DEDICATED TO HELPING BUSINESS ACHIEVE ITS HIGHEST GOALS.





NBAA MEMBER BENEFITS





NBAA MEMBERSHIP

For 75 years, the business aviation community has looked to NBAA as its leader in enhancing safety and security, shaping public policy, providing world-renowned industry events and advancing the business aviation goals of more than 10,000 member companies worldwide.

As our association has grown through the years, so too have the needs of our diverse membership. Whether it's finding an answer to a technical operations question, needing a forum for networking with business aviation buyers or wanting to stay current on the latest industry news and regulations, NBAA provides something for everyone. From flight departments of all sizes, to suppliers and those looking to get into the industry, we work to represent the interests of the business aviation community at large, and provide the resources needed to help our member companies succeed.

Our comprehensive benefits and services provide you with the tools you need to learn about operational, technical and legislative issues, stay on top of regulatory requirements and changes, improve your management skills, network with peers, become involved with your local, national and international business aviation communities, make yourself heard by government of all levels, advance your career and help your business succeed - or in other words, do your job.

Here you'll find a highlight of some of NBAA's key member benefits, to help you see how NBAA can help your business soar - whatever your needs may be.

ACCESS TO INDUSTRY EXPERTS

DID YOU KNOW?

The team of industry experts in NBAA's Operations Service Group provides members with instant access to the latest information on rules and regulations, certifications and training requirements, equipment and service innovations, and other aspects of our dynamic and ever-changing industry.

With a single phone call or email, members have access to a designated staff person for prompt answers to questions on thousands of topics, including waiver requests, access protocols, customs regulations, technical questions, FAA regulations and more. **nbaa.org/osg**

Contact the Operations Service Group at

(202) 783-9250 or ops@nbaa.org 9:00 a.m. - 5:00 p.m. ET

More Ways to Access Industry Experts

NBAA Committees. Made up of committed, talented and knowledgeable volunteers, NBAA's Standing Committees work together on behalf of the NBAA membership to promote business aviation safety and technical standards, access, professional development, operational excellence and security. NBAA's Technical Committee alone offers four subcommittees that obtain and evaluate data concerning aircraft, aircraft equipment, operations and maintenance problems relative to the business aircraft owner and pilot. They strive to bring about improvements in aircraft, equipment and operations, while maintaining flying safety at its highest level. NBAA members can contact the committee chair or staff liaison with questions.

nbaa.org/committees

The Advisory Council has been established to define the relationship among all segments of the membership and to recommend programs that would improve communications between those segments and advise the NBAA Board of Directors on areas of interest to Business members.

nbaa.org/advisory-council

LEARN MORE AT NBAA.ORG

SAFETY

DID YOU KNOW?

Flying Safety Awards. NBAA and its member companies are committed to making business aviation as safe as possible. For nearly 70 years, the association has advanced and expanded business aviation's safety message through the Flying Safety Awards Program.

These awards have brought worldwide attention to the business aircraft safety record. They are awarded annually and recognize the safety records compiled by member company management, maintenance, pilot and support personnel teams. Apply by the deadline to gain recognition for your company's outstanding safety record. **nbaa.org/safetyawards**

National Safety Forum. NBAA hosts the National Safety Forum to promote high standards of safety in business aviation operations. Held in conjunction with the NBAA Business Aviation Convention & Exhibition (NBAA-BACE), this annual event is a forum to collaboratively discuss and address the industry's top safety focus areas. nbaa.org/safety-forum

Single-Pilot Safety Standdown. Also held in conjunction with NBAA-BACE, the Single-Pilot Safety Standdown focuses on safety for single pilots. This annual event features an entire day of safety programming for owner/operators and single pilots, including sessions on professional airmanship, single-pilot resource management, weather, aviation health and fatigue countermeasures; to help mitigate safety hazards in a way that is most appropriate for single-pilot business aviation operations. **nbaa.org/standdown**

International Standard for Business Aircraft Operations (IS-BAO).

NBAA members save \$500 on the International Standard for Business Aircraft Operations (IS-BAO) Manual, which includes a comprehensive toolkit to assist operators with implementation of a Safety Management System (SMS). The toolkit includes a scalable program of standards, recommended practices, implementation guidance, several generic company operations manuals (GCOM) and many other tools designed to help flight departments worldwide achieve a high level of safety and professionalism. **nbaa.org/is-bao**

Online Safety Resources. NBAA's website offers many technical & educational resources related to the safe operation of business aircraft.

