

2017 AIRPORTS COUNCIL INTERNATIONAL-NORTH AMERICA WORLD BUSINESS PARTNER AFFILIATE MEMBERSHIP PROSPECTUS



THE VOICE OF AIRPORTS®





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WELCOME

Airports Council International-North America (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.

To become a World Business Partner Affiliate Member of ACI-NA, you must be a current member of one of the following Airports Council International (ACI) Regions: ACI Africa, ACI Asia-Pacific, ACI Europe or ACI Latin America-Caribbean.

Your membership will provide opportunities to become involved in ACI-NA committees, connect with clients at industry functions, 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.

MEMBERSHIP BENEFITS

- Designation as an ACI-NA World Business Partner Affiliate Member in the ACI-NA database
- Members-only e-mail communication from the ACI-NA staff
(meeting announcements, press releases, industry updates, etc.)
- ACI-NA *Centerlines* quarterly magazine (electronic version only)
- Listing in the ACI-NA Online Buyers Guide
- Member registration rates at all ACI-NA conferences and events
- Member exhibit rates at all ACI-NA exhibitions
- Participation in ACI-NA committees
- Participation in ACI-NA Speakers Bureau

Exclusions

The following benefits are **not** available to World Business Partner Affiliate Members:

- Official Representative or Alternate Representative voting rights on ACI-NA World Business Partner issues or Board Elections
- Participation on ACI-NA World Business Partner/Associates Board of Directors
- Listing in ACI-NA Membership Directory
- Recognition in *Centerlines* as a new ACI-NA Member
- Opportunity to participate in ACI-NA steering groups

MEMBERSHIP PRICING

Annual dues for an ACI-NA Affiliate Member are \$1,095 USD.

All memberships are corporate. The company is considered the member, and benefits are extended to all of the Member Company’s employees. Membership is on a calendar year basis, beginning January 1 and ending December 31. Membership must be renewed each year. Membership benefits become effective upon receipt of full dues payment. All dues are quoted in U.S. Dollars.

Complete form and submit payment to:

ACI-NA
 P.O. Box 5007
 Client ID 500022
 Merrifield, VA 22116-5007

MEMBERSHIP APPLICATION

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

ACI Region: ACI Africa, ACI Asia-Pacific, ACI Europe or ACI Latin America-Caribbean [circle one]

Organization: _____
 Mailing Address: _____
 City, State/Province: _____
 Zip/Postal Code: _____ Country: _____
 Main Telephone: _____ Main Fax: _____
 Organization Website: _____
 Date: _____

Please complete as thoroughly as possible. The information you provide will be used to update the ACI-NA database.

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

Official Representative (primary contact)

Name: _____
 Title: _____
 Mailing Address: _____
 City, State/Province: _____
 Zip/Postal Code: _____ Country: _____
 Telephone: _____ Fax: _____
 Email: _____

Alternate Representative (alternate contact)

Name: _____
 Title: _____
 Mailing Address: _____
 City, State/Province: _____
 Zip/Postal Code: _____ Country: _____
 Telephone: _____ Fax: _____
 Email: _____



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COMMITTEES

ACI-NA Members are strongly encouraged to join ACI-NA Committees.

Please assign a representative to each committee (Primary Contact) to stay abreast of current events, recent developments and timely information in the industry.

Please refer to the committee descriptions for additional information.

COMMITTEES	NAME/TITLE/PHONE/EMAIL
<u>AIR CARGO</u>	
<u>BUSINESS DIVERSITY</u>	
<u>BUSINESS INFORMATION TECHNOLOGY</u>	
<u>COMMERCIAL MANAGEMENT</u>	
<u>ENVIRONMENTAL AFFAIRS</u>	
<u>FACILITATION</u>	
<u>FINANCE</u>	
<u>HUMAN RESOURCES</u>	
<u>LEGAL AFFAIRS</u>	
<u>MARKETING AND COMMUNICATIONS</u>	
<u>OPERATIONS AND TECHNICAL AFFAIRS</u>	
<u>PUBLIC SAFETY AND SECURITY</u>	
<u>RISK MANAGEMENT</u>	
<u>SMALL AIRPORTS</u>	

COMMITTEES

<p><u>AIR CARGO</u></p>	<p>The Air Cargo Committee is committed to advancing 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-</p>
<p><u>BUSINESS DIVERSITY</u></p>	<p>The Business Diversity Committee is dedicated to developing proactive outreach and educational programs to assure a vital industry forum on diversity issues and in promoting best practices. It is the forum for monitoring changes in legislation, regulatory requirements, and business practices affecting Disadvantaged Business Enterprise (DBE) programs and small businesses at airports. It formulates ACI-NA policy recommendations on DBE, local, and small business issues, as well as promotes successful airport DBE, local, and small business programs.</p>
<p><u>BUSINESS INFORMATION TECHNOLOGY</u></p>	<p>The Business Information Technologies (BIT) Committee is the forum where members with airport-related information technology responsibilities can network, communicate, share data, conduct research and keep up-to-date with the latest technological developments. The committee examines new and emerging technologies for their applicability to airport systems, and reviews how existing systems can be improved to better serve the airport system and the</p>
<p><u>COMMERCIAL MANAGEMENT</u></p>	<p>The Commercial Management Committee serves as a forum to share ideas and exchange information among fellow airport concessions and commercial properties professionals as well as to identify the best commercial practices at airports. The committee focuses on landside management issues such as ground transportation, parking and car rentals. It also concentrates on issues relating to concessions and commercialization as well as tracking trends and best practices. The committee annually completes a work plan of projects that will benefit the airport industry as it relates to concessions and commercial properties matters.</p>
<p><u>COMMISSIONERS</u></p>	<p>The Commissioners' Committee is comprised of the boards, commissions and trustees of ACI-NA member airports. These officials oversee and set policy for the management of their airport organizations.</p>
<p><u>ENVIRONMENTAL AFFAIRS</u></p>	<p>The Environmental Affairs Committee is 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 processes. 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</p>
<p><u>FACILITATION</u></p>	<p>The Facilitation Committee addresses issues related to international passenger and cargo inspection and facilitation programs and regulations. The main issues covered are: the role of airports in border security, federal agency staffing and hours of operation, the collection and use of international passenger user fees, passenger and cargo inspection regulations and</p>

