



WELCOME TO THE

AIRPORTS COUNCIL INTERNATIONAL-NORTH AMERICA!

On behalf of the Airports Council International – North America (ACI-NA) Board of Directors, we would like to thank you for your interest in joining ACI-NA, the largest of the five worldwide regions of Airports Council International (ACI), the authoritative voice of airports worldwide.

ACI-NA Airport Members enplane 95 percent of all domestic and virtually all international airline passenger and air cargo traffic in North America. The mission of ACI-NA is to advocate policies and provide services that strengthen the ability of airports to serve their passengers, customers, and communities. Our vision is to be the recognized and authoritative voice of airports. ACI-NA resources include experienced, professional staff that, working with our members, develop and advocate common positions and represent those interests before government, industry, and the public.

Your membership will provide opportunities to become involved in ACI-NA Committees and Steering Groups, connect with clients at industry functions, share your industry expertise through speaking engagements and market your business to airport decision-makers. Your involvement will serve to enhance the organization's role as the "Voice of Airports" in the aviation industry.

ACI-NA's World Business Partners & Associate Members elect their own Board which guides the activities and participation of these companies in the association. They represent the wide variety of private industry businesses that provide products, equipment and services to our Member Airports and the aviation industry. There are currently more than 330 participating companies among the ACI-NA World Business Partners & Associate Members.

Enclosed is an application for ACI-NA membership, identifying World Business Partners & Associate Member levels and schedule of fees. All memberships are corporate in nature – the company is considered the member, and all employees of the Member company are extended member benefits.

If you have any questions concerning ACI-NA's World Business Partners & Associate Member programs, please contact the Member Services department at (202) 293-8500.



MEMBERSHIP LEVELS

ACI-NA WORLD BUSINESS PARTNERS

The five categories below are for ACI-NA World Business Partners. Members will automatically receive membership benefits in North America and also at the global level through ACI World.

CATEGORY	CRITERIA	2011 DUES
Platinum	Airport related business revenue* in North America is above \$80 million per year	\$16,500
Diamond	Airport related business revenue in North America is between \$10 and \$80 million per year	\$11,100
Gold	Airport related business revenue in North America is between \$2.5 and \$10 million per year	\$6,100
Silver	Airport related business revenue in North America is under \$2.5 million per year	\$3,000
Airport Related Business	This category exists for companies which do not meet the criteria listed above, but directly do business with or at an airport through contracts or agreements, e.g. companies doing business with the FAA, TSA or other federal agencies, etc.	\$4,100

ACI-NA ASSOCIATES

The three categories below will receive membership benefits in North America only.

CATEGORY	CRITERIA	2011 DUES
Small Business	Airport related business revenue in North America is under \$1.5 million per year, and either: <ul style="list-style-type: none"> • less than five employees in aviation, OR • less than 7 employees total 	\$1,750
Sole Proprietor	Airport related business revenue in North America is under \$500,000 per year, and no more than one employee total	\$665
Government & Non-Profit	Associations, universities, state or local government entities	\$720

** Airport related business revenue is defined as unadjusted gross revenue collected or received that is derived from doing business at an airport or with an airport or airport sponsor.*



MEMBERSHIP BENEFITS

PROMOTION

- Corporate listing and description in the ACI-NA Annual Membership Directory and ACI World Membership Directory
- Recognition in the ACI-NA *Centerlines* magazine at the time of ACI-NA membership inception
- Opportunities for publication in the ACI *Airport World* magazine
- Listing and website link in the ACI-NA Online Buyers Guide.
- Use of ACI-NA logo in accord with the official logo guidelines

Additional Promotional benefits for ACI-NA World Business Partners:

- Listing and website link on the ACI World Business Partners website (www.wbp.aero)
- Use of ACI World Business Partners logo in accord with the official logo guidelines

COMPLIMENTARY PUBLICATIONS

- ACI-NA Annual Membership Directory and ACI World Annual Membership Directory
- ACI-NA *Centerlines* quarterly magazine
- ACI-NA *Centerlines Weekly Update* e-newsletter
- ACI-NA annual Traffic Report (electronic version)

Additional Publications benefits for ACI-NA World Business Partners:

- ACI World *Airport World* magazine (two subscriptions)
- ACI World monthly traffic statistics and annual Traffic report (electronic version)

CONFERENCES

- Member rates to attend all ACI-NA/ACI events
- Member rates for exhibition booths at ACI-NA/ACI exhibitions
- Sponsorship opportunities for ACI-NA events

Additional Conferences benefits for ACI-NA World Business Partners:

- Sponsorship opportunities for ACI World events
- ACI World Conference presentations on request

MAILING LISTS

- Inclusion on ACI-NA mailing lists regarding advance information for conferences and events

Additional Mailing List benefit for ACI-NA World Business Partners:

- Inclusion on ACI World mailing lists regarding advance information for conferences and events

ADDITIONAL BENEFITS

- Priority response to requests for information to ACI-NA staff
- Participation on ACI-NA committees
- Eligible to participate on ACI-NA WBP/Associates Board of Directors (all levels except Government & Non-Profit)

Additional benefits for ACI-NA World Business Partners:

- Access to restricted section of www.wbp.aero and its exclusive benefits
- Priority response to requests for information to ACI World staff
- Participation on ACI World committees in accord with World committee participation guidelines

ACI-NA MEMBERSHIP APPLICATION FORM

Please complete this portion of the application with the official corporate address you wish to use for your membership.

