

# ACC: Serving Regional/Niche Consultants

The Airport Consultants Council (ACC) is an international trade association that represents consulting firms and other businesses that provide the airport industry with technical expertise in the development and operations of airports. ACC provides invaluable insights to consultants and suppliers, in addition to teaming opportunities that help position ACC members on the front lines of airport policy, practice and standards.

The constantly changing landscape of the aviation industry poses unique challenges and opportunities to consulting firms that are regionally-based or offer niche services. These firms offer unique business insights and capabilities that are tailored to the customer needs. Will your firm stand out or be lost in the crowd?

ACC provides regional and niche consultants with an opportunity to highlight their unique expertise and services. ACC members can often provide a thorough understanding of local and regional airport opportunities and issues. They can also give guidance on the intricacies of successfully teaming with larger firms as primes and sub-consultants and contractors. Specialized niche services and products receive focused attention when event agendas are developed and placed in *AirportConsulting* ACC's quarterly magazine.

## ACC Services to Regional/Niche Members

### Expanding Contacts and Visibility

- Because very few companies can go it alone, ACC provides its members with opportunities to network in unique ways with potential teaming partners involved in airport development.
- Members are provided with opportunities to speak at conferences nationwide before airport and aviation officials and to work with these officials in developing conference agendas.
- Member firms are listed on the ACC's online directory, allowing users to search according to niche product and service categories and to link to your company's home page.
- The Membership Directory is sent to 4,000+ airport and aviation officials.
- Member firms can elevate their exposure by contributing articles to *AirportConsulting*, ACC's quarterly magazine, and by sponsorship and advertising opportunities.

### Improving Your Bottom Line and Protect Your Business

- Weekly e-mailed announcements are sent to members in ACC Outlook regarding airport RFQs and RFPs.
- ACC advocates for beneficial contracting policies for consulting firms that ensure fair and equal opportunities to compete for work. Intercession is also made on behalf of member firms if selection and contracting challenges arise.
- Regional and niche firms are kept abreast of industry trends that will impact their businesses.
- Members are kept informed of the latest news on federal and state legislative and regulatory fronts through timely e-mail alerts.

### Showcasing Your Expertise

- Through participation in committees, ACC puts its members at the leading edge of technical guidelines and airport regulations. Committee members interact directly with FAA, TSA and airport officials on the most pressing issues facing the aviation industry.
- The ACC Institute and other educational programs provide members with excellent training events relating to critical airport and business development topics.
- ACC members provide technical expertise to decision makers on many aspects of aviation legislation, regulation and policy.

### ACC Member Endorsements

*"Through our participation in the Lighting Specifications Taskforce, we received more visibility in our specialty niche resulting in greater teaming opportunities."*

— Shirley A. Roberts, Aviation Alliance, Inc.

*"ACC helped my firm become respected as a national airport consultant compared to a regional company."*

— Matthew Wenham, C&S Engineers, Inc.

*"Almost without exception, when we form teaming arrangements, it is with other ACC member firms."*

— Courtney Beamon, Delta Airport Consultants, Inc.

**Join the Experts!**

For more information on ACC membership visit [www.ACConline.org](http://www.ACConline.org).