



## Mission Statement

The Waterfront Coalition is a group of concerned business interests representing shippers, transportation providers, and others in the transportation supply chain committed to educate policy makers and the public about the economic importance of U.S. ports and foreign trade, and to promote the most efficient and technologically advanced ports for the twenty-first century.

### Economic Importance and Challenge

America's seaports represent a key link in the international supply chain. Billions of dollars of trade passes through the nation's blue water ports each and every year, and supports jobs throughout our nation. But our ports face key challenges that require the coordinated effort of all stakeholders to manage and address. International trade is growing, putting enormous pressure on infrastructure to manage and support that growth. At the same time security concerns will have enormous impact on the way international trade is conducted, potentially adding to congestion and delay. These delays in the global supply chain ultimately result in lost customers and lost sales. Bottlenecks at the port drive up inventory costs and disrupt just-in-time value chains.

Through cooperative efforts, we can together build the most efficient and technologically advanced ports for the 21<sup>st</sup> Century. America's manufacturers, farmers, retailers and transportation industries must unite to educate policy makers and opinion leaders about the contribution the waterfront makes to America's economy, and to urge East, West and Gulf Coast decision makers to invest in state-of-the-art technology at the region's ports.

### Coalition Goals

- To be the unified voice supporting the implementation of available technology and infrastructure at the waterfront in order to build efficient and secure ports that can meet future demand.
- To be the main source of information for all supply chain stakeholders about the importance of cooperative efforts to increase port efficiency and security, and to address congestion issues.
- To be an agent of change on the waterfront through education, pilot projects and advocacy.
- To educate and communicate with the public, media and government officials about the importance of ports to America's manufacturing, agricultural, transportation industries and consumer product industries, and the need for improved infrastructure, predictability, reliability, productivity and safety at the nation's seaports.

## Coalition Activities

**Meetings:** The Waterfront Coalition holds regular meetings of its members and provides educational offerings on a wide variety of topics. These meetings afford members the opportunity to meet and network and to learn about port issues including: organized labor issues, drayage issues, technology issues, and infrastructure issues.

**Programs:** The Waterfront Coalition holds port workshop programs twice each year. At these programs, members and non-members can network, hear about important port related issues, and tour a U.S. port and learn more about what that port has to offer.

**High Level Meetings:** Members of the Waterfront Coalition are invited to high level meetings with key waterfront stakeholders, including legislators and business leaders.

**Advocacy:** The Waterfront Coalition engages in advocacy on behalf of the coalition's member interests. The coalition has engaged in a variety of legislative efforts, providing comments to federal and state legislators on issues such as infrastructure funding, port security, customs matters, port operations, and long shore labor negotiations.

**Education:** The Waterfront Coalition fosters education of its members and the public in a variety of ways: through programs, a newsletter, email alerts, a mailing list to the general public and through contact with the press.

## Coalition Organization

**Board of Directors:** The Waterfront Coalition's current Board is composed of 8 individuals with a wide range of experience and knowledge about port issues.

**Membership:** The Waterfront Coalition has 4 levels of membership: Patron Members, Corporate Members, Smaller Shipper Members and Non-Profit Trade Association Members.

- **Patron Members:** Manufacturers, retailers, exporters, importers, transportation providers, seaport terminal operators, customs brokers, freight forwarders or third-party logistics providers or their trade associations may choose to become Patron Members of The Waterfront Coalition for \$4,500 per year. Patron members have all voting privileges and receive all regular membership benefits. In addition, Patrons are recognized at all events and receive no-cost attendance for two executives at any social or educational event.
- **Company Members:** Companies that are manufacturers, retailers, exporters, importers, transportation providers, seaport terminal operators, customs brokers, freight forwarders or third-party logistics providers may become company members of the coalition. Company members have voting rights, and receive reduced fees for Waterfront Coalition meetings and events. Dues are \$2,200 per year for company members.
- **Small Shipper Members:** Shippers that receive less than 500 containers (FEUs) per year are invited to join the Waterfront Coalition. These members receive the same benefits as Company Members yet pay a reduced dues fee of \$750 per year.
- **Non-Profit organizations:** Any trade association or business league representing the interests of retailers, manufacturers, exporters, importers transportation providers, seaport terminal operators, customs brokers, freight forwarders or third-party logistics providers may become non-profit members of the coalition. Dues are \$1,000 per year for non-profits.

**Membership benefits for Company, Small Shipper and Non-Profit members are the same** and include: reduced cost attendance at Waterfront Coalition educational seminars, attendance at Waterfront Coalition quarterly meetings, access to the Waterfront Coalition's member's only webpage, participation in Waterfront Coalition conference calls, and access to all newsletters, memos and action alerts.

**Sponsorship Opportunities:** A list of sponsorship opportunities follows. *Organizations that are not eligible for membership may become sponsors.* Organizations eligible for membership, *but who do not wish to become members* may also sponsor the organization.

