

CBAA-ACAA

The official publication of the
Canadian Business Aviation Association

NEWS BRIEF

CEO'S CORNER

Five reasons to register NOW for CBAA 2019, July 9 – 11, Calgary Alberta!



W. Brett Wilson

1. TO HEAR OUR KEYNOTE

W. Brett Wilson, Father,
Entrepreneur, Philanthropist
and Business Aviation
Champion

Best known as a “fan-favourite” on CBC’s hit reality TV show *Dragons’ Den*, Brett established himself as the all-time lead deal-making “dragon.” He has built extensive holdings in the power, hydrocarbon, real estate, cannabis, agriculture, sports and entertainment industries and is a proud fractional business jet owner!



Roland Vincent

2. TO GET THE LATEST INFORMATION

Attend must-see sessions that were developed using the results of a nation-wide survey, including:

- **State of the BA Market: Insights, Trends and Industry Outlook**, Roland Vincent, President, Roland Vincent Associates, LLC and JETNET iQ Creator / Director
- **From the 604 Flight Deck: Hot Topics and Best Practices**
- **Government Departments and Agencies Updates:** Transport Canada, Nav Canada, CBSA and TSB
- **An Insider’s Guide to Recruiting, Educating and Retaining Top Talent: CEO’s Panel and Round Table**



- **Financial and Tax Planning Strategies for Business Aircraft Owners**
- **Crew Resource Management: Be prepared!**

3. TO CONNECT AND BUILD RELATIONSHIPS

With over 50 vendors and as many as 20 aircraft expected at the Sunwest hangar (our diamond sponsor) at Calgary International Airport, CBAA 2019 is a great way to connect face-to-face with your colleagues.

4. TO HAVE FUN!

With our ever-popular Charity Golf Tournament for Hope Air and CBAA 2019 taking place during the Calgary Stampede (July 5-July 14), this is a great opportunity to mix business and pleasure – for you and your clients!

5. TO ATTEND FOR FREE

If you are an operator member and hold a **PORD**, your convention fee is waived! For more information, please contact Lindsay Berndt lberndt@cbaa.ca



Members, not customers

The past few months have been a golden opportunity to think about the relationship between the CBAA and members – and what it can and should be.

Here’s the bottom line: you are members, not customers. That means the CBAA’s effectiveness depends on being sure that your voice is represented at all levels of government, especially on key files with Transport Canada, NAV CANADA, airports and many others.

We are finding new and impactful ways to get timely information out and to collect your thoughts to guide our efforts.

As a start, we are adopting new technologies to make our communications more effective and more inclusive. But that’s just the method. Far more important is developing our ability to speak with confidence and strength - to be certain that when we act on your behalf, we understand

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FOR MORE INFORMATION AND
TO REGISTER, VISIT
WWW.CBAA-ACAA.CA

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exactly what you need – and what is at stake for your business.

We have begun to hold online quarterly leadership calls with our operator members – and will hold additional calls whenever a hot topic or new issue emerges. Thanks to technology, these calls make it simple for members to access and share information and allows us to retain a record of what's been discussed. These invaluable conversations help set our priorities and provide feedback on our actions in real time.

This allows the group to be responsive and proactive. For example, at this writing, our focus has been on business aircraft access at CYUL and CYYZ. Working with members and the airports, the CBAA has succeeded in presenting workable alternatives to the airports' restrictive measures and provided accurate and helpful information to operators that help



Anthony Norejko
President & CEO

them understand how and when they can take off and land.

They will also help us build an incredibly powerful educational program for CBAA 2019. Thanks to the active support of some of our most respected and knowledgeable members, we are confident that every session offered to our delegates this coming July will not only be relevant, but provide unique intelligence on best practices, solutions to operational challenges and effective strategic planning, created for – and by – business aviation operators.

Our mission to promote and simply business aviation requires us to learn, share and lobby for the issues that matter to you. We commit to honest and open member outreach to allow us to be responsive, more accountable and more successful on your behalf.

Will you help us?

STAFF MEMBERS

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Vice-President Finance and Administration
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CBAA Launches Flight Ops Leadership Council

Staying connected as an industry is an important part of our mandate at the CBAA. Whether it's to share the issues that impact operations or to learn best practices from each other, our operator members represent an important part of what happens in business aviation.

