

SECTION III: MEMBERSHIP CLASSIFICATION & DUES SCHEDULE

Membership with NMMA is open to any business entity that qualifies for any one of the Membership Classifications set forth below. Please reference the unique requirements for each of the three manufacturing divisions and Associate member categories.

Boat Manufacturer Division (BMD): A business entity that manufactures or imports boats.

NMMA Certification of BMD product is a requisite for membership within 12 months of joining NMMA. Completion of NMMA Certification is required prior to receiving the discounted member rate at NMMA Boat Shows.

The Grow Boating Membership fee is the primary funding tool which requires all BMD members to participate by paying fees on the engines that are used on their boats.

BMD applicants outside North America must have a certificate of authority from at least one state of the United States showing it is legally authorized to conduct business in that state, thereby submitting to its jurisdiction.

Engine Manufacturer Division (EMD): A business entity that manufactures marine propulsion engines.

The Grow Boating and Core Funding Membership fees are funding tools which require all EMD members to participate by paying fees based on the horsepower of engines sold.

EMD applicants outside North America must have a certificate of authority from at least one state of the United States showing it is legally authorized to conduct business in that state, thereby submitting to its jurisdiction.

BMD and EMD Member Dues Schedule: Annual dues are based on the total North American marine sales for your company's most recent fiscal year. Please check the appropriate category.

Less than \$2.5 million	\$1,060
\$2.5 million–\$5 million	\$1,380
\$5 million–\$10 million	\$1,590
\$10 million–\$15 million	\$2,650
\$15 million–\$20 million	\$3,710
\$20 million–\$30 million	\$5,300
\$30 million–\$40 million	\$8,500
\$40 million–\$50 million	\$12,710
\$50 million–\$65 million	\$15,920
\$65 million–\$100 million	\$22,290
\$100 million–\$150 million	\$32,900
\$150 million–\$200 million	\$42,550
\$200 million–\$250 million	\$55,060
\$250 million–\$300 million	\$63,670
\$300 million–\$400 million	\$79,600
\$400 million–\$500 million	\$106,120
\$500 million–\$750 million	\$132,650
\$750 million–\$1 billion	\$159,180
\$1 billion–\$1.5 billion	\$212,120
\$1.5 billion–\$3 billion	\$265,300
More than \$3 billion	\$318,360

Exclusive IMPORTER Considerations: A business entity that is the exclusive importer for North America for a manufacturer of boats, engines, marine components or accessories is eligible for Membership as a "manufacturer" member in the appropriate classification. Qualified import product must be manufactured outside North America and documentation must be provided indicating an exclusive relationship with the manufacturer.

Marine Accessories & Components Division (MACD): A business entity that manufactures marine equipment and materials used in the construction or upgrade of a boat or that produces a general marine-related product used to enhance the boating experience.

MACD applicants outside North America must have a certificate of authority from at least one state of the United States showing it is legally authorized to conduct business in that state, thereby submitting to its jurisdiction..

MACD Member Dues Schedule: Annual dues are based on the total North American marine sales for your company's most recently completed fiscal year. Please check the appropriate category. 50% of the membership fee is dedicated to the support of the Grow Boating program:

Less than \$2.5 million	\$2,000
\$2.5 million–\$5 million	\$2,600
\$5 million–\$10 million	\$3,000
\$10 million–\$15 million	\$5,000
\$15 million–\$20 million	\$7,000
\$20 million–\$30 million	\$10,000
\$30 million–\$40 million	\$16,000
\$40 million–\$50 million	\$24,000
\$50 million–\$65 million	\$30,000
\$65 million–\$100 million	\$42,000
\$100 million–\$150 million	\$62,000
\$150 million–\$200 million	\$80,000
\$200 million–\$250 million	\$100,000
\$250 million–\$300 million	\$120,000
\$300 million–\$400 million	\$150,000
\$400 million–\$500 million	\$200,000
\$500 million–\$750 million	\$250,000
\$750 million–\$1 billion	\$300,000
\$1 billion–\$1.5 billion	\$400,000
\$1.5 billion–\$3 billion	\$500,000
More than \$3 billion	\$600,000

Service Provider Membership Categories: Please select one category of Associate membership.

