



*The application below is an example Full Membership Application, providing applicants with a complete picture of the information required for the application. The actual AIA application must be populated and submitted via the AIA Membership website*

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### **AIA Associate Membership Application**

*Please complete the application below. Once submitted a representative from AIA will contact you. If you have any questions, please contact the AIA Membership & Strategic Development Division at 703-358-1000 or [Membership@aia-aerospace.org](mailto:Membership@aia-aerospace.org).*

#### **Step 1 of 8 - Company Information**

Company Name:\*

State of Incorporation:\*

Date of Incorporation (month/year):\*

Company website:\*

Street Address:

Address Line 1:

Address Line 2:

City:

State / Province / Region:

Zip / Postal Code:

Headquarters Address

Address Line 1:

Address Line 2:

City:

State / Province / Region:

Zip / Postal Code:



Primary United States Address: (if different from above)

Address Line 1:

Address Line 2:

City:

State / Province / Region:

Zip / Postal Code:

## **Step 2 of 8 - Company Contacts**

President's and/or Chief Executive Officer's Name:\*

Official Title:\*

Phone:

Email:

CEO Address: *(Same as Headquarters? Same as Primary U.S. Address?)*

Would you like the President and/or CEO to receive information from AIA?\* (Yes / No)

Executive Assistant to the President and/or CEO:

Official Title:

Phone:

Email:

*If you answered "No" to the question above, please provide the highest-level company representative that should receive information about AIA. The President and/or CEO will be listed as the Company Representative if left blank.*



**Company Representative**

Name:

Official Title:

Phone:

Email:

Company Representative Address: *(Same as Headquarters? Same as Primary U.S. Address?)*

Company Representative Address (if different):

**Step 3 of 8 - Company Contacts (cont'd)**

**Company Coordinator** *(The designated point of contact to coordinate activities with AIA.)*

Name:\*

Official Title:\*

Phone:\*

Email:\*

Company Coordinator Address: *(Same as Headquarters? Same as Primary U.S. Address?)*

**Billing Contact** *(The point of contact for invoicing from AIA.)*

Name:\*

Official Title:\*

Phone:

Email:\*

Billing Contact Address: *(Same as Headquarters? Same as Primary U.S. Address?)*

Mailing Address: (if different from above)

Address Line 1:

Address Line 2:

City:

State / Province / Region:



Zip / Postal Code:

## **4 of 8 - Membership Eligibility**

*Membership Eligibility is prescribed in the AIA Bylaws and Board of Governors Resolutions of AIA. The questions below align with the requirements for AIA Membership.*

*Please answer one of the following questions that best applies to your company.*

1. Provide a brief description of the specific aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles) that your company manufactures and/or develops in the United States:
2. Provide a brief description of the specific products that your company manufactures and/or develops in the United States that are incorporated into aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles), such as propulsion units, control equipment, materials, and structural components:
3. Provide a brief description of the specific products that your company manufactures and/or develops in the United States that are necessary for the operation of or functioning of aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles), such as avionic equipment, electronic equipment, ground equipment, subsystems, components, software, and associated equipment:
4. Provide a brief description of the services that your company provides in the United States that are that unique to the production or operation of aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles), such as systems integration, engineering integration, and/or software:
5. Provide a brief description of the products or services that your company provides in the United States that are designed or intended to protect, or reduce the vulnerability of, aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles) from cyber attacks, such as hardware based computer security, software based computer security, encryption, and network access control, including biometric control (note: products and services must have a unique aerospace application or are specifically tailored for use with aerospace systems):
6. Provide a brief description of the homeland security or infrastructure security products or services that your company provides in the United States for or for use with aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles), such as screening for passengers, baggage or cargo, boarder security, transportation security, and air traffic control (note: products and services must have a unique aerospace application or are specifically tailored for use with aerospace systems):





## **Step 5 of 8 – Foreign Government Ownership**

Is any portion of the applicant or applicant’s parent company owned or substantially controlled (whether directly or indirectly), other than by law or regulation, by a foreign government?\* (Yes/No)

If yes, please state the name of the government and percentage of ownership:

If yes, provide a narrative description of the nature and extent of the foreign government’s ownership and control of applicant and/or applicant’s parent company:

If yes, please provide copies of the following: shareholder agreements, including “single share” or “golden share” provisions that describe the rights of the government and any limitations placed on of the applicant or applicant’s parent company. Please provide any other contracts or agreements that describe rights of the government and any limitations placed on the applicant or applicant’s parent.

