



LEADING VIRGINIA'S PORTS

Is your business involved in international trade or Virginia's port industries? Be **"The Voice of Port Industries,"** by becoming a member of the Virginia Maritime Association (VMA) the premier business organization dedicated to enhancing competitiveness and promoting commerce through Virginia's ports.

Founded in 1920, VMA has grown to represent more than 450 companies that employ over 70,000 Virginians. The VMA is the industry's advocate on policy, regulatory and legislative actions at the local, state and federal levels; affecting a pro-business environment for our ports and the maritime industry. As the industry's watchdog, VMA constantly monitors and protects against issues and developments harmful to your business, allowing you to focus on your company's business growth. **Membership in VMA gives your business a voice** in the political and public arena decisions that impact the business environment and your company.

As a VMA member you benefit from:

- ✓ Communications addressing port operating conditions, regulatory changes, and industry intelligence.
- ✓ Networking and business development opportunities
- ✓ Unique access to government and port leaders that only come with membership

Only through membership do you gain the fullest benefits from the work of VMA and become part of this driving force to keep us all as competitive as possible.

Membership in the VMA offers participation in its **diverse committee structure**, prepared to address any subject relating to port operations and waterborne commerce, such as:

- ✓ Encouraging efficiencies, enhancements and planning.
- ✓ Coordinating liaison to the public and all levels of government, presenting and advocating the ports.
- ✓ Educating the maritime community on port issues through events and publications.
- ✓ Fostering stronger growth of the ports and Virginia's maritime-related business community.

With room to strengthen and influence this network, the Virginia Maritime Association encourages you to join today. For further information or questions regarding your VMA Membership please contact; Ashley McLeod, Communications & Membership Director, at Ashley@vamaritime.com or 757-628-2678.

Scott Wheeler
President, Virginia Maritime Association
President, Bay Diesel & Generator

David C. White
Executive Vice President
Virginia Maritime Association

Standard Membership Dues

Standard membership includes one (1) designated representative. **Additional representation** is available for \$280 per additional representative. The VMA Membership Committee will determine annual dues based up the criteria listed below:

Involved in Vessel or Marine Terminal Operations	\$950
Involved in Moving Cargo or Maritime/Supply Chain Related Services <i>(warehousing, transportation, or services targeted to any of the above industries)</i>	\$650
Business Service <i>(other than Maritime/Supply Chain Related)</i>	\$325
Non-Profit Organization	\$280
Additional Representative	\$280
Future Leader *	\$140

**The Future Leaders Program* grooms maritime professionals 40 and under through participation in special programs, tours and socials designed to expose them to all the facets of the maritime industry and build their professional network. Companies can utilize this discounted rate for two years per future leader.

Standard Benefits of Membership

PUBLICATIONS

- ✓ **VMA E-Blasts** – Emails addressing port operations, industry intelligence, regulatory and legislative issues.
- ✓ **Maritime Event Notifications** – Let VMA keep you in the know of statewide maritime and industry events.
- ✓ **Maritime Bulletin** – Monthly newsletter covering maritime related news and highlights of VMA activities.
- ✓ **Membership Roster** – Access to VMA members and their contact information, both printed and online.
- ✓ **Port Annual** – Maritime reference guide including resources to promote commerce through Virginia’s ports.
- ✓ **Vessel Traffic Information** – Daily updates on commercial vessel traffic calling on Virginia’s ports.
- ✓ **Sponsorship & Advertising** – Wide array of opportunities advertise your company, while supporting VMA.

ASSOCIATION EVENTS

- ✓ **Maritime Mixers** – Networking socials in Hampton Roads, and statewide hosted by VMA Regional Chapters.
- ✓ **Membership Briefings** – Regular presentations and updates about timely issues, HR and statewide.
- ✓ **Regional Chapter Meetings**- Statewide- Central, Shenandoah Valley, Southern, Southwest, and Northern VA.
- ✓ **VMA’s International Trade Symposium** – An executive level business conference including networking events:
 - **Annual Maritime Banquet** – Premier event for Virginia's maritime industry
 - **Annual Maritime Golf Outing** – Foremost annual golf event for Virginia's maritime industry.
- ✓ **MIC Golf Classic** – Annual fall golf fundraiser supporting VMA's Political Action Committee.
- ✓ **Annual Business Meeting** – Annual review of the Association and election of Board of Directors.