Associate Member: A business entity that provides a service to the marine industry and/or the general boating consumer (ex: marinas, publications, insurance, repairs, MTA, etc.)—\$995 annual fee

Dealer/Retailer: Must be an authorized dealer/retailer of a new boat brand or engine manufactured by an NMMA member—\$995 annual fee

Distributor Member: Must be an authorized distributor of products manufactured by at least FIVE different NMMA accessory manufacturing members; or an authorized distributor of marine engines produced by an NMMA engine manufacturing member—\$995 annual fee

Finance Member: A business entity that provides banking solutions, commercial or consumer lending, floor planning, financial planning or financial consulting services—\$3,000 annual fee

SECTION IV: DUES PAYMENT INFORMATION & APPROVAL PROCESS

The NMMA membership cycle runs from June 1–May 31. For consideration in NMMA membership, a **complete membership** dues payment must accompany the application. If joining after November 1, 50% of your membership fee will be applied to the following June 1 renewal deadline.

I am paying by check

Mail to:

NMMA Payment Center
33928 Treasury Center
Chicago, IL 60694-3900

I intend to pay by credit card: Upon membership application approval you will be directed to make a complete dues payment online through NMMA's secure billing service.

NOTE: Dues to NMMA are not deductible as a charitable contribution, but may be deductible as an ordinary and necessary business expense. However, 25% of dues for BMD, EMD and Associate members and 13% of dues for MACD members are not deductible because of the association's lobbying activity.

SECTION V: DEPARTMENT CONTACT INFORMATION

In an effort to streamline the distribution of industry information, NMMA would like to know which department personnel should receive our electronic communications. Please complete all the applicable department contacts and e-mail addresses for your company.

NAME (PRESIDENT/CEO)	TITLE	E-MAIL
NAME (TOP SALES POSITION)	TITLE	E-MAIL
NAME (TOP MARKETING POSITION)	TITLE	E-MAIL
NAME (TOP PUBLIC RELATIONS POSITION)	TITLE	E-MAIL
NAME (TOP ACCOUNTING POSITION)	TITLE	E-MAIL
NAME (MARKET RESEARCH)	TITLE	E-MAIL
NAME (HR/TRAINING)	TITLE	E-MAIL
NAME (DEALER RELATIONS)	TITLE	E-MAIL
NAME (EXPORT)	TITLE	E-MAIL
NAME (GOVERNMENT RELATIONS)	TITLE	E-MAIL
NAME (ADDITIONAL STAFF)	TITLE	E-MAIL
NAME (ADDITIONAL STAFF)	TITLE	E-MAIL

Almost 75% of small businesses use social media—do you? NMMA encourages our members to become more active and involved in social media platforms. Please highlight a key contact that has an active role in any social media functions and include any of your company's related links so that we can communicate and recognize your company in our social media channels.

NAME (SOCIAL MEDIA)	TITLE	E-MAIL
COMPANY FACEBOOK	COMPANY LINKEDIN	
COMPANY TWITTER	COMPANY PINTEREST	
COMPANY INSTAGRAM	COMPANY YOUTUBE CHANNEL	

SECTION VI: CONFIRMATION PROCESS

Please return application by fax (312.946.0401) or by mail to: NMMA Payment Center
33928 Treasury Center
Chicago, IL 60694-3900

Approval Procedures:

Upon receiving an application, NMMA will review it and conduct such investigation as it deems necessary to determine whether the Applicant satisfies the membership qualifications. Upon NMMA's preliminary determination that the Applicant qualifies for membership, NMMA will electronically inform the Applicant within 2 business days that its application has been conditionally accepted, pending formal approval of such application by the NMMA Board of Directors. Pending NMMA Board approval, Applicant will have the status as a member. NMMA will notify the Applicant in writing promptly after the Board of Directors approves its membership in NMMA. If the Board of Directors does not approve such Applicant's membership, Applicant's conditional membership shall immediately terminate and a pro rated portion of such Applicant's dues payment returned to the Applicant.

