

CBAACAA

The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CEO'S CORNER



2020 calls for 20/20 vision

I am proud of what the CBAA team accomplished in 2019 – we made real progress in many areas that will help our members and sector.

Perhaps the achievement that will serve us best is our new clarity of purpose and way forward, both in our work for members and in our dealings with the new federal government.

I am calling it CBAA's 20/20 Vision, partially in recognition of the year 2020, but more as a reflection of our commitment to promoting and simplifying business aviation: A clarity and laser focus on ensuring we make measurable gains on behalf of our industry.

Leading an association with a diverse membership base poses many challenges. Different members have different – and sometimes conflicting needs – that can push and pull you at the same time. As I have discovered, my job is to identify and act on the common needs and goals that lie beneath.

continued on page 2



2019 IN REVIEW: Something to Celebrate!

CBAA is a better organization than it was 12 months ago. Our new mission statement, “In everything we do, the CBAA will focus on promoting and simplifying business aviation” focused our efforts to implement new programs, improve our current offerings and ensure that we become more relevant and essential to our members and industry.

PROMOTING BUSINESS AVIATION

One of CBAA's key roles is to inform and engage different audiences – from politicians to community and corporate leaders – on how business aviation contributes to our economy and quality of life. Stepping up to this role, we sought non-traditional opportunities, including speaking engagements at the aviation industry events, the Global Business Travel Association and others. We also ensured that the business aviation perspective was included in aviation planning and decision-making with seats on a number of influential boards and councils, including NAV CANADA, the Canadian Council for Aviation and Aerospace and Canada's Aviation Hall of Fame.

We laid a foundation for future work with Parliamentarians as a partner in Aviation Day on the Hill. Working with a number of other aviation associations, we held a well-attended reception

for MPs and Senators, giving us the opportunity to build relationships and share our story at the political level.

SIMPLIFYING BUSINESS AVIATION

Our main focus for 2019 was to enhance member value by creating products and services that gave them new and better operational tools and information. We improved how – and what – we communicate, engaging members via our new Flight Ops Leadership meetings, enhanced social media, and our refreshed website.

We created new tools to help business aviation operators make better decisions, with our 2019 Compensation Survey report, a new delegation for MEL approvals, “Need to Know,” our series of one-page operational briefings and others. We asked for – and received – member support on key questions and advocacy with surveys on CBSA and the convention, and on advocacy campaigns that were enhanced by direct member engagement.

AND MORE TO COME

Our work in 2019 gives the CBAA a solid foundation and a path forward to further improvements. Stay tuned! For the latest on our activities and programs, please visit www.cbaa-acaa.ca. 🍁

- 3 Enhance your HR strategy with the CBAA 2019 Compensation Survey
- 3 The CBAA MEL Delegation is Now Operational
- 3 CBAA working with CYUL and CYYZ on access issues
- 3 Enhanced Communications
- 4 Calendar of Events
- 4 The 2019 Schedulers & Dispatchers Scholarship
- 4 Get Noticed! Sponsor a CBAA chapter meeting
- 4 CBAA's Canadian Pavilion joined forces with the Ontario Aerospace Council at NBAA-BACE 2019
- 5 Renew your membership in CBAA today
- 5 Welcome New Members
- 5 Follow the CBAA on Social Media

CEO'S CORNER *continued from page 1*

I am proud of what the CBAA team accomplished in 2019 – we made real progress in many areas that will help our members and sector.

Perhaps the achievement that will serve us best is our new clarity of purpose and way forward, both in our work for members and in our dealings with the new federal government.

I am calling it CBAA's 20/20 Vision, partially in recognition of the year 2020, but more as a reflection of our commitment to promoting and simplifying business aviation: A clarity and laser focus on ensuring we make measurable gains on behalf of our industry.

Leading an association with a diverse membership base poses many challenges. Different members have different – and sometimes conflicting needs – that can push and pull you at the same time. As I have discovered, my job is to identify and act on the common needs and goals that lie beneath.

One indisputable shared need is to foster a better understanding of business

aviation with policy and decision makers. A new government gives us a new opportunity to make our case for right-sized and appropriate regulations and to educate them on the true value of business aviation to Canada.

We are already making headway. Over the last year, we have built higher levels of understanding and trust between Transport Canada and the CBAA. This respectful relationship has already had a direct impact on CBAA with the MEL approval delegation in place. We're looking to build on this with additional delegation and exemption requests.

