

2020 SPONSORSHIP OPPORTUNITIES



STRENGTH BEHIND THE FLEET

WWW.VIRGINIASHIPREPAIR.ORG

101 West Main St, Ste 5500 ● Norfolk, Virginia 23510 ● 757-233-7034



WHY SPONSOR?

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 member companies and beyond. Many of our industry-focused projects will provide your company with opportunities to feature your leadership role in the industry, and expand your company's footprint through creative sponsorship opportunities.

This package was developed to give member companies a preview of sponsorship opportunities for the coming year.

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.



**VIRGINIA SHIP REPAIR
ASSOCIATION**

VIRGINIA SHIP REPAIR FOUNDATION

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.



**VIRGINIA SHIP REPAIR
FOUNDATION**

To take advantage of the enclosed sponsorship opportunities

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A WORD FROM OUR PRESIDENT

Valued VSRA Members,

Thank you for your support of the Virginia Ship Repair Association and Virginia Ship Repair Foundation, and for considering sponsorship of our programs. We always strive to provide the highest possible quality in everything we do. Our ultimate goal is always to support you – our Members – and the proud, passionate, patriotic men and women of the Ship Repair industry. None of that would be possible without the generous support of our sponsors.

Sponsorship of Foundation programs, such as our world-class golf tournament which is entering its 34th year, provides us the resources to reach students, educators, and community members across Hampton Roads and the Commonwealth. In 2019, Foundation volunteers reached more than 16,000 individuals. That's a staggering number made possible by VSRA Members who volunteer their time and support our programs through sponsorship.

We hope you'll consider one of the sponsorship package options listed here. Whether it is a professional development seminar, our renowned Safety & Health expo, or a night out at the racetrack, we guarantee that your sponsorship and participation will be met with the high quality you expect from your Virginia Ship Repair Association. On behalf of the entire Association staff, thank you for your continued dedication and support.

With my utmost respects,



Bill Crow,
President, Virginia Ship Repair Association &
Executive Director, Virginia Ship Repair Foundation



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2019 EVENT SPONSORS

ACCURATE MARINE ENVIRONMENTAL, LLC
ADVANCE SAFETY EQUIPMENT CO.
ADVANCE INTEGRATED TECHNOLOGIES
AEROTEK
AIR SYSTEMS INTERNATIONAL, INC.
AMERICAN MARITIME MODERNIZATION ASSOCIATION
AMERI-FORCE
AMP UNITED
APPLIED TECHNICAL SERVICES, INC.
AVOLER GROUP, LLC
BAE SYSTEMS
BAY METALS & FABRICATION, LLC (BMF)
BDO USA, INC.
BEACH COMMERCIAL FINANCE
C.E. THURSTON
CAPITOL FINISHES, INC.
CLEANSPEACE TECHNOLOGY
COLLINS MACHINE WORKS
COLONNA'S SHIPYARD
CRAFT AND TECHNICAL SOLUTIONS, LLC
CROFTON INDUSTRIES
CTR CORPORATION
CURTISS WRIGHT FLEET SOLUTIONS
DIXON HUGHES GOODMAN
DOMINION PHYSICAL THERAPY
EAST COAST REPAIR & FABRICATION INC.
ELECTRIC MOTOR & CONTRACTING CO., INC.
EPSILON SYSTEMS SOLUTIONS, INC.
FAIRLEAD INTEGRATED
FALLTECH
FIREICE SOLUTIONS, LLC
G2 OPS
GENERAL DYNAMICS NASSCO - NORFOLK
HAMPTON ROADS WORKFORCE COUNCIL
HAMPTON RUBBER COMPANY
HII FLEET SUPPORT GROUP LLC
HUNTINGTON INGALLS FLEET SUPPORT GROUP
HYVAL INDUSTRIES, INC.
INTERNATIONAL FLOORING
INTERNATIONAL MARINE & INDUSTRIAL APPLICATORS, LLC
JAMES A. KELLEY & ASSOC

