictions.

NAV CANADA and a number of airports, including GTAA, have announced fee increases as they seek to replace the lost revenue and provide the same levels of service. However, while the CBAA understands their precarious position, trying to download the costs onto air service providers is no solution either.

The increases can be significant. As of January 1, 2021, the cost for an aircraft 19,000 kg or less will almost double, from \$300 to \$575. Any aircraft over that weight will be charged the commercial rate with a three percent increase. The CBAA has reached out to both NAV CANADA and the GTAA with what we believe to be reasonable approaches to this challenge, including introducing the increases in a graduated manner and rolling them back either when the government provides financial relief or travel demand returns to 2019 levels. 🍁

## Government update

Since submitting its pre-budget submission to the House of Commons Finance Committee in August, the CBAA has engaged in a round of meetings with federal political and policy leaders, working to raise awareness of the challenges faced by business aviation. In recent weeks, the CBAA has met with senior policy staff in the minister of Transport's and, the minister of Innovation, Science and Industry's offices, the Conservative transport and finance critics, the chair of the Transport Table of the Industry Strategy Council, and senior officials from the Public Health Agency of Canada.

More information on CBAA's advocacy is posted on our social media channels as well as on our website, [www.cbacaa.ca](http://www.cbacaa.ca) under "Documents Library". 🍁

## REGULATORY UPDATES

You can submit comments on these regulatory matters directly via our online Member forums or by email to [membersupport@cbacaa.ca](mailto:membersupport@cbacaa.ca)

### CARs Modernization

Transport Canada (TC) continues to work on modernizing the CARs. An overview of the project can be found at the government site [letstalktransportation.ca](http://letstalktransportation.ca). TC is dealing with hundreds of issues and ideas submitted to them under this project and have started to produce some results. The CBAA submission, sent on 25 August 2020, included 24 separate comments on both commercial and private aircraft operations regulations and on other regulations impacting them. Follow-up on this submission with TC is underway. The submission is on the CBAA forum Modernizing the Canadian Aviation Regulations - CBAA Regulatory Review Submission (member login required). A summary of our key asks is available on our website, [www.cbacaa.ca](http://www.cbacaa.ca).

### Modernization of Training and Checking Policies and Regulations

Last February TC announced its intent to establish the Training and Checking Modernization Project an industry / Transport Canada Civil Aviation (TCCA) working group to enhance the relevance and effectiveness of the regulatory framework that guides training and checking practices in commercial and general aviation. This collaborative effort will look towards solutions that embrace principles contained in practices such as Competency-Based Training (CBT) and Evidence-Based Training (EBT), as advocated by the International Civil Aviation Organization (ICAO). Options will also be evaluated to implement the ICAO recommendation to leverage synthetic training to a greater extent in pilot training and checking activities. Although TC strictly limited working group membership, CBAA's VP Government and Regulatory

Affairs, Merlin Preuss is a member. While the project was delayed by the pandemic, the first meeting was held in October with more scheduled for the fall and winter.

### Lightweight Data Recorders Regulations

The Transportation Safety Board (TSB) recommended that Transport Canada require the mandatory installation of lightweight flight recording systems by commercial operators and private operators not currently required to carry these systems (Recommendation A18-01). Work commenced in 2018 and continued after some pandemic-related delays in October. The CBAA is promoting the development of performance-based requirements that are met on a voluntary basis that allow operators to take advantage of emerging and current technologies to keep installation, operating and maintenance costs to a minimum.

### SMS Policy Review

TCCA initiated the SMS policy review to identify opportunities to support innovation and economic growth, consult with aviation subject matter experts (SMEs) and stakeholders to provide recommendations to update and modernize current SMS requirements in the Canadian Aviation Regulations (CARs) and seek ways to better align with international best practices. The review has two phases: analyze the current regulatory regimes to determine what needs to be modernized; and draft regulations modernizing the current regulations and create regulations for the sectors that do not require an SMS at this time. The CBAA will continue to meet with TC this fall. Any comments or suggestions for change may be forwarded to Merlin Preuss at [mpreuss@cbacaa.ca](mailto:mpreuss@cbacaa.ca) 🍁



## CBAA's environmental microsite separates fact from fiction



**C**BAA launched a new bilingual microsite, "Business aviation's environmental and economic footprint in Canada" earlier this fall to share the facts about business aviation's impact on the environment. The site, which uses a dynamic and engaging interface to share information on aircraft efficiencies, advanced manufacturing, avionics and sustainable aviation fuels (SAF) was made possible through the generous support of platinum sponsor **Bombardier Aviation** and silver sponsor, **CAE**.

CBAA president and CEO, Anthony Norejko believes the microsite empowers business aviation to celebrate and share its accomplishments and the progress it has made, while sharing our commitment for the future.

Access Business aviation's environmental and economic footprint in Canada from the CBAA home page, [www.cbaa-acaa.ca](http://www.cbaa-acaa.ca).

## Mark your calendar for two more online member update events!

Our thanks to **StandardAero** and **Trainingport.net** for sponsoring these member updates.

*Associate members*, we are pleased to offer you an opportunity to promote your products and services through sponsorship of these events.

All sponsors levels receive additional advertising on Save-the-date notices and social media reminders.

