



**Board of Governors Resolution**  
**Defining "Production of Aerospace Systems" and "Aerospace Sales"**  
**December 2019**  
**Revised**

**WHEREAS**, an objective of the Aerospace Industries Association of America is to promote the U.S. aerospace industry, and

**WHEREAS**, an objective of the Aerospace Industries Association of America is to advocate the correction of legal, regulatory, and market abuses to the U.S. aerospace industry that may arise, and

**WHEREAS**, an objective of the Aerospace Industries Association of America is to advocate the interests of the U.S. aerospace industry domestically and abroad, and

**WHEREAS**, the Bylaws of the Aerospace Industries Association of America provides that Regular membership is available to firms engaged in the production of aerospace systems in the U.S., provided the firm is not owned or substantially controlled, directly or indirectly by a foreign government, and

**WHEREAS**, the Bylaws of the Aerospace Industries Association of America provides that the Board of Governors shall define production of aerospace systems in the U.S.,

**WHEREAS**, the Bylaws of the Aerospace Industries Association of America provides that the Board of Governors shall determine the amount of dues to be paid by members;

**NOW THEREFORE BE IT RESOLVED**, that production of aerospace systems in the U.S. means:

1. The manufacture and/or development in the U.S. of manned or unmanned aircraft, missiles, or astronomical vehicles,
2. The manufacture and/or development in the U.S. of products that are incorporated in or on the products listed in paragraph 1, such as:
  - a. Propulsion units
  - b. Control equipment
  - c. Materials
  - d. Structural components
3. The manufacture and/or development in the U.S. of products that are necessary for the operation or functioning of the products listed in paragraph 1, such as:
  - a. Avionic equipment
  - b. Electronic equipment
  - c. Ground equipment
  - d. Subsystems
  - e. Components
  - f. Software
  - g. Associated equipment
4. Providing services in the U.S. unique to the production or operation of the products listed in paragraphs 1-3, such as:
  - a. Systems integration and/or
  - b. Engineering integration

5. Providing products or services in the U.S. designed or intended to protect, or reduce the vulnerability of, aerospace systems from cyber attacks, such as:

- a. Hardware based computer security;
- b. Software based computer security;
- c. Encryption;
- d. Network access control, including biometric control

6. Providing homeland security or infrastructure security products or services in the U.S. for, or for use with, aerospace systems, such as:

- a. Screening for passengers, baggage or cargo;
- b. Border security;
- c. Transportation security;
- d. Air traffic control

***BE IT FURTHER RESOLVED***, that the computation of Regular Member dues shall be based on sales of "aerospace systems" as that term is defined above 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.

***BE IT FURTHER RESOLVED***, that AIA Regular member companies that provide products or services for the production of non-aerospace military defense systems may include, if they choose, such sales in their reporting to AIA for the calculation of dues; provided however, if a member company becomes a maximum dues payer as a result of voluntarily reporting its non-aerospace military defense systems sales, such member company shall commit to pay maximum dues for a period of two calendar years and shall further agree to provide a one calendar year notice to AIA of its intention to discontinue to voluntarily report its non-aerospace defense sales for the purpose of dues calculations.