

2023 SPONSORSHIP OPPORTUNITIES



**VIRGINIA SHIP REPAIR
ASSOCIATION**

STRENGTH BEHIND THE FLEET

WWW.VIRGINIASHIPREPAIR.ORG

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

A WORD FROM THE VSRA 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, 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.

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?

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 2023.



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 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

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.

STRENGTH BEHIND THE FLEET

THANK YOU 2022 EVENT SPONSORS!

3M Occupational Health & Safety
Accurate Marine Environmental, LLC
Advance Safety Equipment Co.
Advanced Integrated Technologies (AIT)
Aerotek, Inc.
Air & Gas Tech, Inc.
Applied Technical Services, Inc.
ASE-Advanced Safety Equipment Co.
Avoler Group, LLC
BAE Systems Norfolk Ship Repair
Bay Metals & Fabrication, LLC
BDO USA, LLP
Blast-One International
C.E. Thurston & Sons
Capitol Finishes, Inc.
Chicago Pneumatic
Coastal Marine Services, Inc.
Collins Machine Works
Colonna's Shipyard. Inc.
Concentra
Consolidated Marine Systems LLC
Craft Technical Solutions, LLC
Crofton Diving Corporation
CTG - Crestwood Technology Group
Curtiss-Wright Electro-Mechanical Corp.
Defense Maritime Solutions, Inc
Discovery Democracy LLC
Dominion Physical Therapy
East Coast Repair & Fabrication, Inc.
ECI Defense Group
Electric Motor & Contracting
Enterpac Tool Group
Fairbanks Morse Engine
G2 Ops
General Dynamics NASSCO - Norfolk
GLOTECH Inc.
Hampton Roads Workforce Council
HEPACO, LLC
HII Fleet Support Group LLC
Hutco Inc.
HYTORC Virginia
Industrial TurnAround Coproration
ITL Solutions
Jackson Lewis PC
Johnson Controls Building Automations Systems
Kimberly-CLark

Lyon Shipyard
Marcom Services, LLC
Marine Equipment Supply
Marine Specialty Painting
Metropolitan Solutions
MHI Ship Repair and Services
Nationwide Skilled Trades
Network Industries Ltd.
Newport News Shipbuilding
Norfolk Coating Services, LLC
Norton Sandblasting Equipment
OBBCO Safety & Supply, Inc.
Old Dominion University
On Point, LLC
Oplign, LLC
Pivot Physical Therapy
PNC Bank
Prillaman Crane and Rigging Inc.
Prism Maritime, LLC
Q.E.D. Systems, Inc.
Rapid Prep
Sales Solutions Inc.
Seager Mechanical Systems, LLC
Seaside Training
Shipyard Staffing LLC
Signal Administration
Spec Rescue
Standard Calibrations, Inc.
Stanley Black & Decker
Surge Force LLC
Taylor Machine Works, Inc.
Tecnico Corporation
The American Equity Underwriters
The GBS Group
The Warehouse Rentals and Supplies
Tidewater Staffing
Titan Talent Development, LLC.
- (a DVA of Titan Decking)
Venture Dynamics Enterprises, Inc.
VMASC
Wall, Einhorn & Chernitzer, PC
Wilson Pipe & Fabrication LLC
Wood Rogers Vandeventer Black LLP
Workers First Clinics

2023 SPONSORSHIP OVERVIEW

VIRGINIA SHIP REPAIR ASSOCIATION STRENGTH BEHIND THE FLEET

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

VIRGINIA SHIP REPAIR FOUNDATION DEVELOPING TOMORROW'S WORKFORCE

VSRF GOLF TOURNAMENT	PLATINUM \$5,500	GOLD \$3,000	+ MANY MORE!	
DIGITAL INNOVATION COMPETITION (Formerly LEGO)	PLATINUM \$1,500	GOLD \$1,000	SILVER \$500	
TRADESPERSON OF THE YEAR AWARDS	PRESENTING \$5,000			
SHIP REPAIR RACE NIGHT	PLANTINUM \$1,750	GOLD \$1,000	SILVER \$500	

STRENGTH BEHIND THE FLEET

2023 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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2023 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

STRENGTH BEHIND THE FLEET

27TH 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**

STRENGTH BEHIND THE FLEET

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 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?

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

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!

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

The VSRA Member Summer Social will return in 2023! 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

STRENGTH BEHIND THE FLEET

17TH 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: \$5,000

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.



STRENGTH BEHIND THE FLEET



37TH ANNUAL GOLF TOURNAMENT

The 37th Annual VSRF Golf Tournament will take place in **October 2023** 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 2022, golfer spots sold out in less than 17 minutes! To secure your team of four, consider a Platinum or Gold Sponsorship. **Sponsorships launch on February 6!**

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37TH ANNUAL GOLF TOURNAMENT

\$5,500

**PLATINUM LEVEL
SPONSOR**

- TWO FOURSOME GOLFER TEAMS
- LOGO ON EVENT WEBSITE
- PROMOTIONAL ITEMS IN PARTICIPANT BAGS
- PRIMARY LOGO DISPLAY ON EVENT MARKETING ITEMS
- 2 MULLIGANS & 10 PRIZE ENTRIES PER PLAYER

- ONE FOURSOME GOLFER TEAM
- LOGO ON EVENT WEBSITE
- PROMOTIONAL ITEMS IN PARTICIPANT BAGS
- LOGO DISPLAY ON EVENT MARKETING ITEMS
- 2 MULLIGANS & 10 PRIZE ENTRIES PER PLAYER

\$3,000

**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**

**\$1,000
HOSPITALITY**

HOSPITALITY TENT OR
SIGN AT HOLE

**HOLE SPONSOR
\$500**

**\$750
GOLF CART**

COMPANY LOGO IN GOLF
CARTS OR AT BAR

**STARTER BAR
\$500**

STRENGTH BEHIND THE FLEET

17TH ANNUAL DIGITAL INNOVATION COMPETITION



VSRF's Digital Innovation Competition (formerly LEGO) is designed to build awareness of careers available to the emerging ship repair workforce through STEM education. Local middle-school students compete using TINKERCAD software to build a ship component while learning about associated trade careers. Sponsorship of the Innovation 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

STRENGTH BEHIND THE FLEET

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

\$1,000

**GOLD LEVEL
SPONSOR**

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

\$500

**SILVER LEVEL
SPONSOR**

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

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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**

STRENGTH BEHIND THE FLEET



**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.

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