As part of our efforts to modernize and improve our ability to connect and influence what happens in and to our industry, the CBAA has instituted Leadership Council Calls to bring together key flight ops leadership personnel to chat about issues that matter. Employing a user-friendly app to host and record calls, this is an important new opportunity for us to discuss sensitive topics and react quickly to any changes in our operating environment. If you wish to join the council, or want more information, please contact Aime O'Connor, aoconnor@cbaa.ca 613 (613) 236-5611 ex 228. 🍁

Industry Calls for Modernization of Canadian Aviation Regulations

The Treasury Board of Canada has released its report on "what it heard" during an earlier consultation on regulatory modernization. We are pleased to report that some of the concerns we raised in our submission were shared by aviation sectors, and are acknowledged in this report, which said:

"Stakeholder comments emphasized the need to update the Canadian Aviation Regulations to be more outcome-based and aligned with international standards, in order to implement current technologies and best practices. The Canadian Aviation Regulations need to be modernized to modify or remove prescriptive provisions that limit the implementation of new and innovative aviation technology such as allowing the use of personal electronic devices aboard aircraft.

Stakeholders also remarked that regulations and the associated fees need to take into account the needs of small firms and individual users. Further, they noted that the high costs and administrative delays associated with becoming a pilot have contributed to labour shortages. (emphasis added)" 🍁

Aviation Day on the Hill



The CBAA joined other leading Canadian aviation associations to meet face-to-face with members of Parliament at a special evening reception as part of an Aviation Day on the Hill, on May 7th.

Attended by CEO Anthony Norejko and members of the board, it was an excellent way to introduce political leaders to the value and importance of business aviation to Canada and to Canadian companies.

A joint letter, focussing on the shared concern of labour shortages and signed by all participating aviation associations was distributed prior to the event. CBAA plans to use this opportunity as a springboard to build relationships with members of Parliament as we head into the fall federal election. 🍁

Business Aviation Access at CYUL and CYYZ

CBAA continues to work with both CYUL and CYYZ on virtually a daily basis to mitigate takeoff and landing restrictions on business flights that are either being contemplated or imposed by the airports. A critical element has been to ensure that operators have correct information, as the airports themselves have had communications challenges.

The situation is highly fluid at both airports, and members are strongly encouraged to subscribe to the CBAA members forum under the topic "Canadian Aerodromes" for the latest information and to share their own questions and experiences. 🍁

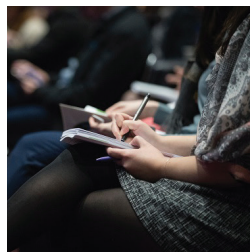


Proud Sponsor of
CANADIAN WOMEN IN AVIATION

CBAA Proud Supporter of Canadian Women in Aviation (CWIA) Conference, June 19 – 22 in Ottawa

The CBAA is proud to support the CWIA, a collective of women who work in Canadian aviation who believe that diverse and inclusive industries are more innovative, competitive and profitable. CBAA will be represented at the conference by Director of Administration and Executive Assistant, Aime O'Connor. 🍁

PROGRAM HIGHLIGHTS



An Insider's Guide to Recruiting, Educating and Retaining Top Talent

Find out what some of Canada's top aviation companies are doing to attract and retain top talent – and how you can make their ideas work for you!

Panelists:

- **James Elia**, President and COO, AirSprint
- **John Gillespie**, President & CEO, Flying Colours
- **Richard Hotchkiss**, CEO, Sunwest Aviation
- **Tracy Medve**, President, KF Aerospace

Moderated by: **Dr. Suzanne Kearns**, University of Waterloo Associate Professor and Vice Chair of ICAO's Next Generation of Aviation Professionals

From the 604 Flight Deck: Hot Topics and Best Practices

With input from chief pilots and directors of aviation from some of Canada's leading corporations, this session will feature face-to-face and open discussions among Canadian 604 operators. Share your experiences, concerns and questions with your peers and colleagues in confidence, and then present your questions to senior government and agency representatives the next morning.

Government and Agency Updates, including:

- **Kathy Fox**, Chair Transportation Safety Board of Canada
- **Nicholas Robinson**, Director General, Civil Aviation, Transport Canada

Tax and Financial Planning for Business Aircraft Owners

The new administrative policy on the personal use of aircraft has added a new layer of complexity to an already complex task. Find out what you need to know to mitigate your tax burden and ensure that you can maximize the use of your business aircraft.

This session is highly recommended for tax and financial professionals as well as BA operators.

Crew Resource Management Re-enactment

The regulations may have been delayed, but they are rapidly approaching. FlightPath International, a global leader in providing integrated training solutions will provide some answers and a way forward with a special CRM re-enactment.