By signing and submitting this Membership Application to NMMA the Applicant acknowledges and agrees that:

- Applicant has read and reviewed NMMA by-laws (located at nmma.org/members) and had any questions about the by-laws addressed to Applicant's satisfaction
- Applicant will abide by the NMMA by-laws
- Applicant consents to receipt of notices from NMMA by facsimile or electronically using the contact information set forth on this application
- Applicants for the membership outside North America consent that they are legally authorized to conduct business in at least one U.S. state, and that proof of such can be provided if requested by NMMA
- Any product and/or service description included in this Membership application was prepared by Applicant and Applicant agrees to indemnify and hold NMMA harmless from any loss, cost, or expense incurred by NMMA as a result of NMMA's publication of such description
- Applicant acknowledges and agrees that it shall at all times comply with all applicable laws of Canada and the United States in connection with its activities relating to the NMMA and Discover Boating lead system, including without limitation, Canada's Anti-Spam law "CASL" and applicable laws for the protection of personal information. In addition, Applicant agrees to hold harmless and indemnify NMMA [or whichever entity is appropriate] with respect to any losses or damages suffered by NMMA, directly, or indirectly, as a result of non-compliance by Applicant with such laws.

The undersigned Applicant represents that all the information set forth in this Application is true and correct and has executed this Application this _____ day of _____, 20_____

COMPANY

BY

TITLE

Important Application Process Checklist:

- Completed all sections?
- Provided website and EXACT directory and B2B guide description?
- Address the full payment for membership?
- Completed the Product Listing Addendum for the product/service you offer?
- If you are an applicant outside North America, have you enclosed a copy of certificate of authority to conduct business in the U.S.?
- Indicated key staff in their related departments?

PRODUCT LISTING ADDENDUM

ACCESSORIES

BOAT CONSTRUCTION, SERVICE & REPAIR ITEMS

AA005 Acoustic Materials, Noise Suppression
AA006 Acrylic & Plastics
AA010 Boatbuilding & Repairing Machinery
AA012 Brushes (For Painting & Cleaning)
AA015 Carpet Materials & Floor Coverings
AA020 Cleaners & Polishes
AA025 Compounds: Adhesives, Caulking & Glue
AA030 Core Materials: Balsa, Foam, Composites
AA035 Decking
AA040 Fabrics, Upholstery & Interior Coverings
AA045 Fiberglass
AA046 Fiberglass Restorer & Polish
AA050 Flotation Material
AA055 Lumber: Hardwood & Treated
AA057 Metal Polish
AA060 Moldings, Trim, Rubrails
AA065 Paints, Finishes, Removers & Preservatives
AA070 Processing Equipment: Spray & Injection
AA075 Raw Materials & Repair Materials
AA079 Repair Manuals
AA080 Resin
AA090 Sealing Systems & Materials
AA095 Structural Forms & Molds
AA100 Teak Products
AA102 Vinyl
AA110 Zincs

COMPONENTS & SYSTEMS

AB005 Air Conditioning, Ventilation & Heating
AB006 Alternate Energy Sources: Solar, Water, Wind
AB010 Batteries: Storage & Accessories
AB015 Battery Chargers
AB020 Bilge Pumps & Blowers
AB023 Compressors, Air & Gas
AB025 Dehumidifiers, Air Filtration
AB030 Desalinators: Water Purifiers, Water Makers
AB035 Electric Systems, Interior Lights, Lighting Equipment
AB040 Electrical Equip: Generators, Connectors, Panels
AB045 Environmental Products & Systems
AB050 Galley Equipment
AB055 Hose and Hose Fittings
AB057 Hydrofoils
AB058 Microwaves
AB060 Pumps, Circulation & Water Systems
AB065 Refrigeration Equipment
AB070 Sails, Sailmakers
AB075 Steering Wheels, Rudders & Systems
AB076 Stoves
AB077 Windvane, Self-Steering Gears
AB080 Toilets and Sanitation Equipment
AB085 Water Systems, Plumbing