JOHNSON CONTROLS NAVY MARINE
JO-KELL
KAUFMAN & CANOLES
LIGNUM VITAE NORTH AMERICA, LLC
LYON SHIPYARD
METROPOLITAN SOLUTIONS
MHI SHIP REPAIR AND SERVICES
MOLDEX-METRIC INC.
MSA - THE SAFETY COMPANY
NETWORK INDUSTRIES
NEWPORT NEWS SHIPBUILDING
NORFOLK PHYSICAL THERAPY
NORTON SANDBLASTING EQUIPMENT
OBBCO SAFETY & SUPPLY
OLD POINT NATIONAL BANK
ON-POINT, LLC
PAR MARINE SERVICES
PNC BANK
PRISM MARITIME, LLC
Q.E.D. SYSTEMS, INC.
RAPID PREP, LLC
SALES SOLUTIONS, INC.
SHIPYARD STAFFING
SIGNAL ADMINISTRATION
STANLEY BLACK & DECKER
TAYLOR MADE DIAGNOSTICS
TECNICO CORPORATION
THE AMERICAN EQUITY UNDERWRITERS, INC.
THERMCOR INC.
TIDEWATER STAFFING
TITAN TALENT DEVELOPMENT, LLC
ULG MARINE
UNITED SCRAP METAL
VANDEVENTER BLACK
VANWIN COATING
VENTURE DYNAMICS
WALL, EINHORN & CHERNITZER PC
WALMAN OPTICAL COMPANY
WARTSILA DEFENSE INC.
WELLS FARGO
WILCOX SAVAGE
WILLIAMS MULLEN
3M OCCUPATIONAL HEALTH & SAFETY

To take advantage of the enclosed sponsorship opportunities

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2020 SPONSORSHIP OVERVIEW

VIRGINIA SHIP REPAIR ASSOCIATION STRENGTH BEHIND THE FLEET

CONTRACTS SEMINAR SERIES	GOLD \$750	SILVER \$500		
HUMAN RESOURCES SEMINAR	PLATINUM \$750	GOLD \$500	SILVER \$250	
SAFETY & HEALTH SEMINAR	PLATINUM \$1,500	GOLD \$750	SILVER \$500	BRONZE \$250
SAFETY SUGGESTION AWARDS	PREMIER \$2,500			

VIRGINIA SHIP REPAIR FOUNDATION DEVELOPING TOMORROW'S WORKFORCE

34TH ANNUAL GOLF TOURNAMENT	PLATINUM \$5,000	GOLD \$2,750	BEVERAGE CART \$1,250	EVENING SOCIAL \$1,250
	• MORE SPONSORSHIP LEVELS ENCLOSED			
14TH ANNUAL LEGO COMPETITION	PLATINUM \$1,500	GOLD \$1,000	SILVER \$500	
TRADESPERSON OF THE YEAR AWARD	PRESENTING \$5,000			
RACE NIGHT AT LANGLEY SPEEDWAY	PLATINUM \$1,750	GOLD \$1,000	SILVER \$500	

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2020 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.

QUICK GLANCE

FORMAT: FOUR 1.5 HOUR SESSIONS

ATTENDANCE: 30 - 75 EACH SEMINAR

AUDIENCE: CONTRACTS & BUSINESS PROFESSIONALS

MARKETING: TARGETED INVITATIONS, COMMITTEE MEETINGS, & WEBSITE PROMOTIONS

\$750

**GOLD LEVEL
SPONSOR**

- LOGO PLACEMENT ON ALL EVENT MARKETING (FLYERS, WEBSITE, ANNOUNCEMENT, EVENT BOARDS)
- LOGO PLACEMENT ON PROJECTION SCREEN DURING EACH SEMINAR
- TWO COMPLIMENTARY ATTENDEES FOR EACH SEMINAR
- SPEAKING OPPORTUNITY

- LOGO PLACEMENT ON ALL EVENT MARKETING (FLYERS, WEBSITE, ANNOUNCEMENT, EVENT BOARDS)
- LOGO PLACEMENT ON PROJECTION SCREEN DURING EACH SEMINAR
- ONE COMPLIMENTARY ATTENDEE FOR EACH SEMINAR

\$500

**SILVER LEVEL
SPONSOR**

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2020 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 through HR Certification Institute and SHRM.

