

# VIRGINIA SHIP REPAIR ASSOCIATION



## 2018 SPONSORSHIP OPPORTUNITIES

The Virginia Ship Repair Association, in partnership with the Virginia Ship Repair Foundation, conducts outreach, awareness, and advocacy activities that strengthen the ship repair industry and improve the business environment for our members. Many of our industry-focused projects provide your company with opportunities to feature your leadership role in the industry and expand your company footprint through sponsorships.

This package was developed to give member companies a preview of sponsorship opportunities for the coming year. It is divided into two sections: the Virginia Ship Repair Association, a 501(c)(6) non-profit, and the Virginia Ship Repair Foundation, a 501 (c)(3) organization.

To take advantage of the enclosed sponsorship opportunities, please visit the VSRA website at: [www.virginiashiprepair.org/SponsorshipPackages](http://www.virginiashiprepair.org/SponsorshipPackages) or send us an e-mail at [info@VirginiaShipRepair.org](mailto:info@VirginiaShipRepair.org).

## *STRENGTH BEHIND THE FLEET*

**Virginia Ship Repair Association**  
**Virginia Ship Repair Foundation**

150 Boush Street, Suite 802  
Norfolk, VA 23510

757-233-7034  
Web: [VirginiaShipRepair.org](http://VirginiaShipRepair.org)



# VSRA SPONSORSHIP OVERVIEW

## STRENGTH BEHIND THE FLEET



VIRGINIA SHIP REPAIR ASSOCIATION

The Virginia Ship Repair Association offers many valuable sponsorship opportunities, primarily through its world-class professional seminars. These seminars provide an opportunity for employees to earn professional training credit hours, as well as network with industry peers. Content is developed by subject matter experts and industry leaders, providing an invaluable link between the material presented and the most current needs of the ship repair workforce.

### EVENT

### SPONSORSHIP OPTIONS

<b><i>Contracts Seminar Series:</i></b>	<b>Premier \$500</b>			
<b><i>Human Resources Seminar:</i></b>	<b>Premier \$500</b>	<b>Support \$250</b>		
<b><i>Safety &amp; Health Seminar:</i></b>	<b>Platinum \$1,500</b>	<b>Gold \$750</b>	<b>Silver \$500</b>	<b>Bronze \$250</b>
<b><i>Safety Suggestion Awards:</i></b>	<b>Premier \$2,500</b>			

**TO PURCHASE PACKAGES, PLEASE VISIT :**

**[WWW.VIRGINIASHIPREPAIR.ORG/SPONSORSHIPPACKAGES](http://WWW.VIRGINIASHIPREPAIR.ORG/SPONSORSHIPPACKAGES)**

# VSRF SPONSORSHIP OVERVIEW

## DEVELOPING TOMORROW'S WORKFORCE



The Virginia Ship Repair Foundation, a 501 (c)(3) non-profit, offers many valuable sponsorship opportunities. The focus of the Foundation is to assist VSRA member companies in their efforts to produce the highest quality ship repair workforce in the world. This is achieved through the creation and review of training courses, workforce development programs, and partnerships with educational institutions, workforce boards, maritime organizations, and other community groups.

### EVENT

### SPONSORSHIP OPTIONS

	<b>Platinum</b>	<b>Gold</b>	<b>Beverages</b>	<b>Social</b>
<b>31<sup>st</sup> Annual</b>	<b>\$5,000</b>	<b>\$2,500</b>	<b>\$1,000</b>	<b>\$900</b>
<b>Golf Tournament:</b>	<b>Lunch</b>	<b>Hole</b>	<b>Long Drive</b>	<b>Closest Pin</b>
	<b>\$800</b>	<b>\$550</b>	<b>\$425</b>	<b>\$425</b>
<b>LEGO Competition:</b>	<b>Lunch Presenting</b>	<b>Premier</b>	<b>Support</b>	
	<b>\$1,500</b>	<b>\$1,000</b>	<b>\$500</b>	
<b>Tradesperson of the Year Awards</b>	<b>Premier</b>			
	<b>\$2,500</b>			
<b>Race Night at Langley Speedway</b>	<b>Winner</b>	<b>Trophy</b>	<b>Pit Crew</b>	<b>Race Fan</b>
	<b>\$2,500</b>	<b>\$1,200</b>	<b>\$750</b>	<b>\$500</b>

