About the CBAA

Formed in 1961, the Canadian Business Aviation Association defends the interests of Canada’s $12.1 billion business aviation sector. Its mission is to represent and promote the Canadian business aviation community globally, advocating safety, security and efficiency.

With approximately 400 members including operators, management companies and suppliers, CBAA represents the entire business aviation community with one collective and powerful voice.

Chair’s Message | HOW CBAA IS MAKING A DIFFERENCE

It is my privilege to report on our progress and success with this 2017 Annual Report, and to provide you with a preview of what lies ahead in the year to come.

I am proud to say that every year, the CBAA works harder and more effectively on behalf of its members and sector. Over the last year, we were able to raise the bar again, increasing our advocacy efforts and expanding member services. The CBAA is a dynamic advocate for Business Aviation: we continue to press ahead for solutions on critical files like taxation on the personal use of business aircraft, and flight & duty times for 704 operations. We have also made significant progress on resolving issues outside of government’s sphere of influence, such as our success in finding ways to deal with GTAA slot and landing restrictions.

We are active internationally, working with IBAC and Business Aviation associations in every jurisdiction, develop shared advocacy messages, deal with issues such as carbon emissions schemes, and educate policy-makers globally about the value of our sector.

The CBAA is committed to assisting your safe operations and to preserving our enviable record as the safest form of flight in the world. We are expanding our SMS/RMS program, Partners-in-Safety, with new training, a new Flight Data Monitoring option and new sample templates supporting the RMS. We are proud to continue to offer all of the Partners-in-Safety elements at little or no cost.

Finally, we have taken a number of actions to help attract and retain a strong and dedicated Business Aviation labour force, with our new Compensation Survey and Schedulers and Dispatchers scholarship, with the first ones awarded at CBAA 2017.

I look forward to continuing to work with the Board, staff and members in the year to come to make even greater advances on behalf of Canada’s $12.1 billion Business Aviation industry.

Rod Barnard
Director, Aviation and Travel Services
Chief pilot
Kal Aviation Group
Highlights of advocacy wins, actions and priorities

CBAA continues to push ahead on key issues, working with government officials, the aviation community and business leaders to ensure that business aviation’s agenda stays top of mind, and our issues are resolved. In 2017, the CBAA fought for:

**DOMESTIC PRIORITIES**

- “Right-sized” flight & duty time regulations and a specially-created Fatigue Risk Management System (FRMS) customized for CARs 704 operations;
- A fair and equitable policy to guide taxation on the personal use of business aircraft;
- Protecting business aviation’s landing rights at Toronto Pearson International Airport (TPIA);
- Intervening for members on a case-by-case basis with Transport Canada’s level of service.

**INTERNATIONAL PRIORITIES**

- Formal ICAO recognition that Canadian standards are equivalent to or better than ICAO regulations;
- Europe’s Third Country Operators Regulations recognition of Canadian standards as equivalent.

### About business aviation

Business aviation is an essential part of Canada’s transportation infrastructure, filling a unique economic niche that enhances opportunities for Canadian companies and smaller communities, while creating high-paying employment across the country. Business aviation provides safe, secure, direct and timely transportation.

### By the numbers

- **1,900** business aviation aircraft in operation, representing 5% of aircraft registered in Canada but 17% of all aircraft movements between 2006 and 2016;
- Generates a total of **$12.1 billion** in total annual economic outputs: **$5.5 billion** from operations, **$6.6 billion** from manufacturing;
- Remits almost a **BILLION DOLLARS** ($896 million) in taxes to all levels of government;
- BA employs a total of **47,100** Canadians who derive some or all of their income as a result of BA activities (i.e. direct, indirect and induced employment) at an average salary of **$74,300**;
- People directly employed in BA operations and manufacturing have an average salary of **$95,900**; the average Canadian salary is **$47,000**.