### MARK YOUR CALENDAR

#### CHECK THRUST THURSDAYS

Member Update  
With Anthony Norejko  
CBAA President and CEO

November 19th  
December 17th  
1:00pm to 2:00pm EST

#### Event Sponsors



**CBAA-ACAA**  
Promoting and Simplifying Business Aviation  
Promouvoir et simplifier l'aviation d'affaires

### Sponsorship Level 1 - \$350

- Your company logo displayed at the beginning of the event with special thanks by presenter, Anthony Norejko

### Sponsorship Level 2 - \$750

- Five-minute company product or services intro video
- Your company logo displayed at the beginning of the event with special thanks by host, Anthony Norejko

### Sponsorship Level 3 - \$1,000

- Ten-minute company product or services Q&A with Anthony Norejko and your company representative.
- Your company logo displayed at the beginning of the event with special thanks by host, Anthony Norejko

Please contact Lindsay Berndt at [lberndt@cbaa.ca](mailto:lberndt@cbaa.ca) for additional details. 🍁

### CBAA 2021 Convention & Exhibition 60th Anniversary

June 15-17 2021

SkyService Business Aviation – YYZ South Terminal

## SAVE THE DATES!

Canada's Premier BIZAV Event

Join us and our Diamond Sponsor SkyService Business Aviation Inc. for targeted educational sessions, networking events, exhibits and Canada's largest static display of private and corporate aircraft.

Contact us at 613-236-5611 or [membersupport@cbaa.ca](mailto:membersupport@cbaa.ca)

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



## MEMBER PROGRAMS AND SERVICES

### **MEL Delegation**

Ensure your compliance and avoid red tape by working with MEL delegate Ed Ratzlaff, President of Aerofoil Consulting Ed has the expertise and knowledge to review the highly technical documentation related to MELs quickly and comprehensively. We aim for six-week turnaround time \*\*TC approvals can take up to one year!

### **Type Rating Service**

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.

### **Partners in Safety**

Sign up to a simple and effective solution that can help you implement and remain compliant with your safety requirements, using a program that has been designed specifically to support Canadian business aviation operations.

### **CBAA Risk Management System (RMS)**

An easy to use tool specifically designed to help corporate flight departments meet SMS requirements. Together with the sample CBAA Operations Manual it is designed to meet all applicable SMS, QA and Management Review of SMS requirements.

### **Covid-19 updates - WhatsApp group**

CBAA members are making operational decisions using real time data and information from CBAA's WhatsApp mobile and desktop applications. Launched as a way to keep operators up-to-date on flying in the era of Covid-19, the use of the app has

evolved to become an essential tool where pilots and flight directors can ask questions, exchange ideas and download the latest documentations and information from Transport Canada and other regulators.

### **Document Library**

Find important documents and recent government communications all in one place.

### **2020/2021 Buyer's Guide**

The companies listed within the Buyer's 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.



The Canadian Business Aviation Association is pleased to partner with associate members who provide discounted or preferred rates on products and services to all CBAA members. By partnering with the CBAA, associate members can use this targeted program to expand their reach and focus on the operator community.

Participation includes a 2-week spotlight in CBAA's e-news bulletin, homepage feature and social media acknowledgment.

**For more information about our programs, services and membership with the CBAA please contact us at [membersupport@cbaa.ca](mailto:membersupport@cbaa.ca).** 🍁

## MEMBERSHIP

### RENEW YOUR 2021 CBAA MEMBERSHIP

CBAA works diligently to promote and simplify business aviation and support your operations, especially during these extraordinary times. A 2021 membership renewal package will be sent to your company member representative via email.

**Don't forget! You can now process your membership dues payment using AVCARD.** 🍁

## WELCOME NEW MEMBERS

### **AVIASHARE**

Aviashare Aviation inc. is a Canadian company with activities in North America, Europe, and the Middle East. Our mission is to bridge the gap between commercial and private aviation by using the latest technologies such as machine learning and blockchain.

### **KLONDIKE JETS**

Klondike Jets is an aircraft sales and acquisitions company with a focus on the business aviation market. The company strives to cultivate long lasting relationships with their clients when it comes to buying and selling an aircraft. With a global network of business aviation connections, placing an aircraft for sale on the radar of a potential buyer is something Klondike Jets does very well. Klondike Jets services include: aircraft sales, marketing, acquisitions, financing and ownership strategies. For more information please visit [www.klondikejets.com](http://www.klondikejets.com). 🍁





# CBAA membership has never been more important.

- ▶ **Your national voice to lobby government**  
Influence government to create policies and regulations that support BA
- ▶ **Connect with colleagues and SMEs**  
Use our innovative technologies to stay connected and solve the challenges of COVID-19 together
- ▶ **Fly with confidence and safety**  
Use Partners in Safety tools to support your operations
- ▶ **Your supplier source**  
Find the right vendors through our Industry Partnership Program and online Buyers Guide

"We can only have a voice with strength in numbers. CBAA is that vehicle and needs all of us to support to ensure our say. I highly recommend membership. **You will not be disappointed.**"

Ian Struthers, Aviation Manager & Chief Pilot, Air 700 Ltd.

**CBAA**  **ACAA**

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Promouvoir et simplifier l'aviation d'affaires

[www.CBAA-ACAA.ca](http://www.CBAA-ACAA.ca)



*So long 2020... Hello 2021!*

*Best Wishes for a Happy, Safe and Prosperous New Year*

*From the CBAA team*