



The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CEO'S CORNER

Flight Ops Leaders Drive CBAA Agenda Forward

CBAA's first Flight Ops Leadership call, held on May 30th, successfully brought together business aviation leaders from across Canada to share relevant news, learn from each other and set CBAA's agenda going forward.

"This call was a critical step in redefining how the CBAA works with its members" explained association president and CEO Anthony Norejko. "Our aim is to promote and simplify business aviation. The way we succeed is to listen, learn and act, based on what our members are saying they need."

Using a web-based app allowed the CBAA to hear from different participants, share information on screen and record the call. Those who couldn't participate can listen to the recorded discussion online, accessible via the CBAA's website.



The number one need identified by members was to have a consistent and reliable source for detailed and accurate information.

This is a need that the CBAA has been working to fulfill. "We realized how important this was in our work related to the proposed reservation system at CYYZ" Anthony explained. "There was a period when the situation was changing on almost an hourly basis – and even the airport itself couldn't keep an accurate flow of information going out to operators. The CBAA was able to step up, and through its Members Forum, provide an ongoing source of credible and useable information."

CBAA is improving how members can receive –

and share – information. "Our Members Forum is a primary tool and we are currently in the process of enhancing its accessibility and speed" said Anthony, "It's where we post information and documents and where members can comment and ask questions – we see it as our virtual 24/7 roundtable."

The CBAA is also developing new sharable tools to support operational compliance and business activities. These include a template that operators can use to confirm their compliance with new deicing requirements and a CBSA tracking document that will allow us to deal with border issues more effectively by tracking members' real time experiences and concerns. More tools will be coming down the pipe in the future.

The flight ops calls will be a routine part of CBAA's ongoing work for its members. "The next Flight Operations Leadership meeting will be a face-to-face meeting at CBAA 2019" Anthony explained. "We're holding it as a convention session called 'From the 604 Flight Deck' where we will again share relevant news, exchange ideas and ask questions – and get answers."

The Flight Ops session will be followed the next day by a high-level government and agency update, featuring senior executives from Transport Canada, Nav Canada and the TSB, where many of the questions raised by operators will be addressed.

In order to maximize our operators' attendance, the CBAA offers all PORD-holding members one free registration to attend CBAA 2019, that includes access to all sessions, the exhibit hall and static, meals and social functions. Only the Hope Air golf tournament and the Fun Night are additional.

Anthony stressed the importance of CBAA creating opportunities to bring operators together. "The more our members come together to focus our priorities and drive the agenda, the more successful the CBAA can be in addressing – and resolving – their issues."



Access. Access. Access.

For real estate, it's all about location, location, location. For business aviation, it is all about access. For a number of years, business aviation's place- and rights - within the airport eco-system have not been very well defined. Our members' position is crystal clear: in order to support the needs of Canadians and our economy, business aviation needs fair access to our airports.

But, as passenger numbers continue to grow, this relationship is under increasing pressure: CYYZ is ready to impose an onerous reservation program which some believe could result in future access issues at Canada's largest airport. CYUL's runway rehabilitation project keeps BA operators wondering about their status from one day to the next. In addition, timely access to fairly-priced deicing facilities continues to be a challenge at

continued on page 2

3 Update on Business Aviation Access at CYUL/CYYZ

3 2019 CBAA Compensation Survey Update

3 CBAA Leaders Connect to Parliamentarians

3 Connect with Young Professionals on BizAv YTI's New Website

3 A Great Beginning to 2019!

4 CBAA 2019 Committee members

4 Thanks to CBAA 2019 Sponsors

5 The CBAA Honours...

5 Welcome New Members

5 CBAA 2019 Golf Sponsors

6 CBAA2019 Static Aircraft

CBAA-ACAA

1 Rideau Street, Suite 700
Ottawa, ON K1N 8S7
Tel: (613) 236-5611 • Fax: (613) 236-2361
Email: lberndt@cbaa.ca • Website: www.cbaa-accacaa

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

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 • Bill McGoey

President
Aurora Jet Partners

Treasurer • Scott Harrold

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

Lyn Shinn • VP, Central Region, HondaJet Sales and
Pre-Owned Aircraft Sales
Skyservice Business Aviation Inc.

Jacqueline Bailey • VP InflightSterling/ICFS Aviation Group

Paul Carter • Director of Maintenance
Skycharter Limited

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.

CEO'S CORNER *continued from page 1*

some airports.

It goes without saying that the airport environment is extremely complex, and that compared with scheduled service, business aviation makes up a smaller percentage of the overall traffic at Canada's major airports. However, it is equally worth noting that business aviation doesn't use critical airport infrastructure and facilities – the ones that are most under capacity restraints: passenger terminals, security screening and international arrivals.

