



# VIRGINIA MARITIME

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## A S S O C I A T I O N

### LEADING VIRGINIA'S PORTS

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

Founded in 1920, the 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 VMA's efforts and become part of the driving force keeping us all as competitive as possible.

Membership in the VMA offers the opportunity to add your voice to **our diverse committee structure**. We are prepared to address any subject relating to port operations, waterborne commerce, and the supply chain, 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 supply chain 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 Kristen Greene, Director of Membership Development, at [kristen@vamaritime.com](mailto:kristen@vamaritime.com) or 757-628-2678.**



George H. Brown  
*President, Virginia Maritime Association*  
CEO, CP&O



David C. White  
*Executive Vice President*  
Virginia Maritime Association



# Standard Membership Dues



**Standard membership** includes one (1) designated representative. **Additional representation** is available with additional cost per representative. The VMA Membership Committee determines annual dues based up the criteria listed below:

Involved in Vessel or Marine Terminal Operations	\$1,160
Involved in Moving Cargo or Maritime/Supply Chain Related Services <i>(warehousing, transportation, or services targeted to maritime &amp; supply chain)</i>	\$785
Business Service <i>(other than maritime/supply chain related)</i>	\$405
Non-Profit Organization	\$335
Additional Representative	\$335



**The Future Leaders Program** provides a 2-year discount on dues for maritime professionals 40 and under who are added as additional representatives to a current company membership. Future leaders receive all the benefits of membership while they broaden their exposure within the industry and build their professional network.

Future Leader <i>(two years per future leader only)</i>	\$170
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**Maritime Leadership Certification Program (MLCP)** – *Learn more at [www.VAmaritime.com/MLCP](http://www.VAmaritime.com/MLCP)*  
MLCP provides a comprehensive understanding of the maritime industry, a network of key industry stakeholders, and critical leadership skills. *Contact VMA staff for current rates and other questions. Members-only program.*



## Benefits of Membership ✓

### PUBLICATIONS

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

### ASSOCIATION EVENTS

- ✓ **Annual Business Meeting** – Annual review of the Association and election of Board of Directors.
- ✓ **Maritime Mixers** – Statewide networking socials
- ✓ **Membership Briefings** – Statewide regular presentations and updates about timely issues
- ✓ **MIC Golf Classic** – Annual spring golf fundraiser supporting the Maritime Issue Council Political Action Committee.
- ✓ **Regional Chapters** – Statewide meetings & networking events providing opportunities to address critical industry topics.
- ✓ **VMA’s International Trade Symposium** – An executive level business conference including networking events:
  - The Annual Maritime Banquet, the Maritime Golf Outing, and the Maritime Mixer Cruise

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

- ✓ **401 K Program** – Group 401(k) Program which may reduce employer fees, liability, and administration.
- ✓ **Museums** – Discounted admission and membership rates at Nauticus
- ✓ **Fuel Purchase Program** – Fuel discount program offered by PAPCO.
- ✓ **Fitness & Health** – Significantly reduced YMCA individual & family membership dues.
- ✓ **Hotels** – Special VMA rates at select hotels statewide.
- ✓ **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:

	 <b>PLATINUM</b>	 <b>GOLD</b>	 <b>SILVER</b>	 <b>BRONZE</b>
	<i>Make the Biggest Difference</i>	<i>Attend More Events with More Recognition</i>	<i>Start Increasing Your Brand Awareness</i>	<i>More than "Just a Member"</i>
<b>Representatives</b>	<b>6</b>	<b>4</b>	<b>2</b>	<b>2</b>
<b>Event Sponsorship</b>	<b>ALL Mixers &amp; Briefings</b>	<b>1 Mixer AND 1 Briefing</b>	<b>1 Mixer OR Briefing</b>	<b>None</b>
<b>Complimentary Reservations to Anchor Eligible Events*</b>	<b>60</b>	<b>40</b>	<b>20</b>	<b>10</b>
<b>Annual Banquet Recognition</b>				
<b>Recognition in Publications</b>	Scrolling Logo on Web. Logo in Bulletin & VA Ports Annual. Highlighted in Roster.	Scrolling Logo on Web. Listed in Bulletin & VA Ports Annual. Highlighted in Roster	Scrolling Logo on Web. Listed in Bulletin & VA Ports Annual. Highlighted in Roster.	Listed in VA Ports Annual & Highlighted in Roster.
<b>Advertising Dollars for use on "VMA ELITE" Advertisements</b>	<b>1500 Credits</b>	<b>750 Credits</b>	<b>500 Credits</b>	<b>0 Credits</b>
<b>Participation in Meetings with Elected Leaders &amp; Gov. Officials and at VMA's Legislative Events</b>				
<b>Access to the "VIP Reception" prior to the Annual Maritime Banquet</b>				
<b>Featured Bulletin Article Submission</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Directly support VMA's mission and advocacy to protect Virginia's port commerce.</b>				
<b>Become an Anchor!</b>	<b>\$12,475</b>	<b>\$6,275</b>	<b>\$3,205</b>	<b>\$2,025</b>