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# STRENGTH BEHIND THE FLEET

## VIRGINIA SHIP REPAIR ASSOCIATION



## 2018 CONTRACTS SEMINAR SERIES

The Virginia Ship Repair Association Contracts Committee proudly presents the annual Contracts Seminar Series, coming in the fall. This seminar series focuses on key issues related to contracting with the Federal Government, as well as topics in Business Development, and the renowned annual Ethics & Standards of Conduct Seminar.

To take advantage of this sponsorship opportunity, please visit the VSRA website at: [www.virginiashiprepair.org/SponsorshipPackages](http://www.virginiashiprepair.org/SponsorshipPackages) or send us an e-mail at [info@VirginiaShipRepair.org](mailto:info@VirginiaShipRepair.org).

*COMING: FALL 2018*

### SPONSORSHIP LEVELS

#### **PREMIER**                      **\$500**

- *Logo placement on all event marketing (flyers, website announcements, event boards)*
- *Logo placement on projection screen during each seminar*
- *Speaking opportunity to introduce or close session*
- *Two complimentary attendees for each seminar*

### *Fast Facts:*

- Format:***                      **Four 1.5 hour sessions**
- Attendance:***              **30-75 each seminar**
- Audience:***                **Contracts & Business Professionals**
- Marketing:***                **Targeted invitations, committee meetings, & website promotion**

# STRENGTH BEHIND THE FLEET

## VIRGINIA SHIP REPAIR ASSOCIATION

### 2018 HUMAN RESOURCES PROFESSIONAL DEVELOPMENT SEMINAR



The Virginia Ship Repair Association Human Resources Committee presents the annual Human Resources Professional Development Seminar, coming in the spring. This half-day seminar covers a variety of topics essential to the HR professional, and is typically approved for three general credit hours toward PHR, SPHR, and GPHR recertification through the HR Certification Institute (HRCI), and SHRM (16-VBJM) for 3.0 PDCs for the SHRM-CP or SHRM-SCP.

To take advantage of this sponsorship opportunity, please visit the VSRA website at: [www.virginiashiprepair.org/SponsorshipPackages](http://www.virginiashiprepair.org/SponsorshipPackages) or send us an e-mail at [info@VirginiaShipRepair.org](mailto:info@VirginiaShipRepair.org).

COMING: SPRING 2018

### SPONSORSHIP LEVELS

#### **PREMIER**                      **\$500**

- *Logo placement on all event flyers, website announcements, event boards & other marketing*
- *Logo placement on event agenda and projection screen*
- *Speaking opportunity to introduce or close session*
- *Two complimentary attendees*

#### **SUPPORTING**                **\$250**

- *Logo placement on event invitations*
- *Logo on signage by refreshments*
- *Acknowledgement on event agenda and projections screen*
- *One complimentary attendee*

### Fast Facts:

- Format:**                      **Half-day session**
- Attendance:**              **Up to 200**
- Audience:**                **Human Resource Professionals**
- Marketing:**                **Targeted invitations, committee meetings, & website promotion**

# STRENGTH BEHIND THE FLEET

## VIRGINIA SHIP REPAIR ASSOCIATION

# 23<sup>RD</sup> SAFETY & HEALTH SEMINAR

***BEST IN THE NATION!***

Presented by the Safety & Environmental Committee, the Safety & Health Seminar is VSRA's largest professional seminar, and has been cited by several shipyard safety experts as the best of its kind in the country. The seminar features a dynamic day of presentations by industry safety experts, and ABIH has previously awarded CM credit which can be claimed for this event.



### *Fast Facts:*

<b><i>Format:</i></b>	<b>All-day session</b>
<b><i>Attendance:</i></b>	<b>250+</b>
<b><i>Audience:</i></b>	<b>Safety professionals, including supervisors, trainers, &amp; tradesmen</b>
<b><i>Marketing:</i></b>	<b>Membership invitations, committee meetings, website promotions</b>

**COMING: SEPTEMBER 2018**

### SPONSORSHIP LEVELS

#### **PLATINUM**

**\$1,500**

- **Primary logo placement on all marketing (invitations, 30-day web ad, agenda, event screen, presentation materials)**
- **Listed in press releases and website notice**
- **Banner placement in main room**
- **Prominent vendor table in hallway**
- **Provide remarks during afternoon session**
- **Two complimentary attendees**

#### **SILVER**

**\$500**

- **Company name on agenda & event screen**
- **Vendor table in hallway**
- **Distribution of your promotional items**

#### **GOLD**

**\$750**

- **Logo placement on event marketing (15-day web ad, agenda, event screen)**
- **Banner placement in main room**
- **Vendor table in hallway**
- **One complimentary attendee**

#### **BRONZE**

**\$250**

- **Company name on agenda**
- **Distribution of your promotional items**

# STRENGTH BEHIND THE FLEET

## VIRGINIA SHIP REPAIR ASSOCIATION



## SAFETY SUGGESTION AWARDS

The Virginia Ship Repair Association Safety Committee proudly presents the annual Safety Suggestion Awards. Safety is paramount to our industry's workforce, and VSRA wants to reward innovative ideas for safety enhancement. The Safety Suggestion Award program seeks to do just that, by giving cash awards to workers who recommend improvements that create a safer workplace for their colleagues, while also rewarding the supervisors who take notice of those improvements for implementation across the port.

To take advantage of this sponsorship opportunity, please visit the VSRA website at:  
[www.virginiashiprepair.org/SponsorshipPackages](http://www.virginiashiprepair.org/SponsorshipPackages)

## AWARDED QUARTERLY

### SPONSORSHIP LEVEL

**PREMIER**                      **\$2,500**

**LIMIT: 1 SPONSOR**

- **Logo placement on all program marketing, including on each nomination form**
- **Opportunity to present each quarterly award, as well as the annual grand prize, at general membership meetings**

### *Fast Fact:*

***Sponsorship of this program allows continued efforts to enhance workplace safety across the port, and reward innovative thinking by local Ship Repairers!***



# VIRGINIA SHIP REPAIR FOUNDATION

A 501 (C)(3) CHARITABLE NON-PROFIT

## 32<sup>ND</sup> ANNUAL GOLF TOURNAMENT

The 32<sup>nd</sup> Annual VSRF Golf Tournament will once again be held at Bayville Golf Club in Virginia Beach. For the past few years, this highly attended event has sold out in sponsorships very early in the year! To secure your foursome, consider a Platinum or Gold Sponsorship.

Remember: the VSRF is a 501 (c) (3) non-profit, so all sponsorships are tax deductible and go toward valuable initiatives that enhance and expand the future ship repair industry workforce.



### Fast Facts:

- Format:** All-day competition  
**Attendance:** 144+  
**Audience:** Industry leadership  
**Marketing:** Membership invitations & website promotions

## BAYVILLE GOLF CLUB - OCTOBER 2018

### SPONSORSHIP LEVELS

<b>PLATINUM</b>	<b>\$5,000</b>	<b>GOLD</b>	<b>\$2,500</b>
<ul style="list-style-type: none"><li>• Primary logo placement on all marketing (event board, banner, programs, event notices on website)</li><li>• 60-day web banner on VSRA homepage</li><li>• Promotional items in participant bags</li><li>• Two teams (foursomes)</li><li>• Mulligans during tournament</li></ul>		<ul style="list-style-type: none"><li>• Logo placement on all marketing (event board, banner, programs, event notices on website)</li><li>• 30-day web banner on VSRA homepage</li><li>• Promotional items in participant bags</li><li>• One teams (foursome)</li><li>• Mulligans during tournament</li></ul>	
<b>BEVERAGE CART</b>	<b>\$1,000</b>	<b>EVENING SOCIAL</b>	<b>\$900</b>
<ul style="list-style-type: none"><li>• Placard promotion on one beverage cart &amp; option to drive your sponsored cart</li><li>• Small banner in event tent</li></ul>		<ul style="list-style-type: none"><li>• Logo on signs at all social event tables near dinner buffet</li><li>• Event admission for 2 representatives to attend the Tournament (non-golfers)</li></ul>	
<b>LONGEST DRIVE</b>	<b>\$425</b>	<b>LUNCH SPONSOR</b>	<b>\$800</b>
<ul style="list-style-type: none"><li>• Placard promotion at sponsored hole</li></ul>		<ul style="list-style-type: none"><li>• Logo on lunch table and lunch boxes</li><li>• Event admission for 1 representative to attend the Tournament (non-golfer)</li></ul>	
<b>CLOSEST TO PIN</b>	<b>\$425</b>	<b>HOLE SPONSOR</b>	<b>\$550</b>
<ul style="list-style-type: none"><li>• Placard promotion at sponsored hole</li></ul>		<ul style="list-style-type: none"><li>• Placard promotion at sponsored hole</li></ul>	



# VIRGINIA SHIP REPAIR FOUNDATION

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## 12<sup>TH</sup> ANNUAL LEGO COMPETITION

The VSRF LEGO Competition is designed to build awareness of the job opportunities available to our emerging workforce, and connect STEM education to the ship repair industry. The competition is held amongst local middle schoolers, who use online LEGO CAD software to build a ship component, while learning about associated trade occupations.

Remember: the VSRF is a 501 (c) (3) non-profit, so all sponsorships are tax deductible and go toward valuable initiatives that enhance and expand the future ship repair industry workforce.



### Fast Fact:

*Sponsorship of the LEGO Competition helps offset the costs associated with holding the event, such as participant t-shirts, lunches, and awards!*

**COMING: MARCH 7, 2018**

### SPONSORSHIP LEVELS

#### **PRESENTING \$1,500**

- *All of the benefits of the Premier Sponsorship*
- *Logo on all lunch tables*
- *Acknowledgement as Presenting Sponsor, and chance to give welcome remarks*

#### **PREMIER \$1,000**

- *Primary logo placement on event marketing (school applications, event boards, website notices and projection screens)*
- *Acknowledgement in event press releases*
- *Primary logo placement on participant t-shirts*
- *Logo placement on giant award checks and opportunity to present to winners*
- *Position on judging panel*

#### **SUPPORTING \$500**

- *Logo placement on event marketing (school applications, event boards, website notices and projection screens)*
- *Acknowledgement on participant t-shirts*
- *Position on judging panel*



# VIRGINIA SHIP REPAIR FOUNDATION

A 501 (C)(3) CHARITABLE NON-PROFIT



## 12<sup>TH</sup> ANNUAL TRADESPERSON OF THE YEAR AWARDS

Established in 2006, the Virginia Ship Repair Foundation's Tradesperson of the Year Awards recognize excellence in the ship repair industry workforce. From numerous nominees, two winners are selected: a senior tradesperson with more than five years of industry experience, and a junior tradesperson with fewer than five years experience in their chosen trade field. These nominees and winners are truly the best of the best, and showcase the exemplary talent and work ethic that make Virginia's ship repairers the best in the world.

Remember: the VSRF is a 501 (c) (3) non-profit, so all sponsorships are tax deductible and go toward valuable initiatives that enhance and expand the future ship repair industry workforce.

*AWARDED: MAY 2018*

### SPONSORSHIP LEVEL

**PREMIER**                      **\$2,500**

*LIMIT: 1 SPONSOR*

- *Logo placement on all program marketing, including on each nomination form, web notice, and at the presentation luncheon*
- *Position on judging panel*
- *Opportunity to present awards at general membership meeting*
- *Opportunity to recognize winners at National Maritime Day celebration*



### Fast Fact:

*Sponsorship of this program allows continued acknowledgement of excellence in our workforce!*

# VIRGINIA SHIP REPAIR FOUNDATION

A 501 (C)(3) CHARITABLE NON-PROFIT

*Drivers, start your engines!* Ship Repair Race Night at Langley Speedway is back and better than ever! Langley Speedway in Hampton hosts this phenomenal event, which in past years has attracted over 500 industry representatives. The Speedway regularly boasts attendance of 1,500-plus local race fans, making this event a great place to advertise your company, job openings, and products. Treat your employees to a night of fun and comradery with race tickets for the whole family. You will not want to miss this action-packed Saturday night at the races!

Remember: the VSRF is a 501 (c) (3) non-profit, so all sponsorships are tax deductible and go toward valuable initiatives that enhance and expand the future ship repair workforce.

## SHIP REPAIR RACE NIGHT

**IT'S BACK!**

**JUNE 2018**



## SPONSORSHIP LEVELS

### **WINNER'S CIRCLE**      **\$2,500**

**LIMIT: 1 SPONSOR**

- **Logo placement on trackside banners, race night program, and event webpage**
- **Acknowledgement in live radio & track coverage during event**
- **Booth space at the race**
- **Serve as event Grand Marshall & present main-event race trophy**
- **Private skybox for 18, plus 200 event tickets**

### **PIT CREW**      **\$750**

- **Booth space at the race**
- **Present one undercard race trophy**
- **VSRA skybox tickets for 2, plus 100 event tickets**

### **RACE FAN**      **\$500**

- **Present one undercard race trophy**
- **50 event tickets**

### **TROPHY LEVEL**      **\$1,200**

**LIMIT: 2 SPONSORS**

- **Logo on the Race Night program & VSRA website event listing**
- **Acknowledgement in live radio & track coverage on Race Night**
- **Booth space at the race**
- **Present three undercard race trophies**
- **VSRA skybox tickets for 6, plus 150 event tickets**

#### **Fast Facts:**

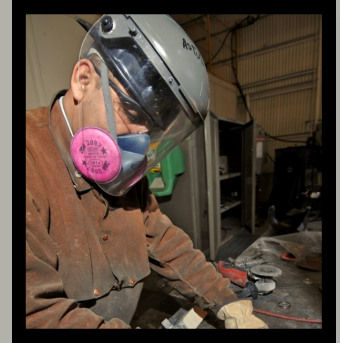
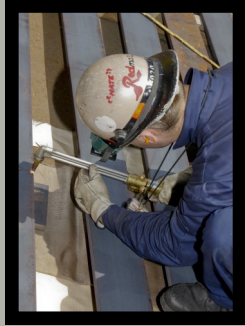
**Format:**      Saturday evening event

**Attendance:** 2000+

**Audience:**      General public, race fans  
**Marketing:**      Langley Speedway website,  
track banners, Facebook

# VIRGINIA SHIP REPAIR ASSOCIATION

## STRENGTH BEHIND THE FLEET



On behalf of our dedicated membership, the Virginia Ship Repair Association thanks you for your continued support of our valuable programs and initiatives. Each day, VSRA strives to ensure the talented men and women of the ship repair industry enjoy a safe, secure, environment in which they can continue to maintain our strong commercial fleet and keep our US Navy operating at maximum readiness.

Should you have any questions about the opportunities listed in this package, please contact our office by calling (757) 233-7034 or e-mailing us at [info@VirginiaShipRepair.org](mailto:info@VirginiaShipRepair.org).

# THANK YOU FOR YOUR SUPPORT!



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