DOCKSIDE & ANCHORING EQUIPMENT

AC005 Anchors, Chocks & Ground Tackle
AC010 Anchor Rollers
AC012 Boat Hooks
AC015 Buoys
AC020 Car Top Carriers
AC025 Covers For: Boat, Sails, Seats, Deck
AC030 De-Icing Equipment
AC035 Dinghy Davits
AC039 Docks
AC040 Dock Boxes
AC045 Dockside Equip: Carts, Pumpouts, Power Connects

AC050 Fenders, Bumpers
AC055 Line, Rope, Cordage
AC060 Oars & Paddles
AC065 Windlasses

ELECTRONICS & NAVIGATION INSTRUMENTS

AD005 Autopilots
AD010 Binoculars & Telescopes
AD015 Clocks, Chronometers & Barometers
AD020 Compasses
AD025 Computers, Monitors, LCD Displays
AD030 Computer Software
AD035 Depth Sounders
AD040 Direction Finders
AD050 Indicators: Battery, Engine, Fuel, Speedometers
AD055 Marine Stereos
AD060 Navigational Electronics: Satnav, Loran, GPS
AD065 Navigational Instruments: Sextants Piloting Aids
AD070 Night Vision Equipment
AD075 Panels & Gauges
AD080 Radars
AD085 Radiotelephones
AD087 Speakers
AD090 Telephones: Marine, Cellular, Long Distance Service
AD095 Wind & Weather Instruments

FISHING PRODUCTS

DO005 Bait
DO010 Baitwells
DO015 Fighting Chairs
DO020 Fish Finders
DO025 Fishing Equipment & Accessories
AG075 Knives: Hunting & Fishing
DO030 Line
DO035 Lures
DO040 Outriggers & Downriggers
DO045 Reels
DO050 Repairs/Service for Rods & Reels
DO054 Rod Holders
DO055 Rods

HARDWARE, ORIGINAL EQUIPMENT & PARTS

AE005 Antennas
AE007 Bimini Tops
AE010 Boarding Devices
AE015 Brackets & Instrument Housing
AE020 Cockpit Shelters
AE025 Doors/Windows
AE030 Fasteners
AE042 Navigation & Running Lights
AE044 Railings, Pulpits & Stanchions
AE045 Sailboat Rigging
AE050 Seats & Seat Hardware
AE055 Spars, Booms & Masts
AE060 Swim Platforms, Ladders
AE065 Towers & Tops
AE070 Trim Tabs
AE071 Tubing: Aluminum & Stainless
AE075 Winches
AE080 Windshields, Hatches & Portholes

MARINA EQUIPMENT

E0005 Boat Lifts
E0008 Cleats & Dock Hardware
E0010 Cradles
E0015 Davits
E0020 Dealership Supplies: Counters & Shelving
E0025 Dock/Pier Installations, Mooring Systems

E0027 Electric and Cable TV Wiring & Services
E0030 Environmental Control Systems
E0032 Fuel Handling Systems
E0035 Hoists & Forklifts
E0040 Power Pedestals
E0045 Pump-out Equipment & Facilities
E0050 Service Shop Equipment
E0055 Shrinkwrap & Vinyl Wrap
E0060 Storage Systems For Boats
E0063 Water Shore Ties & Plumbing
E0065 Yard Equipment: Boat Stands & Cradles

SAFETY PRODUCTS

AF005 Alarm, Security & Monitoring Systems
AF008 Detectors (CO, Gas & Smoke)
AF010 Distress Signals & EPIRBs
AF015 Fire Extinguishers & Systems
AF020 First Aid Supplies
AF025 Flare Guns
AF029 Hook & Lure Safeguards
AF030 Horns, Sirens & Whistles
AF035 Lettering & Numbers
AF040 Life Rafts
AF045 Personal Flotation Devices (PFDs)
AF050 Survival Equipment
AF055 Water Safety Devices

