



Canadian Business Aviation Association

› 2021 ANNUAL REPORT

CBAACAA

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

60th Anniversary | 60e anniversaire

"CBAACAA has always championed our important issues. A most recent example is the excellent job they did working with government during the pandemic in addressing our concerns and communicating operational updates that seemed to change daily."

Michael Fedele, president,
Innotech-Exeaire Aviation Group
Quoted in *Taking Care of Business*
by Frederick K. Larkin, *Skies*
Magazine, October/November 2021



President's Message

Building back smarter



This past year delivered both victories and challenges as CBAA navigated the twists and turns of COVID-19, working to

keep members informed and educating government on the importance of BA to Canada's recovery.

2021 has proven itself to be the year that business aviation was able to consolidate and amplify its strengths, providing safe, reliable and efficient air connectivity to businesses and communities across the country. It is no wonder that interest in using BA is at an all-time high.

The lessons we learned, and the connections we built as a result of COVID-19 has helped CBAA evolve to a smarter, more focused and more respected advocate for BA. As we head into 2022, we are confident that no matter what lies ahead, the CBAA is ready to meet all challenges and to continue fight for the interests of business aviation.

Building on our 60 years of passionate commitment to BA, CBAA's mission is clear: **to make it easier for Canadians to purchase, own and operate safe, reliable and sustainable business aircraft.** We look forward to your continued support, so together, we can build back smarter and reach our goal.

Anthony Norejko
President and CEO

2021 Highlights:

Better communications for better outcomes

- ▶ Used powerful online and app-based communications tools that kept members informed and engaged
- ▶ Built education and awareness locally with Federal Election Tool Kit for members, and direct outreach in Ottawa
- ▶ Increased CBAA's political equity with influential politicians and civil servants with critical information meetings, presentations and briefings
- ▶ Developed a stronger and more responsive relationship with regulators

ICYMI

Anthony Norejko presentation to House of Commons Finance committee on luxury tax.



WHAT WE ARE FIGHTING FOR:
Business Aviation
and Canada's Future



The Year In Review

No matter the challenges of the past year, the CBAA stayed focussed on what its members needed to endure the challenges of COVID while preparing for the future. In 2021, CBAA acted on behalf of its industry by:

Lobbying government to:

Remove unnecessary COVID air travel restrictions

- ▶ Implement standardized, fair and simple vaccine policies
- ▶ Remove testing requirements for fully vaccinated passengers
- ▶ Reopen all Airports of Entry to international flights
- ▶ Resolve service issues at CBSA and PHAC

Remove or rethink luxury tax on aircraft

- ▶ At a minimum, delay implementation to January 2023
- ▶ If the date of implementation is not delayed, ensure that aircraft with a confirmed bill of sale prior to January 2022 are not subject to luxury tax

- ▶ Restrict applicability to recreational aircraft only, excluding any aircraft used for business
- ▶ Increase valuation to \$5 million

Support our carbon reduction efforts

- ▶ Provide incentives to encourage the production and use of sustainable aviation fuel (SAF)
- ▶ Reduce the use of fossil fuels by providing incentives to purchase new aircraft or upgrade avionics and materials

Support the future of aerospace in Canada

- ▶ Make a portion of the R&D investment tax credit refundable to aerospace
- ▶ Allow corporations to renounce R&D expenditures to flow-through share investors

Business aviation is...

A critical asset that creates economic opportunity and jobs

A world-leader in the creation and adoption of technologies that reduce our environmental footprint

A corporate advantage that connects Canadian entrepreneurs and corporations to remote locations and world markets

Increasing member value by:

- ▶ Creating the CBAA Slack channel to allow operator members to share best practices, identify critical challenges and deal with government decisions
- ▶ Holding monthly Check Thrust Thursdays to connect operators with subject matter experts and CBAA staff to hear about issues and resolve questions
- ▶ Continuing the availability of MEL and Type Rating exemptions to help speed up regulatory approvals and simplify compliance
- ▶ Helping sellers connect with buyers with the 2021 online Buyers Guide
- ▶ Creating new online/digital marketplaces and sponsorship opportunities
- ▶ Strengthening the Industry Partnership Program to help connect associates with our operators during these challenging economic conditions

A Preview of the Year Ahead

In 2022, business aviation can expect more from the CBAA. We will build on the lesson learned and relationships built during the pandemic to foster a new positive understanding of the value of business aviation to Canada's economy and social wellbeing.

Highlights include:

- ▶ Creating an environmental accreditation program for business aviation
- ▶ Helping associates connect with operators with a virtual year-round business-to-business marketplace
- ▶ Getting back to business with 2022 Convention and Exhibit at Skyservice, YYZ
- ▶ Helping members rebuild their workforces with a 2022 Compensation survey
- ▶ Better government support by continuing to build strong political relationships
- ▶ Continuing to educate public, media, stakeholders and government on the importance of BA to Canada

The 2020/2021 chair and executive committee*



CHAIR

James Elia
President & Chief
Operating Officer
[AirSprint](#)



SECRETARY

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



PAST CHAIR

Peter Bing
Director Aviation
Operations – Chief Pilot
[Sobeys Inc.](#)



VICE CHAIR

Ehsan Monfared
Partner,
[YYZlaw](#)



TREASURER

Scott Harrold
President,
[SKYAviation International](#)

**The 2022-2023 board of directors will be elected at the June 2022 Annual General Meeting*

CBAA
2022
CONVENTION
& EXHIBITION

TORONTO
JUNE 14-16

CBAA*ACAA
CANADIAN BUSINESS AVIATION ASSOCIATION

DIAMOND SPONSOR:



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Business Aviation

SAVE THE DATE

Join us and our Diamond Sponsor, Skyservice Business Aviation, to get the tools and information you need to prepare for the future at Canadian business aviation's premier event, CBAA 2022, at Skyservice's newest YYZ South FBO terminal conveniently located at 2955 Convair Drive.

Visit us online to learn more.