

Manufacturing Members' Dues Structure and Benefits
SAMA 2026-2027

THIS WAS APPROVED BY THE SAMA BOD ON SEPT 2, 2026, WITH THE FLEXIBILITY OF CHANGING THE BENEFITS WITHIN EACH LEVEL. CHANGES TO THE PRICE STRUCTURE WOULD REQUIRE NEW BOD APPROVAL.

Be Part of Florida's Manufacturing Momentum

Empowering People. Building Industries. Strengthening Communities.

Florida's manufacturers are the heartbeat of regional growth; but no one succeeds alone. The Sarasota-Manatee Area Manufacturers Association (SAMA) exists to unite those who make, support, and champion manufacturing. Together, we share knowledge, resources, and purpose to create opportunity, innovation, and lasting impact across our communities.

For Manufacturers

You build things. We build the ecosystem around you.

As a SAMA Manufacturing Member, you'll:

- Connect with peers through exclusive plant tours, workshops, and roundtables.
- Access statewide programs and grants through our FloridaMakes partnership — including no-cost business assessments and performance improvement consulting.
- Find and be found in the Connex Florida supply chain network, linking you directly with buyers and suppliers across the state.
- Develop your workforce pipeline with access to training providers, technical schools, workforce grants, and apprenticeship programs.
- Be recognized for excellence and leadership — from safety to innovation.

No matter the size of your operation – from small start-ups to large-scale multi-facilities, SAMA supports you in competing smarter and growing stronger.

The Bigger Picture

When you join SAMA, you become part of a powerful movement that unites business, education, and community to drive the future of Florida manufacturing.

Together, we will:

- Strengthen regional competitiveness
- Build skilled and sustainable career pathways
- Accelerate innovation and local supply chains
- Amplify the voice of manufacturing across our state

Be part of the momentum. Be part of SAMA; where makers, partners, and community organizations shape the future of manufacturing in the Suncoast and Heartland regions.

All Manufacturing memberships belong to the company, allowing any staff member to attend events.

Standard Membership – Dues dependent on employee count at local facilities)

1-10 employees = \$295, 11-49 employees = \$495, 50+ employees = \$595

- Website listing: Listed by category including logo and link to
 - o A one-page profile touting your products, services, and capabilities (if provided), OR
 - o A hotlink to your website.
- Access our Online Community Network – communicate with fellow members to learn best practices and share resource knowledge.
- Receive a Membership Recognition pack
 - o SAMA Digital Member Logo – tout that your company supports manufacturing in our region in your email signature and company website
 - o Membership Display Plaque and Window Decal – show visitors and employees that you support the Bigger Picture.
- Member Access to SAMA/FloridaMakes Business Advisors – extremely knowledgeable in manufacturing processes, helping you overcome challenges of productivity, efficiency, quality, labor skills, and more.
- Connex Supply Chain Database access – a great tool for other manufacturers to find you, and for you to expand your supply chain resources.
- Personal introductions to trusted local resources in workforce, finance, sales, marketing, and manufacturing process improvement. We have an expansive network, regionally, statewide, and nationally.
- Attendance at monthly SAMA meetings and events, which include educational seminars or panel discussions, sharing of best practices, networking opportunities, etc.
- Sponsorship opportunities at various SAMA events.
- Discounts on paid resource projects through FloridaMakes.

Elite Membership \$895 – Flat rate

Includes Standard Membership items, plus:

- Upgraded website listing: Larger logo than Standard.
- Attendance at various “Standard” events (i.e. Plant Tours, Social Networking, etc.), with a 25% discount on the published rate (excludes “Special” events).
- One “Manufacturing Member Spotlight” post in the SAMA e-newsletter per year, if provided.
- One annual “Shop Talk with SAMA” video podcast, posted in the SAMA e-newsletter and on website, if desired.
- One LinkedIn Shout-out per year, thanking your company for your support and highlighting your capabilities.

Premier Membership \$1,495 – Flat rate

Includes Standard and Elite Membership items, plus:

- Upgraded website listing: Extra Large logo.
- Logo posted within weekly e-newsletter including hotlink to company website or provided profile page.
- Logo posted on website's carousel as "Premier Member", which appears on all pages.
- Logo printed on SAMA Banner Stand, displayed at all meetings and events, as "Premier Manufacturing Member"
- Attendance at various "Standard" events (i.e. Plant Tours, Social Networking, etc.), with a *50% discount* on the published rate (excludes "Special" events).
- Receive one SAMA embroidered Golf shirt, if desired.

Membership dues are based upon an anniversary year and are non-refundable.

Benefits are subject to change, depending on situation.

SAMA is a 501(c)(6) association and membership dues are not deductible as a charitable contribution for US Federal income tax purposes but may be deductible as a business expense. Ten percent (10%) of your dues payment is for lobbying efforts and therefore non-deductible as a business expense.