What's left? Access to runways and deicing. Let's look at each of these in turn. Our experience with airports tells us that they are quick to claim that runway capacity is maxed out during morning and evening "rush hours". However, when we include Nav Canada in the discussion, it's clear that airport metrics are different from ATC's view - there is in fact more capacity to land aircraft safely than airports assert.

Deicing is a more complicated issue as it deals with both access to facilities and pricing.

At most major airports access to the CDF and competitive pricing for BA are challenging because those facilities primarily focus on airline traffic. At smaller airports the infrastructure/equipment along with costs can be an issue because there is no opportunity to leverage our individual needs for deice. The federal government has safety oversight for all airports and aerodromes. Every Canadian, regardless of what type of flight they are on or where they are flying from, has the right to equal – and equally safe – access to deicing – and in our view, the government has a responsibility to help make that happen.

Safety is the most important issue for everyone involved in flight. Airports must serve all Canadians – including the ones in business aircraft and the ones who are flying to and from remote and Northern communities. Business aviation is part of the transportation fabric in Canada. Our access ensures Canadians can compete in a global, fast paced economy. But only if we can access the facilities and services we need. 🍁

Update on Business Aviation Access at CYUL/CYYZ

CBAA continues to work directly with both airports on a virtually daily basis to ensure our continued access. While there are still many unknowns, we believe that trials for Airport Collaborative Decision Making (ACDM) may begin as early as September.

With runway rehabilitation continuing at CYUL, through our airport technical committee, we're committed to ensuring BA has representative access every hour during construction.

The situation is quite fluid at both airports and will be discussed in greater detail at the CBAA 2019 session dedicated to answering operational questions, From the 604 Flight Deck. 🍁

CBAA Leaders Connect to Parliamentarians



CBAA's Chair, Peter Bing and Director Paul Carter joined President & CEO, Anthony Norejko as CBAA co-hosts of the Aviation Day on the Hill Reception on May 7th in Ottawa. "Great to make new connections with our elected leaders, Senators and their staff. Thanks to our association coalition, including the Air Transport Association of Canada, the Canadian Airports Council, the Canadian Owners and Pilots Association, the Helicopter Association of Canada and the National Airline Council of Canada, we came together to make this event a success." said Anthony. 🍁

2019 CBAA Compensation Survey Update

At this writing, over 70 member organizations have downloaded the survey documents and the 2019 CBAA Compensation survey seems to be on track to exceed participation rates in the first survey, conducted in 2017.

The 2019 version has been improved to include 11 new positions, modified flight crew positions to aircraft class rather than weight, for more accurate findings and added a new section on staff attraction, retention and turnover.

Preliminary results are expected to be shared with delegates at CBAA 2019, during the special session, An Insider's Guide to Recruiting, Educating and Retaining Top Talent. Members who participated in the survey will receive the general report at no charge.

For more information, contact Aime O'Connor, aconnor@cbaa.ca. 🍁

Connect with Young Professionals on BizAv YTI's New Website



The BizAv Young Talent Initiative has officially launched their new website – www.bizavyti.com. Students, young aviation professionals, and professionals in any industry looking for a career change can now explore the world of business aviation and all the wonderful opportunities it has to offer. The website features information on the industry, interviews the BizAv YTI team has conducted as part of its ongoing Talent Tuesday and Flight Crew Friday campaigns, and pictures from events the team has attended and organized. As part of the team's mission to raise awareness about business aviation careers available in Canada, a Job Board has been set up on the website as well. Job postings will be open to BizAv YTI sponsors. (More information to follow on the 2019 sponsorship package before the CBAA Convention.) If you would like to join the BizAv YTI team or if you would be interested in becoming a sponsor for 2019-2020, please contact bizavyti@cbaa.ca. 🍁



A Great Beginning to 2019!



Thanks to our CBAA 2019 Committee members for their hard work and dedication to making our event a success.



CONVENTION PROGRAM COMMITTEE

Anna April, Sunwest Aviation Ltd.
Jamieson Collins, Collins & Company
Heather Genesis, Genesis Aviation
Dr. Suzanne Kearns, University of Waterloo
Leo Knaapen, Bombardier
Kate Latis, Innotech-Exeaire Aviation Group
Jim Lewis, The Mente Group
Kristen Petrie, Sterling Aviation
Simon Roussel, Skyservice Business Aviation Inc.
Doug Shields, Shaw Communications Inc.
Anneke Urquhart, Sobeys Group Inc.

