



*Promoting and Simplifying Business Aviation*  
*Promouvoir et simplifier l'aviation d'affaires*

# Canadian Business Aviation Association

## 2022 ANNUAL REPORT

"CBAACAA has been instrumental in addressing operators' concerns and has resolved problems many times. For example, without CBAACAA's involvement, private operators' flights into Toronto would have been essentially impossible.

The staff at CBAACAA are superb to work with and always come to the forefront to resolve issues. We can only have a voice with strength in numbers. CBAACAA is that vehicle and it needs all our support to ensure our say. I highly recommend membership and involvement. You will not be disappointed."

**Ian Struthers**

Aviation Manager & Chief Pilot  
Air 700 Ltd.

# President's Message

## Operating in the new normal



Over the past two years, Canadian business aviation learned many lessons from navigating through a global pandemic. One of them is the power of a united voice.

Although COVID-19 may be behind us, it's no time to engage our collective autopilot. Many hurdles remain, including the new luxury tax on personal aircraft; regulatory red tape and its associated costs; and the impacts of a supply chain still suffering from COVID. In this "new normal," it's still crucial that we speak as one industry.

Over in Europe, business aviation is facing some headwinds. Early in November, climate activists descended on airports in the U.K., Italy, Germany and the Netherlands. They were advocating for a complete ban on private jets – and this is just one incident among many.

Here in Canada, we must take heed. Europe may be the canary in the coal mine. Business aviation is already a proactive environmental leader, but we need to do a better job of promoting our achievements.

CBAA's new environmental accreditation program is a big step along the road to sustainability.

As we head into 2023, I urge you to participate in our good news story. Send your feedback to CBAA and support our initiatives to promote Canadian business aviation.

The industry needs you now more than ever before.

*Anthony Norejko*  
President and CEO

# 2022 Highlights:

## Strong relationships drive effective communications

In 2022, we:

- ▶ Returned to in-person events with members, regulators and government;
- ▶ Worked to develop stronger, more responsive relationships with regulators;
- ▶ Forged connections with the new Conservative Party leadership;
- ▶ Boosted CBAA's political equity with politicians and civil servants through a series of critical information meetings, presentations and briefings:
  - [TRAN Hearing](#)
  - [The Hill Times article](#) – Canada's air industry: release the tie downs
  - [The Hill Times article](#) – Leading the way: Canadian aerospace industry poised for success;
- ▶ Released CBAA's [2022 Compensation Study](#) pointing to higher salaries in corporate aviation compared to comparable job families; and
- ▶ Filed CBAA's [pre-budget submission](#).

## Connect With Your MP

The House of Commons will be on break from mid-December to January. Now is the time to [connect with your local Member of Parliament](#) (MP) in your home riding! Share your thoughts about the luxury tax and how it impacts your business. Watch for CBAA letter and email templates to come soon.

## Remembering Rudy Toering

Canadian business aviation lost a dear friend on Sept. 6, 2022, with the passing of Rudy Toering. As CBAA president from 2013-2018, Rudy led the association with passion and integrity. He was instrumental in forging strong relationships with industry stakeholders and government leaders, who respected his wide-ranging expertise and his quiet, yet confident, demeanour. During Rudy's five years with the CBAA, the association made tremendous strides and we are grateful for his contribution.



# The Year In Review

We had some changes to our CBAA team in 2022, with the retirements of Merlin Preuss and Debra Ward, and the addition of Robert Sincennes.

As CBAA's VP, Government & Regulatory Affairs, Merlin was a tireless advocate for Canadian business aviation. He joined CBAA in 2011, immediately bringing decades of aviation and management expertise to bear on industry's most pressing regulatory issues. His wise counsel and comprehensive industry knowledge benefitted CBAA greatly.

Merlin remains in an advisory capacity to assist his successor, Robert Sincennes, who is CBAA's new VP, Regulatory Affairs. Robert, too, has an extensive [background](#) with Transport Canada, where he worked his way through various progressive positions in Civil Aviation before finishing as Director, Standards in December 2020.