LEARN MORE AT NBAA.ORG/SAFETY

RESOURCES FOR FLIGHT DEPARTMENT OPERATIONS

DID YOU KNOW?

Air Traffic Services

NBAA maintains one of only three non-FAA operations positions at the FAA Air Traffic Control System Command Center. NBAA Air Traffic Services (ATS) provides members with the tools and information they need to enhance trip planning and facilitate issue resolution. NBAA ATS staff members provide the voice for equitable representation of business aviation in the planning and execution of the daily strategic plan of operations for the National Airspace System, participating in real-time national airspace flow-control and decision-making, as



well as long-term strategic planning for the aviation industry as part of a joint FAA/ Industry Collaborative Decision-Making Workgroup. NBAA ATS represents the interests of NBAA members as part of their dues, but additional ATS services are available to members on a subscription basis. **nbaa.org/ats**

The team at ATS also provides members with free Airspace/Airport Alerts. These email alerts are the single best source of information about upcoming temporary flight restrictions and other airspace issues that have a significant impact on NBAA member flight operations. **nbaa.org/airspace/alerts**

Additional Resources

- NBAA's Business Aviation Taxes Seminar and Tax, Regulatory & Risk Management Conference. These events provide participants with comprehensive information and a solid basis for understanding how the appropriate tax laws and regulations apply to business aviation operators, along with a broad overview of financial risk management and aviation insurance.
- **Insurance Plans and Workers' Comp.** All employees of member companies qualify for NBAA-endorsed term life insurance, and member pilots also qualify for disability loss-of-license insurance. Additionally, all flight department personnel can access workers' compensation insurance coverage at reduced rates. Participating companies even have the opportunity to earn a cash dividend through the program. Contact your existing broker to learn more. **nbaa.org/workerscomp**

LEARN MORE AT NBAA.ORG/OPS

NBAA Has a Small Aircraft Exemption

Regulations permit operators of large and turbine-powered, multi-engine airplanes to receive reimbursement for transporting company officials, employees, property, or guests, as well as for providing demonstration flights. The same regulations permit the use of timesharing, interchange and joint ownership agreements. Small aircraft, however, have traditionally been excluded. But, with NBAA's Small Aircraft Exemption, operators of small aircraft are allowed to take advantage of the same flexibility the regulations extend to larger aircraft operators.

Since 1972, members of NBAA who operate small aircraft for business purposes have relied on NBAA's **Small Aircraft Exemption** to do just that. These include all piston aircraft, helicopter (regardless of size) and turbine aircraft operators (single-engine or under 12,500 lbs).

To take advantage of NBAA's Small Aircraft Exemption, you must be an NBAA member. **nbaa.org/exemption**

More NBAA resources for small operators

- Flight Operations Manual. Designed specifically to meet the needs of small operators, the Flight Operations Manual Template contains guidance on safety management systems, standard operating procedures, qualifications and training, and provides a risk assessment tool for small and single pilot operations. nbaa.org/lba-flight-ops-manual
- **Insurance.** Providing such programs as term life insurance and loss-of-license insurance, NBAA offers its members access to competitively priced insurance options. **nbaa.org/insurance-programs**
- Small Operator Symposium. This half-day event focused on small flight department management and operations allows small flight department managers to learn how to better manage the many responsibilities of operating and managing an aircraft from maintenance, to safety management including finding safe and reliable contract help. Subject matter experts lead the discussion with ample time for town-hall style Q&A and audience interaction.
- Small Operator Learning Series. Developed by the NBAA Small Flight Department Subcommittee, this series of online courses will address issues small flight department leaders face every day, while also providing newer managers with guidance in the development of their departments. Flight department leaders and industry experts will share their knowledge and experience to provide you support as a leader in your organization. nbaa.org/sols

NBAA is the leading organization advocating for the business aviation community, representing the industry before Congress, state and local governments, federal agencies, the courts and international forums to be sure your voice is heard. NBAA works diligently to protect the interests of its members, by aggressively educating government officials about the critical importance of business aviation to local communities, and by advocating for policies that recognize the central role business aviation plays in our nation's economy.