SOFT GOODS, GEAR & GIFTS

AG005 Art & Sculptures
AG010 Bedding: Sheets, Fitted Mattresses
AG015 Books, Music, CD-ROMs & Videotapes
AG020 Cameras & Underwater Camera Equipment
AG021 Carry-Bags, Backpacks & Luggage
AG025 Chairs: Deck & Beach
AG028 Cleaning Rags, Mops, Chamois, Dusters
AG030 Clothing & Footwear
AG035 Cookware & Grills
AG040 Flags & Pennants
AG045 Foul Weather Gear
AG050 Furniture & Furnishings
AG055 Gift Shop Items
AG060 Hobby Shop Items
AG065 Ice Chests & Coolers
AG070 Jewelry
AG080 Maps & Charts
AG085 Pet Products
AG090 Sunglasses, Protective Eyewear
AG095 Swimwear & Beach Accessories
AG100 Television & Video Systems

TRAILERS & TRAILERING EQUIPMENT

K0004 Boat Dollies
K0005 Boat Trailers
K0007 Hydraulic Trailers
K0008 Jacks & Winches
K0010 Personal Watercraft Trailers
K0020 Trailer Parts & Accessories

WATER SPORTS EQUIPMENT

AH002 Air Tanks, Compressors & Maintenance
AH005 Diving Equipment: Skin & Scuba Gear
AH010 Paddle Boards
AH015 Snorkels, Masks & Fins
AH017 Towables
AH018 Trampolines (Anchored)
AH019 Wakeboards
AH020 Water Skis & Accessories
AH025 Wetsuits, Drysuits & Gloves

BOATS

SAILBOATS

- BB001 Auxiliary Powered Sailboats
- BB005 Cruising Sailboats
- BB010 Custom Sailboats
- BB015 Daysailers
- BB020 Dinghies (Sailing)
- BB025 Motor Sailers
- BB030 Multihulls (Sail)
- BB032 One-Design Sailboats
- BB035 Racing Sailboats
- BB040 Sailboards

POWERBOATS

- BA004 All-Purpose Fishing Boats
- BA005 Aluminum Boats
- BA010 Bass Boats
- BA015 Bay Boats
- BA018 Bow Riders
- BA020 Catamarans, Multihulls (Power)
- BA025 Center Consoles
- BA030 Cuddy Cabins
- BA035 Deck Boats
- BA037 Downeaster
- BA038 Fish & Ski Boats
- BA040 Flats Boats
- BA045 Hi-Performance Boats
- BA050 Houseboats
- BA052 Hunting Boats
- BA055 Inboard Cruisers
- BA060 Inboard/Outboard Boats
- BA065 Luxury Yachts
- BA070 Motor Yachts
- BA075 Outboard Boats
- BA080 Pontoon Boats
- BA085 Runabouts
- BA090 Sportfishing Yachts
- BA095 Trawlers
- BA097 Wakeboard Boats
- BA100 Waterski Boats

OTHER TYPES OF BOATS

- BC005 Air Cushion Vehicles
- BC010 Airboats
- BC015 Canoes
- BC020 Custom Boat & Yacht Builders
- BC025 Dinghies (Rowing & Motorized)
- BC030 Electric Boats
- BC035 Hydrofoil Boats
- BC040 Inflatable or Folding Boats
- BC045 Jet Boats
- BC050 Jon Boats
- BC055 Kayaks
- BC060 Kit Boats
- BC065 Pedal Boats
- BC070 Personal Water Craft (PWCs)
- BC074 Rigid Inflatable Boats (RIBs)
- BC075 Rowing Shells
- BC080 Wooden Boats

ENGINES, MOTORS, PROPULSION EQUIPMENT & PARTS

ENGINES & MOTORS

- CA003 Battery Powered Propulsion
- CA005 Bow Thrusters
- CA010 Electric Motors
- CA015 Inboard Engines
- CA020 Jet Drives
- CA025 Outboard Motors
- CA030 Stern Drive Engines
- CA035 Stern Thrusters
- CA040 Trolling Motors

