

In business
with the voice
of UK airports



“The AOA’s vision is of a vibrant airports’ sector which can maintain sustainable growth, meeting the social and economic needs of the UK.”





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Introducing the Airport Operators Association

Established in 1934, the Airport Operators Association (AOA) is the national trade association which represents the interests of UK airports, and is at the heart of the UK's aviation industry.

The AOA's membership includes over 50 airports and more than 150 companies representing a wide range of suppliers in the aviation industry. Working on behalf of these members, the AOA's mission is to influence governments, regulators and opinion formers at national and international level, in order to secure positive policy outcomes. This includes playing a leading role in security, economic development, operational safety and environmental sustainability issues.

“We provide both formal and informal networking opportunities around which policy is formed and business is done.”



“For any organisation with a future in the UK’s aviation industry, membership of the AOA is essential.”

Martijn Koudijs, Vanderlande Industries

Membership

For any organisation seeking to engage with airports and the aviation sector, membership of the UK AOA is essential. Whether for unrivalled access within the industry, participation at our major industry events or to contribute to strategic working groups, we are always pleased to welcome new members. **There are four categories of membership: Airport, Corporate, Silver and Associate. Each category enjoys a unique range of benefits.**

Airport Membership

Ranging from international hubs to the smallest aerodrome operators, all AOA members enjoy a strong range of benefits including:

Policy

- Engaging and influencing government, regulators and other policy makers responsible for the framework within which our industry operates. Strong relationships with officials in all relevant areas provide a valuable opportunity to assist in the shaping of aviation policy and regulation.
- Participation in AOA Groups, covering a wide range of interests, including Public Affairs, Communications, Security and Operations & Safety.

Networking

- Attendance at the AOA Annual Dinner, the most prestigious event in the aviation calendar, held each year in March at the Grosvenor House Hotel, London. An opportunity for you and your guests to network with senior figures from the aviation industry.
- Attendance at the AOA Annual Conference & Exhibition and the opportunity to participate in the associated exhibition and social programme.
- Attendance at additional specialist conferences throughout the year, as well as receptions in Westminster, including the House of Commons.

Publications

- Receive copies of the AOA Monthly Update, the quarterly Airport Operator magazine, the Annual Report, and ad hoc materials, such as press releases and policy documents.
- Presence in the AOA Directory with access to a regularly updated electronic version in the Members Area of our website.

Corporate Partner, Silver Sponsor and Associate Membership

In addition to supporting its Airport Members, the AOA also enables its associates and suppliers to meet and conduct business with airports, and to have influence in the sector. Please see overleaf.



Corporate Partnership

Our Corporate Partnership package is a comprehensive and exclusive range of benefits; and consequently, the AOA limits the number of sponsors at this level.

Benefits include:

- Lead Partnership of the AOA's two flagship events, the Annual Dinner and the Annual Conference & Exhibition. This includes a brand exposure package with a professionally produced video presented in the main hall at the Conference, logo display at the Annual Dinner and extensive brand presence in all Conference and Dinner literature. A complimentary table at the Annual Dinner and six places to the Annual Conference are also provided.
- Networking at the highest level with key opinion formers and influencers within the aviation industry. Invitation to a private Westminster lunch each year is included, where guests will be seated with airport Chief Executives, Senior Directors and politicians.
- All the services enjoyed by our Silver Sponsors and Associate Members (see below).

Working with our Corporate Partners, we enable them to lead events for other airport members on matters of shared interest.

Silver Sponsorship

In addition to the benefits enjoyed by Associate Members (see opposite), Silver Sponsors receive:

- Three complimentary places across the specialist subject conferences: Operations & Safety, Security and Environment.
- The opportunity to attend and network at regional meetings, facilitating airport and policy maker engagement.

Silver Sponsors benefit from brand exposure on a dedicated page in each of the four annual editions of *The Airport Operator*, as well as within the AOA Directory.

The AOA also works with Silver Sponsors to develop their participation at a number of themed events for airport members on issues of mutual interest.

Associate Membership

- Attendance at the Annual Dinner, Annual Conference & Exhibition, specialist subject conferences and exhibitions, all at preferential rates.
- Participation at the Summer Reception, Security Group, Operations & Safety Group, ad hoc events and access to the Business/General Aviation Network.
- Receipt of complimentary copies of AOA formal publications.
- Use of the AOA logo on marketing material.
- Receipt of complimentary copies of *The Airport Operator* four times a year.
- Presence in - and full access to - the online version of the AOA Directory.
- Inclusion in the circulation list for all AOA Monthly Updates.

For more information about becoming an AOA Member, including membership category prices, please contact

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Policy

Airports and aviation policy play a vital role in the UK economy. Aviation supports around 1 million jobs, and contributes £50bn towards UK GDP and £8bn in taxes to the Treasury.

(All from Oxford Economics' Economic Benefits from Air Transport in the UK, 2011)

The AOA is determined to promote the value of aviation and to lobby for changes which benefit not only the sector, but also UK plc. The AOA is seeking a positive public policy regime from the UK Government: fair taxes on flying and a fairer framework for airport growth. In return, the sector is doing all it can to deliver sustainable aviation and a better passenger experience.

The AOA works to ensure that these benefits are recognised by the Government and pushes for favourable policy. We also play a lead role in promoting ever better operational and safety practice, aviation security, and environmental sustainability.

We believe aviation is a social and economic good and should be part of a sustainable, integrated transport network for the benefit of UK plc and air travellers. If you do too, join the AOA.

“I am genuinely excited about the future for aviation. I believe the decisions that we take over the next few years will be of historic consequences for this industry.”



The Rt Hon Patrick McLoughlin MP, Secretary of State for Transport, 5 March 2013, speech at the AOA Annual Dinner.



Arrivals

Destination

- Paris Z
- Rome S
- London
- Berlin



The Airport Operators Association (AOA) is the trade association that represents the interests of UK airports.

For further information, contact:

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