

June 25, 2020

Navdeep Bains
Minister of Innovation, Science and Industry
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Dear Minister,

As the voice of Canada's \$12.1 billion business aviation sector, the Canadian Business Aviation Association commends your government on launching the new Industry Strategy Council and Economic Strategy Tables. By way of this letter we would like to request a separate business aviation seat at the Transportation Economic Strategy Table and describe why this action would benefit the Canadian economy as a whole.

Business aviation is a factor in the success of many of Canada's most respected and productive companies. Highly responsive to the direct needs of corporations and communities, business aviation can play an important role as a catalyst of our economic recovery.

In contrast to commercial for-profit carriers, whose decisions are highly influenced by the interests of their shareholders, but not always passengers, business aviation is a strategic corporate tool that increases Canadian companies' ability to conduct business, secure new contracts and service clients quickly and efficiently. The costs related to these flights— whether as corporate jets or private charters – are investments in the growth and competitiveness of Corporate Canada. Our aircraft are also at the forefront of serving remote and Indigenous communities, providing on-demand safe and secure access to medical personnel, equipment and supplies and other essential services.

Business aviation quickly responded to the challenge of COVID-19. During the first weeks of our shuttered borders, CBAA members repatriated Canadians from points scattered across the globe safely, securely and rapidly, matching the correctly sized and equipped aircraft with each airport and number of passengers without the complexities and waste associated with deploying large commercial aircraft. We are also deeply proud of how business aviation suppliers and manufacturers responded to Canadians' needs in other ways by pivoting to supply PPEs and other essential goods.

Looking to the future, the CBAA's work on recovery strategies is already advanced through our collaboration with other aviation associations and in our direct dealings with government officials. Together, we have developed a number of key recommendations that would benefit the aviation sector in general.

The CBAA has also identified a number of actions that would specifically aid business aviation in support corporate, community and charter services while also advancing our green emission reduction goals. These include: Incentivize the modification of an aircraft, or purchase of efficient and technologically advanced aircraft that has an effective reduction in its environmental footprint, through an accelerated capital cost allowance, expensed tax deduction, credit and/or rebate program.

Business aviation's contributions and challenges are unique, and without our distinct voice at the Transportation Table, we fear that an important opportunity, and contribution to our country's future growth would be lost.

Either I, or any of the many business aviation industry leaders who are part of the CBAA would be honoured to participate in this critical initiative and make a positive contribution to Canada's economic future.

Minister, thank you for your consideration. I look forward to advancing this discussion with your officials and with the Industry Strategy Council to secure a seat at the Transportation Economic Strategy Table representing the Canadian business aviation community.

Sincerely,



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