

# 2022 SPONSORSHIP OPPORTUNITIES



**VIRGINIA SHIP REPAIR**  
ASSOCIATION

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**STRENGTH BEHIND THE FLEET**

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

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



# A WORD FROM THE VSRA PRESIDENT

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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, provides critical resources to reach students, educators, and community members across Hampton Roads and the Commonwealth. Through the years, Foundation volunteers have reached tens of thousands of individuals - a feat made possible by VSRA Members who volunteer their time and support to our programs through sponsorship.

This year, we have added two exciting new opportunities. Sponsorship of our annual Membership Social, an evening networking event, supports a fun night of Ship Repair camaraderie (and maybe a few "adult" beverages). We have also added a VIP Summer Event Sponsorship which gives you front-row access to both Ship Repair Race Night and Soccer Night - great events for recruitment!

We hope you'll consider one (or more) of the sponsorship options listed here. Whether it is a professional development seminar, our renowned Safety & Health expo, or a Saturday night out at the races, 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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# WHY SPONSOR?

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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 provide your company with the opportunity to feature your leadership role in the industry and expand your organization's visibility. This package was developed to give member companies a preview of the sponsorship opportunities available in 2022.



**VIRGINIA SHIP REPAIR  
ASSOCIATION**

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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 and 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  
FOUNDATION**

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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, and other community groups.

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## STRENGTH BEHIND THE FLEET

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# THANK YOU 2021 EVENT SPONSORS!

3M Occupational Health & Safety  
Accurate Marine Environmental, LLC  
Advance Safety Equipment Co.  
Advanced Integrated Technologies (AIT)  
Aerotek, Inc.  
AFLAC  
Air Systems International, Inc.  
Ameri-Force Craft Services  
AMP United LLC  
Anchor Sandblasting and Coatings  
Applied Technical Services, Inc.  
Auxiliary Systems, Inc.  
Avoler Group, LLC  
BAE Systems Norfolk Ship Repair  
Bay Metals & Fabrication, LLC  
BDO USA, LLP  
Brady Corporation  
C.E. Thurston & Sons  
Capitol Finishes, Inc.  
Coastal Marine Services, Inc.  
Collins Machine Works  
Colonna's Shipyard  
Comrent International  
Crofton Diving Corporation  
CTG - Crestwood Technology Group  
CTR Corporation  
Discovery Democracy LLC  
Dominion Physical Therapy  
East Coast Repair & Fabrication, Inc.  
Electric Motor & Contracting  
Fox Pest Control  
G2 Ops  
General Dynamics NASSCO - Norfolk  
GLOTECH Inc.  
GVS Filtration Inc  
Hampton Roads Workforce Council  
HEPACO, LLC  
HII Fleet Support Group LLC  
HKA Enterprises  
Hunton Andrews Kurth  
HYTORC Virginia  
HyVal Industries, Inc.  
Incredible Supply and Logistics  
Integrity Staffing Services  
Jackson Lewis PC  
James A. Kelley & Associates  
Johnson Controls Building Automation Systems  
Jo-Kell, Inc.  
JRF Ship Repairs, LLC

Kaufman & Canoles  
Kimberly-Clark  
KITCO Fiber Optics  
Lyon Shipyard  
Marcom Services, LLC  
Marine Equipment Supply  
Marine Specialty Painting  
Metropolitan Solutions  
MHI Ship Repair and Services  
Mode5  
MSA - The Safety Company  
Nationwide Skilled Trades  
Network Industries Ltd.  
Newport News Shipbuilding  
Norton Sandblasting Equipment  
NSC Technologies, LLC  
OBBCO Safety & Supply, Inc.  
Old Dominion University  
On Point, LLC  
Papco, Inc.  
Pivot Physical Therapy  
PNC Bank  
Prillaman Crane and Rigging Inc.  
Prism Maritime, LLC  
Q.E.D. Systems, Inc.  
Roxtec, Inc  
Seager Mechanical Systems, LLC  
Shipyard Staffing LLC  
Signal Administration  
Southcoast Welding & Manufacturing, LLC  
Spec Rescue  
Stanley Black & Decker  
Surface Technologies Corporation  
Surge Force LLC  
Taylor Machine Works, Inc.  
Taylor Made Diagnostics  
Tecnico Corporation  
The American Equity Underwriters  
The GBS Group  
The Warehouse Rentals and Supplies  
Thermcor Inc.  
Tidewater Staffing  
Top Guard  
Vandeventer Black LLP  
Venture Dynamics Enterprises, Inc.  
Wagner Macula and Retina Center  
Wall, Einhorn & Chernitzer, PC  
Williams Mullen  
ZOLL Medical Corporation