This year, CBAA also said goodbye to Debra Ward, Marketing and Industry Relations expert. After 10 years of carefully crafting CBAA's most important communications – and 40+ years overall in the transportation and tourism sector – Debra took the plunge into semi-retirement.

We thank Merlin and Debra and wish them every happiness as they move on to their next big adventures.

## In 2022, we lobbied government to:

- ▶ Consider business aviation needs through our participation in the COVID Recovery Working Group;
- ▶ Encourage CBSA to resume service at all airports, and created templates which streamlined access beyond Canada's four major airports;
- ▶ Implement appropriate licence exemptions and extensions in consideration of the training backlog;
- ▶ Lift COVID-19 border and travel restrictions;
- ▶ Extend the pending ADS-B mandate in order to address tracking-related safety and privacy concerns;
- ▶ Improve access and reduce wait times for business aviation at Canadian airports;
- ▶ Adjust flight and duty time regulations to offer 703 and 704 operators an additional option for providing time free from duty; and,
- ▶ Support our industry's carbon reduction efforts through our participation in Canada's Aviation Climate Action Plan 2022-2030.

## We increased member value by:

- ▶ Publishing our [2022 Compensation Study](#) and committing to update it annually;
- ▶ Maintaining our members-only Slack channel, where operators can share best practices, identify critical challenges and deal with government decisions;
- ▶ Welcoming members back to in-person events and chapter meetings;
- ▶ Helping to speed up regulatory approvals and simplifying compliance with minimum equipment lists, type ratings, and looking at additional delegations; and,
- ▶ Connecting sellers and buyers with our 2021/2022 [Buyers' Guide](#).

## Together, business aviation operations and manufacturing represent...

- ▶ A total economic impact of \$5.8 billion in GDP;
- ▶ An average annual wage of \$74,300 compared to the national average of \$49,700;
- ▶ 47,100 jobs; and,
- ▶ \$3.5 billion in total wages.

# A Preview of the Year Ahead

In 2023, CBAA will continue to promote and defend Canadian business aviation.

We will zero in on key priorities that matter most to our members: effective government representation, measurable sustainability initiatives, and new technologies that will help us do business better.

Highlights include:

- ▶ Lobbying through a series of initiatives, including our Government Leadership Committee, CBAA's Economic Impact Study, and continued relationship-building with government;
- ▶ Fighting for business aviation through awareness campaigns targeted at the public, media, stakeholders and government;
- ▶ Helping members strengthen their workforces through an annual compensation survey;
- ▶ Targeting real environmental improvements through a sustainable aviation fuel (SAF) book-and-claim system and creating an environmental accreditation program for business aviation;
- ▶ Working within the government's commitment to climate change mitigation to advocate for a 30% tax credit for investments in clean technology and clean energy; and,
- ▶ Implementing new technologies, including a user-friendly member portal, online CBAA Buyers' Guide and government campaign communications templates.

## The 2022/2023 Chair and Executive Committee\*



### CHAIR

**Ehsan Monfared**  
Partner,  
[YYZlaw](#)



### SECRETARY

**Aime O'Connor**  
Executive Assistant to  
the President and CEO &  
Director of Administration  
& Board Secretary,  
[CBAA](#)



### VICE CHAIR

**Andy Nureddin**  
[Bombardier](#)



### TREASURER

**Ivano Mosca, CPA, CMA**  
Vice President, Finance  
and Administration,  
[Innotech-Exequire](#)  
[Aviation Group](#)

*\*The 2022-2023 board of directors  
was elected at the June 2022  
Annual General Meeting*

## SAVE THE DATE

July 11-13, 2023

## CANADA'S PREMIER BUSINESS AVIATION EVENT

Join us and our Diamond Sponsor, Sunwest Aviation, for targeted educational sessions, networking events, exhibits and Canada's largest static display of private and corporate aircraft.



**CBAA+ACAA**  
Canadian Business Aviation Association

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