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Member Number: 10110
 Invoice: #114302
 Invoice Date: October 08, 2019
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Mr. Gregory B. Kelly, A.A.E.
 Savannah Airport Commission
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2020 AIRPORT MEMBER DUES

Total 2020 Airport Membership Dues††	\$26,633.00
What's Included:	
2020 Base Membership Dues:	\$14,133.00
Members in good standing are able to take full advantage of the many benefits of membership, including participation in all ACI-NA committee activities, access to first-in-class tools and resources, and legislative and regulatory advocacy to benefit our members.	
2020 Legislative Assessment†:	\$7,500.00
The Legislative Assessment allows ACI-NA to provide the most up-to-date information to members on legislative activities and congressional hearings, while educating Capitol Hill on airport financial issues and operational concerns.	
2020 Policy Assessment†:	\$3,500.00
The Policy Assessment covers research and review of federal policies or proposed regulations that could impact the industry.	
2020 Legal Assessment†:	\$1,500.00
The Legal Assessment provides resources for airport legal issues that require court action. ACI-NA can file an amicus brief on issues affecting member airports using outside expert legal counsel. The assessment also helps us provide legal guidance in specialized areas.	

RENEW TODAY AS A PREMIER LEGISLATIVE SUPPORTER

Total 2020 Premier Airport Membership Dues††	\$30,383.00
What's Included:	
\$11,250.00	
By contributing 150% of your legislative assessment to actively support the work being done on behalf of airports, you will receive all of the benefits listed above and additional value-added benefits including:	
<ul style="list-style-type: none"> • Two (2) complimentary registrations to the Spring Washington Legislative Conference • Recognition as a Premier Legislative Supporter via signage and ribbons at legislative conferences 	

HOW ACI-NA DUES ARE CALCULATED

All airport membership dues are formula-based using an airport's passenger and cargo activity. See reverse for more information.

2018 Traffic Units:	2,883,556.00
Total Passengers	2,799,526
Total Cargo (Metric Tonnes)*	8,403
Total International	0

*One Traffic Unit=100 kilograms (220.46lbs.) freight or mail.

Thank you for your prompt payment.

†While assessments are voluntary, the legislative, policy and legal assessments support ACI-NA efforts to advance airport priorities.

††Contributions or gifts to ACI-NA are not tax deductible as charitable contributions for federal income tax purposes. However, they may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of ACI-NA's lobbying activities. ACI-NA estimates that the nondeductible portion of your member dues allocable to lobbying is 21.84 percent.

UNDERSTANDING YOUR DUES INVOICE

As a member-based trade association, ACI-NA's success in advancing airport priorities is only possible through the strong support of members who contribute financial resources to help ACI-NA fulfill its mission to ensure a modern and competitive airport industry.

Members in good standing are able to take full advantage of the many benefits of membership, including participation in all ACI-NA committee activities, access to first-in-class tools and resources, and legislative and regulatory advocacy to benefit our members. Additionally, ACI-NA provides a forum where airport industry leaders can network with industry peers to discuss and develop cost-effective solutions for enhanced safety, security, and efficiency. Participation in ACI-NA also provides access to ACI World programs and data. This includes the Airport Service Quality Program (ASQ); the only global airport survey based on measuring passengers satisfaction while they are at the airport.

All airport membership dues are formula-based and are a function of an airport's passenger and cargo activity, except for general aviation airports. The passenger and cargo levels are accounted for through the determination of an airport's "traffic units" (TUs). For the determination of traffic units, a TU is assigned for the following:

- Each enplaned passenger = 1 TU
- Each deplaned passenger = 1 TU
- Each 100 kilograms (220.46 lbs) of enplaned freight and mail = 1 TU
- Each 100 kilograms (220.45 lbs) of deplaned freight and mail = 1 TU

Dues levels are based on total TUs at an airport for the year in which a full year of traffic data is available from ACI World Traffic Reports. 2020 membership dues are based on 2018 traffic data since the information is calculated in the fall 2019 time period.