Organization _____

Mailing Address _____

City, State/Province _____

Zip/Postal Code _____

Country _____

Main Telephone _____

Main Fax _____

Organization Web Site _____

Membership benefits become effective upon receipt of full dues payment. All dues are quoted in U.S. Dollars.

PAYMENT

Please select one:

- | | |
|---------------------------------------------------------------|-------------------------------------------------------------|
| <input type="checkbox"/> Platinum \$16,500 | <input type="checkbox"/> Diamond.....\$11,100 |
| <input type="checkbox"/> Gold \$6,100 | <input type="checkbox"/> Silver\$3,000 |
| <input type="checkbox"/> Airport Related Business.... \$4,100 | <input type="checkbox"/> Small Business\$1,750 |
| <input type="checkbox"/> Sole Proprietor\$665 | <input type="checkbox"/> Government & Non-Profit\$720 |
- ☐ Check made payable to ACI-NA enclosed

Please keep a copy for your records and send completed form with full payment to:



ACI-NA
PO Box 79889
Baltimore, MD 21279-0889
Phone: (202) 293-8500

ACI-NA DIRECTORY & DATABASE FORMS

Please complete these forms as thoroughly as possible. The information you provide will be used to update the ACI-NA/ACI databases and membership directories.

Please select two representatives from your organization to be contacts for ACI-NA.

Organization _____

Official Representative (primary contact): _____

Name _____

Title _____

Mailing Address _____

City, State/Province _____

Zip/Postal Code _____

Country _____

Telephone _____

Fax _____

E-mail _____

Alternate Representative (alternate contact): _____

Name _____

Title _____

Mailing Address _____

City, State/Province _____

Zip/Postal Code _____

Country _____

Telephone _____

Fax _____

E-mail _____

COMPANY DESCRIPTION

Please submit information on your firm to be used in various ACI-NA publications, including *Centerlines* magazine, the annual member directory, and www.aci-na.org. Limit description to **50 words or less**. ACI-NA reserves the right to edit company descriptions.

Description:

ACI-NA COMMITTEE DESCRIPTIONS

Air Cargo Committee – Advances the industry’s understanding and knowledge of air cargo economics and practices. Its focus is to assist airport operators in the management of existing air cargo resources, maximization of potential air cargo opportunities and the enhancement of air cargo revenues, in addition to providing a forum to discuss cargo security issues.

Working Group: Air Cargo Guide Update.

Business Diversity Committee – Committed to developing proactive outreach and educational programs to assure a vital industry forum on diversity issues and to promote best practices. It is the forum for monitoring changes in legislation, regulatory requirements, and business practices affecting Disadvantaged Business Enterprise (DBE) and small businesses at airports. It formulates ACI-NA policy recommendations and promotes successful airport practices on DBE, local and small business issues. It also monitors developments and submits comments on behalf of ACI-NA with the FAA and DOT with respect to airport disadvantaged business programs and related issues.

Business Information Technologies Committee – Examines new and emerging technologies for their applicability to airport systems and examines how existing systems can be improved to better serve both the internal airport system needs as well as the needs of our customers. Focus areas include airport information management systems, private and public communication services, computer networking, intranet and Internet, system design and the application of new technology.

Commercial Management Committee – Discusses commercial issues and identifies the best commercial practices at airports. The committee concentrates on issues relating to in-terminal concessions and commercialization; as well as exploring innovative concepts in generating additional non-aeronautical revenue, including advertising and utilizing technology.

Working Group: Concessions Benchmarking

Environmental Affairs Committee – Responsible for the development and implementation of ACI-NA environmental policy positions on issues such as noise, air quality, water quality, waste management, wildlife and environmental review process. Committee members work with federal legislators and regulators, aviation industry groups and international policy makers to develop statutory and regulatory proposals governing the environment at and around airports and the tenants who operate there. The committee provides information and guidance for airport operators in the development of all aspects of environmental management programs. The committee is represented at the National Academy of Science Transportation Research Board, the International Civil Aviation Organization, the Joint Planning and Development Organization and other industry and government sponsored organizations with a focus on aviation environmental issues.