Your membership investment in NBAA backs programs that:

- Protect your access to airports and airspace
- Educate government officials about business aviation's commitment to safe and secure operations, and work with agencies to develop reasonable and effective regulations
- Combat negative media attention by educating the public and government on why business aviation is essential to our local communities and nation's economy
- · Prevent new and onerous operational user fees
- Partner with the government to modernize the nation's airspace system and expand capacity
- Partner with Congress to advance policy solutions that strengthen safety across the industry, foster mobility while minimizing our environmental impact, safely integrate new entrants into the national airspace, and recruit and retain a diverse workforce of the future in order to strengthen the role of the U.S. as the world leader in aerospace

Online Advocacy Center provides the tools and resources you need to stay informed, and get directly involved in the issues that concern you most. **nbaa.org/advocacy**

NBAA's Grassroots Action Center is a tool that allows members to communicate with their congressional representatives by helping them generate and send personalized letters to Congress quickly and easily online. **nbaa.org/action**

NBAA's Regional Directors represent five U.S. regions, leveraging the presence of business aviation in every state and city to support the industry and help articulate its views on airport policies, environmental protocols, safety and security proposals, taxation and a variety of other issues. These NBAA staff members also support and participate in more than 70 regional business aviation groups nationwide, and work to directly address member needs out in the field. **nbaa.org/regional**

LEARN MORE AT NBAA.ORG/ADVOCACY

NBAA offers a members-only social network called **Air Mail**, giving you access to thousands of your peers. Connect and get instant answers to all of your questions, and exchange knowledge on topics from industry best practices to airport and aircraft improvements, from air traffic control and navigation to fuel allocations, FBOs and more.

Air Mail hosts discussion on topics specific to business aviation, such as Flight Department Managers, Business Aircraft Pilots, Business Aircraft Maintenance, Schedulers & Dispatchers, Part 135 issues and more. Thousands of subscribers use Air Mail to network and share the wealth of knowledge available within the business aviation community. **nbaa.org/airmail**

Other Networking Opportunities

- NBAA Business Aviation Regional Forums. Network with your peers at the local level throughout the year at our Regional Forums. Held in various cities throughout the country, these events feature informative briefings on timely topics, indoor exhibits and outdoor business aircraft displays. Exhibitors and attendees can meet with sales prospects and colleagues who share concerns and ideas relative to their particular geographic region. nbaa.org/forums
- NBAA Member Directory. The most comprehensive source of business aviation resources in the industry, this networking tool is available online, giving NBAA members access to thousands of business aviation professionals on a global scale in real time, 24/7. nbaa.org/directory
- **Buyers Guide.** Browse listings for business aviation's leading companies in more than 200 products and service categories. **nbaa.org/buyers-guide**
- **My NBAA Profile.** Keeping your member record up-to-date is easy with My NBAA Profile NBAA's online profile tool. **my.nbaa.org**
- NBAA Young Professionals NBAA's Young Professionals in Business Aviation (YoPro) is a group that works to connect young business aviation professionals to one another and help them get engaged and mobilized on critical advocacy initiatives impacting our industry. Through events at key business aviation industry gatherings, this group aims to promote networking, the sharing of best practices and build a sense of community among future aviation leaders. nbaa.org/yopro

CONVENTIONS

DID YOU KNOW?

NBAA's Business Aviation Convention & Exhibition (NBAA-BACE) consistently ranks in the top 10 largest U.S. trade shows. This premier event is the topflight intersection between embracing future-forward and innovative perspectives, and exploring the leading marketplace for modern high-tech aircraft, as well as business aviation's best products and services. It's often the only opportunity during the year to do direct side-by-side comparison of nearly every product and service available to corporate flight departments. It is the industry's leading venue for new product announcements and introductions, and features nearly 100 business aircraft at the outdoor aircraft display.

