



ACC: Serving Regional/Niche Companies

The Airport Consultants Council is the global trade association that represents private businesses involved in the development and operations of airports and related facilities. ACC is the only association that exclusively looks out for the business interests of airport development firms by keeping members at the leading edge of new trends, policies and standards, while promoting fair competition and contracting practices that protect the bottom line.

The constantly changing landscape of the aviation industry poses challenges and opportunities to companies that are regionally-based or offer niche services. ACC assists these firms by helping them leverage their unique business insights and capabilities. ACC helps regional and niche companies highlight their specific value and expertise, and provides unprecedented networking opportunities to assist firms in expanding their services and geographical footprint. ACC also keeps its members apprised of important legislative and regulatory developments that impact airport development programs and projects. **Join ACC and expand your reach!**

ACC Services to Regional/Niche Members

Expanding Contacts and Visibility

- ▶ Gain access and network in unique ways with potential teaming partners involved in airport development.
- ▶ Speak at conferences nationwide before airport and aviation officials.
- ▶ Be listed in the ACC's online directory which allows users to search according to region or niche product and service categories, and ACC's printed Membership Directory that is sent to 2,000+ airport and aviation officials, including consultants and product suppliers.
- ▶ Elevate your exposure by contributing articles *ACC Weekly*, ACC's e-magazine, and by sponsorship and advertising opportunities.

Improving Your Bottom Line and Protect Your Business

- ▶ Receive weekly e-mail announcements in *ACC Outlook* regarding airport RFQs and RFPs.
- ▶ Support beneficial contracting policies for consulting firms that ensure fair and equal opportunities to compete for work. ACC will intercede on behalf of member firms if selection and contracting challenges arise.
- ▶ Keep abreast of industry trends that impact businesses.
- ▶ Stay informed of the latest news on federal and state legislative and regulatory fronts through timely e-mail updates.

Showcasing Your Expertise

- ▶ Be at the leading edge of technical guidelines and airport regulations through participating in ACC committees. Committee members interact directly with FAA, TSA and airport officials on the most pressing issues facing the aviation industry.
- ▶ Access excellent training events relating to critical airport and business development topics through the ACC Institute and other educational programs.
- ▶ Provide technical expertise to decision makers on many aspects of aviation legislation, regulation and policy.

ACC Member Endorsements

"ACC helped our firm transform from a regional company to become respected as a national aviation consultant."

— **Matthew Wenham,**
C&S Engineers, Inc.

"Almost without exception, when we form teaming arrangements, it is with other ACC member firms."

— **Courtney Beamon,**
Delta Airport Consultants, Inc.

