

MAXIMIZING YOUR MEMBERSHIP



The American
Waterways Operators

The **STRENGTH** of Membership

The tugboat, towboat and barge industry is a tough business, and the public policy arena is just as challenging. In today's 24-7 business and media environment, it can be difficult both for a company to make sense of the government landscape, and for a small but vital industry to make its voice heard.



That's where AWO comes in. Just as it has since 1944, AWO has your back, delivering for your company and our industry what none of us can do on our own.

- ✓ AWO builds strong relationships with Congress, federal agencies and state officials that give your company and our industry a voice with decisionmakers at the highest levels.
- ✓ AWO tells our industry's story to policymakers, the media and the public, spreading the word about the value it provides to our nation's economy, security and quality of life.
- ✓ AWO provides tools and resources to help members continuously improve in safety, security and environmental stewardship, and share best practices that make the entire industry safer.

But AWO can only be effective if our members are actively informing, guiding and participating in our work. You know your industry and its story best – you live it every day.

So how can you get involved, make the most of your investment in AWO membership, and make your trade association stronger so we can deliver better results for you?

GUIDE Our Work and

Become Active in a Working Group

AWO working groups are forums for members to come together to focus attention on specific public policy or operational challenges or areas of interest for our industry. Working groups inform AWO responses to legislative proposals, proposed regulations, potential litigation, and other key decision points for the association.

Participating in an AWO working group is an opportunity for members to work with peers to guide AWO's work on critical issues and learn from one another. For a description of each working group and instructions on how to join, please contact us at (703) 841-9300 or log in to the Members Only side of the AWO website.



Participate in AWO Meetings and Events

Conventions, Board of Directors and Membership Meetings

AWO's Spring Convention and Annual Membership and Board of Directors Meeting takes place every April in Washington, DC. At this event, members learn about public policy developments and take advantage of abundant networking opportunities. The event also includes AWO's Annual Barge-In, where members deploy to Capitol Hill to educate lawmakers on issues critical to our industry.

The Fall Convention and Board of Directors Meeting occurs every October at rotating locations throughout the country. It's an opportunity to learn about emerging policy and operational issues and observe and participate in organizational governance discussions.

Regional Meetings and Roundtables

AWO maintains four regional offices to provide support and state and local advocacy for members. AWO also coordinates region-focused meetings and events throughout the year, including Annual Regional Meetings to share information, network and conduct official AWO business; as well as smaller-scale, multi-city regional roundtables in the summer and early fall. Roundtables provide opportunities for members throughout each region to discuss important regional and national issues, meet with local Coast Guard leadership, and network with customers.



STRENGTHEN Our Advocacy

Safety Committee Meetings

AWO's Coastal and Interregion Safety Committee meetings occur twice a year in January and August. Health, safety and environmental professionals from member companies share their experiences and learn from one another as they work to strengthen safety and environmental stewardship throughout the industry.

Sector Luncheons

AWO fosters close, positive relationships between members and Coast Guard sectors and districts by hosting Sector

Luncheons for members to meet with local Coast Guard officials throughout the year. These luncheons build partnerships and facilitate dialogue between industry and the Coast Guard.



Host a Tugboat/Towboat Tour

AWO works with member companies to host educational tours onboard company vessels to give Members of Congress and their staffs firsthand exposure to our industry's operations.

These tours are an important part of AWO's Congressional outreach efforts, providing legislators with hands-on industry education and allowing members to build and strengthen the grassroots relationships that are vital to advancing our legislative agenda.

To host or participate in a tugboat/towboat tour, please contact your regional AWO representative.



Take Advantage of AWO Resources

Coast Guard-Approved Programs

Carrier members have exclusive access to AWO's Coast Guard-approved programs that help your business meet and exceed regulatory requirements. The Responsible Carrier Program is a Coast Guard-accepted safety management system that offers your company valuable flexibility in fulfilling its towing vessel inspection requirements under Subchapter M. The AWO Alternative Security Program is a Coast-Guard-approved security plan developed and maintained by AWO to help carrier members comply with the agency's vessel security plan requirements. The AWO Alternative Planning Criterion for inland tank barge and towing vessel operators offers members a practical, Coast Guard-approved alternative to the regulatory requirement to contract for expensive standby emergency towing capability.

AWO's knowledgeable staff is here to help you and your business get the most out of these valuable resources.



Information and Educational Resources

AWO is committed to keeping you informed about the latest public policy and safety developments affecting your company's operations, through our weekly newsletters, timely member alerts, and our monthly interactive webinar series.

AWO also develops and maintains a suite of educational resources that members can use themselves to educate local audiences on the importance of the tugboat, towboat and barge industry and the public policies that enable it to thrive. And, we work with members to tailor effective strategies for putting these resources to good use in their communities.

When you take advantage of these resources, you will not only have a clearer picture of how your dues translate into achieving results, but you will also have the tools you need to help guide our advocacy and amplify the reach of our message.



Your Office in the Nation's Capital

AWO is your voice in Washington, DC. We can help your company solve problems and navigate the challenges of interacting with regulators as you conduct your business. In addition, your AWO regional representative is your advocate with decisionmakers in your area, including the Coast Guard, U.S. Army Corps of Engineers, and the state and district offices of your Senators and Member of Congress.

Call on us to let us know how we can serve you.



Help Make Our Industry SAFER

Engage with the Coast Guard-AWO Safety Partnership and its Working Groups

The Coast Guard-AWO Safety Partnership is a non-regulatory forum for working with the Coast Guard at the national and regional levels to enhance the safety of mariners, vessels and the waters on which they operate. The Partnership's National and Atlantic, Pacific, and Mid-America Regional Quality Steering Committees regularly stand up working groups to address emerging issues and develop recommendations and best practices to improve safety.

Engaging with the Partnership is an opportunity to collaborate with Coast Guard leaders and help shape the conversation to keep making our industry safer. To get involved with or raise safety issues for consideration by the Coast Guard-AWO Safety Partnership at the national or regional level, please contact your AWO regional representative.

Submit Your Company Safety Data to the Safety Statistics Reporting Program

The Safety Statistics Reporting Program is a web-based program that enables member companies to confidentially report safety data such as vessel crew hours, fatalities, falls overboard, recordable and lost time injuries, reportable spills and volume of spills for both coastal and inland vessels.

Submitting your data gives you a simple method for tracking your safety statistics, as required by AWO's Responsible Carrier Program, and allows you to measure your company's safety performance against your sector and the entire industry. 100% participation by AWO member companies demonstrates our safety commitment to policymakers and enables us to benchmark the safety performance of AWO members against the industry as a whole, supporting AWO's advocacy and public affairs work on your behalf as well as promoting continuous improvement in safety.

Please contact AWO's Director - Safety & Environmental Stewardship with any questions about the SSRP.



**The American
Waterways Operators**

801 North Quincy Street, Suite 500 • Arlington, Virginia 22203

703.841.9300 | www.americanwaterways.com

©2020 The American Waterways Operators. All rights reserved.