This event also features over 50 top-rated education sessions, unmatched professional networking, presentations on the latest products and services, and access to over 20,000 aviation professionals, pilots, operators and buyers! **nbaa.org/bace**

NBAA Conventions on a Global Scale

European Business Aviation Convention & Exhibition (EBACE) is Europe's premier on-demand aircraft and advanced air mobility event. Held each year in Geneva, Switzerland, EBACE is organized jointly by NBAA and the European Business Aviation Association (EBAA). With over 13,000 attendees, EBACE offers a wide range of programs, resulting in a highly concentrated learning experience for all who attend - including business aircraft operators, policymakers, regulators, opinion leaders, members of the media and technology leaders in the business aviation industry. EBACE is the place to experience and shape the future of aviation. **ebace.aero**



NBAA EVENTS CALENDAR

2024

January		
Jan 31	Miami-Opa locka Regional Forum	Miami-Opa locka, FL
February		
Feb 5	PDP Course: Leading with a Vision	Palm Springs, CA
Feb 6-8	Leadership Conference	Palm Springs, CA
March		
Mar 10-11	PDP Course: Essentials in Scheduling & Dispatch for Business Aviation	Fort Worth, TX
Mar 11	PDP Course: Dynamics of Empowered Leadership	Fort Worth, TX
Mar 12-14	Schedulers & Dispatchers Conference (SDC2024)	Fort Worth, TX
Mar 25	PDP Course: Regulatory Compliance & Documentation	Orlando, FL
Mar 26-28	International Operators Conference	Orlando, FL
April		
Apr 30 - May 2	Maintenance Conference	Portland, OR
Мау		
May 15	Business Aviation Taxes Seminar	Dallas, TX
May 28-30	European Business Aviation Convention & Exhibition (EBACE2024)	Geneva, Switzerland
June		
Jun 12	White Plains Regional Forum	White Plains, NY
October		
Oct 20-21	Tax, Regulatory & Risk Management Conference	Las Vegas, NV
Oct 22-24	Business Aviation Convention & Exhibition (NBAA-BACE)	Las Vegas, NV
		(Information subject to change)

EDUCATION & CAREER DEVELOPMENT

DID YOU KNOW?

NBAA offers a comprehensive education program for flight department personnel and others involved in business aviation operations. All job functions are covered, including schedulers, dispatchers, flight attendants, maintenance managers, technicians, chief pilots, aviation department managers, accountants and attorneys.

NBAA's education programs address current industry trends and issues, as well as basic hands-on information key for the successful dayto-day operation of the business aviation flight department. Such events include the Schedulers & Dispatchers Conference; Maintenance Management Conference; Professional Development Programs and more. nbaa.org/events



More NBAA Resources

- **Business Aviation Jobs.** NBAA's Business Aviation Jobs resource is designed to make it easier for business aviation professionals to find the newest available positions and gain greater exposure to hiring companies. In turn, companies can post openings to the Business Aviation Jobs site to find the most qualified people in the industry to fill their positions. **nbaa.org/jobs**
- NBAA's Professional Development Program (PDP). NBAA developed this program to prepare business aviation professionals for management roles within flight departments, covering such topics as business management, leadership, operations, personnel management, and technical and facilities services. nbaa.org/pdp
- On-Demand Education. NBAA's on-demand education opportunities enable members to fully engage in virtual education from the convenience of their own workspaces – be that home, office, or on-the-go. Created and led by subject matter experts, these timely and relevant offerings include both curated content from live events as well as online specific content. nbaa.org/on-demand

LEARN MORE AT NBAA.ORG/EDUCATION

CERTIFICATION PROGRAMS

DID YOU KNOW?

- NBAA's Certified Aviation Manager (CAM) Program. The first credential program in the aviation industry to receive official accreditation, NBAA's CAM program recognizes excellence within the field of business aviation and is designed to raise the quality of management within flight departments. Through certification, individuals can gain recognition and credibility within the industry and show that they are professionals committed to the management, safety and security of business aviation. nbaa.org/cam
- Safety Manager Certificate Program NBAA's Safety Committee in collaboration with Advanced Aircrew Academy, Convergent Performance and Fireside Partners – has developed an assessment-based certificate program that will provide participants introductory-level training on safety in business aviation operations. The program includes testing in six key areas of safety management:

nbaa.org/safety-cert

Leadership

Safety Assurance

- Safety Policy
- Safety Risk Management
- Safety Promotion
- Emergency Response
- Business Aviation Schedulers Certificate Program Whether you're new to scheduling or are simply looking to advance your scheduling expertise, this new assessment-based certificate program can help. Designed in collaboration with dozens of industry subject matter experts and Universal Weather and Aviation, Inc, this program will provide participants with a comprehensive introductory to mid-level training on the duties of a business aircraft scheduler. nbaa.org/scheduler-cert
- Sustainable Flight Department Certificate Program - NBAA's Sustainable Flight Department Accreditation Program identifies business aviation entities meeting exceptional environmental sustainability standards. The goal of this accreditation program is to further advance a sustainability culture in the business aviation community. The program recognizes those that meet or exceed specified criteria in the areas of flight, operations, ground support and infrastructure. nbaa.org/sustainability