*\*Anchor Eligible Events include Statewide Maritime Mixers (except International Trade Symposium Mixer), Briefings, and the Annual Business Meeting. These reservations can be used for representatives and guests. Keep an eye out for the Anchor Eligible icon on calendar events.*



## 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:

**PO Box 3487, Norfolk, VA 23514 | Fax 757-622-6302 | [memberdesk@vamaritime.com](mailto:memberdesk@vamaritime.com)**

### Anchor Membership Opportunities

- |  |          |  |         |
|--|----------|--|---------|
| <input type="checkbox"/> Platinum Anchor | \$12,475 | <input type="checkbox"/> Silver Anchor | \$3,205 |
| <input type="checkbox"/> Golden Anchor   | \$ 6,275 | <input type="checkbox"/> Bronze Anchor | \$2,025 |

### Standard Membership Levels

- |  |         |  |
|--|---------|--|
| <input type="checkbox"/> Vessel or Marine Terminal Operations                | \$1,160 |  |
| <input type="checkbox"/> Moving Cargo or Offering Maritime-Related Services* | \$785   | <i>*warehousing, transportation, or services targeted to maritime &amp; supply chain</i> |
| <input type="checkbox"/> Business Service (other than maritime-related*)     | \$405   |  |
| <input type="checkbox"/> Non-Profit Organization                             | \$335   |  |

### Additional Representation

- |   |            |  |            |
|---|------------|--|------------|
| <input type="checkbox"/> Add a Representative | \$335 each | <input type="checkbox"/> Add a Future Leader | \$170 each |
|---|------------|--|------------|

Company/Organization Name: \_\_\_\_\_

Type of Business: \_\_\_\_\_

Primary Representative (Last, First, MI): \_\_\_\_\_

Title: \_\_\_\_\_

Primary Rep is 40 or under and wishes to participate in the Future Leader Program (no additional cost) Age: \_\_\_\_\_

Business Address: \_\_\_\_\_

City, State and Zip: \_\_\_\_\_

Company Phone: _____	Direct Phone: _____	Fax: _____
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Email: \_\_\_\_\_

Top three committee choices (see website for list): \_\_\_\_\_

Recommended by: \_\_\_\_\_

Number of Employees in Virginia: _____	USA: _____	Worldwide: _____
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Company Website: \_\_\_\_\_

Company Facebook: facebook.com/ _____	Twitter: @ _____
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Company Marketing/PR Contact: _____	Phone: _____	Email: _____
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Company HR Contact: _____	Phone: _____	Email: _____
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**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. Opt-out**

(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):		Title:	
<input type="checkbox"/> Anchor Designee Billed at \$335	Type of Business:		
<input type="checkbox"/> Add Representative Billed at \$335	Business Address:		
<input type="checkbox"/> Future Leader Billed at \$170	City, State and Zip:		Cell Phone:
	Phone:	Cell Phone:	
	Email:		
Top 3 committee choices <i>(see website for list):</i>			
Applicant Name (Last, First, MI):		Title:	
<input type="checkbox"/> Anchor Designee Billed at \$335	Type of Business:		
<input type="checkbox"/> Add Representative Billed at \$335	Business Address:		
<input type="checkbox"/> Future Leader Billed at \$170	City, State and Zip:		Cell Phone:
	Phone:	Cell Phone:	
	Email:		
Top 3 committee choices <i>(see website for list):</i>			
Applicant Name (Last, First, MI):		Title:	
<input type="checkbox"/> Anchor Designee Billed at \$335	Type of Business:		
<input type="checkbox"/> Add Representative Billed at \$335	Business Address:		
<input type="checkbox"/> Future Leader Billed at \$170	City, State and Zip:		Cell Phone:
	Phone:	Cell Phone:	
	Email:		
Top 3 committee choices <i>(see website for list):</i>			

**Once approved**, representatives will be given their login information for [www.vamaritime.com](http://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