

**2018 WSIA MEMBERSHIP APPLICATION**

January 1, 2018 through December 31, 2018

**MEMBERSHIP CATEGORIES**

**REGULAR:** Manufacturers and importers whose revenues primarily pertain to the water sports business.

**ASSOCIATE & MEDIA:** Businesses whose sales and/or manufacturing interests are not primarily directed toward water sports but have some sales and/or manufacturing revenue from the sport. Media memberships are per title.

**DEALER:** Dealers whose sales are directly related to the water sports industry.

**WAKE PARK:** Wake park owners and operators.

**SALES REP:** Sales reps whose sales are directly related to the water sports industry.

**CAMP/SCHOOL/INSTRUCTOR:** Ski and wake camps, schools, instructors and coaches.

**ASSOCIATION:** Groups, communities, foundations, non-profits and other organizations involved in water sports.

**FRIEND OF THE INDUSTRY:** Other promoters, supporters and fans of water sports.

**PARASAIL:** Parasail owners and operators.

**DUES STRUCTURE**

|                |                           |
|----------------|---------------------------|
| <b>REGULAR</b> | <i>Annual Gross Sales</i> |
| \$750.00       | \$0 - \$1 million         |
| \$1,500.00     | \$1 - \$5 million         |
| \$2,250.00     | \$5 - \$10 million        |
| \$3,000.00     | \$10 - \$15 million       |
| \$5,000.00     | \$15 - \$50 million       |
| \$8,000.00     | \$50 - \$100 million      |
| \$12,000.00    | Over \$100 million        |

|               |                           |
|---------------|---------------------------|
| <b>DEALER</b> | <i>Annual Gross Sales</i> |
| \$150.00      | \$0 - \$1 million         |
| \$250.00      | \$1 - \$5 million         |
| \$350.00      | Over \$5 million          |

|                  |                               |
|------------------|-------------------------------|
| <b>WAKE PARK</b> |                               |
| \$200.00         | Two-Tower Parks               |
| \$300.00         | Full-Size Parks (4,5,6 Tower) |

|                              |                           |
|------------------------------|---------------------------|
| <b>ASSOCIATE &amp; MEDIA</b> | <i>Annual Gross Sales</i> |
| \$275.00                     | \$0 - \$1 million         |
| \$500.00                     | \$1 - \$5 million         |
| \$750.00                     | \$5 - \$10 million        |
| \$1,000.00                   | \$10 - \$15 million       |
| \$1,500.00                   | \$15 - \$50 million       |
| \$2,000.00                   | \$50 - \$100 million      |
| \$3,000.00                   | Over \$100 million        |

**PARASAIL OPERATOR**  
\$350.00

**SALES REP, CAMP, SCHOOL, INSTRUCTOR, ASSOCIATION, FRIEND OF INDUSTRY**  
\$150.00

\* All boat manufacturers are also assessed \$10 per sport-specific towboat sold.

**NOTES & TERMS**

- To exhibit at Surf Expo, you must be an active member.
- Refer to [wsia.net/dues](http://wsia.net/dues) for the penalty terms for non-payment.
- Dues are deductible as ordinary and necessary business expenses.
- Please notify us of any changes in your company's information.
- Warning Labels for manufacturers require a separate use fee. Please call or email us for the current fee amount for each product category.
- For help, or to pay by phone, please call (407) 835-1363 or email [info@wsia.net](mailto:info@wsia.net).

Send this form with your check to  
WSIA, PO Box 568512, Orlando, FL 32856-8512

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY, STATE, ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_

WEBSITE \_\_\_\_\_ EMAIL \_\_\_\_\_

PUT YOUR WEBSITE LINK ON WSIA.NET?

Online registration recommended: [wsia.net/become-a-member](http://wsia.net/become-a-member)