## **Step 6 of 8 - Additional Company Information**

Is the applicant engaged exclusively in the aerospace business?\* (Yes/No)

How long has the applicant been engaged in the aerospace business:\*

Provide a brief company description for AIA’s website:\*

Please provide two customer references from member companies who can verify supplier services provided:

Customer Reference 1

Company:

Email:

Customer Reference 2

Company:

Email:



## **Step 7 of 8 - Sales Information**

### **Definition of U.S. Aerospace Sales for Purpose of Calculating Dues**

*Full Member dues are based on U.S. sales of “aerospace systems,” which include products incorporated into aerospace systems, products necessary for the operation of aerospace systems, services unique to the production or operation of aerospace systems, products or services designed or intended to protect aerospace systems from cyber attacks, and Homeland Security products or services for use with aerospace systems, and shall include all domestic commercial sales, export sales, and sales under government contracts.*

*The definition of U.S. aerospace sales also includes funds derived from design proposals, study contracts to establish conceptual or technical feasibility, research and development (whether or not manufacture of hardware is involved), test and evaluation, production, installation, training, maintenance, and modification.*

*A member company may voluntarily include its U.S. non-aerospace defense sales for the purpose of calculating dues to maintain a seat on the ExCom.*

Please provide the gross sales of U.S. aerospace products and/or services by year for 2016 and 2017: *Sales figures are required in order to determine membership dues. All information will be held in strict confidence by AIA. If N/A please provide an explanation.*

Gross Sales 2017:\*

Gross Sales 2018:\*

Gross Sales 2019:\*

**Sales Contact** *(Identify the point of contact that can assist in providing sales figures to AIA.)*

Name:\*

Official Title:\*

Phone:\*

Email:\*

Sales Contact Address: *(Same as Headquarters? Same as Primary U.S. Address?)*



## **Step 8 of 8 - Submission Page**

Who recommended your company join AIA?

Name:

Title:

Company:

Please provide the following information of the individual completing this form:

Name:\*

Title:\*

Phone:

Mobile:

Fax:

Email:\*

Address:

### **Signature**

By typing your name below, and clicking the submit button, you are signing this application electronically. You agree your electronic signature is the legal equivalent of your manual signature on this application.

Name\*:

Date\*:





## Terms

\*\* Dues payments to the Aerospace Industries Association are not deductible as charitable contributions for federal income tax purposes. They are, however, deductible as an ordinary and necessary business expense, subject to the following limitation. As a result of the 1993 Revenue Reconciliation Act P.L. 103-66, expenses paid or incurred by a trade association for lobbying activities are not deductible for federal income tax purposes after December 1, 1993. AIA estimates that 20% of your 2016 dues are non-deductible as a result of AIA lobbying activities.

\*The computation of Regular Member dues shall be based on the sales of “aerospace systems” as it is defined above in the membership eligibility section and shall include all domestic commercial sales, export sales, and sales under Government contracts. The foregoing includes funds derived from design proposals, study contracts to establish conceptual or technical feasibility, research and development (whether or not manufacture of hardware is involved), test and evaluation, production, installation, training, maintenance, and modification.

\*\*\* Regular and Associate Members shall be required to inform the AIA Membership office in writing (e-mail acceptable) by October 30, if the Member does not wish to renew its membership in AIA for the forthcoming Calendar Year. Failure to provide such notice of non-renewal by the identified date certain shall cause automatic renewal of membership for the forthcoming year, and the Member to be liable for the full amount of the applicable annual dues. On an annual basis, AIA staff shall inform each Member in writing (e-mail acceptable) of this requirement at least thirty (30) days in advance of October 30 for notice of non-renewal.