



Together We're Better: Small Manufacturers Membership Program

WHY YOU?

74% of Virginia's manufacturers have less than 25 employees. Small manufacturers feel the pressure of a hyper-competitive global market with increasing operating costs due to advanced technology needs, the challenges of maintaining a skilled workforce, supply-chain management, growing government regulations that unfairly burden small businesses, and more.

WHY US?

The Virginia Manufacturers Association (VMA) is a non-government trade association exclusively serving Virginia's manufacturers for over 94 years. Because our goal is to serve all manufacturers regardless of size, the VMA has created a Small Manufacturers Membership Program opportunity that will give you maximum value for your investment.

WHY TOGETHER?

Together we're better! Put the power of the VMA to work for your small business. Becoming a member of the VMA instantly expands your company to include a team of employees who are committed to your success and the future of manufacturing in Virginia.

For an annual membership fee of \$250, you will have access to:

- Networking opportunities at over 20 professional development events and conferences.
- Workforce training and development through over 1,600 online courses, several proprietary certifications, as well as over 100 academic and workforce partners in 16 states. We are actively working to close Virginia's skills and career planning gap by 2020.
- Industry communications that are targeted to small manufacturers.
- A portfolio of member benefits that offers saving on everything from insurance, parts cleaning and office supplies.
- Nationally recognized Federal, State, Regional and Local government affairs advocacy.
- Free Advocate Membership in the National Association of Manufactures (NAM) for VMA members with 25 or fewer FTEs or less than \$5 million in annual revenue, headquartered in the Commonwealth of Virginia, and not currently a member of NAM. NAM Advocate Members will receive Capital Briefings, Monday Economic Reports, Member Focus Magazine, Manufacturing Economy Daily, invitations to the Executive Insight Series, invitations to the Manufacturing Summit and Congressional Award Events, and listing in NAM's Friends of Manufacturing campaign (see VMA staff for details). **You now have two partners working for you!**
- Along with NAM membership, your company will be listed on the NAM Supplier Buyer Network which will be launched in Q3 2017.

WHY NOW?

Now is the time to join the VMA and partner with one of the most effective lobbying resources and advocates for industry in the Commonwealth. Just **complete the VMA Small Manufacturers Membership Application** by [clicking here](#). For additional information, please contact Mark O'Connell at moconnell@vamanufacturers.com.