# 2022 SPONSORSHIP OVERVIEW

## VIRGINIA SHIP REPAIR ASSOCIATION STRENGTH BEHIND THE FLEET

|                            |                       |                     |                 |                 |
|----------------------------|-----------------------|---------------------|-----------------|-----------------|
| CONTRACTS SEMINAR SERIES   | GOLD<br>\$750         | SILVER<br>\$500     |                 |                 |
| HUMAN RESOURCES SEMINAR    | GOLD<br>\$750         | SILVER<br>\$500     |                 |                 |
| SAFETY & HEALTH SEMINAR    | PLATINUM<br>\$1,500   | GOLD<br>\$750       | SILVER<br>\$500 | BRONZE<br>\$250 |
| SAFETY SUGGESTION AWARDS   | PRESENTING<br>\$2,500 |                     |                 |                 |
| SUMMER MEMBER SOCIAL EVENT | BAR<br>\$2,500        | PLATINUM<br>\$1,250 | GOLD<br>\$750   | SILVER<br>\$500 |

## VIRGINIA SHIP REPAIR FOUNDATION DEVELOPING TOMORROW'S WORKFORCE

|                                 |                       |                     |                 |                 |
|---------------------------------|-----------------------|---------------------|-----------------|-----------------|
| 36TH VSRF GOLF TOURNAMENT       | PLATINUM<br>\$5,000   | GOLD<br>\$2,750     | + MANY MORE!    |                 |
| 16TH ANNUAL LEGO COMPETITION    | PLATINUM<br>\$1,500   | GOLD<br>\$1,000     | SILVER<br>\$500 |                 |
| TRADESPERSON OF THE YEAR AWARDS | PRESENTING<br>\$5,000 |                     |                 |                 |
| SHIP REPAIR RACE NIGHT          | SUMMER VIP<br>\$2,500 | PLATINUM<br>\$1,750 | GOLD<br>\$1,000 | SILVER<br>\$500 |

STRENGTH BEHIND THE FLEET



# 2022 CONTRACTS SEMINAR SERIES

Each fall, the Virginia Ship Repair Association Contracts Committee proudly presents the annual Contracts Seminar Series. This series of informational seminars focuses on key issues related to contracting with the federal government as well as topics in business development, and features the renowned annual Ethics & Standards of Conduct Seminar.

## QUICK GLANCE

- FORMAT:** FOUR 1.5 HOUR SESSIONS & NETWORKING RECEPTIONS
- ATTENDANCE:** 30 - 75 EACH SEMINAR
- AUDIENCE:** CONTRACTS & BUSINESS PROFESSIONALS
- MARKETING:** TARGETED INVITATIONS, ANNOUNCEMENTS, WEBSITE PROMOTION

**\$750**  
**GOLD LEVEL  
SPONSOR**

- LOGO PLACEMENT ON EVENT MARKETING ITEMS
- LOGO ON SCREEN DURING EACH SEMINAR
- TWO COMPLIMENTARY ATTENDEES AT EACH SEMINAR
- OPPORTUNITY TO PROVIDE SPONSOR REMARKS

- LOGO PLACEMENT ON EVENT MARKETING ITEMS
- LOGO ON SCREEN DURING EACH SEMINAR
- ONE COMPLIMENTARY ATTENDEE AT EACH SEMINAR

**\$500**  
**SILVER LEVEL  
SPONSOR**

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# 2022 HUMAN RESOURCES

## PROFESSIONAL DEVELOPMENT SEMINAR

Each spring, the Virginia Ship Repair Association Human Resources Committee presents the annual Human Resources Professional Development Seminar. This seminar covers a variety of topics essential to the HR professional, and is typically approved for three general credit hours through the HR Certification Institute and SHRM.

### QUICK GLANCE

**FORMAT: HALF-DAY SESSION WITH FOUR FEATURED SPEAKERS**

**ATTENDANCE: 100 +**

**AUDIENCE: HUMAN RESOURCE PROFESSIONALS**

**MARKETING: TARGETED INVITATIONS, ANNOUNCEMENTS, WEBSITE PROMOTION**

**\$750**  
**GOLD LEVEL  
SPONSOR**

- PROMINENTLY PLACED VENDOR TABLE IN EVENT EXPO
- LOGO PLACEMENT ON EVENT MARKETING ITEMS
- LOGO ON AGENDA & PROJECTION SCREEN
- TWO COMPLIMENTARY SEMINAR ATTENDEES

- VENDOR TABLE IN EVENT EXPO
- LOGO PLACEMENT ON EVENT MARKETING ITEMS
- LOGO ON SCREEN DURING SEMINAR
- ONE COMPLIMENTARY SEMINAR ATTENDEE

**\$500**  
**SILVER LEVEL  
SPONSOR**

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## STRENGTH BEHIND THE FLEET

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# 26TH SAFETY & HEALTH SEMINAR

The annual Safety & Health Seminar is VSRA's largest professional seminar, featuring a dynamic day of presentations by industry safety experts. ABIH has previously awarded CM credit which can be claimed for this event.