Another common need is to ensure that CBAA has the scale and clout to be heard in the crowded Ottawa lobbying environment. And that means increasing membership. With our new focus and improved services, the CBAA will be out in our community, demonstrating the value and importance of becoming a member. If you haven't yet joined, I look forward to convincing you why you should.

I think our members would agree

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-acaa.ca

STAFF MEMBERS

President & CEO
Anthony Norejko, 613.236.5611 ext. 238, anorejko@cbaa.ca

Executive Assistant to the President and CEO & Director of Administration and Board Secretary
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 • Aime O'Connor
Executive Assistant to the President & CEO
and Director of Administration
CBAA

Treasurer • Scott Harrold
Director Business Development
Skyaviation International and EVO Jet Services

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.

ENHANCE YOUR HR STRATEGY WITH THE CBAA 2019 COMPENSATION SURVEY

Analyzing 63 separate positions, the CBAA 2019 Compensation Survey provides a comprehensive overview of business aviation compensation practices that includes detailed salary/cash comparisons, as well as a thorough review of business aviation compensation practices, incentive plans and work conditions. It also includes data on recruitment, turnover and retention practices.

This is the CBAA's second compensation survey, and the only one in Canada that specifically tracks business aviation as a separate sector. Fifty-three CBAA-member organizations participated, an 18 percent increase from the first survey undertaken in 2017.

Given the importance of the topic to our sector and operators, CBAA is



providing open access to a summary report, PowerPoint and video presentation of the top line findings. The full report is available at no charge to CBAA members who completed the survey

and to other members for a nominal fee. Non-members can purchase the report. As an added value, operators have the option of ordering personalized findings geared specifically to their needs. These customized

reports are available at a special rate directly from The Wynford Group.

You will find topline results and purchasing information on the CBAA website, cbaa-acc.ca, under the "Resources" tab. 🍁

The CBAA MEL Delegation is Now Operational, Others in Progress



Operators requiring MEL approval are invited to submit their request to the CBAA delegate for processing. We are pleased to announce that the 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. We are working closely with Ed to ensure an efficient and supportive experience for operators.

You will find the applications, process map and purchasing information on the CBAA website, cbaa-acc.ca, under the "Resources" tab. You can also email us at MEL@cbaa.ca or contact Aime O'Connor directly at 613-236-5611 ext 228, if you require additional information.

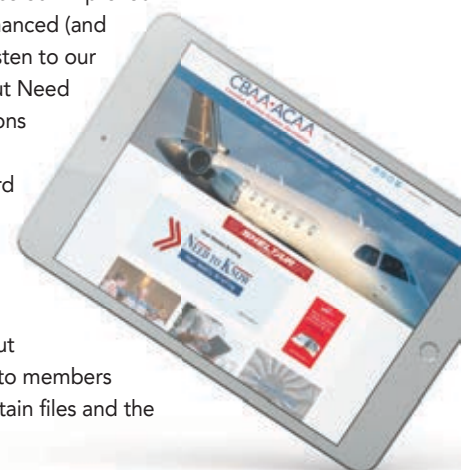
As well as the CBAA MEL and Type Rating delegations already in place, CBAA is currently working on exemption applications for night recency, annual training, and pro-active SMS requirements. 🍁

CBAA working with CYUL and CYYZ on access issues

With the adoption of A-CDM at CYYZ and BA landing restrictions at CYUL during runway construction, the CBAA is active on a number of fronts to ensure our access. Please visit our website for the latest information, posted on the Members Forum. 🍁

ENHANCED COMMUNICATIONS

CBAA invites you to experience our improved communications. Visit our enhanced (and easier to navigate) website, listen to our inaugural podcast or check out Need to Know briefings on regulations and policies that affect your business. You can look forward to continued improvements to our website, Members Forum and more. Please note that everything can be accessed from our website, but some tools are only available to members who must logon to access certain files and the Members Forum. 🍁



Calendar of Events

Atlantic Chapter Meeting

Thursday November 21st

Sponsored by Bombardier Business Aircraft and Echo Aviation Leasing Corporation

Northern Alberta Chapter Meeting

Tuesday November 26th

Sponsored by Bombardier Business Aircraft

Southern Alberta Chapter Meeting

Wednesday November 27th

Sponsored by Bombardier Business Aircraft

Pacific Chapter Meeting

Thursday November 28th

Sponsored by Bombardier Business Aircraft



GET NOTICED! SPONSOR A CBAA CHAPTER MEETING

CBAA invites you to join leading business aviation OEMs and suppliers who connect to their colleagues and clients at CBAAs quarterly regional meetings. Chapter meetings include:

- Presentations on current and important topics like Cannabis, CBSA, access at CYUL and more,
- Updates from CBAA HQ,
- Static Display,
- Reception,
- and much more.