COMMITTEES

<p><u>FINANCE</u></p>	<p>The ACI-NA Finance Committee serves as a forum to exchange information and best practices among fellow airport finance and Associate Member professionals to collectively strategize and advocate on important industry topics which impact airport financial operations and long-term financial viability.</p> <p>The Finance Committee develops an annual work plan of projects that will benefit the airport industry and actively provides the ACI-NA Board and other ACI-NA committees with input to key financial and business legislative and/or policy matters, and to coordinate selected initiatives. Committee members work with federal regulators and aviation industry groups to promote dialogue and an understanding of airport perspectives and daily operational challenges. The Finance Committee also develops, in coordination with other ACI-NA committees, the agenda for the annual ACI-NA Economics and Human Capital Conference, and is also responsible for ensuring significant airport participation in the annual ACI-NA airport performance benchmarking survey. The Finance Committee actively participates in the Airport Cooperative Research Program (ACRP) to leverage the research and resource materials available to the airport community materials available to the airport community.</p>
<p><u>HUMAN RESOURCES</u></p>	<p>The ACI-NA Human Resources Committee provides services that strengthen our ability to collaborate with the aviation community advocating strategic initiatives which inspire excellence in maximizing the potential of Human Capital. It functions to be the global human</p>
<p><u>LEGAL AFFAIRS</u></p>	<p>The Legal Affairs Committee provides airport attorneys with a forum to share information about new developments in case law, statutes and regulations affecting airports; the Committee also monitors pending airport litigation. Through its steering group, recommendations are made to the ACI-NA Board and Executive Committee regarding requests that ACI-NA file "friend of the court" briefs at the appellate stage of cases in federal and state court, where those cases are likely to have significant implications for U.S. airports. The Committee reviews and edits draft briefs prior to filing.</p> <p>In addition, the Committee drafts and edits comments filed in proceedings pending before administrative agencies of the federal government, and assists ACI-NA in informal discussions with those federal agencies. The Committee, through the ACI-NA staff, maintains for the use of its members, sample language for various airport legal documents, e.g., policies, RFP's, minimum standards, easements, etc. The Legal Affairs Committee also responds to requests from the ACI-NA Executive Committee, Board of Directors, and other ACI-NA departments for information regarding legal issues affecting airports, and provides speakers to other ACI-NA committees on a variety of airport legal issues.</p>
<p><u>MARKETING AND COMMUNICATIONS</u></p>	<p>For more than 40 years, ACI-NA's Marketing and Communications Committee has provided 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.</p> <p>The Committee includes three active Working Groups, including Customer Service and Aviation Education, Media Relations, and Marketing and Air Service Development.</p>

COMMITTEES

<p><u>OPERATIONS AND TECHNICAL AFFAIRS</u></p>	<p>The ACI-NA Operational and Technical Affairs Committee is the forum for the discussion and development of policies and programs that relate to airport planning, design, construction, operations and maintenance.</p> <p>Members of the committee focus their efforts on: airfield and ramp safety, including safety management systems (SMS); terminal, apron, airfield and roadway design; satellite navigation and other next generation air traffic control system enhancements; impacts of new large aircraft; winter operations; airspace obstruction evaluation and control; pavement design, construction and maintenance; signage; lighting; airfield markings; airport maintenance systems; and airport safety technology research and development</p>
<p><u>PUBLIC SAFETY AND SECURITY</u></p>	<p>The Public Safety and Security (PS&S) Committee's mission is to enhance the safety and security of airports by providing recommendations to industry and government for aviation safety and security policies, identifying and promoting best practices in aviation safety and security, and identifying and/or developing educational and technological resources that help accomplish airport safety and security objectives.</p>
<p><u>RISK MANAGEMENT</u></p>	<p>The 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</p>
<p><u>SMALL AIRPORTS</u></p>	<p>ACI-NA's members range from the busiest airports in the world to those providing services to some of the smaller communities in North America. ACI-NA's Small Airports Committee provides a single forum to address all of the issues and concerns faced by smaller commercial service airports in North America with a special emphasis on the development of programs and policies to assist airports with limited resources. Airport funding, regulatory flexibility, small business impacts, and market development are some of the more relevant topics on the Committee's agenda.</p>
<p><u>U.S. INTERNATIONAL AIR SERVICE</u></p>	<p>The ACI-NA U.S. International Air Service Program is the forum for U.S. Airports interested in international air service and related issues, and promotes the common interests of participating U.S. airports. Established in 1983, currently about 40 airports participate in the program which is supported by a separate dues assessment.</p> <p>It focuses on development of international air services to U.S. communities as well as protection of U.S. airport proprietary rights in international agreements and aviation relationships. Many of these agreements and relationships determine which U.S. cities receive international air service and the nature of foreign airline rights at U.S. airports.</p>