**For more information:** Contact Ezra Finkin (202) 861-8025 ext 203.



## Membership Form

Please fax to Ezra Finkin (202) 293-0495

Organization Name: \_\_\_\_\_  
Organization Contact: \_\_\_\_\_  
Title: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
Suite: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

Company/Association Type:  Importer/Exporter  
 Truck/Rail Provider  
 Ocean Carrier/Terminal Operator  
 Trade Facilitator (Broker, Forwarder, 3PL)

- My organization would like to become a Patron Member of the organization to fund the coalition's activities. Patron member dues are **\$4,500**. Patron Members receive additional benefits of membership. Contributions to the coalition are not tax deductible. The Waterfront Coalition will invoice for the Patron Member dues.
- My organization would like to become a voting member of the organization to fund the coalition's activities. The annual dues are **\$2,200** for corporations and **\$1,000** from non-profit trade associations. Contributions to the coalition are not tax deductible. The Waterfront Coalition will invoice for dues.
- My organization would like to become a voting member of the organization to fund the coalition's activities. My organization receives less than 500 containers (FEUs) per year. The annual dues are **\$750** for smaller shippers. Contributions to the coalition are not tax deductible. The Waterfront Coalition will invoice for dues.
- My organization would like to add additional names to the coalition's e-mail distribution list. Those names are listed on the attached sheet.



PLEASE LIST ADDITIONAL CONTACTS ON THE COALITION'S EMAIL DISTRIBUTION LIST FROM MY ORGANIZATION:

**Organization Name:** \_\_\_\_\_  
Organization Contact: \_\_\_\_\_  
Title: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
Suite: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

Organization Contact: \_\_\_\_\_  
Title: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
Suite: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

Organization Contact: \_\_\_\_\_  
Title: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
Suite: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

(USE ADDITIONAL SHEETS IF NECESSARY)



## **2009 Sponsorship Opportunities**

Sponsorships are available to any individual, organization or company who supports the mission of the Waterfront Coalition. Sponsors may be ports, carriers, terminal operators or shippers. Sponsorship does not convey membership rights. The Waterfront Coalition offers both general and specific sponsorships as follows:

### **General Waterfront Coalition Sponsors**

#### **Bronze Sponsor \$4,500**

##### **Benefits:**

- 1) Recognition as a sponsor on our sponsor's list (and sponsor boards at events)\*
- 2) Attendance for 1 associate at all WC educational and social events, free of charge.
- 3) Inclusion on selected mailing lists, such as our newsletter list.

#### **Silver Sponsor \$10,000**

##### **Benefits:**

- 1) Recognition as a sponsor on our sponsor's list (and sponsor boards at events)\*
- 2) Attendance for 3 associates at all WC educational and social events, free of charge
- 3) (for non members) Attendance at the "open portions" of WC quarterly business meetings for 1 associate.
- 4) (for non-members) Inclusion on selected mailing lists, such as our newsletter list.

#### **Gold Sponsor \$20,000**

##### **Benefits:**

- 1) Recognition as a sponsor on our sponsor's list (and sponsor boards at events)\*
- 2) Attendance for up to 5 executives at all WC educational and social events, free of charge.
- 3) Free educational materials, such as training videos
- 4) (For non-members) Attendance at the "open portions" for 2 executives at WC quarterly business meetings.
- 5) (For non-members) Inclusion on selected mailing lists, such as our newsletter list.

\* If an organization wishes to be an anonymous sponsor, it does not have to be listed on our event programs, sponsor signage at WC events, or on our general sponsor list. However all contributions in excess of \$5,000 must, by law, be listed on the WC Federal Informational Tax Return, which is available for public inspection.

The Waterfront Coalition is incorporated under the laws of the District of Columbia and operates as a not-for-profit business league under Section 501 (c) (6) of the Internal Revenue Code. Contributions to the organization are not tax deductible as a charitable contribution, however contributions may be deductible to the extent that they are related to the contributor's business and are not used to support lobbying expenses. The Waterfront Coalition estimates that 50% of our dues and contributions are used for lobbying purposes.



## 2009 Event Sponsorships

In 2008, the Waterfront Coalition plans to hold a conference in June 2009 in the Port of New York New Jersey. The event will entail an in-depth exploration of this major U.S. load center. Attendees will take a port tour, hear about port infrastructure, and speakers representing the port community from surface transportation suppliers to organized labor. Sponsorships are available for this event.

### June 2009: Port of New York-New Jersey Workshop

#### **Gold sponsor -- \$6,000**

Receive 3 free tickets to the event and full recognition in the final program, and on website.

#### **Silver sponsor -- \$3,000.**

Receive 2 free tickets to the event and recognition in the final program, and on website.

#### **Bronze sponsor -- \$1,500.**

Receive 1 free ticket to the event and recognition in the final program, and on website.

For more information on sponsorship, contact Ezra Finkin at (202) 861-0825 ext. 203.

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Organization Contact: \_\_\_\_\_

Title: \_\_\_\_\_

Street Address: \_\_\_\_\_

Suite: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Company/Association Type:  Importer/Exporter  
 Truck/Rail Provider  
 Ocean Carrier/Terminal Operator  
 Trade Facilitator (Broker, Forwarder, 3PL)

- My organization would like to become a Gold Sponsor of the Waterfront Coalition. Please send me an invoice in the amount of \$20,000.
- My organization would like to become a Silver Sponsor of the Waterfront Coalition. Please send me an invoice in the amount of \$10,000.
- My organization would like to become a Bronze Sponsor of the Waterfront Coalition. Please send me an invoice in the amount of \$4,500.
- My organization would like to sponsor the following events at the levels noted. Please invoice my organization accordingly:
  - June 2009 Gold Sponsor (\$6,000)
  - June 2009 Silver Sponsor (\$3,000)
  - June 2009 Bronze Sponsor (\$1,500)