MEMBER-ONLY AFFINITY PROGRAMS *(see website for details)*

- ✓ **401 K Program** – Group 401(k) Program which may reduce employer fees, liability and administration.
- ✓ **Clubs** – Reduced initiation fee at the Town Point Club in Norfolk.
- ✓ **Fuel Purchase Program** – Fuel discount program offered by PAPCO.
- ✓ **Fitness & Health** – Significantly reduced YMCA individual & family membership dues.
- ✓ **Hotels** – VMA rates at Norfolk’s Waterside Marriott, Sheraton Waterside, Hilton “The Main,” and more statewide.
- ✓ **IT Solutions** – Discounted computer network services with Endurance Network Services.
- ✓ **Magazine Subscription** – Complimentary annual subscription to Virginia Business magazine.
- ✓ **VMA Meeting Facilities** – Utilization of the VMA meeting facilities and conferencing resources.

VMA Anchor Membership

Anchor Memberships are available to any member company wishing to enhance its support of VMA's efforts to protect the interests of Virginia's maritime industry and commercial ports. In addition to the standard membership benefits, these members receive:

Platinum Anchor - \$11,250:



- ✓ Membership of up to **six (6) designated representatives** to the Association.
- ✓ Participation in VMA's Annual Legislative Events in Richmond.
- ✓ Participation in meetings with elected leaders and other governmental officials.
- ✓ Invitation to the pre-banquet "VIP Reception" at the Annual Banquet.
- ✓ Recognition of your Anchor Membership at the Annual Maritime Banquet.
- ✓ Recognition in VMA monthly Maritime Bulletin, on VMA Website and in VMA Port Annual.
- ✓ Opportunity to appear in a "Featured Member" article one month of the year in the Maritime Bulletin and on VMA Website.
- ✓ Recognition at all VMA Mixers and Maritime Briefings.
- ✓ **\$1,500 in "advertising dollars"** for bulletin, website, and email advertising only
- ✓ Platinum Anchor companies receive a total of **60 complimentary reservations** for its six (6) designated representatives and guests to Mixers, Briefings, & the Annual Business Meeting. *

Golden Anchor - \$5,600:



- ✓ Membership of up to **four (4) designated representatives** to the Association.
- ✓ Recognition of your Anchor Membership at the Annual Banquet.
- ✓ Recognition in VMA monthly Maritime Bulletin, on VMA Website and in the Port Annual.
- ✓ Recognition as a sponsor of one (1) VMA Mixer **and** one (1) Maritime Briefing.
- ✓ **\$750 in "advertising dollars"** for bulletin, website, and email advertising only
- ✓ Golden Anchor companies receive a total of **40 complimentary reservations** for its four (4) designated representatives and guests to Maritime Mixers, Briefings, and the Annual Business Meeting. *

Silver Anchor - \$2,800:



- ✓ Membership of up to **two (2) designated representatives** to the Association
- ✓ Recognition of your Anchor Membership at the Annual Banquet.
- ✓ Recognition in the VMA monthly Maritime Bulletin, on the VMA Website, and in the Port Annual.
- ✓ Recognition as a sponsor of one (1) VMA Mixer **or** one (1) Maritime Briefing.
- ✓ **\$500 in "advertising dollars"** for bulletin, website, and email advertising only
- ✓ Silver Anchor companies receive a total of **20 complimentary reservations** for its two (2) designated representatives and guests to Maritime Mixers, Briefings, and the Annual Business Meeting. *

Bronze Anchor - \$1,725



- ✓ Membership for up to **two (2) designated representatives** to the Association.
- ✓ Recognition in the VMA Port Annual
- ✓ Bronze Anchor companies receive a total of 10 complimentary reservations for its two (2) designated representatives and guests Maritime Mixers, Briefings, & the Annual Business Meeting. *

*Tickets may be used towards VMA Maritime Mixers and Briefings held in Hampton Roads or hosted by Regional Chapters.