The NBAA Management Guide is an industry standard, and a must-have for any size flight department. This guide is designed to assist existing flight departments with their operational, maintenance and administrative requirements. Much of the information contained in the guide is often used as reference materials to educate non-aviation company personnel on accepted practices and norms of the business aviation community, so it's a publication no business aviation manager should be without. **nbaa.org/management-guide**

Other NBAA Business Management Tools:

- NBAA's Compensation Survey. This secure web-based survey provides a comprehensive review of aviation department personnel salaries and operational data, and is an excellent tool for industry benchmarking. It is available only to members and is free to participating companies. nbaa.org/compensation-survey
- NBAA's Leadership Conference. This annual event offers the latest information on business aviation management and maintenance topics, such as attracting and retaining qualified flight department members, personnel management, cost accounting, record keeping, human factors and FAA regulations. nbaa.org/leadership-conference



- Shipping Program. NBAA has teamed up with PartnerShip to offer exclusive shipping discounts to all NBAA members, regardless of size or member type. NBAA members that enroll will receive significant discounts on every FedEx shipment sent or received, for small packages up to large LTL freight shipments. It's free to participate in this members-only program, and there are no minimum shipping requirements or obligations. nbaa.org/shipping
- **ODP Business Solutions** Formerly NBAA's Office Depot Discount Program, ODP Business Solutions offers NBAA members a discount on office supplies, printing and copying services at both Office Depot and OfficeMax stores. Whether you're ordering online or making an in-store purchase, members enjoy a savings of up to 75% and free next business-day delivery. **nbaa.org/odp**

DISCOUNT PROGRAMS

DID YOU KNOW?

NBAA has partnered with a number of companies to offer members discounts on services you and your company can use. Start taking advantage today!

Hotel Discounts

NBAA has partnered with **Travel Sherlock** to offer members exclusive rates at over 800,000 hotels worldwide including all-inclusive and destination resorts. Travel Sherlock guarantees the lowest rate and will beat the best prices from all major online travel agencies and hotel websites. **nbaa.org/hotel-discounts**

Visa & Passport Services

NBAA partners with **G3 Global Services** to offer its members discounts and cost savings on a full suite of travel document procurement services. Discounts include aviation/crew visas, business/tourist visas, work visas, resident permits, passports, document legalizations, translations, police reports, birth certificates, FBI background checks, notary services and more. **nbaa.org/g3**

Rental Car Discounts

NBAA members also enjoy savings on daily and weekly rental car rates with both **Enterprise** and **Hertz**. This service includes discounts on domestic as well as international car rental rates. **nbaa.org/rental-cars**

Looking for a plane-side pickup? NBAA also partners with **Go Rentals** to offer members discounts of up to 20% on VIP rental car services. Serving over 125 locations across the U.S., including private airports, Go Rentals is the only rental car company specializing in the private aviation industry.

With Go Rentals, NBAA members are guaranteed:

- All vehicles hand-detailed, sanitized and inspected before delivery
- Delivery/retrieval of vehicles plane-side at private airports, hotels or residence
- Selected vehicle make and model
- Every vehicle will be the latest model, fully equipped, with less than 15,000 miles.
- Guarantee vehicle is on-site or it's FREE

Learn more at nbaa.org/go-rentals

THE LATEST INFORMATION

DID YOU KNOW?