## QUICK GLANCE

**FORMAT:** ALL-DAY EVENT WITH A VARIETY OF INFO SESSIONS

**ATTENDANCE:** 250 +

**AUDIENCE:** SAFETY PROFESSIONALS, SUPERVISORS, TRADESPEOPLE

**MARKETING:** TARGETED INVITATIONS, ANNOUNCEMENTS, WEBSITE PROMOTION

**\$1,500**

**PLATINUM LEVEL  
SPONSOR**

- PRIMARY LOGO PLACEMENT ON EVENT MARKETING ITEMS
- PROMINENT BANNER PLACEMENT IN MAIN ROOM
- PROMINENT VENDOR TABLE IN THE ARENA
- OPPORTUNITY TO PROVIDE SPONSOR REMARKS
- THREE COMPLIMENTARY ATTENDEES

- LOGO ON EVENT MARKETING ITEMS
- 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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## STRENGTH BEHIND THE FLEET

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# SAFETY SUGGESTION AWARD PROGRAM

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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 cash award. Nominations occur 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?

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

## PREMIER SPONSOR: \$2,500

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The Premier Sponsor of the VSRA Safety Suggestion Award Program receives recognition at each presentation of the Quarterly Safety Suggestion Awards and the Annual Award winner presentation. A representative from the Premier Sponsor's company is given the opportunity to provide remarks at each of these events. The Premier Sponsor's logo appears on all program marketing, including flyers that are distributed to VSRA Member Companies and on the VSRA website event page.

Your contribution makes this important recognition possible - THANK YOU!

### TO BECOME A SPONSOR:

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# MEMBER **SUMMER** **SOCIAL** EVENT

The VSRA Member Summer Social will return in 2022! This evening networking social is open for free admission to all VSRA Members and features an evening of entertainment, food, drinks, and camaraderie among the ship repair industry.

## QUICK GLANCE

**FORMAT: EVENING NETWORKING SOCIAL**

**ATTENDANCE: 200 +**

**AUDIENCE: COMPANY EXECUTIVES, DIRECTORS, MANAGEMENT**

**MARKETING: TARGETED INVITATIONS, ANNOUNCEMENTS, WEBSITE PROMOTION**

- SIGNAGE WITH COMPANY LOGO AT EACH BAR
- COMPANY LOGO ON EVENT DRINK COASTERS
- PRIMARY LOGO PLACEMENT ON EVENT SIGNS & FLYERS
- SPECIAL THANK YOU DURING EVENT REMARKS

**\$2,500**

**EVENT BAR  
SPONSOR**

**\$1,250**

**PLATINUM LEVEL  
SPONSOR**

- PRIMARY LOGO PLACEMENT ON EVENT SIGNS & FLYERS
- LOGO ON EVENT WEBSITE
- LOGO DISPLAY AT BUFFET OR TABLE CENTERPIECES
- SPECIAL THANK YOU DURING EVENT REMARKS

- COMPANY LOGO ON EVENT SIGNAGE & FLYER
- LOGO ON EVENT WEBSITE

**\$750**

**GOLD LEVEL  
SPONSOR**

**\$500**

**SILVER LEVEL  
SPONSOR**

- COMPANY NAME ON EVENT SIGNAGE & FLYER
- LOGO ON EVENT WEBSITE

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## STRENGTH BEHIND THE FLEET

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# 16TH ANNUAL TRADESPERSON OF THE YEAR AWARDS

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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: \$5,000

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The Tradesperson of the Year Awards Presenting Sponsor allows us to continue recognizing excellence in the ship repair industry workforce. The Presenting Sponsor receives recognition on the event webpage, a seat on the judging panel, an opportunity to help present the Tradesperson of the Year Awards, and their logo on award certificates and other materials.



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## STRENGTH BEHIND THE FLEET

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# 36TH ANNUAL GOLF TOURNAMENT

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The 36th Annual VSRF Golf Tournament will take place in **October 2022** at Cypress Point Country club. This all day event is highly attended by industry leadership and serves as a great way to promote your company's goods and 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. In 2021, golfer spots sold out in less than 25 minutes! To secure your team of four, consider a Platinum or Gold Sponsorship. **Sponsorships launch on February 7!**

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# 36TH ANNUAL GOLF TOURNAMENT

**\$5,000**

**PLATINUM LEVEL  
SPONSOR**

- TWO FOURSOME GOLFER TEAMS
- LOGO ON EVENT WEBSITE
- PROMOTIONAL ITEMS IN PARTICIPANT BAGS
- PRIMARY LOGO DISPLAY ON EVENT MARKETING ITEMS
- MULLIGANS DURING TOURNAMENT