Application for Membership

The undersigned hereby makes an application for membership in the Virginia Maritime Association, Incorporated and agrees to pay annual membership dues. Submit application to VMA:

PO Box 3487, Norfolk, VA 23514 | Fax 757-622-6302 | ashley@vamaritime.com

Anchor Membership Opportunities

- | | |
|---|--|
| <input type="checkbox"/> Platinum Anchor \$11,250 | <input type="checkbox"/> Silver Anchor \$2,800 |
| <input type="checkbox"/> Golden Anchor \$ 5,600 | <input type="checkbox"/> Bronze Anchor \$1,725 |

Standard Membership Levels

- | | |
|---|-------|
| <input type="checkbox"/> Vessel or Marine Terminal Operations | \$950 |
| <input type="checkbox"/> Moving Cargo or Offering Maritime Related Services | \$650 |
| <input type="checkbox"/> Business Service (Other than Maritime Related) | \$325 |
| <input type="checkbox"/> Non-Profit Organization | \$280 |

Additional Representation

- | | |
|--|---|
| <input type="checkbox"/> Add a Representative \$280 each | <input type="checkbox"/> Add a Future Leader \$140 each |
|--|---|

Company/Organization Name: _____

Type of Business: _____

Primary Representative (Last, First, MI): _____

Title: _____

Primary Representative is 40 or under and wishes to participate in the Future Leader Program.

Age: _____

Business Address: _____

City, State and Zip: _____

Company Phone: _____

Direct Phone: _____

Fax: _____

Email: _____

Top three committee choices (see website for list): _____

Recommended by: _____

Number of Employees in Virginia: _____

USA: _____

Worldwide: _____

Company Website: _____

Company Facebook: facebook.com/ _____

Twitter: @ _____

Company Marketing/PR Contact: _____

Phone: _____

Email: _____

Company HR Contact: _____

Phone: _____

Email: _____

The VMA's Political Action Committee (PAC), known as the Maritime Issues Council (MIC), works with the Virginia General Assembly on behalf of the maritime industry. MIC meets with legislators to keep them abreast of the maritime issues, supports maritime industry proponents, and engages in other political activity for industry benefit. To ensure that these efforts are successful, unless advised otherwise, 20% of your membership dues will be contributed to the MIC.

(Office Use Only) Approval Date _____

Regional Chapter _____

Committee _____

Designee, Additional Representative or Future Leader Applicant Information

Please consider these candidates for membership, in addition to our Primary Representative.

Company/Organization Name:

Primary Rep. Name:

Company Website:

Company Facebook: facebook.com/

Twitter: @

Applicant Name (Last, First, MI):

Anchor Designee

Additional Representative

Future Leader (Age:)

Title:

Business Address:

City, State and Zip:

Phone:

Email:

Top three committee choices (*see website for list*):

Applicant Name (Last, First, MI):

Anchor Designee

Additional Representative

Future Leader (Age:)

Title:

Business Address:

City, State and Zip:

Phone:

Email:

Top three committee choices (*see website for list*):

Applicant Name (Last, First, MI):

Anchor Designee

Additional Representative

Future Leader (Age:)

Title:

Business Address:

City, State and Zip:

Phone:

Email:

Top three committee choices (*see website for list*):

Once approved, representatives will be given their login information for www.vamaritime.com, giving you access to your profile where you will be able to select your **email information preferences**. The categories are below:

- Business Development Announcements
- Customs & Trade Compliance
- Government Relations / Legislation
- Marine Terminal Operations & Regulations:
Container and Non-Container
- Port & Maritime Security
- Severe Weather Information
- Ship Repair & Ship Building
- Traffic & Roadways
- Trucking/Drayage Operations & Regulation
- Vessel Operations & Regulations
- Waterways & Navigation Information
- Workforce, Education and Training