

SECTION III: MEMBERSHIP / CERTIFICATION / DISCOVER BOATING

Becoming an NMMA Canada boat manufacturing member requires: 1) compliance with NMMA Certification requirements and 2) support of Discover Boating through the applicable assessments.

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

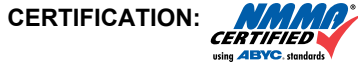
NMMA Certification of BMD product is a requisite for membership within 12 months of joining NMMA Canada. Completion of NMMA Certification is required prior to receiving the discounted member rate at NMMA Boat Shows.

All BMD members are required to pay the Discover Boating Membership fee.

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

BMD Member Dues Schedule: Annual dues are based on the total North American marine sales (Check the appropriate category, plus GST/HST.)

Under - \$2.5 million	\$1,180	\$2.5 million - \$5.0 million	\$14,330	\$5.0 million - \$10 million	\$89,630
\$10 million - \$15 million	\$1,570	\$15 million - \$20 million	\$17,920	\$20 million - \$30 million	\$119,500
\$30 million - \$40 million	\$1,770	\$40 million - \$50 million	\$25,090	\$50 million - \$65 million	\$149,390
\$65 million - \$100 million	\$2,990	\$100 million - \$150 million	\$37,050	\$150 million - \$200 million	\$179,270
\$200 million - \$250 million	\$4,180	\$250 million - \$300 million	\$47,810	\$300 million - \$400 million	\$239,010
\$400 million - \$500 million	\$5,970	\$500 million - \$750 million	\$59,750	\$750 million - \$1.0 billion	\$298,770
\$1.0 billion - \$1.5 billion	\$9,560	\$1.5 billion - \$3.0 billion	\$71,700	\$3.0 billion - and above	\$358,520



Currently, 85% of all boats sold in the United States and Canada are produced by NMMA Certified boat manufacturing members. Certification helps manufacturers ensure their boats are built to applicable standards set by the [American Boats & Yacht Council \(ABYC\)](#) and to promote compliance to the consumer.

MANUFACTURERS IDENTIFICATION CODE (required)

BOAT BRAND(S) NAMES (required)

DISCOVER BOATING: DISCOVER BOATING™

Market expansion is a vital initiative of Discover Boating. BMD engine assessment per unit is required to maintain certification and membership. Learn more about Discover Boating required funding [here](#).

ENGINE MANUFACTURER BRAND PACKAGED WITH YOUR BOAT (required)

ESTIMATED UNITS SOLD PER YEAR (required)

OUTBOARD		STERN DRIVE		JET BOATS		INFLATABLE BOATS		
HP Range	Fee	HP Range	Fee	HP Range	Fee	Length	RIBs	Collapsible
0–29.9	\$0	100–199	\$31.00	>200	\$31.00	Up to 11 ft.	\$2.00	\$2.00
30–49.9	\$4.50	200+	\$50.00	200+	\$50.00	11 ft.–16 ft.	\$10.00	\$6.00
50–74.9	\$5.00					17 ft.–20 ft.	\$16.00	\$10.00
75–99.9	\$11.00	INBOARD		SAILBOATS		Over 20 ft.	\$40.00	\$40.00
100–149.9	\$20.00	HP Range	Fee	HP Range	Fee	PWC	Fee/Unit	
150–199.9	\$32.00	300+	\$50.00	>20	\$50.00		\$5.00	
200+	\$50.00			21–29.9	\$65.00			
				30+	\$134.00			

SECTION IV: DEPARTMENT AND PROGRAM CONTACTS

Please indicate key department personnel that should receive related communications, market research, advocacy updates, and access to free member resources. A unique email address for each contact is required.

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 (CORPORATE SOCIAL RESPONSIBILITY)	TITLE	E-MAIL
NAME (GOVERNMENT RELATIONS /ADVOCACY)	TITLE	E-MAIL
NAME (DIGITAL CONTENT)	TITLE	E-MAIL
NAME (SOCIAL MEDIA)	TITLE	E-MAIL
NAME (ELECTRIFICATION/NEXT GEN)	TITLE	E-MAIL
NAME (CORPORATE COMMUNICATIONS)	TITLE	E-MAIL
NAME (EXPORT/INTERNATIONAL)	TITLE	E-MAIL

NMMA Certification requires a key contact be assigned as the lead compliance manager that will coordinate model information, manage in-person inspection process, address variance reports:

ENGINEERING LEAD FOR NMMA CERTIFICATION	TITLE	E-MAIL
ADDITIONAL CERTIFICATION CONTACT	TITLE	E-MAIL

Discover Boating requires at least one key contact responsible for Discover Boating payment remittance, and coordinating brand listings on the Discover Boating Boat Finder Tool:

DB BILLING	TITLE	E-MAIL
DB BOAT FINDER / LEAD RETRIEVALS	TITLE	E-MAIL

SECTION V: MEMBERSHIP & CERTIFICATION PAYMENT INFORMATION

A complete membership fee and NMMA certification deposit must accompany the application process to be considered for approval by the NMMA Board of Directors

Total Amount Due:

- Declared membership level from Section III
- Certification: \$3,250 (\$750 Annual Agreement fee + \$2,500 in-person inspection deposit)

I am paying by check

Mail to:

NMMA Canada
142-1769 St. Laurent
Blvd Ottawa, ON K1G
3V4

SECTION VI: CONFIRMATION PROCESS

Approval Procedures:

Upon receiving an application, NMMA Canada will review it and conduct such investigation as it deems necessary to determine whether the Applicant satisfies the membership qualifications. Upon NMMA Canada's preliminary determination that the Applicant qualifies for membership, NMMA Canada 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 Canada Board of Directors. Pending NMMA Canada Board approval, Applicant will have the status as a member. NMMA Canada will notify the Applicant in writing promptly after the Board of Directors approves its membership in NMMA Canada. 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 will be returned to the Applicant.

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

- Applicant has read and reviewed NMMA Canada's Charter and has had any questions about the by-laws addressed to Applicant's satisfaction
- Applicant will abide by the NMMA Canada's Charter
- Applicant consents to receipt of notices from NMMA Canada 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 Province/U.S. state, and that proof of such can be provided if requested by NMMA Canada
- Any product and/or service description included in this Membership application was prepared by Applicant and Applicant agrees to indemnify and hold NMMA/NMMA Canada harmless from any loss, cost, or expense incurred by NMMA as a result of NMMA's publication of such description
- NMMA Member 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 NNMA 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

- Applicant will complete NMMA Certification within 12 months of application approval
- Applicant will comply with any Discover Boating assessment requirements

SECTION VII: CERTIFICATION AND DISCOVER BOATING REQUIREMENTS



NMMA's Engineering Certification platform (ECT) allows members to upload model information, schedule inspections, manage timeline reminders, assign certification specialists, and electronically sign documentation.

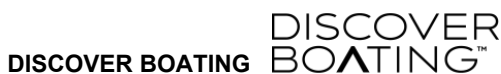
The following checklist details the steps to complete NMMA Certification within 12 months of membership approval. Details for each item are outlined in the NMMA Boat Builders Handbook:

- 1. Annual Certification Fee and Inspection Deposit Fee**—Submit the \$3,250 certification deposit (\$750 annual fee and \$2,500 inspection deposit) during the application approval process.
- 2. Sign Agreement**—The annual agreement will be sent to the engineering contact via DocuSign.
- 3. Submit Master Model Listings**—Register all current production models through ECT, NMMA's compliance platform.
- 4. Schedule Inspection**—Models are inspected annually to ensure each craft is compliant with the ABYC Standards for the corresponding model year.
- 5. Variance Response**—If there are variations noted during inspection, a variance response outlining corrective actions is required within 30 days of inspection.
- 6. Consumer Satisfaction Index (CSI)**—NMMA Certified builders must implement an in-house CSI program to receive product and experience feedback from customers.
- 7. National Insurance Crime Bureau (NICB)**—If selling boats in the United States, register vessels with the national database of vessel information by contacting Donna Conick at dconick@nicb.org.
- 8. Complete Compliance Specialist Exams**—Attend NMMA Engineering Compliance Seminar at least once every two years and pass applicable Compliance Specialist exam annually.

Certification Contacts:

Chad Keskitalo, Certification Manager, ckeskitalo@nmma.org / 312.946.6233

Lucyna Koscielniak, Certification Program Coordinator, lkoscielniak@nmma.org / 312.946.6214



Discover Boating support is a requirement to maintain NMMA membership and certification status including discounted rates at NMMA boat shows.

1. Engine manufacturers will provide sales data based on horsepower to NMMA which is then invoiced to boat builders. Assign Discover Boating billing contact to manage this process.
2. Designate key personnel to manage the Discover Boating boat brand listings and lead retrievals.
3. Provide boat brand(s) to be included on the Discover Boating Boat Finder tool.

Discover Boating Contact: dbbilling@nmma.org

BOAT TYPES ADDENDUM

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 Racing
BB035 Sailboats
BB040 Sailboards

POWERBOATS

BA004 All-Purpose Fishing Boats
BA005 Aluminum Boats
BA010 Bass Boats
BA015 Bay Boats
BA018 Bow Riders
BA020 Catamarans, Multihulls
BA025 (Power) 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 Airboats
BC010 Canoes
BC015 Custom Boat & Yacht
BC020 Builders Dinghies (Rowing & Motorized) Electric Boats
BC025 Hydrofoil Boats
BC030 Inflatable or Folding Boats Jet Boats
BC035 Jon Boats
BC040 Kayaks
BC045 Kit Boats
BC050 Pedal Boats
BC055 Personal Water Craft (PWCs)
BC060 Rigid Inflatable Boats (RIBs)
BC065 Rowing Shells
BC070 Wooden Boats
BC074
BC075
BC080

QUESTIONS?

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

Marie-France MacKinnon, Executive Director
613.367.5002 | mmackinnon@nmma.org

NMMA CANADA[®]

FOR OFFICE USE ONLY:

Check Number:

I.D. Code: