

2009

Sponsorship Package



[THE STRENGTH BEHIND THE FLEET]

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INTRODUCTION

The Virginia Ship Repair Association conducts outreach, awareness and advocacy activities that strengthen the ship repair economy and improve the business environment for its members. These efforts help maintain relationships with elected officials, primary defense clients, media and local agencies, while strengthening the network between member companies. Many of the industry focused projects allow member companies to increase their leadership and exposure footprint through sponsorships. This package was developed to give member companies an early sponsorship choice of the activities that best match their own outreach goals. The package is divided into two sections, sponsorships for the Virginia Ship Repair Association and sponsorships for activities conducted by the Virginia Ship Repair Foundation. Please use this form to submit your sponsorship commitment for the 2009 program year, or contact us directly at 757.233.7034. You may also find this form on-line at www.VirginiaShipRepair.org on the leadership page.

Contents

2009 VSRA & VSRF Sponsorship Commitment Form	3
Virginia Ship Repair Association Sponsorships	4
WEBSITE	4
SEMINARS	4
Maritime Environmental Seminar.....	4
Annual Safety Seminar.....	4
Annual Standards of Conduct Seminar	5
Annual Contracts Committee Seminar	5
Annual Human Resources Committee Seminar.....	5
DAY on the HILL.....	6
Virginia Ship Repair Foundation Sponsorships	7
501(c)(3) Educational Foundation	7
GOLF TOURNAMENT	7
3 rd Annual LEGO Competition	7
Technical Education Equipment Grant	8



2009 VSRA & VSRF Sponsorship Commitment Form

Please fax or email this information to: VSRA 757.233.7035 or Josephine Anderson at janderson@virginiashiprepair.org. For more information on how to match your company's mission to our industry activities please contact Michelle Carrera at mcarrera@virginiashiprepair.org.

Company Name:	
Point of Contact:	
Email Address:	

Circle Sponsorship Choice(s):

	Level 1	Level 2	Level 3	In-Kind
Website	Home Page: 800.00	Job Board: 400.00	---	
VSRA/VMA Environmental Seminar	Premier: 750.00	Supporting: 500.00	Exhibitor: 250.00	
Annual Safety Seminar	Platinum: \$2500	Gold: \$1500	Silver: \$1000.00 Bronze: \$500.00	
Annual Standards of Conduct Seminar	Premier: 750.00	Supporting: 250.00	---	
Annual Contracts Seminar	Premier: 500.00	Supporting: 175.00	---	
Annual HR Seminar	Premier: 500.00	Supporting: 175.00	---	
Day on the Hill	Industry Education: 150.00	---	---	Venue
Annual Golf Tournament	Platinum: 5000.00	Gold: 2500.00	Silver: 1250.00	
	Hole Sponsor: 500.00	Beverage Cart: 750.00	Longest Drive: 400.00	
	Closest to the Pin: 400.00	Individual Player: 225.00	---	
LEGO Ship Repair Competition	Premier: 2500.00	Supporting: 1200.00	---	
New Tradesman Equipment Grant	Supporting: 150.00			

Thank you for your support! If you have ideas on how we can better serve the ship repair industry, or enhance the sponsorship packages we offer please contact us. By working together we ensure that ship repair remains a vital part of our economy in the Commonwealth of Virginia!

Virginia Ship Repair Association Sponsorships

WEBSITE

The website, [www.VirginiaShipRepair](http://www.VirginiaShipRepair.com) Association is primarily accessed by members and contains a rich store of information, tools and news. This website has become a highly frequented resource for members who are looking for industry news, training, event registration and organizational information. In addition, the site provides a portal to QA Audits and houses records of the activities conducted by the six VSRA committees. Plans for the website include: launching an integrated industry job board, housing tools for determining workforce demand and turnover metrics, providing a master directory of industry links and delivering on-line training. Sponsorships help offset these development costs and provide excellent exposure to the industry for our members.

Website Sponsorships

Home Page Sponsor: \$800.00

Primary logo placement on the VSRA Home Page for one calendar month.

Workforce Job Page: \$400.00

Primary logo placement and featured job announcement with a brief company overview for one calendar month.

SEMINARS

VSRA hosts three targeted seminars each year for the benefit of its members. These seminars provide both an opportunity for employees to earn professional training credit hours, as well as network with their peers in the region. The seminars are highly rated by attendees, and the content is developed by committees from the industry, which strengthens the link between the subject matter covered and the needs of our member companies to have employees well-versed in those areas.

Maritime Environmental Seminar

October 2009

Attendance: 75

Target Audience: Environmental and Safety Staff

Duration: ½ Day

Marketing: Mailed invitations to VSRA and VMA, website ads, emailed notices

Premier Sponsor: \$750

Primary logo placement on all marketing, event boards, banners and projection screen in main seminar room, plus access to placement of promotional materials in participant materials and logo placement next to the event notice on the website.

Supporting Sponsor: \$500.00

Secondary logo placement on all marketing, event boards and banners, plus text acknowledgement in the event description on the website.

Exhibitor Sponsor: \$250.00

One 8x8 dressed table with optional electrical access as available at the event.

Annual Safety Seminar

October 2009

Attendance: 140

Target Audience: Safety Managers, Supervisors and Trainers

Duration: All day event

Marketing: Mailed invitations, website announcements, email invitations

Platinum Sponsor: \$2500.00

Primary logo placement on all marketing, event boards, banners and projection screen in main seminar room, plus access to placement of promotional materials in participant materials and logo placement next to the event notice on the website, sponsor credit on two inter-conference sessions, vendor table inside main conference room.

Gold Sponsor: \$1500.00

Secondary logo placement on all marketing, event boards and banners, plus text acknowledgement in the event description on the website, sponsor credit on one inter-conference session, vendor table in hallway.

Silver Sponsors: \$1000.00

Footer placement of logo 25% of the VSRA logo size, name recognition on agenda, vendor table in hallway.

Bronze Sponsors: \$500.00

Logo 25% of the VSRA logo size, displayed on external screen, name recognition on agenda

Annual Standards of Conduct Seminar

Attendance: 100

Target Audience: Ship Repair Industry Leadership and Management

Duration: ½ day

Marketing: Targeted email invitations and website promotion

Premier Sponsor: \$750.00

Primary logo placement on all marketing, event boards, banners and projection screen in main seminar room, plus access to placement of promotional materials in participant materials and logo placement next to the event notice on the website.

Supporting Sponsor: \$250.00

Secondary logo placement on all marketing, event boards and banners, plus text acknowledgement in the event description on the website.

Annual Contracts Committee Seminar

Attendance: 50

Target Audience: Contracts Professionals

Duration: ½ day

Marketing: Targeted email invitations and website promotion

Premier Sponsor: \$500.00

Primary logo placement on all marketing, event boards, banners and projection screen in main seminar room, plus access to placement of promotional materials in participant materials and logo placement next to the event notice on the website.

Supporting Sponsor: \$175.00

Secondary logo placement on all marketing, event boards and banners, plus text acknowledgement in the event description on the website.

Annual Human Resources Committee Seminar

Attendance: 50

Target Audience: HR Professionals in the Ship Repair Industry

Duration: ½ day

Marketing: Targeted email invitations and website promotion

Premier Sponsor: \$500.00

Primary logo placement on all marketing, event boards, banners and projection screen in main seminar room, plus access to placement of promotional materials in participant materials and logo placement next to the event notice on the website.

Supporting Sponsor: \$175.00

Secondary logo placement on all marketing, event boards and banners, plus text acknowledgement in the event description on the website.

DAY on the HILL

Each year in January VSRA partners with other organizations to participate in a Day on the Hill in Washington D.C. VSRA hosts a cocktail reception for legislators, military advisors and administration officials.

Venue Sponsor: In-kind

Promotion at the event of the sponsoring venue host.

Industry Education Sponsors: \$150.00

Logo placement on educational materials provided to attendees during visits with officials and at the event.

Virginia Ship Repair Foundation Sponsorships

501(c)(3) Educational Foundation

GOLF TOURNAMENT

August 2009

The VSRA Golf Tournament is played at the Bayville Golf Course and is an in-demand event. Teams sign-up early and there is always a waiting list. Team slots are reserved for sponsors for a short period, so sponsorship is one way to ensure your position.

Attendance: 144

Target Audience: Ship Repair Industry Leadership

Duration: All Day

Marketing: Mailed invitations, targeted email invitations and website promotion

Platinum Sponsor: \$5000.00

Primary logo placement on all marketing, event boards, banners and programs, plus access to placement of promotional materials in participant bags and logo placement next to the event notice on the website. 2 Foursomes, mulligans.

Gold Sponsor: \$2500.00

Secondary logo placement on all marketing, event boards and banners, plus text acknowledgement in the event description on the website. 1 Foursome, mulligans.

Silver Sponsor: \$1250.00

Name on banners, plus text acknowledgement in the event description on the website. 2 golfers, mulligans.

Hole Sponsorships: \$500.00

Placard promotion at sponsored hole.

Beverage Cart Sponsorships: \$750.00

Placard promotion on beverage cart, option to drive your sponsored cart, small banner.

Longest Drive Sponsor: \$400.00

Placard at Hole

Closest to Pin Sponsor: \$400.00

Placard at Hole

Individual Player: \$225.00

3rd Annual LEGO Competition

April 2009

The Lego Competition began with two pilot teams in 2007, and increased to five teams in 2008. The event was so successful that VSRF has already received calls from other school districts that want to participate in 2009. This is wonderful news for the industry as we try to build awareness of the job opportunities available to our emerging workforce. However, the increase in participation will significantly affect the costs associated with holding the event. Sponsorships help pay for T-Shirts, school awards and the competition venue.

Premier Sponsor: \$2500.00

Primary logo placement on applications, t-shirts and event boards. Text acknowledgement on the website and in press releases. Position on the Judge's panel and announcement of the winners at the event.

Supporting Sponsor: \$1200.00

Logo placement on applications and event boards. Text acknowledgement on the website. Position on the judge's panel.

TEAM SPONSOR: Assignment of one volunteer to work with a team on their design and presentation. (Estimated 10 hours of volunteer time.)Team sponsors may also choose to host a pizza party for the team once the competition is over to celebrate the work the students did on their projects, regardless of their ranking in the competition.

Technical Education Equipment Grant

Year Round

VSRF provides for four \$500.00 awards each year to graduates of technical certifications in trade areas, such as welding, electrical and ship fitting. Students who accept and begin employment with a VSRA ship repair member company are eligible. Awardees are evaluated by nomination from the hiring company and submission of a career and continuing education plan.

Supporting Sponsors: \$150.00

Logo placement on award application materials, company employment information in student outreach packages.