LOCAL/GOLF COMMITTEE

Natalie Armitage, clearGRID Ltd.
Craig Mariacci, Skyplan Services Limited
Maxine Ressler, Sunwest Aviation Ltd.
Stacie Scott, Genesis Aviation
Hannah Strelau, Trainingport.net

Thanks to our 2019 Sponsors

DIAMOND



**SUNWEST
AVIATION**

PLATINUM



GOLD



SILVER



BRONZE



MEDIA

WINGS

Stay Tuned for NBAA BACE in LAS!

CBAA will be at NBAA BACE in Las Vegas, Oct. 22-24, 2019! Keep an eye out for updates in our weekly e-bulletin and on our website, www.cbaa-acaa.ca.

The CBAA Honours...

The CBAA annual convention is our opportunity to recognize outstanding individuals and companies who collectively have contributed to the success of Canadian business aviation. Here are some highlights.

Long-time CBAA member and former director, **Gordon Berturelli** has been named the 2019 CBAA Honorary Lifetime Member for his outstanding contributions to the association. Gordon's key role in connecting people in the business aviation community and his meritorious contribution to the CBAA Board of Directors for 14 years is most deservedly



Gordon Berturelli

recognized through this award.

The CBAA National Safety Awards Program was inaugurated in 1981 to recognize outstanding achievements by members in maintaining a high standard of professionalism and safety in their business aircraft operations. This year we recognize the safety record of Aurora Jet Partners with the Company Safety Award and the following individual pilots at Aurora: Bill Fisher, Brad Pridmore, Trevor Frieser, Kris Loitz and Scott Sprurrell.

CBAA also would like to take this opportunity to thank and say goodbye to departing executive committee member and president of Aurora Jet Partners, Bill McGoey. He was a dedicated and supportive member of the board for six years. We wish him well in all of his future endeavors. 🍁

Welcome New Members

■ AVIAA

AVIAA is the only global group purchasing organization in general aviation that works across all areas of fleet purchasing. We combine human expertise and proprietary algorithms to streamline procurement for both operators and vendors.

We help members increase their buying power, using our network to negotiate the best value for the services they need. Our suppliers get committed volume, business intelligence, and reduced friction, without the overhead.

AVIAA is headquartered in Irvine, California, with offices in Park City, Utah, Munich, Germany, and in the UK at London Oxford Airport. Learn more at aviaa.com.

■ Valcora SARL

Valcora delivers an intuitive digital fuel purchasing platform combining pricing transparency, a reliable fuel card and a team of dedicated multi-lingual 24/7 account managers, to enable real time fuel quotes and purchasing around the globe.

With headquarters in Geneva, Valcora has offices in Canada, Ireland, Singapore and South Africa.

Valcora's system delivers a service which is used by individual aircraft owners, corporate fleets, and some the world's largest business aviation operators.

Valcora also offers our customers European VAT exemptions at no additional cost.

A new program sees Valcora offering business jet operators the chance to adopt and help endangered species and contribute to reforestation efforts through a new wildlife conservation initiative.

■ CD Aviation Services

CD Aviation Services provides Honeywell TPE331 & TFE731 engine services, as well as GTCP36 APU services in the US, Canada, and Europe. We started as a one-man shop, and though we've grown, we prioritize the same specialized services and customer care we've had since our small shop days.

CD Aviation Services focuses on maintenance for the TPE331 engine.

■ SiriusXM Aviation

From wheels up to wheels down, you'll have superior graphical weather at your fingertips to maximize your situational awareness and comfort. Whether you fly a Light Sport Aircraft at 1,500 feet, a Corporate Jet at FL450, or anything in between, SiriusXM lets you fly with confidence. Add on SiriusXM entertainment at a discount. SiriusXM Aviation weather and satellite radio services are available for pilots using various Garmin portable products and the Garmin Pilot™ app for iPad® and Android tablets. SiriusXM Aviation is also available for pilots using the ForeFlight Mobile™ app on their iPad® with the Garmin GDL 51/52 Receivers. 🍁

CBAA 2019 GOLF SPONSORS



Aircraft on display at CBAA2019



HondaJet
HondaJet Elite



Levaero Aviation
Pilatus PC-12 NG



Textron Aviation
Cessna Citation CJ3+



Textron Aviation
Cessna Citation
Longitude



Embraer
Legacy 500



Dassault
Falcon 2000S



Levaero Aviation
Pilatus PC-24



Bombardier
Challenger 350



AirSprint Private Aviation
Legacy 450



Gulfstream
G600



Aviation Unlimited
Quest Kodiak



Gulfstream
G280



Aviation Unlimited
Piper M350



Embraer
Phenom 300E



Textron Aviation
Cessna Grand Caravan EX