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.

Questions? Call AIA Membership, (703) 358-1000 or Membership@aia-aerospace.org.

AIA Full Membership Application

The asterisk (*) signifies required fields in the online application. Once submitted, Membership will contact you.

Step 1 of 7 - Company Information

Company Name:*

State of Incorporation:*

Date of Incorporation (month/year):*

Company website:*

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 7 - 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 *(The person should be CEO or President level (i.e., the senior-most executive responsible for aerospace and defense strategy for the company) and be able to represent the member company. This is the person who is eligible to serve on, and cast votes on issues coming before, the Board of Governors.)*

Name:*

Official Title:*

Phone:*

Email:*

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

Company Coordinator *(The designated point of contact to coordinate activities with AIA. This person should ensure that the company is engaged in appropriate AIA committees, councils and working groups that leverage AIA's membership, and be willing to work with AIA's Membership team to set up onboarding and occasional executive briefings.)*

Name:*

Official Title:*

Phone:*

Email:*

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

Washington Representative *(The company representative who prepares your organization's leaders to participate in AIA corporate level events such as Board of Governors, roundtables with government officials, Supplier Management Council, air shows, Capitol Hill visits, etc. These representatives are typically senior government relations professionals.)*

Name:*

Official Title:*

Phone:*

Email:*

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

Grassroots Contact *(The lead point of contact monitoring state government / regulatory affairs in your organization. This person will be contacted as needed for advocacy purposes.)*

Name:*

Official Title:*

Phone:*

Email:*

Grassroots Contact 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?)*

3 of 7 - 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 select and answer only 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 astronautical 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 astronautical 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 astronautical 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 astronautical 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 astronautical 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 astronautical 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 4 of 7 – 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 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 5 of 7 – Company Demographics and 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:*

What other business sectors does the applicant engage in:

Formal code of conduct * *(AIA bylaws require that companies have a formal code of conduct. Please include with your completed application via upload.)*

Demographics Data: *The following demographics data is requested for the purposes of compiling the annual AIA Facts & Figures Report. No individual data will be shared publicly. All data is shared in the aggregate.*

Generally, which of the following sectors of the A&D industry does your business currently operate within? If multiple, please select all which apply:

a. Civil Aerospace
b. Defense Aerospace
c. Space Systems
d. Land Systems
e. Naval Systems
f. Telecommunications
g. Information Technology
h. Contracted Services (excluding contract and manufacturing/engineering)
i. Cyber and Homeland Security

Generally, what tier of the A&D supply chain does your business self-identify as operating within? If multiple, please select all which apply:

a. Tier 1
b. Tier 2
c. Tier 3
d. OEM
e. IT
f. Digital
g. Engineering
h. Consulting Services
i. Professional Services
j. Facilities design-build for A&D
k. None of the above

Please select the specific aerospace product type that your products and/or services are utilized for. If multiple, please select all which apply:

a. Manned or unmanned aircraft
b. Missiles
c. Astronautical vehicles
d. None of the above

Please select the end-use purpose that your products and/or services are utilized for. If multiple, please select all which apply:

a. Civil
b. Defense
c. Civil & Defense

Approximately how many employees did your company employ as of January 1, 2026? This number can be rounded to the nearest ten, hundred, or thousand and will be used to understand a company's relative size.

Does your company hold one or more of the following government-recognized certifications for small business? If you hold a government-recognized certification not listed below, please include it:

a. Woman Owned Small Business
b. Small Business Certification
c. Economically Disadvantaged Woman-Owned Small Business
d. HUBZone Certification (Historically Underutilized Business Zone)
e. Minority Owned Business
f. Other:

Step 6 of 7 - Sales Information

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.

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

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 Executive Committee (ExCom) of the AIA Board of Directors.

For all full member companies reporting revenues of $1 billion or greater, a $35,000 air show assessment will be added to the dues invoice. Please see the Terms section of this application for more information on the air show assessment.

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.

Please provide the gross sales of U.S. aerospace products and/or services by year for 2024 and 2025:

Gross Sales 2024:*

Gross Sales 2025:*

Sales Contact *(Identify the point of contact who 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 7 of 7 - 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 and agreeing to the Terms below. You agree your electronic signature is the legal equivalent of your manual signature on this application.

Name*:

Date*:

Terms

*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.

** 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 10% of your 2027 dues are non-deductible as a result of AIA lobbying activities.

*** 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.

**** AIA’s Board of Governors approved a ‘Trade Show Assessment’ that is applied to those member companies with self-reported aerospace and defense sales over $1 billion. These funds go directly toward operation center costs and aircraft corral associated costs for equipment and crew, thereby ensuring that AIA’s trade promotion efforts are to the benefit of the broader industry and not for the specific gain of a single company. AIA’s authority to promote the U.S. A&D industry is underpinned by special status certified by the U.S. Government. The assessment fees are NOT used towards events taking place in conjunction with AIA’s presence at these shows. Additional needed funds are provided directly from the manufacturers of the equipment to support specific platforms that participate in these air shows. AIA members meeting the sales threshold of over $1 billion agree to remit this assessment along with their dues payment via their annual dues invoice.