PRECISION BUILT. REGIONALLY DRIVEN.

⚡ **Strengthen** Regional Competitiveness 📈 **Build** Skilled & Sustainable Career Pathways ⚙ **Accelerate** Innovation & Local Supply Chains

📣 **Amplify** the Voice of Manufacturing Across Our State

SRMA BUSINESS PARTNER MEMBERSHIPS • ANNUAL BENEFITS & DUES 2026

Partner With the Manufacturers Shaping Southwest Florida

Empowering People. Building Industries. Strengthening Communities.

Business Partners are part of the ecosystem that keeps Southwest Florida manufacturing strong. When you partner with SRMA, you're not just gaining visibility with manufacturers who need what you offer — your membership helps fund the advocacy, workforce development, and peer network that keep this region's manufacturing sector competitive. Establish your company as an expert our members will want to do business with.

1981	5 Counties	70:30
The year SRMA was founded — four decades of advocacy for regional manufacturing.	Charlotte, Collier, Glades, Hendry & Lee — one connected manufacturing region.	Manufacturer-to-partner ratio SRMA maintains, keeping partner access meaningful, not oversaturated.

Gold Champion and Platinum partners get direct access to sponsor the Made in SWFL Showcase and SWFL Women in Manufacturing series — and are highlighted by name as sponsors at both. À la carte sponsorships on SRMA's signature events remain open to any Business Partner at any tier.

WHERE YOUR MEMBERSHIP GOES TO WORK

ADVOCACY
Funds a unified voice for manufacturing at the state and local level — from tax policy to regulatory relief, SRMA represents the issues that hit your clients' bottom line directly.

NETWORKING
Keeps plant tours, seminars, and events running for the whole membership, giving your company recurring, natural face time with the manufacturers you want to reach.

WORKFORCE
Supports apprenticeships, school partnerships, and talent pipeline programs that keep the region's manufacturing sector staffed and growing.

RESOURCES
Sustains no-cost business assessments, FloridaMakes access, and expert referrals — the practical help that keeps members engaged year-round.

FUEL SOUTHWEST FLORIDA'S TALENT PIPELINE

Southwest Florida manufacturers are facing a retirement wave with too few skilled workers behind it. SRMA's educational initiatives — apprenticeships, classroom partnerships, certifications, and the SRMA Regional Scholarship — exist to close that gap. As a Business Partner, you don't need to be a manufacturer to help:

VOLUNTEER
Speak on a career panel, judge a student showcase, or host a classroom visit — a small time investment with lasting visibility.

SPONSOR
Fund a workshop, training-center program, or the SRMA Regional Scholarship, and earn Talent Pipeline Partner recognition in return.

MENTOR
Offer an internship or support a Registered Apprenticeship placement, building a relationship with tomorrow's skilled workforce today.

AMPLIFY
Help promote manufacturing career pathways to students and families through your own channels and community reach.

GOOD TO KNOW BEFORE YOU APPLY

- SRMA maintains a 70:30 ratio of manufacturers to business partners, and caps membership at three per industry type (e.g., banks, insurance, CPAs). Exceptions require board approval.
- Acceptance criteria are outlined on the Business Partner Member application. Membership dues are non-refundable.
- Bronze-level partners must upgrade to Silver or higher after two years of membership.
- Please, no direct solicitation of manufacturing members at events or through marketing efforts.
- SRMA is a 501(c)(6) association. Dues aren't deductible as a charitable contribution but may be deductible as a business expense; 10% of dues supports lobbying and is non-deductible as a business expense.

BUSINESS PARTNER TIERS & DUES • 2026

Choose the Partnership Level That Fits Your Growth Goals

Each tier includes everything in the tier(s) before it. Revised & approved by the SRMA Board of Directors.

