



THE NINETY-NINES, INC.

EXTERNAL RELATIONSHIPS BOPP

1. **Purpose**: The Ninety-Nines is authorized to enter into external relationships with other duly constituted groups and organizations pursuant to Bylaws Article II, Sections 2B and 3. Guidelines for establishing those relationships are required to assure consistency in creating and maintaining these relationships.
1. **Applicability**: This BOPP shall apply to the International Board of Directors (IBOD).
2. **Background**: In the past there has been a confusion in the definition of the various external relationships maintained by the organization. There have not been standard criteria for establishing the relationships. With the change in the Bylaws in 2021 to clarify the types of permissible external relationships, guidelines need to be established for uniformity.
3. **References**: [The following documents should be referred to in the application of this BOPP:
 - 3.1. Bylaws, Article II, Sections 2B and 3H.
4. **Policy and Procedure**: Authorized external relationships:
 - 4.1. **Affiliations** – Ninety-Nines affiliates are organizations or companies that share a close working relationship for the mutual benefit and support of each other and in furtherance of the mission of The Ninety-Nines.
 - 4.1.1. Criteria for establishing an affiliation relationship include:
 - 4.1.1.1. One or more parts of the mission of the other organization or company align with the mission of The Ninety-Nines
 - 4.1.1.2. The affiliating organization must be recognized by the Internal Revenue Service as a 501(c)(3) tax exempt organization or be part of a governmental body (example: FAA) supporting aviation education or safety
 - 4.1.1.3. Affiliation benefits shall be established in advance of the affiliation relationship
 - 4.1.2. Procedure for establishing affiliation relations
 - 4.1.2.1. Written Letter of Agreement including a defined term and conditions for maintaining the affiliation relationship
 - 4.1.2.2. Review of the Affiliation Agreement by Ninety-Nines legal counsel
 - 4.1.2.3. Approval by the full IBOD and adoption of a Resolution authorizing the Affiliation Agreement
 - 4.1.2.4. Announcing the relationship via official Ninety-Nines communication channels as agreed
 - 4.1.3. Affiliations shall be reviewed by the President every four (4) years to determine if the need for the affiliate relationship still exists
 - 4.1.4.
 - 4.2. **Endorsements** – Ninety-Nines endorsement relationship shall be used for organizations or companies that The Ninety-Nines want to publicly support or acknowledge
 - 4.2.1. Criteria for establishing creating an endorsement include:

- 4.2.1.1. Recognition of another organization for its contribution to aviation, and the advancement of women in the aviation industry.
- 4.2.1.2. Recognition of another organization for its contribution to aviation education.
- 4.2.1.3. Recognition of another organization for its contribution to humanity through aviation.
- 4.2.2. Procedure for establishing Endorsement
 - 4.2.2.1. A member in good standing may petition the IBOD for Endorsement of any organization meeting one of the criteria listed under 4.2.1.
 - 4.2.2.2. HQ shall send notice of the proposed action to the organization that is the subject of the endorsement.
 - 4.2.2.3. The petition to endorse an organization will be discussed and voted on by the IBOD at the next regular meeting of the IBOD.
 - 4.2.2.4. If the IBOD approves the endorsement, the organization will be listed on The Ninety-Nines web site in the appropriate location with the name of the company and the area of contribution.
 - 4.2.2.5. The President will send a letter to the organization recognizing the contribution and the support by The Ninety-Nines.
- 4.3. **Joint Ventures** – Ninety-Nines joint ventures are business arrangements undertaken jointly by The Ninety-Nines and one or more parties which otherwise retain their distinct identities.
 - 4.3.1. Criteria for establishing a joint venture relationship include
 - 4.3.1.1. The joint venture fills a need of The Ninety-Nines.
 - 4.3.1.2. The joint venture supports or fulfills an element of the mission of The Ninety-Nines.
 - 4.3.1.3. The joint venture will provide needed funding to The Ninety-Nines to support any element of our mission.
 - 4.3.2. Procedures for establishing Joint Venture
 - 4.3.2.1. Identify a fund raising or commercial project that will benefit The Ninety-Nines in a manner that supports the mission of the organization
 - 4.3.2.2. Negotiate the terms of the joint venture agreement including
 - 4.3.2.2.1. Specific event or venture
 - 4.3.2.2.2. Date of the event or the terms of the commercial venture
 - 4.3.2.2.3. Allocation of income and expenses between/among the parties to the joint venture agreement
 - 4.3.2.2.4. Duties of each of the parties to the agreement
 - 4.3.2.2.5. Conditions of termination of the agreement
 - 4.3.2.3. Prepare a written Letter of Agreement containing the negotiated terms
 - 4.3.2.4. Complete a review of the Joint Venture Agreement by Ninety-Nines legal counsel
 - 4.3.2.5. Obtain an approval by the full IBOD and adoption of a Resolution authorizing the Joint Venture Agreement
- 4.4. **Supporters** - Ninety-Nines supporters are companies who have a mutually beneficial relationship with The Ninety-Nines. These companies support each other through media promotion and by providing non-monetary benefits and services for each other. Benefits can be in the form of web site media promotion, logo display and/or creating an awareness of each other's companies for potential customers.
 - 4.4.1. Criteria for establishing a supporter relationship include:
 - 4.4.1.1. A mutual non-monetary benefit can be derived from supporting the prospective organization or company.
 - 4.4.2. Non-monetary benefits may include support or promotion of The Ninety-Nines through digital or print media Procedures for establishing supporter relationship

- 4.4.2.1. A member in good standing may petition the IBOD for Endorsement of any organization meeting one of the criteria listed under 4.4.1.
- 4.4.2.2. HQ shall send notice of the proposed action to the organization that is the subject of the supporter relationship
- 4.4.2.3. The petition to endorse an organization will be discussed and voted on by the IBOD at the next regular meeting of the IBOD.
- 4.4.2.4. If the IBOD approves the endorsement, the organization will be listed on The Ninety-Nines web site in the appropriate location with the name of the company and the area of contribution.
- 4.4.2.5. The President will send a letter to the organization recognizing the contribution and the support by The Ninety-Nines.

5. **Approval:**

- 5.1. Authorizing Body: International Board of Directors.
- 5.2. Approval Date: This BOPP was approved on: March 4, 2022.