

Cross-border ownership and operating tips for business/corporate aircraft and drones

...what every in-house counsel, owner and/or lender needs to know

30 November 2016

Topics

- Ownership and operating structures in Canada and the U.S.
- Avoiding pitfalls in aircraft acquisitions in Canada and the U.S.
- The importance of having an effective emergency preparedness plan and emergency drill
- What to do if your airplane is involved in an incident/accident
- Tax and importation issues
- Cabotage guidelines
- Drones

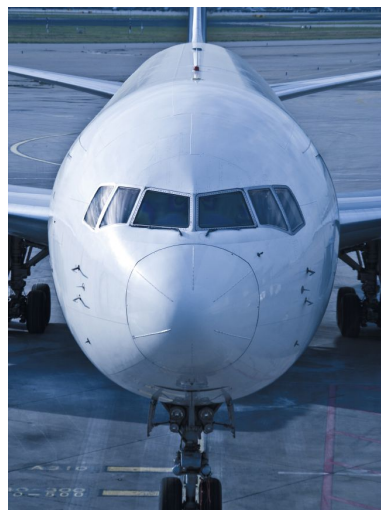
Ownership and operating structures in Canada and the U.S.

- Canada
 - Private vs. commercial operations
 - Flight department vs. management services
 - Transport Canada's 90 Day Rule
- US
 - Part 91 vs. Part 135
 - Advantages and disadvantages of N-registration in Canada and vice versa



Avoiding pitfalls in aircraft acquisitions in Canada and the U.S.

- Importance of knowing the aircraft you are buying
 - modifications may make importation and certification in Canada costly and time consuming
- Considerations when buying foreign registered aircraft
 - Liens;
 - Deregistration; and
 - Eligibility for importation to the destination country (for certificate of airworthiness)



What to do if your airplane is involved in an incident/accident

- Emergency response procedures
- Roles of the TSB and the NTSB
- Practical considerations:
 - Who owns the aircraft?
 - Who employs the pilots?
 - Document management
 - Witnesses
 - Role of counsel



The importance of having an effective emergency preparedness plan and emergency drill

- Emergency response drills and preparation
- Third party providers and what they can do for you
- Business continuity
- Dealing with families, the media, investors and employees



Tax and importation issues

- Picking the right and most tax-friendly location to close a cross-border sale – some tax tips to consider
- Importation requirement for aircraft coming into Canada



Cabotage guidelines

- Canada
- US



Drones

- Regulation in Canada and the US
- What you need to know today
- Application to businesses in different industries
- What is the future?



Questions



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