Bronze — Foundation Level — $1,500/yr

- ✔ Logo on website Business Partner Listing page, with hotlink
- ✔ Membership plaque
- ✔ Access to SRMA Community Network (posting restrictions apply)
- ✔ SRMA window decal
- ✔ One representative may attend up to 4 events/year (paid registration required)
- ✔ Sponsorship and educational opportunities presented as they arise
- ✔ Invitation to volunteer as a guest speaker, career-panelist, or judge at SRMA workforce events
- ✔ SRMA promotion of your educational webinars/events to manufacturers

Silver — All Bronze, plus — $2,500/yr

- ✔ Larger logo on Business Partner Listing page
- ✔ One-pager PDF earns a one-time Member Spotlight + LinkedIn post
- ✔ Logo & hotlink in the Silver section of all e-newsletters
- ✔ Logo on Banner Stand, Silver section
- ✔ One representative per monthly event
- ✔ Talent Pipeline Partner recognition when you volunteer for a classroom visit, mentorship session, or career panel

Gold — All Silver & Bronze, plus — $5,000/yr

- ✔ Logo on SRMA's website, appearing on all pages
- ✔ Logo on top of the Business Partner Listing page
- ✔ Logo & hotlink in the Gold section of all e-newsletters
- ✔ Logo on Banner Stand, Gold section
- ✔ One complimentary ticket to monthly "standard" events (excludes Special Events)
- ✔ One complimentary embroidered SRMA polo shirt
- ✔ Priority to sponsor a workforce development workshop or training-center program

Gold Champion — All Gold, plus — $6,500/yr

$1,500 of your Gold Champion dues is dedicated directly to SRMA's educational initiatives.

- ✔ Direct access to sponsor the Made in SWFL Showcase and SWFL Women in Manufacturing series
- ✔ Highlighted as a sponsor at both events — recognized by name, not just listed

Platinum — All Gold Champion, Gold, Silver & Bronze, plus — $10,000/yr

$1,500 of your Platinum dues is dedicated directly to SRMA's educational initiatives.

- ✔ Logo on SRMA's website homepage carousel
- ✔ SRMA will host a standalone educational offering for you, if desired
- ✔ Logo & hotlink in the Platinum section of all e-newsletters
- ✔ Two complimentary ad opportunities in the e-newsletter
- ✔ One email from the Executive Director introducing you to SRMA's manufacturing members
- ✔ Highlighted as a sponsor at both signature events — top billing, not just listed
- ✔ One complimentary opportunity to sponsor a standard event
- ✔ Logo on the Business Partner Banner Stand, Platinum section
- ✔ Private dinner for two Platinum reps with a quorum of the SRMA Board and Executive Director
- ✔ First invitation to become a Founding Sponsor of the SRMA Regional Scholarship, with named recognition
- ✔ First and direct access to headline (Presenting-tier) sponsorship of Made in SWFL Showcase and SWFL Women in Manufacturing

OPEN TO EVERY BUSINESS PARTNER — NOT JUST GOLD CHAMPION & PLATINUM

Tier level shouldn't be the only door in. These sit outside the tier structure, so a Bronze or Silver partner has a real path to visibility without needing to upgrade dues first.

STANDALONE RECOGNITION PROGRAMS

Talent Pipeline Partner Recognition — Public recognition (website + newsletter) for any partner who completes one qualifying activity a year: fund a workshop, speak on a career panel, host a classroom visit, or sponsor a Registered Apprenticeship placement. Included automatically at Gold & Platinum; available to every tier as an add-on.

Founding Scholarship Sponsor STARTING 2027 — A gift of $2,000 or more names a portion of the SRMA Regional Scholarship and earns permanent "Founding Sponsor" recognition. Offered first to Platinum partners, then opened to every Business Partner tier.

Made in SWFL & Women in Manufacturing Sponsorship — Gold Champion and Platinum partners get direct access to headline sponsorship of these two signature showcases, and are highlighted by name as sponsors at both. À la carte sponsorships — Presenting, Featured, and Community tiers — remain open to any Business Partner, member or not, on both events.

À La Carte Event Sponsorships — Beyond the two signature showcases, sponsorship of SRMA's other events is open and available at any time — you don't need to hold a tier at all to sponsor a single event. It's often the easiest first step before considering full Business Partner membership.

MEMBERSHIP POLICY

SRMA maintains a 70:30 ratio of manufacturers to business partners, with a maximum of three partner members per industry type. Exceptions require board approval. Acceptance criteria are outlined on the Business Partner Member application. Membership dues are non-refundable, and Bronze-level partners must upgrade to Silver or higher after two years.

TAX DISCLOSURE

SRMA is a 501(c)(6) association. Membership dues are not deductible as a charitable contribution for U.S. federal income tax purposes but may be deductible as a business expense. Ten percent (10%) of dues supports lobbying efforts and is therefore non-deductible as a business expense.

Ready to become a Business Partner?

Apply today — we'll help you pick the right tier for your business.

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