Working Groups: Joint Planning and Design (shared with Operations and Technical Affairs Committee), CAEP/International Issues; Land Use Compatibility; Natural Resources; NEPA; Noise; Sustainability; Waste Management; and Water Quality.

Facilitation Committee – Addresses issues related to the facilitation of international travel and trade including the improvement of government and industry approaches. Committee members focus on travel documentation and other requirements, international cargo and passenger inspections, staffing, programs, regulations, and fees, inspection facilities, technology, customer service and the interrelationship between facilitation and security. The committee develops and advocates legislative and regulatory positions on these issues. The committee works closely with U.S. Customs and Border Protection (CBP), US-VISIT Program, and State Department’s Bureau of Consular Affairs and participates in deliberations by the International Civil Aviation Organization.

Finance Committee – Exchanges information and best practices, collectively strategizes, and advocates on important industry topics which impact airport financial operations and long-term financial viability, including capital needs, federal funding issues, airport financing structures and mechanisms, revenue sources and expenses, airline use and lease agreements, rates and charges, privatization, and benchmarking. The committee provides input to key financial and business legislative and/or policy matters.

Working Groups: Accounting/Financing, Airport/Airline Business, Alternative Business Model.

Human Resources Committee – Provides a forum to advance human resources in the airport industry, exchange information and ideas, and develop programs and practices that enhance organizational success. Such programs and practices will be to improve workforce diversity, staff recruitment and retention, competitive compensation and benefits, regulatory compliance, disaster recovery guidelines, and human resources best practices.

ACI-NA COMMITTEE DESCRIPTIONS (CONTINUED)

Insurance and Risk Management Committee – Serves as the forum for discussing airport risk management issues including loss control and prevention, airport insurance agreements, regulatory requirements, and Enterprise Risk Management, as well as airport safety issues and other important insurance-related topics. It also works towards developing and enhancing the ACI-NA Airport Insurance Program.

Legal Affairs Committee – Provides airport attorneys with case law, statutes and regulations affecting airports and a forum through meetings, webinars, other events and e-mail to discuss their impacts. The committee develops handbooks and other legal resource materials and provides professional development opportunities for airport attorneys. The committee also monitors airport litigation and files “friend of the court” briefs on behalf of ACI-NA and airport members in cases having significant implications for U.S. airports. The committee is represented on the Airport Cooperatives Research Program’s Legal Projects Panel, the American Bar Association’s Air and Space Law Governing Committee, the Federal Bar Association’s Transportation and Transportation Security Law Board, the National Council on Disabilities and other organizations involving the aviation legal community.

Marketing and Communications Committee – Provides professional support and educational opportunities for ACI-NA members in air service and business development, marketing, public affairs, customer service and community relations. The committee develops aviation-related educational and policy programs for ACI-NA members, identifies issues and promotes public awareness of airports as economic generators for their communities and develops strategies for delivering strong customer service and attracting new air service.

Working Groups: Customer Service and Aviation Education; Marketing and Air Service Development; Media Relations.

Operations and Technical Affairs Committee – Deals with the interrelated issues and challenges in the fields of airport safety, efficiency, design, operations, and construction. The committee also acts as ACI-NA’s primary conduit to both the FAA’s Offices of Safety & Standards and Planning & Programming. Join the discussions and research as the committee works to ensure flexible Airport Safety Management Systems regulations, chart the future of the Next Generation Air Traffic Control System (NextGen), and expand the range of project delivery options available to airport operators.

Working Groups: Planning, Operations & Maintenance, Construction & Project Delivery. Safety (in conjunction with the Public Safety & Security Committee), NextGen.

Public Safety and Security Committee – The Public Safety and Security Committee is designed to enhance the safety and security of airports by providing recommendations to industry and government for public safety and security policies, identifying and promoting best practices for public safety and security, and identifying and/or developing educational and technological resources that help accomplish public safety and security objectives. Committee members share ideas and exchange information among fellow airport public safety and security professionals; actively provide the ACI-NA Board and other ACI-NA Committees with input on key public safety and security, legislative and/or policy matters, and to coordinate selected initiatives; actively support Airport Cooperative Research Program safety and security initiatives and report progress to the committee; act as a conduit for information flowing from the Transportation Security Administration, Federal Aviation Administration, and other federal agencies to member airports and associates; and provide leadership in identifying and solving public safety and security challenges.

U.S. Government Affairs Committee – Serves as ACI-NA’s policy-making body for federal government programs, legislation and regulations affecting airport operators. Through the committee, airport directors and government relations staff from small, medium and large airports meet and discuss a wide array of issues and concerns. The members develop consensus policy positions on federal legislative and regulatory matters for the ACI-NA’s Board of Directors. The committee guides ACI-NA’s government relations activities to represent and advocate the interests of U.S. airports before Congress and the Administration, particularly the Department of Transportation, the Federal Aviation Administration, the Department of Homeland Security, the Transportation Security Administration and Customs and Border Protection.

