

# EMPIRE STATE MARINE TRADES ASSOCIATION INC

## ABOUT THE ESMTA

The Empire State Marine Trades Association (ESMTA) is dedicated to advancing the interests of the marine trades industry in New York State.

Incorporated in 1975, the Association consists of regional marine trades organizations that have joined together to exchange ideas and information; further cooperation and friendship between members; and develop mutually beneficial services such as public relations, legislative interests, and group insurance.

The ESMTA seeks to promote the recreational boating industry throughout New York State, encouraging the safe and proper use of boats, marine accessories, and facilities through means consistent with the public interest and welfare.

## ADVANCING RECREATIONAL BOATING

To advance the industry the Association:

- Promotes and encourages boating as great recreation for individuals and families.
- Protects the best interests of boaters and the boating industry by developing relationships with various levels of government.
- Encourages a sensitivity to the needs and interests of boaters among marina operators and dealers.
- Encourages safe, responsible and environmentally friendly boating.
- Provides information to boaters about New York State waterways and boating facilities.

## REGIONAL ORGANIZATION AND GOVERNANCE

The Empire State Marine Trades Association consists of independent regional marine trades associations across New York State. Each region elects delegates to the ESMTA Board according to a sliding scale based on the size of the regional organization (number of members). Officers are elected by the Board and serve for two-year terms.

Membership in the ESMTA through a regional association is strongly encouraged. This provides the most effective and productive venue for participation and involvement in the organization. An Independent Membership category is available for those wishing to join ESMTA directly, without participating at the regional level.

Each regional association operates independent of ESMTA and holds regular local meetings, workshops and training events throughout the year. Several regions also host boat shows.

By joining together to form the ESMTA, regions strengthen their statewide voice and increase their impact on legislative and public interest issues. Regional independence provides the flexibility to meet the particular needs of their constituents at the local level.

## ASSOCIATION HEADQUARTERS

The ESMTA maintains an office with professional staff in Albany, just blocks from the State Capitol and Legislative Office Building.

Staff is available Monday to Friday, 9am-5pm to answer questions and provide members the information they need in a timely fashion.

# EMPIRE STATE MARINE TRADES ASSOCIATION INC

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[www.boatnys.com](http://www.boatnys.com)



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*Life is better with a boat!*



# Benefits of Membership in the ESMTA

Your membership in the Empire State Marine Trades Association (ESMTA) is a cooperative partnership advancing the marine trades industry in New York State. As a member, you lend your voice to the common cause of recreational boating and enable the organization to advocate more effectively in support of the industry. As a member, you also receive access to valuable member benefits to help you in your business and professional development.

## LEGISLATIVE REPRESENTATION

The ESMTA works throughout the year to educate public officials about the important role of recreational boating to the State's economy and tourism industry.

ESMTA's government relations efforts include active lobbying by professionals to monitor potential legislation affecting the industry and advocate, under the direction of the Board, for favorable legislation and regulations.

In addition to ongoing advocacy activities throughout the year, the Association holds an Annual Advocacy Day in early spring. The event provides opportunity for ESMTA members to discuss the organization's legislative priorities for the year and meet with state lawmakers at the annual legislative dinner.

## NETWORKING AND COMMUNICATIONS

Membership in ESMTA provides unparalleled opportunity to network with industry peers from around the State. Through general membership meetings and communication vehicles such as the periodic newsletter and membership mailings, members have access to colleagues who are experiencing similar challenges and can offer valuable business and industry insight.

## WORKERS' COMPENSATION INSURANCE

The Association works closely with The Flanders Group to promote our industry's workers' compensation safety group. This group program provides unmatched service and savings for over 425 marinas and dealers. The Flanders Group also offers a property and casualty program to provide customers with a complete solution for their commercial insurance needs.

## FINANCE AND INSURANCE

ESMTA members receive valuable discounts on outsourced finance and insurance (F&I) services through the Association's partnership with Powersports Outsourcing Group, LLC.

F&I is commonly referred to as the dealership's "fifth profit center." If you don't have the time, expertise or knowledge to manage or start an in-house F&I department, outsourced services may be your answer.

## HEALTH INSURANCE

Through a partnership with the Employee Benefits Center (EBC), ESMTA members receive access to affordable health and life insurance for small businesses. In the face of rising healthcare costs, EBC provides members a cost-effective, small business-friendly alternative.

## COLLECTIONS SERVICES

The ESMTA provides members with access to National Revenue Corporation's collections services at preferred rates. Don't let bad debt affect your bottom line — through this valuable member benefit you can affordably make progress realizing your receivables.

## INDUSTRY PARTNERSHIPS

The Association works to develop strong partnerships with other industry organizations across the state and nation, harnessing the knowledge and cooperative influence of industry peers. As a member of ESMTA, you also receive Associate membership in the Marine Retailers Association of America.



## FOR MORE INFORMATION

If you would like more information about the Empire State Marine Trades Association or would like to contact your local regional representative for information about regional activities, please complete the information form below and return to Association Headquarters.

*We look forward to your participation in the ESMTA!*

\_\_\_\_\_  
Name

\_\_\_\_\_  
Company

\_\_\_\_\_  
Address

\_\_\_\_\_  
City/State/Zip

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Fax

\_\_\_\_\_  
Email

\_\_\_\_\_  
Website

**Yes!** — Send me more information about the ESMTA.

**Yes!** — Please have a regional representative from my area contact me to discuss membership and involvement at the regional level.

## PLEASE RETURN THE COMPLETED FORM TO:

ESMTA  
119 Washington Avenue, Suite 100  
Albany, New York 12210