

The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CEO'S CORNER

Clear direction from members propels the CBAA forward

Dealing with critical issues at CBAA 2019

Over the last few months, the CBAA has been laser-focused on getting wins that matter. Starting with the foundational idea that our members are partners, not customers, CBAA launched a number of initiatives that put members' concerns and opinions front and centre and held us accountable for results.

Is it working? If the input and response we received at CBAA 2019 is any indication, the answer is a resounding YES.

Leading up to the convention, the CBAA reached out to its members directly, with initiatives like a members' survey on convention topics and the new Flight Ops Leadership Conference Calls. Based on our members' input, we were not only able to develop "on-point" convention sessions but we also launched important tools to support and help simplify their operations, including a new CBSA issues tracking tool and a de-icing template letter that members could send to TC to demonstrate compliance.

And that was just the beginning. A big win for the CBAA – and for business aviation – was the Transport



Canada designation of Ed Ratzlaff, President of Aerofoil Consulting and a member of the CBAA team, as the new MEL approval delegate. We achieved this milestone thanks to the unwavering support of our members and the professionalism and persistence of both Ed and CBAA's VP of Government and Regulatory Affairs, Merlin Preuss.

There's a clear path going forward – our members expect us to deliver on what they told us are their most critical issues including airport access, winter ops, CBSA, TC inspections, SMS, fuel & carbon pricing,

simplifying regulations and Nav Canada.

As the year progresses, priorities may shift and change, but we will be able to stay on track as we continue to hold our Flight Ops Leadership Calls and meet with our members at regional chapter meetings.

And we are already looking to charting our progress and delivering results at next year's annual convention, CBAA 2020 which will be proudly held from June 23rd to 25th at Skyservice's new FBO in the dynamic heart of the business aviation community at Toronto Pearson International Airport. 🍁



Soaring on the Wings of Change

I've always embraced change. I see it as the best way for a person – or for an association like the CBAA – to transform and grow. And entering my second year as CBAA's CEO, there is a lot of change on the horizon.

We are successfully using new communications tools, technologies and analytics to change the way we interact with members, to be more responsive, and more accountable. Based on your input, we are improving our existing member programs and services, like our website, Members Forum and Partners in Safety. Thanks to our members' input, we also have a constantly updated list of issues that must be resolved in concert with government.

Under the steady hand, Peter Bing, Director Aviation Operations - Chief Pilot

Sobey's Inc., who's now entering his second year as the CBAA's chair, our existing and new board members have
continued on page 2

- 3 CBAA Ratifies 2019 – 2020 Board
- 3 CBAA Honours Outstanding Achievement
- 4 Get Ready, Toronto! CBAA 2020 is landing at Skyservice @ YYZ next June
- 4 Thanks to everyone for a great CBAA 2019!
- 4 Calendar of Events
- 4 CBAA's Canadian Pavilion at NBAA-BACE 2019
- 5 Why Join the CBAA? (PHOTO???)
- 5 Regional Chapter News
- 5 CBAA Welcomes New Member, Leader Luxury
- 5 Target the business aviation community with the CBAA Industry Partnership Program
- 6 Convention Sponsors

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, aoconnor@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

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CBAA 2020 CONVENTION & EXHIBITION

Canadian Business Aviation Association | TORONTO JUNE 23-25

CEO'S CORNER *continued from page 1*

guided us to a new and clear mission: to promote and simplify business aviation.

Our mission will help us focus on the essentials as we gear up to work with a new government. It may or may not be led by a new party, but almost certainly we will have a new minister of Transport and a new opportunity to succeed for our members.

No matter the election outcome, I see working with a new government as a chance to grow: real and positive change will happen when it is driven by industry in partnership with government. We have already started to build a track record of success with our government colleagues, working with TC on targeted inspections, and more recently, the new

MEL approval delegation.

These wins are creating a virtuous cycle, with each achievement building on the last. Now more than ever, we are aligned as an industry with a renewed sense of clarity and purpose, thanks to initiatives like our Flight Ops Leadership calls and effective regional chapter meetings that allow us to gather and act on our members' priorities.

Our commitment to you is to bring to government a sharp focus on the concerns of business aviation and why they matter to Canadian businesses. Our aim is to make certain that our mission of promoting and simplifying business aviation stays squarely in everyone's sightlines.

CBAA Ratifies 2019 – 2020 Board

CBAA is charting its course for 2019 - 2020 under the guidance of Peter Bing, Director Aviation Operations - Chief Pilot, Sobeys Inc., who is in the second year of his two-year term as Chair.