Contact Lindsay Berndt at lberndt@cbaa.ca for further information or to reserve your sponsorship opportunity.

CBAA'S CANADIAN PAVILION JOINED FORCES WITH THE ONTARIO AEROSPACE COUNCIL AT NBAA-BACE 2019

Congratulations and thanks to the Ontario Aerospace Council and our industry partners who joined the CBAA at the Canadian Pavilion and networking breakfast this year. We look forward to seeing you at NBAA-BACE 2020!



Aversan



Canadian Propeller



Leader Luxury



Beyond Risk Management



EX-SELL Aero Parts



Mecanica Solutions



BizAv YTI



KF Aerospace



Mid-Canada Mod Center

THE SCHEDULERS & DISPATCHERS SCHOLARSHIP



CONGRATULATIONS TO THE 2019 WINNERS

SPENCER KUGLIN

Charter Sales, Chartright Air Group

TIFFANY BRASSARD

Flight Dispatcher, Skyplan Services Ltd.

CBAA is accepting applications for the 2020 scholarship, which has a value of up to \$10,000. For more information please contact Aime O'Connor at aconnor@cbaa.ca.

WELCOME NEW MEMBERS

AVIATION JET ROUTING INC.

We are an International Trip Planning provider of highly customized support services for business aviation. Established in 2005, we have served nearly every single airport in the planet with the best-in-class aviation needs and services.

Aviation Jet Routing INC's experience covers all regions of the world and is particularly extensive in the Middle East, Africa, Far East including India and China. We provide service delivery of cost-effective route planning, permits to challenging regions, reliable ground handling services and economical fuel services with minimal notice.

Our close relationship with the Civil Aviation Authorities, Authorized Agencies and Agents around the world is our key to secure the best deal possible.

MECANICA SOLUTIONS

Mecanica Solutions has been serving our manufacturing customers for over 35 years providing PLM software and related services.

We are a Certified Value-Added Reseller of Dassault Systemes as well as a Dassault Systemes Certified Education Partner.

We work with Aerospace manufacturing companies and suppliers. We offer world class solutions along with our proven expertise for deployment and on-going support.

Mecanica Solutions provides the following products and services:

- Dassault Systemes PLM Software, including:
 - 3DEXPERIENCE
 - CATIA,
 - ENOVIA,
 - DELMIA
 - SIMULIA (Abaqus)
- Dassault Systemes Certified Training (classroom, on-site and on-line)
- Technical Support (1-800 hotline, web support, on-site)
- 3DEXPERIENCE PLM Deployment
- Design Engineering Services in CATIA and SolidWorks
- CATIA NC Programming Services
- Personnel Placement (Short and long term engagements)




RENEW YOUR MEMBERSHIP IN CBAA TODAY

Your 2020 CBAA membership invoice is on its way. Renew your membership to be sure that your valuable CBAA benefits and services will continue uninterrupted! Member-only benefits have been designed for operators and suppliers and are aimed at helping ensure your operations run smoothly, your business thrives, helping you save hundreds – if not thousands -- of dollars every year.

We introduced a number of new

benefits and programs in 2019 with more to come over the next few months. Your membership will assure your exclusive complimentary or lowest-cost access to operational briefings, flight operations leadership meetings, the 2019 compensation survey, delegations and much more.

Not yet a member? Contact Lindsay Berndt, lberndt@cbaa.ca or logon to cbaa-aca.ca to find out what the association can do for you! 



FOLLOW THE CBAA ON SOCIAL MEDIA

GET ALL THE LATEST INFORMATION ON CBAA ACTIVITIES, USING OUR CONVENIENT ALL-IN-ONE HANDLE @CBAACanada.

DON'T FORGET TO FOLLOW US ON LINKEDIN
Canadian Business Aviation Association (CBAA).



ILLUSTRATION: Freepik.com

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