- ONE FOURSOME GOLFER TEAM
- LOGO ON EVENT WEBSITE
- PROMOTIONAL ITEMS IN PARTICIPANT BAGS
- LOGO DISPLAY ON EVENT MARKETING ITEMS
- MULLIGANS DURING TOURNAMENT

**\$2,750**

**GOLD LEVEL  
SPONSOR**

**\$1,250**

**BEVERAGE CART**

BANNER W/ COMPANY  
NAME ON BEVERAGE CART  
&  
OPPORTUNITY TO DRIVE  
BEVERAGE CART

**\$1,250**

**EVENING SOCIAL**

LOGO ON SIGNS AT ALL  
SOCIAL EVENT TABLES  
&  
ADMISSION FOR 2  
(NON-GOLFING REPS)

**\$1,000**

**LUNCH SPONSOR**

LOGO ON TABLE AND  
LUNCH BOXES  
&  
ADMISSION FOR 1  
(NON-GOLFING REP.)

**\$500**

**LONGEST DRIVE**

COMPANY NAME SIGN AT  
SPONSORED HOLE

**CLOSEST TO PIN**

**\$500**

**\$750**

**HOSPITALITY**

HOSPITALITY TENT (\$750)  
OR SIGN (\$500) AT HOLE

**HOLE SPONSOR**

**\$500**

**\$750**

**GOLF CART**

COMPANY LOGO IN GOLF  
CARTS OR AT BAR

**STARTER BAR**

**\$500**

**STRENGTH BEHIND THE FLEET**



# 16TH ANNUAL LEGO COMPETITION



The VSRF Digital LEGO Competition is designed to build awareness of careers available to the emerging ship repair workforce through STEM education. Local middle-school students compete using LEGO CAD software to build a ship component while learning about associated trade careers. 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 ITEMS
- LOGO ON ALL LUNCH TABLES & PARTICIPANT T-SHIRTS
- OPPORTUNITY TO SERVE AS JUDGE & PROVIDE REMARKS
- PARTICIPATION IN WINNER PRIZE PRESENTATIONS

- LOGO PLACEMENT ON EVENT MARKETING ITEMS
- LOGO PLACEMENT ON PARTICIPANT T-SHIRTS
- OPPORTUNITY TO SERVE ON JUDGING PANEL

**\$1,000**

**GOLD LEVEL  
SPONSOR**

**\$500**

**SILVER LEVEL  
SPONSOR**

- LOGO PLACEMENT ON EVENT MARKETING ITEMS
- ACKNOWLEDGEMENT ON PARTICIPANT T-SHIRT

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# SHIP **REPAIR** RACE NIGHT

Drivers, start your engines! Langley Speedway hosts Ship Repair Race Night, which regularly attracts 600+ industry representatives and 3,000+ local race fans. This event is a great place to advertise job openings, products, and services. Ticket packages allow you to treat your employees to a night of fun and camaraderie at this action-packed Saturday night at the races!



**\$1,750**

**PLATINUM LEVEL  
SPONSOR**

- LOGO ON EVENT PROGRAM & VSRA WEBSITE
- MENTIONS DURING LIVE RADIO & TRACK COVERAGE
- BOOTH SPACE AT THE RACE
- PRESENT UNDERCARD RACE TROPHIES
- VIP PARTY DECK PASSES FOR 15, PLUS 150 EVENT TICKETS

- MENTIONS DURING LIVE RADIO & TRACK COVERAGE
- BOOTH SPACE AT THE RACE
- PRESENT UNDERCARD RACE TROPHY
- 10 VIP PARTY DECK PASSES & 100 EVENT TICKETS

**\$1,000**

**GOLD LEVEL  
SPONSOR**

**\$500**

**SILVER LEVEL  
SPONSOR**

- MENTIONS DURING LIVE RADIO & TRACK COVERAGE
- 5 VIP PARTY DECK PASSES & 50 EVENT TICKETS

**NEW IN 2022: BECOME A VSRF  
VIP SUMMER EVENT SPONSOR!**

**V.I.P. \$2,500**

DOUBLE YOUR IMPACT! Receive all benefits of the Ship Repair Race Night Platinum Level Sponsorship PLUS have your company featured at **Ship Repair Soccer Night with Lionsbridge FC!** VSRF VIP Summer Event Sponsors receive booth space and event announcements at Soccer Night, plus event tickets! **LIMIT: 3**

**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.



**VIRGINIA SHIP REPAIR  
ASSOCIATION**

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## **STRENGTH BEHIND THE FLEET**

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**VIRGINIA SHIP REPAIR  
FOUNDATION**

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

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