ACI-NA COMMITTEE REPRESENTATIVES

ACI-NA Members are strongly encouraged to participate on all ACI-NA Committees relevant to their respective businesses. It is extremely important that you assign a representative to each committee in order to receive that committee's communications. Please see the previous pages for committee descriptions.

Committees	Member Representative	Title	Phone	E-mail
Air Cargo				
Business Diversity				
Business Information Technology				
Commercial Management				
Environmental Affairs				
Facilitation Group				
Finance				
Human Resources				
Insurance & Risk Management				
Legal Affairs				
Marketing & Communications				
Operations & Technical Affairs				
Safety & Security				
U.S. Governmental Affairs				

PRODUCT/SERVICE CATEGORIES

Please select a **maximum of three** categories that best describe the product, service, or equipment that your business represents. This listing will be used in the annual membership directory and also on www.aci-na.org.

Airside Services

- ☐ Air Traffic Control
- ☐ Aircraft Arresting Systems
- ☐ Airfield Lighting
- ☐ Fixed Base Operator
- ☐ Ground Handling
- ☐ Hangars
- ☐ Noise Control
- ☐ Pavement Markings
- ☐ Snow & Ice Control

Construction & Facility Development

- ☐ Airport Facility Developers
- ☐ Architects & Engineers
- ☐ Construction
- ☐ Construction Management
- ☐ Design
- ☐ Land Acquisition and Relocation
- ☐ Pavement Restoration & Rehabilitation
- ☐ Program Management
- ☐ Vibration Control

Consulting and Management

- ☐ Acoustics
- ☐ Air Cargo Consultants
- ☐ Air Service Development Consultants
- ☐ Airline Schedules Data
- ☐ Airlines
- ☐ Airport Insurance
- ☐ Airports
- ☐ Associations
- ☐ Consultants
- ☐ Economic Impact Consultants
- ☐ Education
- ☐ Environmental Engineers & Consultants
- ☐ Facilities Management
- ☐ Financial Consultants
- ☐ Insurance
- ☐ Land Acquisition Consultants

- ☐ Legal Services
- ☐ Management Consultants
- ☐ Marketing Services
- ☐ Master Planning
- ☐ Passenger Handling
- ☐ Passenger Services
- ☐ Passenger Transportation Consulting
- ☐ Public Relations
- ☐ Research Services
- ☐ State or Local Government Entities
- ☐ Testing and Evaluation
- ☐ Training

Equipment

- ☐ 400 Hz Ground Power
- ☐ Air Conditioning Systems
- ☐ Aircraft Rescue and Firefighting
- ☐ Airside/Apron Buses
- ☐ Automated People Movers
- ☐ Baggage Handling Equipment
- ☐ Cleaning Equipment and Supplies
- ☐ Energy Conservation Systems
- ☐ Equipment Identification
- ☐ Floor Covering
- ☐ FOD Detection Equipment
- ☐ Fuel Storage Tanks and Related Systems
- ☐ Furniture
- ☐ Ground Transportation
- ☐ Medical Equipment Services
- ☐ Passenger Boarding Bridges
- ☐ Passenger Luggage Carts
- ☐ Restroom Products & Supplies
- ☐ Signs & Displays
- ☐ Terminal Equipment
- ☐ Ticket Counters
- ☐ Voice Announcement

IT and Communications

- ☐ Airport Automation Tools
- ☐ Collaborative Decision Making Software
- ☐ Communications
- ☐ Fiber Optic Infrastructure
- ☐ Flight Information Display Systems
- ☐ Flight Tracking & Noise Monitoring Technology
- ☐ Geographic Information Systems
- ☐ Ground Communications
- ☐ Information Systems
- ☐ Software
- ☐ System Integration
- ☐ Telecommunications
- ☐ Wireless Applications Providers

Passenger Terminal Concessions

- ☐ Advertising Services
- ☐ Duty Free
- ☐ Entertainment
- ☐ Financial & Travel Related Services
- ☐ Food & Beverage
- ☐ Health & Wellness
- ☐ Lockers
- ☐ Medical Services
- ☐ News/Gift
- ☐ Parking
- ☐ Parking Systems & Equipment
- ☐ Publications
- ☐ Rental Cars
- ☐ Specialty Retail
- ☐ Telephone & Internet Services

Security/Safety

- ☐ Access Controls
- ☐ Checkpoint
- ☐ Explosives Detection Systems
- ☐ Fencing
- ☐ Safety Products and Services
- ☐ Surveillance
- ☐ Weapons Detectors