### Annual Total Economic Impacts of Business Aviation Operations and Business Aircraft Manufacturing in Canada, 2017

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<th>IMPACT</th>
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<th>WAGES ($ Billions)</th>
<th>GDP ($ Billions)</th>
<th>OUTPUT ($ billions)</th>
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**NOTE:** Figures may not sum, due to rounding.  
**SOURCE:** InterVISTAS Analysis using multipliers and ratios from Statistics Canada Interprovincial Input-Output Model
Building awareness

CBAA educates stakeholders and decision-makers, including politicians, senior civil servants and business leaders on the importance of business aviation through its extensive contacts and relationships, which includes a NAV CANADA board seat, chairmanship of the NAV CANADA Advisory Council, cooperative actions with aviation associations, and with seats on over 30 government working groups and committees.

This effort is supported by the 2017 Economic Impact of Business Aviation in Canada study, which demonstrates the high-value and strategic importance of business aviation to Canada, the report includes extensive analysis of data and Canadian case studies that demonstrate business aviation’s positive impact in virtually every community in Canada. Copies are available on line at cbaa-aca.ca.

Enhancing safety

PARTNERS IN SAFETY

Partners-in-Safety is a proactive and comprehensive safety program developed to support regulatory compliance for all members, particularly small operators. It has been expanded to be even more useful to operations of all sizes and types.

There are three main elements to Partners-in-Safety:

1. CBAA 604-SMS plus template operations manual, other downloadable tools for large operators
   - Cost: $800 annual subscription

2. On-line RMS with sample operational manual, de-identified hazard reporting, and training (NEW) for small to medium sized operators
   - PARTNERS/PROVIDERS: OBDS for the online RMS and TrainingPort for on-line training (NEW)
   - NO COST TO MEMBERS

3. Flight Data Analysis Service (NEW)
   - PARTNER/PROVIDER: Plane Sciences
   - Cost: 10% - 50% discount (annual fee discounts will be based on #of aircraft signed up through CBAA preferred National Group Rate)
Our commitment to our people

CBAA has introduced a number of programs that help ensure that business aviation has the tools to attract and retain “the best and brightest”, including:

- 2017 Aviation Compensation Survey that allows business aviation operations to assess the competitive staffing environment and plan for their future labour needs
- New professional development courses, endorsed by CBAA and created or adapted for Canadian operations. At CBAA 2017, we presented a Quality Systems Auditor Workshop for CARs 604 as well as a Strategic Leadership Course, which counted towards individuals’ Certified Aviation Management (CAM) programming.
- Schedulers & Dispatchers Scholarship - a $10K annual scholarship for current and prospective Canadian schedulers and dispatchers as well as aviation students, to receive bursary toward continuing their education.

From the 2017 CBAA Compensation Survey: Based on four common job families surveyed for both the 2013 and 2017 Aviation Surveys, a summary of salary increases is presented above.

A look ahead

Looking ahead to 2018, expect even more from CBAA

Corporate Partners Program. New and exciting inclusive opportunities for members to maximize their reach and influence. Packages include benefits such as: Membership, year-round priority marketing at CBAA’s venues and expanding electronic/social platforms, chapter meeting sponsorship and more.

Advocacy. CBAA will continue to press for resolution to its critical issues and priorities, and identify our supporters: political and business leaders who will act as advocates and champions.

Awareness. Business aviation is at the centre of economic opportunity anywhere companies and communities need to connect – and the CBAA will be promoting the value of our sector to politicians, civil servants, influential national business associations and others. Going forward, we will continue to find new ways to expand our “community of interest”, working with members to deliver our message in every community in Canada, and to ensure that decision-makers and influencers understand business aviation’s importance to Canada.

CBAA 2018: a marquee event for business aviation. CBAA 2018, June 12 -14 will take place the region of Waterloo, home to some of Canada’s leading technology companies and post-secondary educational institutions. A unique opportunity to connect with high-value companies and innovative leaders.