

SUMMARY HIGHLIGHTS OF 2018

GROWING SAFE AVIATION MEMBERSHIP



Advocacy – we represent common interests with one voice

- 18 submissions on major issues (12 in 2017)
- Meetings with, and input to, wide range of regulatory agencies
- Wide ranging input from members to inform our views



Expertise – we provide technical assistance/advice to benefit members

- General advice to members and agencies
- Problem solving for members and agencies



Communications – we disseminate relevant and timely information

- Website regularly updated
- Weekly and Monthly newsletters
- Special 'specific issue' mail outs to relevant members
- Visits to members
- Much greater social media presence
- Several networking opportunities
- Press releases and articles



Member Benefits – Improving the ability of members to do business

- Increased n3 savings
- Providing templates and business efficiency advice
- New sponsors



Performance – The organisation grows and becomes stronger

- 25 new members (20 in 2017)
- Strong financial position
- Balanced scorecard measures performance

DETAILED HIGHLIGHTS

ACHIEVE A SAFE AVIATION ENVIRONMENT FOR MEMBERS



Advocacy – Submissions

Submission activity way up on usual

A new Government saw considerable change proposed. We were involved in a much broader range of work than has traditionally been the case, simply because so much of what was being proposed impacted on aviation. Submissions included: BREXIT, the EU post BREXIT, Trade for All, (Ministry of Foreign Affairs and Trade, UK Parliament and NZ Government); Interim Climate Change (Government Panel); Industrial Relations changes and Regional Fuel Tax (Select Committee); Long Term Skills Shortages and Export Education Levy (MBIE); Agricultural Aviation Levies and UA Integration (Ministry of Transport); Infringement Notices, Rotors in Motion, Carriage of LPG containers, weight break on RPL for rotary, Colour Vision, Fatigue Risk Management, Agricultural Aviation Levies, Crew Member Definitions, Fuel in remote locations, Alexandra Airspace and Aviation Security (CAA); Queenstown Lakes District Plan (Ministry for the Environment); Landings on National Parks (DoC); and Tank wagons (Worksafe).

Meetings and input to agencies/organisations including

Airways; Business NZ, Business Councils, CAA, DoC, IRD, EPA, Ministries of Defence, Education, Foreign Affairs and Trade, and Transport; Regional Councils; NZQA; NZ Trade & Enterprise; TAIC; TEC; Federated Farmers, Tourism Industry Aotearoa, Tourism Export Council, ACAG, Aviation Federation and ALPA.

Successes

CAA cancelled the Infringement Notices issued to a good number of members in January, saving industry over \$100,000. The Government has initiated an enquiry into taxes on fuels following submissions to, and appearances before, the Finance and Expenditure Select Committee. A General Exemption was issued for hover loading and unloading. Finally, some real progress on CVD with submissions on a draft GD that reflects industry's wishes, closing just before Christmas. Guidance and input from many of the Executive Committees has ensured practical and relevant advice to CAA and we've seen some barriers in the Airworthiness area in particular come down.



Expertise - technical advice

Advice provided on subjects including

SMS, Incident and safety reports, spray drift, Down to the Wire, AIRCARE, New Southern Sky, ACC premiums, employment contracts, wage rate changes, brokering meetings with CAA, practical advice to smaller members on SMS (including workshops at the Nelson conference), GST on B2B contract engagement with IRD, aviation input to DoC, explaining aviation realities (Ministry of Education, TEC, NZQA and NZIS), election policies, international marketing, and promoting the competence of New Zealand aviation.

Successes

Several meetings with the Minister who also spoke to the Nelson conference; Incident and safety reports now valuable learning tools for NZAAA, NZHA and Training & Development; importance of AIRCARE reflected in Landcorp and some DoC tender documents; Aerial Application workshop with Iwi and EPA; improved understanding among many members of what SMS means to them; greater practical engagement with CAA (Airworthiness, HAU, Licensing); presentations to range of interest groups including ALPA, Hong Kong Vocational Training Council, Indonesian and Saudi Arabia aviation agencies, and India New Zealand Business Conference.



Communications

Website

Refreshed and updated now on regular basis.

Social Media

Facebook, Twitter and LinkedIn presence increased and linked to website.

Newsletters

Weekly newsletter, 5 divisional newsletters (NZAAA, NZHA, Training & Development, Engineering & Supply and UAVNZ), specific purpose newsletter mail-outs (e.g. Alexandra Airspace).

Networking with members

Industry conference, divisional meetings, member functions in regions (Christchurch), and end of year parliamentary function.

Press releases and articles

A number of press releases were issued on subjects including UAVs, aviation accidents, the safety of agricultural aviation, Aviation Conference week, Aviation NZ Awards and NZAAA Awards. This resulted in a wide range of media interviews (newspaper, radio and TV) with coverage including snippets, articles, columns and coverage in social media with expert opinions provided on topics including UAVs, aviation safety, pilot shortages and salaries in aviation.

Successes

- 18,693 unique visits to website (12 months ended 14 November)
- Combined Facebook, Twitter and LinkedIn following of 1115 (824 12 months ago). CE has 704 LinkedIn followers
- Weekly newsletter circulation 1360 with 30% opening (50%+ member opening).
- Divisional newsletters - very specific circulation but 65%+ opening
- New Zealand Aviation stand at Singapore Airshow in February



Member Benefits

Savings

Through n3 members saved on average \$4273 (\$4000 in 2016).

Ofx being used by members for foreign exchange transactions.

Manage Company being used to save money on ACC levies (average saving of 41% on levies).



Performance

Member numbers

25 new members across all divisions. Many new members are interested in activities across the divisions.

Balanced scorecard allows us to set goals and manage performance against them. The balanced scorecard fits well with the statement of service performance we now have to include in financial reports.

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