QUICK GLANCE

FORMAT: HALF-DAY SESSION

ATTENDANCE: UP TO 200

AUDIENCE: HUMAN RESOURCE PROFESSIONALS

MARKETING: TARGETED INVITATIONS, COMMITTEE MEETINGS, & WEBSITE PROMOTIONS

\$750

**PLATINUM LEVEL
SPONSOR**

- PROMINENTLY PLACED VENDOR TABLE WITH ACCESS TO POWER
- LOGO PLACEMENT ON ALL FLYERS, WEBSITE ANNOUNCEMENTS, EVENT BOARDS, & OTHER MARKETING
- LOGO PLACEMENT ON EVENT AGENDA AND PROJECTION SCREEN
- SPEAKING OPPORTUNITY TO INTRODUCE OR CLOSE SESSION
- THREE COMPLIMENTARY ATTENDEES

- VENDOR TABLE
- LOGO PLACEMENT ON ALL EVENT FLYERS, WEBSITE ANNOUNCEMENTS, EVENT BOARDS, & OTHER MARKETING
- LOGO PLACEMENT ON EVENT AGENDA AND PROJECTION SCREEN
- TWO COMPLIMENTARY ATTENDEES

\$500

**GOLD LEVEL
SPONSOR**

\$250

**SILVER LEVEL
SPONSOR**

- LOGO PLACEMENT ON ALL FLYERS, WEBSITE ANNOUNCEMENTS, EVENT BOARDS, & OTHER MARKETING
- LOGO ON SIGNAGE BY REFRESHMENTS
- ACKNOWLEDGEMENT ON EVENT AGENDA AND PROJECTION SCREENS
- ONE COMPLIMENTARY ATTENDEE

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25TH SAFETY & HEALTH SEMINAR

Presented by the Virginia Ship Repair Association 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.

To take advantage of the enclosed sponsorship opportunities

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25TH SAFETY & HEALTH SEMINAR

QUICK GLANCE

FORMAT: ALL-DAY SESSION

ATTENDANCE: 250 +

AUDIENCE: SAFETY PROFESSIONALS, INCLUDING SUPERVISORS, TRAINERS, & TRADESPERSON

MARKETING: TARGETED INVITATIONS, COMMITTEE MEETINGS, & WEBSITE PROMOTIONS

\$1,500

**PLATINUM LEVEL
SPONSOR**

- 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 THE ARENA
- PROVIDE REMARKS DURING AFTERNOON SESSION
- THREE COMPLIMENTARY ATTENDEES

- LOGO PLACEMENT ON EVENT MARKETING (15-DAY WEB AD, AGENDA, EVENT SCREEN)
- BANNER PLACEMENT IN MAIN ROOM
- VENDOR TABLE IN THE ARENA
- ONE COMPLIMENTARY ATTENDEE

\$750

**GOLD LEVEL
SPONSOR**

\$500

**SILVER LEVEL
SPONSOR**

- COMPANY NAME ON AGENDA & EVENT SCREEN
- VENDOR TABLE IN THE ARENA
- DISTRIBUTION OF YOUR PROMOTIONAL ITEMS

- COMPANY NAME ON AGENDA

- DISTRIBUTION OF YOUR PROMOTIONAL ITEMS

\$250

**BRONZE LEVEL
SPONSOR**

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SAFETY SUGGESTION AWARD PROGRAM



The Virginia Ship Repair Association Safety Committee proudly presents the Annual Safety Suggestion Awards. The Safety Suggestion Award Program seeks to award employees of VSRA member companies who recommend improvements that create a safer workplace!

The Safety Suggestion Award is a quarterly cash award. Nominees are only recommended by their superiors on a quarterly basis and a yearly award winner is selected from quarterly award winners. The Safety Suggestion Award Program also rewards the nominators who take part in those improvements for implementation across the port.

WHY SAFETY?

Safety is paramount to our industry's workforce, and VSRA wants to reward innovative ideas for safety enhancement. These safety ideas become useful safety suggestions that other VSRA member companies can use to improve safety in their work environment to help ensure employees go home safely to their families at the end of their workshift.

PRESENTING SPONSORSHIP OPPORTUNITY:

Thank you Stanley Black & Decker for leading our safety initiative and being the Virginia Ship Repair Association Safety Suggestion Awards' Presenting Sponsor.

StanleyBlack&Decker

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14TH 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. Sponsorship of this program allows continued acknowledgement of excellence in our workforce!

PRESENTING SPONSORSHIP OPPORTUNITY:

Thank you PNC Bank for being our 14TH Annual Tradesperson of the Year Awards' Presenting Sponsor. Your generous contribution will allow us to continue recognizing excellence in the ship repair industry workforce.



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34TH ANNUAL GOLF TOURNAMENT

The 34TH Annual VSRF Golf Tournament will once again be held at Bayville Golf Club in Virginia Beach in October 2020. This all day event is highly attended by industry leadership and serves as a great way to promote your company's goods/services. VSRF is a 501(c)(3) non-profit, all sponsorships are tax-deductible and go toward valuable initiatives that enhance and expand the future ship repair industry workforce. For the past few years, this event has sold out very early in the year! To secure your team of four, consider a Platinum or Gold Sponsorship.

