



## 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 Discover 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 Discover 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.

A business must manufacture primary marine propulsion engines that demonstrate compliance with EPA regulations.

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	\$1,200
\$2.5 million–\$5 million	\$1,600
\$5 million–\$10 million	\$1,810
\$10 million–\$15 million	\$3,050
\$15 million–\$20 million	\$4,260
\$20 million–\$30 million	\$6,090
\$30 million–\$40 million	\$9,750
\$40 million–\$50 million	\$14,620
\$50 million–\$65 million	\$18,280
\$65 million–\$100 million	\$25,590
\$100 million–\$150 million	\$37,790
\$150 million–\$200 million	\$48,770
\$200 million–\$250 million	\$60,950
\$250 million–\$300 million	\$73,130
\$300 million–\$400 million	\$91,420
\$400 million–\$500 million	\$121,890
\$500 million–\$750 million	\$152,380
\$750 million–\$1 billion	\$182,860
\$1 billion–\$1.5 billion	\$243,790
\$1.5 billion–\$3 billion	\$304,750
More than \$3 billion	\$365,690

**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 Discover 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

**Consulting/Finance:** A business entity that provide consulting services, banking solutions, commercial or consumer lending, floor planning, or financial planning services—\$6,000 annual fee

## SECTION IV: DUES PAYMENT INFORMATION & APPROVAL PROCESS

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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 period.

### I am paying by check

### Mail to:

National Marine Manufacturers Association  
PO Box 734266  
Chicago, IL 60673-4266

**I intend to pay by credit card/ACH:** Upon membership application approval you will be directed to make a complete dues payment online through NMMA's secure billing service (AMEX not accepted).

**NOTE:** Dues to NMMA are not deductible as a charitable contribution, but may be deductible as an ordinary and necessary business expense. However, 24% of dues for BMD, EMD and Associate members and 12% of dues for MACD members are not deductible because of the association's lobbying activity.

## SECTION V: DEPARTMENT CONTACT INFORMATION

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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 their unique e-mail addresses.

NAME (PRESIDENT/CEO)	TITLE	E-MAIL
NAME (EXECUTIVE SALES)	TITLE	E-MAIL
NAME (EXECUTIVE MARKETING)	TITLE	E-MAIL
NAME (EXECUTIVE PUBLIC RELATIONS)	TITLE	E-MAIL
NAME (EXECUTIVE ACCOUNTING)	TITLE	E-MAIL
NAME (MARKET RESEARCH)	TITLE	E-MAIL
NAME (HUMAN RESOURCES)	TITLE	E-MAIL
NAME (WEB DEVELOPMENT)	TITLE	E-MAIL
NAME (CORP. SOCIAL RESPONSIBILITY CSR)	TITLE	E-MAIL
NAME (ADVOCACY)	TITLE	E-MAIL
NAME (DIGITAL CONTENT)	TITLE	E-MAIL
NAME (ELECTRIFICATION/NEXT GEN)	TITLE	E-MAIL
NAME (SOCIAL MEDIA)	TITLE	E-MAIL
CORPORATE COMMUNICATIONS	TITLE	E-MAIL
EXPORT/INTERNATIONAL	TITLE	E-MAIL
MISC	TITLE	E-MAIL

## SECTION VI: CONFIRMATION PROCESS

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Please return application to [membership@nmma.org](mailto:membership@nmma.org) or by mail to: National Marine Manufacturers Association  
PO Box 734266  
Chicago, IL 60673-4266

### 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](http://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\_\_\_\_\_

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COMPANY

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BY

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TITLE

### Important Application Process Checklist:

- Completed all sections?
- Provided website directory and B2B description?
- 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

D0005 Bait  
D0010 Baitwells  
D0015 Fighting Chairs  
D0020 Fish Finders  
D0025 Fishing Equipment & Accessories  
AG075 Knives: Hunting & Fishing  
D0030 Line  
D0035 Lures  
D0040 Outriggers & Downriggers  
D0045 Reels  
D0050 Repairs/Service for Rods & Reels  
D0054 Rod Holders  
D0055 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 Taxies
- 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:

#### Membership Team

312.946.6200 | [membership@nmma.org](mailto:membership@nmma.org) | [nmma.org](http://nmma.org)