Several members will serve until 2021, including Peter, Gary Wood, Flying Colours; Jean Christopher Gallagher, Bombardier; Lisa Clarke, FlightSafety, Ehsan Monfared, YYZlaw, Jacqueline Bailey, Sterling/ICFS Aviation Group and new board member David Arbon, Canadian Utilities.

Returning for a second year are Ivano Mosca, Innotech-Execaire



Peter Bing

Aviation Group; Ian Darnley, Sunwest Aviation Ltd.; Lyn Shinn, HondaJet Sales and Pre-Owned Aircraft Sales Skyservice Business Aviation Inc. and Paul Carter, Skycharter Limited.

The 2019 - 2020 executive committee includes Past Chair, Rod Barnard, KAL Tire, Chair, Peter Bing, Sobeys, Vice Chair James Elian, AirSprint, Treasurer Scott Harrold, Sky Aviation International and newly appointed board Secretary, Aime O'Connor, CBAA.

The CBAA thanks all of these industry leaders for their dedications and commitment. 🍁

CBAA Honours Outstanding Achievement

The business aviation community honoured individuals and businesses who have made – and will continue to make – major contributions to our sector at a special awards luncheon held at CBAA 2019. Here are the highlights.



Gordon Berturelli Honoured as a Lifetime Member

Gordon Berturelli's contributions recognized by business aviation peers

Aviation industry icon Gordon Berturelli, who recently retired from FlightSafety International has become the sixteenth member of the business aviation community to be awarded an honorary lifetime membership by the Canadian Business Aviation Association.

The presentation, which recognizes an individual who has made a significant contribution to the CBAA, is decided by the Nominations Committee and Board of Directors.



Bill McGoe and Dave Smith of Aurora Jet Partners

Recognizing 1500+ hours of safe flying

Safe flying means that both the company and its pilots are committed to the highest levels of professionalism possible. This year, CBAA is proud to honour Edmonton's Aurora Jet Partners as a company and Aurora pilots Bill Fisher, Brad Pridmore, Trevor Frieser, Kris Loitz and Scott Spurrell for over 1500 hours of incident- free flight with its Safety Awards for companies and pilots.

Leading the way for business aviation's next generation

CBAA aims to attract and retain outstanding young aviation professionals to business aviation by supporting their education. Spencer Kuglin of Chartright Air and Tiffany Brassard of Skyplan Services Inc. were awarded the \$10,000 CBAA

Schedulers and Dispatchers scholarship shared between them. Jason Buma, Alberta winner of the Webster Memorial Trophy for Amateur Pilots a \$1500 CBAA bursary given to his educational institution.



Honouring those who give

CBAA was privileged to host the Hope Air Philanthropist Award, this year honouring two generous contributors to Hope Air's mission whose support of business aviation is unwavering: Wings Magazine and Skies Magazine. 🍁

Calendar of Events

Edmonton

Tuesday September 24th 2019
Sponsor Innotech-Execaire

Calgary

Wednesday September 25th 2019
Sponsor Innotech-Execaire

Vancouver

Thursday September 26th 2019
Sponsor Innotech-Execaire

Quebec

Wednesday September 11th 2019
Sponsor TBD

Ontario

Wednesday September 4th 2019
Sponsor FLYGTA AIRLINES

Visit the CBAA's Calendar of events for further information.



CBAA's Canadian Pavilion at NBAA-BACE 2019

The CBAA is pleased to partner with the Ontario Aerospace Council to represent Canada with over 10 participants. Visit us and our co-exhibitors at booth #C13035! 🍁

Get Ready, Toronto! CBAA 2020 is landing at Skyservice @YYZ next June

The CBAA is excited to announce that we have partnered with Diamond sponsor, Skyservice Business Aviation, to host the 2020 CBAA convention and exhibition at the new Skyservice FBO at Toronto Pearson International Airport, June 23 – 25.

Opening in fall 2019, this state-of-the-art facility offers 90,000 sq. ft. of hangar space plus a luxurious 20,000 sq. ft private terminal. This is the first new construction for an FBO terminal at Pearson in seventeen years. The CBAA congratulates Skyservice on this achievement and looks forward to introducing this state-of-the-art facility to business aviation operators from across Canada. For more information on Skyservice's new FBO, visit: <https://skyservice.com/new-toronto-airport-fbo/>

Save the dates and see you there! 🍁



Thanks to everyone for a great CBAA 2019!



The CBAA 2019 exhibit and static draw crowds.....

What do you get when you combine a Dragon Emeritus, the largest static display of business aircraft in Canada, and the Calgary Stampede? CBAA 2019 of course!

Opening with Calgary-based entrepreneur and fractional jet owner W. Brett Wilson and moving on to insightful and challenging topics including recruiting and retaining top talent, hot topics for 604 operators, mental health matters and much more, CBAA 2019 played host to over 700 delegates and 90 participating companies. Diamond sponsor Sunwest Aviation hosted 57 exhibitors and nine OEMs, with 15 aircraft at the static. The CBAA is indebted to the sponsors, exhibitors, speakers and dozens of volunteers who helped make this event one for the record books!

CBAA members can login to access key presentations from the CBAA website (cbaa-aca.ca), including Rolland Vincent's Business Aviation Forecast, the Wynford Group's 2019 CBAA Compensation Survey preliminary results and overview as well as updates presented by Transport Canada and the Transportation Safety Board. If you attended the convention as a non-member and want to receive copies of the presentation, please contact Lindsay Berndt, lberndt@cbaa.ca for access. 🍁

Why Join the CBAA?

Your support is more important than ever as we develop member-only programs, advance our agenda with government and educate the public and key decision-makers on the importance of business aviation to Canada and Canadians.

Working with members, government and Canadian business interests, the CBAA promotes and simplifies business aviation, delivering programs and services aimed at business operators and suppliers, and working with policy makers and regulators to modernize the governing framework for our operations, including:

- Safety regulations
- Economic policies
- Taxation policies
- Certification and training
- Environmental regulations
- And others

Regional Chapter News

Join us in welcoming the following individuals to the CBAA chapter teams



Jason Parker – Atlantic Regional Chapter Chair

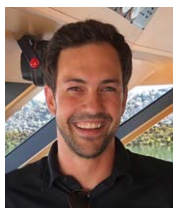
Since graduating from Moncton Flight College in 1995, Jason has diligently pursued opportunities to immerse himself in the aviation industry. Completing the Aero Solutions, Aviation Management Certificate in 2010 Jason continues to enhance his skills and experience; not only as a pilot but also a successful manager. With over 11,000 hours of flight time on multiple aircraft types, Jason is a Transport Canada certified check pilot, and training captain. During his 20+ years in aviation, Jason has excelled in several management roles; currently as Director of Business Development.



Michael Stimac – Edmonton Regional Chapter Co-Chair

Michael has a life-long link with aviation and an extensive business background overseeing operations and corporate strategies in diverse geographical arenas including Dubai and Croatia.

“Aviation is something I have a genuine love for and have been passionate about my whole life. I learned to fly when I was 19 years old and continue to pursue my personal aviation interest as a private pilot, aircraft owner and lifelong student of general aviation.” In 2014, with a desire to follow his passion he sought a career in aviation in earnest. In 2015 he joined Aurora Jet Partners, an exciting brand with an excellent reputation, which made a superb entry for his business aviation career. In June 2019, he founded Attune Aviation, with the vision of establishing a new type of air charter brokerage that leverages technology and business model innovation.



Ben Wierenga – Edmonton Regional Chapter Co-Chair

Ben’s aviation career began in Villeneuve, AB working as a mechanic with small aircraft, flying pipeline patrols and crew changes, then moved to corporate work out of the Edmonton Municipal and International airports and now flying with the airlines for the last three and a half years.

“I had the opportunity to return to the 604 world earlier this spring as Chief Pilot of BDK Air on the Falcon 50, It has been a wonderful change. I have thoroughly enjoyed being back in corporate aviation and enjoy the family atmosphere this job brings not only with my employer and coworkers but with the other operators in the area and the CBAA members I’ve had the pleasure of meeting.

I look forward to my involvement with the CBAA and meeting many more of its great members soon.” 🍀

CBAA Welcomes New Member, Leader Luxury

Leader Luxury provides comprehensive eMarketing solutions for buyers, sellers, and service providers throughout the luxury industry. Our services include email broadcasts, social media marketing, design services, website and mobile app listings, and custom virtual tours. Founded in 2009 to serve the business aviation industry, our network now includes key contacts within the yacht and high-end real estate markets. For any information on our services please contact us at sales@leaderluxury.com or +1-514-235-3559.

Target the business aviation community with the CBAA Industry Partnership Program

The CBAA has created special partnerships with associate members to provide discounted or preferred rates on products and services to all CBAA members. When you sign up as an Industry Partner, you’ll be connecting to some of Canada’s leading owner/operators, chief pilots, flight directors and flight management companies across the country.

Operator members benefit from the discounted rates on products and services aimed at Canadian business operations, including training, insurance, and other valuable products and services.

For more information on how you can partner with the CBAA to leverage your business, please contact Lindsay Berndt, Membership and Communication Services (lberndt@cbaa.ca - 613-236-5611 ext. 221).

THANKS TO OUR CBAA 2019 CONVENTION SPONSORS

DIAMOND



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BRONZE



MEDIA

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GOLF



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CBAA-ACAA