- **Mark Halloran**, Director of Training and Instructor
- **Andy Galambvary**, Senior Flight Instructor

SCHEDULE AT A GLANCE

This program is subject to change without notice

TUESDAY, JULY 9

- 07:00 – 15:00 Annual Hope Air Golf Tournament – Silverwing Links
- 18:30 – 20:30 Welcome Reception / Westin Calgary Airport Hotel – Cypress Hill Ballroom A

WEDNESDAY, JULY 10

Westin Calgary Airport

- 07:00 – 8:00 Annual General Meeting Breakfast
- 08:00 – 16:00 Exhibitor/Static Set Up – Sunwest Aviation
- 08:00 – 9:00 **Welcoming Remarks, and Keynote Speaker W. Brett Wilson**
- 9:00 – 12:00 **Educational sessions and panel discussions, including:**
 - CEO's Panel and Roundtable on Recruiting and Retaining Top Talent
 - Business Aviation Market Forecast
- 12:00 – 13:30 CBAA Awards Luncheon
- 14:00 – 17:00 **Educational sessions and panel discussions including:**
 - 604 Flight Operations HOT TOPICS Round Table
 - Tax and Financial Planning and Strategies for Business Aircraft Owners
 - CRM Re-enactment
- 18:30 Stampede-themed Fun Night – The Hangar Flight Museum

THURSDAY, JULY 11

Sunwest Aviation

- 08:00 – 10:00 **Breakfast Plenary Session:** Government and Agency Update from Transport Canada, the Transportation Safety Board of Canada, CBSA and Nav Canada
- 10:00 – 16:00 **Exhibit and Static**

SPONSORSHIP OPPORTUNITIES ARE STILL AVAILABLE!

Please contact Lise Hodgson, 613-854-4686
lhodgson@cbaa.ca to find out more.

LOOK WHO'S EXHIBITING AT CBAA 2019

CBAA 2019's Exhibit and Static takes place at Sunwest Aviation's 377,000 sq. ft. state-of-the-art purpose-built FBO hangar facility at Calgary International Airport. Meet with leading suppliers, and build lasting relationships at Canadian business aviation's largest exhibition of goods and services.

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AVCON WW.
Avfuel
BizAv YTI
CAE
Canadian Business Aviation Association
Canadian Women In Aviation
Collins Aerospace
Duncan Aviation
Enterprise Holdings
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ForeFlight
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Hope Air
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Student Aviation Financing

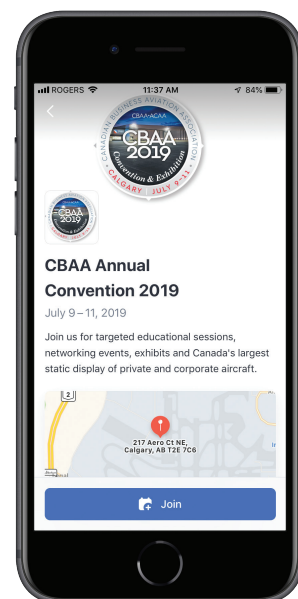
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TrainingPort.net
Universal Avionics Systems
Valcora
West Star Aviation
Western Aircraft
Wings
Wipaire
World Fuel Services

AIRCRAFT/OEM LIST

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Embraer Executive Jets
Gulfstream
Honda Aircraft
Innotech-Execaire Aviation Group
Levaero Aviation
Textron Aviation
Wipaire

DID YOU KNOW?

If you hold a PORD and are a CBAA member in good standing, your registration fee is waived. One complimentary registration per membership, valued at up to **\$600!**



Enhance your convention experience with Attendify!

Download the Attendify App from the App Store or Google Play and find the CBAA Annual Convention 2019 event to bring your convention experience to a whole new level: all the information you need about Canadian business aviation's biggest event in the palm of your hand....

FOR MORE INFORMATION AND TO REGISTER, VISIT
WWW.CBAA-ACAA.CA



Test your drive against Lisa Longball at CBAA 2019's Hope Air Charity Golf Tournament



Don't miss your chance to test your drive against Canada's Eight-Time Canadian Long Drive National Champion, Lisa Longball, at CBAA 2019's Hope Air Charity Golf Tournament.

Find out more about Lisa at <https://lisalongball.com/>.

This year's tournament will take place July 8th at the Silverwing Links golf club.

CBAA sincerely thanks the sponsors of CBAA 2019's Annual Charity Golf Tournament for Hope Air. We urge you to think of them first when you are considering your suppliers and partners.



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