NBAA's official member magazine, *Business Aviation Insider*, is published bimonthly and features operational tips and tools, regulatory hot topics and the latest industry news that affect you and your business. The magazine is distributed at NBAA events and offered online. **nbaa.org/insider**

NBAA members also can find the comprehensive information they need through:

 NBAA's Website. The most comprehensive source for business aviation information, www.nbaa.org is home to content on topics ranging from operations to tax issues to



workforce development programs, NBAA events and much more. Members can access the information they need 24/7, and with only a few clicks of their mouse. **nbaa.org**

- NBAA Insider Daily. NBAA's weekday-morning email news service serves members the latest original content and thought leadership from the association, as well as career opportunities and aviation news from trusted sources around the web. With the help of artificial intelligence (AI), NBAA Insider Daily learns subscriber preferences over time based on the articles they read each day, creating a personalized experience for readers. **nbaa.org/daily**
- NBAA Flight Plan. This weekly podcast features business aviation news and information for people on the go. Each episode provides an overview of important developments affecting NBAA members, and the association's work to advocate for their interests. Subscribe for free via the Apple Podcast App, Google Podcasts, Spotify or listen to past episodes in our online archives. **nbaa.org/flightplan**
- NBAA Social Media. Follow NBAA on Twitter, Facebook, LinkedIn, Instagram and other social media platforms for the latest articles and announcements right in your own newsfeed.
 - facebook.com/NBAAfans
- nbaa.org/linkedin
- twitter.com/nbaa
- instagram.com/nbaaphotos
- NBAA News Hour. More than ever, people want timely access to experts and authorities to help them make decisions about their business aviation operations and other plans. The NBAA News Hour webinar series provides an interactive platform that allows participants to get answers to their pressing operational, legal, medical and other questions from people in the know. nbaa.org/news-hour

NBAA CHARITIES

DID YOU KNOW?

Through the years, NBAA has been a leader in giving back. **NBAA Charities** raises funds to support a number of philanthropic organizations and initiatives that use general aviation airplanes for humanitarian purposes, including:

- Corporate Angel Network
- Air Charity Network
- Veterans Airlift Command

nbaa.org/charities

NBAA Humanitarian Emergency Response Operator (HERO) Database

Because business aircraft can reach locations impacted by natural disasters, when airliners and sometimes even automobiles cannot, they are uniquely suited to providing first response during emergencies.

The NBAA Humanitarian Emergency Response Operator (HERO) Database is a list of people and aircraft in the business aviation community who have volunteered to take part in disaster-response mobilization efforts. In the aftermath of major crises, information from the database is provided to organizations coordinating relief efforts. **nbaa.org/hero**



MEMBERSHIP CATEGORIES & DUES

Business Member Dues

For organizations that derive 50% or more of their annual revenue from providing goods and services to the field of business aviation.

Gross Annual Revenue Annual Dues Up to \$3 million \$870 \$1,250 More than \$3 million and up to \$20 million More than \$20 million and up to \$100 million \$1.875 More than \$100 million and up to \$500 million \$2,825 More than \$500 million \$4,295 \$460 (flat rate) Airport

Operating Member Dues

For organizations that own or operate at least one aircraft, primarily not for hire, as a transportation aid in the conduct of business activities and where all pilots hold the qualifications required by the appropriate regulatory authorities for your operation.

To calculate your dues, add the \$345 base fee plus all applicable per aircraft fees.

Base Fee	\$345
For each UAS add	\$75
For each Piston Aircraft add	\$95
For each Turbine Aircraft 12,500 lbs. or less add	\$355
For each Turbine Aircraft over 12,500 lbs. add	\$595
Maximum	\$8,670

Professional Member Dues

Professional

Any person with a pervasive interest in business aviation who independently contracts with the business aviation community, including: contract pilots, flight attendants, maintenance personnel and similar functions.

Aspiring Professional

Recent graduates, current and former military, persons not currently employed.

Retired Professional

Any person previously employed in business aviation.

Students

Anyone currently enrolled in a high school, college or vocational program.

Contact NBAA: 866-363-4650 membership@nbaa.org nbaa.org/join

\$390

\$110

\$40

\$110



SAFETY & AIRCRAFT OPERATIONS LEGISLATIVE & REGULATORY ADVOCACY NETWORKING & COMMERCE EDUCATION & CAREER DEVELOPMENT BUSINESS MANAGEMENT RESOURCES National Business Aviation Association 1200 18th Street NW, Suite 400 Washington, DC 20036 (202) 783-9000 nbaa.org