2018 Traffic Units (TUs)	Dues Calculation	2020 Dues Amount
Zero - 99,999	Flat Fee	\$ 895
100,000-299,999	Flat Fee	\$ 2,821
300,000-599,999	Flat Fee	\$ 4,195
600,000-999,999	Flat Fee	\$ 6,433
1,000,000-100,000,000	Formula *	Varies by Traffic Unit
100,000,001+	Flat Fee	\$ 143,065

* Formula:
 $Dues\ Amount = 11,499 + 0.002TUs - [1.887E-11 * (TUs - 1.885E7)^2] + [5.114E-20 * (TUs - 1.885E7)^3]$

U.S. INTERNATIONAL AIR SERVICE PROGRAM DUES

This fee gives U.S. airports information on U.S. government negotiations on Open Skies, air service and international agreements, allowing airports to promote and protect their interests with U.S. and foreign decision makers. ACI-NA staff participates as a member of the U.S. delegations which negotiate international aviation issues and in preparations leading up to aviation consultations and decisions. The direct participation ensures that the U.S. is aware of general and specific U.S. airport/community interests during the consultations. It also enables staff to inform participating airports of ongoing developments so they can effectively pursue their interests with airlines and the governments.

2020 USIAS Program Dues	
2018 Enplaned International Passengers	Amount
0-49,999	\$2,300
50,000-99,999	\$3,500
100,000-249,999	\$7,000
250,000 and Above	\$9,000

ASSESSMENT PROGRAMS

In addition to base membership dues, the ACI-NA Board of Directors established three voluntary assessments to support our efforts in research, the use of expert consultants and outside legal counsel, and staff costs associated with ensuring that airport policies and recommendations as directed by our Board of Airport Directors are heard by the appropriate parties.

Legislative Assessment: The ACI-NA Government Affairs team not only provides the most up to date information to members on legislative activities and Congressional hearings, but educates Members of Congress and their staff on airport financial issues and operational concerns. Whether working for additional airport financial resources; improved airport operational efficiency; legal protections, or airport proprietor rights, ACI-NA ensures your voice is heard on Capitol Hill. There are additional benefits for airports that participate in the Premier Legislative Assessment.

2020 Legislative Assessment	
2018 Enplaned Passengers	Amount
Class A Airports (0-99,999)	\$250
Class A Airports (100,000-999,999)	\$1,500
Class B Airports (1,000,000 - 4,900,000)	\$7,500
Class C Airports (4,900,001 - 19,500,000)	\$18,000
Class D1 Airports (19,500,001 - 58,000,000)	\$27,500
Class D2 Airports (58,000,001 +)	\$30,000

Policy Assessment: The Policy Assessment covers research and review of federal policies or proposed regulations and ACs that could impact the industry. ACI-NA staff is recognized as experts in the areas of safety, operations, technical, security, facilitation, environmental, public safety and consumer protection/passenger rights, and both federal and Congressional staff seek our input on proposals impacting airports. We also can assist with peer reviews related to environment, operations and technical matters, and financial best practices.

2020 Policy Assessment	
2018 Enplaned Passengers	Amount
Class A Airports (0-99,999)	\$250
Class A Airports (100,000-999,999)	\$750
Class B Airports (1,000,000 - 4,900,000)	\$3,500
Class C Airports (4,900,001 - 19,500,000)	\$7,500
Class D1 Airports (19,500,001 - 58,000,000)	\$15,000
Class D2 Airports (58,000,001 +)	\$25,000

Legal Assessment: The Legal Assessment provides resources if you have an issue that requires court action. ACI-NA can file an amicus brief on your behalf using outside expert legal counsel. The assessment also helps us provide legal guidance in specialized areas.

2020 Legal Assessment	
2018 Enplaned Passengers	Amount
Class A Airports (0-99,999)	\$250
Class A Airports (100,000-999,999)	\$750
Class B Airports (1,000,000 - 4,900,000)	\$1,500
Class C Airports (4,900,001 - 19,500,000)	\$3,000
Class D1 Airports (19,500,001 - 58,000,000)	\$7,500
Class D2 Airports (58,000,001 +)	\$7,500