

What is AWO?

The American Waterways Operators (AWO) is the national trade association for the domestic waterborne transportation industry, representing the interests of member companies operating on the inland and coastal waterways and harbors of the United States.

AWO's fundamental purpose is to represent the domestic tugboat, towboat and barge industry before the federal government. It also acts as the industry spokesman to the media and represents member company interests on state and regional issues.

What is Sole Proprietor Membership?

Affiliate Members are associations, corporations, sole proprietorships, partnerships, and individuals sharing common interests with AWO's Carrier Members but not eligible for AWO Carrier Membership. Sole Proprietor Membership is reserved for those Affiliate Member companies with a *single employee*. These members enjoy the full range of benefits of AWO membership. However, they neither vote nor hold office in AWO. One Affiliate Member seat on the Board of Directors is filled annually through nomination by the AWO Chairman of the Board, and election by the AWO Executive Committee; Sole Proprietor members may qualify for this special seat.

Benefits of AWO Membership

- You may attend all of AWO's many functions: seminars, conventions, and Board of Directors Meetings.
- You may serve as a non-voting member of our many standing and special committees, where the fundamental work of the association is done. You receive a subscription to the AWO Letter which will keep you informed of the latest developments in our industry and in our association.
- You receive the association's Annual Report, legislative and regulatory position papers, and several valuable statistical publications.
- You are entitled to use the AWO logo in your advertising, stationery and business cards.

Cost of Sole Proprietor Membership: \$1,750

Dues are based on the calendar year. This means that new members pay a pro-rated portion of the dues to complete the calendar year in which they join.

Payment can be via check or credit card. Checks should be made out to **The American Waterways Operators** and mailed to the below address:

The American Waterways Operators
ATTN: Anne Fazzini, Coordinator – Meeting & Membership
801 North Quincy Street, Suite 200
Arlington, Virginia 22203

Instructions for Applying

To apply for membership, complete the attached Sole Proprietor Membership Form and submit electronically to the Coordinator – Meetings & Membership, Anne Fazzini, via email at afazzini@americanwaterways.com.

You will be contacted by the membership team within two business days. At that time you will be provided with the pro-rated amount for the remainder of the calendar year.

In order for your application to be submitted for approval, the following items must be in the possession of the Coordinator – Meetings & Membership by the schedule noted below:

- Sole Proprietor Membership Form
- One of the following:
 - A check or completed credit card authorization form for the first quarter pro-rated dues
 - A check or completed credit card authorization form for the total pro-rated dues

Applications are submitted for approval by the President on the business day closest to the 1st and the 15th of each month. All required materials must be received by the 25th or the 10th, respectively.

Once membership is approved, you will receive a New Member Welcome Packet in the mail. This will serve as your notice of approval. Please note that the Coordinator – Meetings & Membership is not permitted to inform you of approval in advance of the packet's receipt. He/she will only be able to inform you of the submission status.

Contributions or gifts to AWO are not tax deductible as charitable contributions. However, they may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities. AWO will notify you annually of the non-deductible portion of your dues — the part which is allocable to lobbying.

Membership Application – Company Information

Please fill out and submit via email to Anne Fazzini at afazzini@americanwaterways.com.

Company: _____

Parent Company (if any): _____

Contact Name for Application Process*: _____

Preferred Name or Nickname: _____

Job Title/Position: _____

Contact Phone Number: _____

Email Address: _____

Mailing Address: _____

Physical Address (if different from above): _____

Company Website: _____

Number of Employees: _____ Year of Establishment: _____

* The contact person for the membership application process will automatically become the Member Representative for the company unless otherwise indicated. The company's Member Representative is the designated point of contact for all RCP, accounting, and other AWO communications. To designate a different Member Representative, please communicate your Member Representative choice separately to Anne Fazzini via email at afazzini@americanwaterways.com.

Membership Application – Company Information

To your knowledge, has the applicant or their parent company ever been a member of The American Waterways Operators?

- Yes No

Does your company own or operate any vessels?

- Yes No

Company Description

Please provide us with a brief overview of the products and services you provide to the industry also indicating any specific areas of knowledge or expertise that your company may bring to our working groups and committees.

AWO Standing Committees

To fully capitalize on your membership, it is recommended that you sign up to participate in an established committee. Committees meet twice each year to discuss the current issues facing the sector of the industry and to ascertain the best plan of action for AWO's advocacy. Please select one or more committees of interest to you.

- | | |
|---|---|
| <input type="checkbox"/> Coastal Sector Committee | <input type="checkbox"/> Interregion Safety Committee |
| <input type="checkbox"/> Harbor Services Sector Committee | <input type="checkbox"/> Coastal Safety Committee |
| <input type="checkbox"/> Inland Dry Sector Committee | <input type="checkbox"/> Public Affairs Committee |
| <input type="checkbox"/> Inland Liquid Sector Committee | |

Affiliate Membership Agreement

The undersigned, _____, a corporation, or partnership, with principal offices at _____, in consideration of like agreements entered into by others and of other valuable consideration hereby acknowledged to have been received, does hereby stipulate and agree to the *Constitution and Bylaws* of The American Waterways Operators, to the general purposes stated therein, and further to hereby subscribe to Affiliate Membership therein to be effective upon signing this agreement.

In witness whereof the above named has on this _____ day of 20____ attached his, her, its, or their corporate seal and/or signature hereto.

Signature: _____

Witness: _____