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34TH ANNUAL GOLF TOURNAMENT

\$5,000

PLATINUM LEVEL
SPONSOR

- PRIMARY LOGO PLACEMENT ON ALL MARKETING MATERIAL
- 60-DAY WEB BANNER ON VSRA HOMEPAGE
- PROMOTIONAL ITEMS IN PARTICIPANT BAGS
- TWO TEAMS (FOURSOME)
- MULLIGANS DURING TOURNAMENT

- LOGO PLACEMENT ON ALL MARKETING MATERIAL
- 30-DAY WEB BANNER ON VSRA HOMEPAGE
- PROMOTIONAL ITEMS IN PARTICIPANT BAGS
- ONE TEAM (FOURSOME)
- MULLIGANS DURING TOURNAMENT

\$2,750

GOLD LEVEL
SPONSOR

\$1,250

BEVERAGE CART

PLACECARD PROMOTION
ON ONE BEVERAGE CART
&
SMALL BANNER IN
EVENT TENT

\$1,250

EVENING SOCIAL

LOGO ON SIGNS AT ALL
SOCIAL EVENT TABLES
&
SMALL BANNER IN
EVENT TENT

\$1,000

LUNCH SPONSOR

LOGO ON TABLE AND
LUNCH BOXES
&
ADMISSION FOR 1
REPRESENTATIVE
(NON-GOLFER)

\$500

LONGEST DRIVE

PLACECARD PROMOTION
AT SPONSORED HOLE

CLOSEST TO PIN
\$500

\$750

HOLE SPONSOR W/ HOSPITALITY

PLACECARD PROMOTION
AT SPONSORED HOLE

HOLE SPONSOR
\$500

\$750

CART SPONSOR

PLACECARD PROMOTION
AT BAR OR ON CART

STARTER BAR
\$500

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14TH 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 among local middle-school students, who use online LEGO CAD software to build a ship component, while learning about associated trade occupations. Sponsorship of the LEGO Competition helps offset the cost associated with holding the event, such as participant t-shirts, lunches, and awards!

\$1,500

PLATINUM LEVEL
SPONSOR

- PRIMARY LOGO PLACEMENT ON EVENT MARKETING MATERIAL
- LOGO ON ALL LUNCH TABLES
- OPPORTUNITY TO PRESENT OPENING REMARKS AND WINNERS

\$1,000

GOLD LEVEL
SPONSOR

- PRIMARY LOGO PLACEMENT ON EVENT MARKETING MATERIAL
- MENTIONS IN EVENT PRESS RELEASE
- LOGO PLACEMENT ON PARTICIPANT T-SHIRTS

\$500

SILVER LEVEL
SPONSOR

- LOGO PLACEMENT ON EVENT MARKETING MATERIAL
- ACKNOWLEDGEMENT ON PARTICIPANT T-SHIRT
- POSITION ON JUDGING PANEL

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SHIP REPAIR RACE NIGHT



Drivers, start your engines! Langley Speedway in Hampton hosts this phenomenal event, which in past years has attracted over 500 industry representatives. The Speedway regularly boasts attendance of 3,000-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!

\$1,750

PLATINUM LEVEL
SPONSOR
LIMIT: 5

- LOGO ON THE RACE NIGHT PROGRAM & WEBSITE EVENT LISTING
- LIVE RADIO & TRACK COVERAGE ON RACE NIGHT ADVERTISEMENT
- BOOTH SPACE AT THE RACE
- PRESENT UNDERCARD RACE TROPHIES
- VSRA SKYBOX TICKETS FOR 4, PLUS 150 EVENT TICKETS

\$1,000

GOLD LEVEL
SPONSOR

- BOOTH SPACE AT THE RACE
- LIVE RADIO & TRACK COVERAGE ON RACE NIGHT ADVERTISEMENT
- PRESENT UNDERCARD RACE TROPHY
- LOGO ON VSRA WEBSITE
- VSRA SKYBOX TICKETS FOR 2, PLUS 100 EVENT TICKETS

- LIVE RADIO & TRACK COVERAGE ON RACE NIGHT ADVERTISEMENT
- 50 EVENT TICKETS

\$500

SILVER LEVEL
SPONSOR

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VIRGINIA SHIP REPAIR ASSOCIATION



VIRGINIA SHIP REPAIR FOUNDATION

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.



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