PROPULSION EQUIPMENT & PARTS

- CB005 Additives: Cooling Systems, Diesel, Gasoline, Oil
- CB010 Aftermarket Engine & Outdrive Parts
- CB015 Bearings, Seals & Gaskets
- CB020 Corrosion Protection
- CB025 Engine Accessories & Systems
- CB030 Engine Controls
- CB035 Engine Parts
- CB036 Engine Repair Manuals
- CB040 Exhaust Systems
- CB045 Filters, Oil & Fuel
- CB050 Fuel Systems & Components
- CB055 Fuel Tanks & Accessories
- CB060 Gears, Shafts & Associated Equip.
- CB065 Manifolds & Heat Exchangers
- CB070 Oils & Lubricants
- CB075 Outboard Parts
- CB080 Propellers
- CB085 Stabilizers
- CB090 Starters & Alternators
- CB095 Transmissions & Transmission Kits
- CB100 Trim Plates

MARINE SERVICES

SERVICES FOR CONSUMERS

- FA005 Appraisers & Surveyors
- FA010 Banking & Finance
- FA015 Boat Cleaning & Detailing
- FA017 Boat, Canoe & Watercraft Rentals
- FA020 Brokerage Yacht Sales
- FA025 Charter Operators
- FA027 Dealer
- FA030 Dockominiums
- FA035 Dockside Transportation, Water Taxis
- FA040 Documentation Service
- FA028 Fractional Yacht Ownership
- FA045 Insurance
- FA050 Interior Decorators
- FA055 Marina Operators
- FA060 Marine Supply Stores
- FA065 Periodicals & Magazines
- FA070 Pre-Owned Boat Listings
- FA072 Retailer

- FA073 Sail Repair
- FA075 Shipyards & Repair Services
- FA080 Mobile Apps & Software
- FA088 Taxidermy
- FA090 Towing/Boat Hauling
- FA091 TV & Radio Shows (For fishing & boating)
- FA098 Web-based Marine Business
- FA100 Yacht Maintenance & Crew Services

SERVICES FOR THE MARINE INDUSTRY

- FB005 Boat Show Producers
- FB010 Boat Transport Services
- FB013 Component Testing Services
- FB015 Corporations (Event Sponsoring)
- FB017 Distributer
- FB020 Exporter
- FB025 Fishing Tournament Organizers
- FB028 Importer
- FB029 Job Placement Services
- FB030 Internet Services
- FB035 Government Relations
- FB040 Mailing Lists
- FB041 Manufacturer Representation
- FB045 Marketing, PR & Advertising Agencies
- FB050 Sailing Regatta Organizers

SCHOOLS, CLUBS, ASSOCIATIONS

- FC005 Boat Owner Associations
- FC010 Certification & Testing
- FC015 Diving Schools
- FC020 Education
- FC025 Fishing/Sport Clubs
- FC030 Marine Industry Associations
- FC035 One-Design Sailboat Associations
- FC040 Sailing Schools
- FC045 Schools & Instruction
- FC050 Yacht Clubs

ENGINEERING & TECHNICAL SERVICES

- FD005 Consultants
- FD010 Legal Assistance
- FD015 Naval Architects
- FD020 Marina Design Consultants & Engineers
- FD023 Standards & Certification Services
- FD025 Yacht Design & Engineering

TRAVEL & RESORTS

- H0003 Boating Resorts
- H0010 Charter Boats, Power
- H0015 Charter Boats, Sail
- H0020 Fishing Charters
- H0025 Fishing Lodges & Resorts
- H0040 Outfitters, Raft & Canoe Guides
- H0042 Parks & Park Services
- H0047 Real Estate
- H0053 Scuba & Snorkel Resorts
- H0055 Tourism: Local, State, Country

QUESTIONS?

For any questions or concerns about this application or about the payment process please contact:

Bryan Welsh, Director of Member Services
312.946.6276 | bwelsh@nmma.org | nmma.org



FOR OFFICE USE ONLY:

Check Number:

I.D. Code: