



***The Harbour Masters' Association
of the United Kingdom,
the Channel Islands
and the Isle of Man***

UKHMA Commercial Member Terms of Reference:

The below information provides guidance to prospective Association Commercial Members regarding the constitutional requirements and the operational criteria, including the benefits and opportunities of Commercial membership of the UK Harbour Masters Association.

Our Commercial Members of the Association are much valued and make a significant contribution in supporting the on-going success of the world's oldest and largest Harbour Masters and Port Marine Professionals Association.

It is essential however to clarify that the UKHMA is a Professional Member Association, not a UK Trade Association such as the British Ports Association and the UK Major Ports Group, as such this determines our constitutional make up and our Professional Member focus and ethos.

Commercial membership of the Association is offered by successful application via the UKHMA website www.ukhma.org/join/, upon which the Association's Executive management shall consider application criteria compliance.

UKHMA Commercial Membership Application Criteria;

- The applicant must either be a UK registered company or have significant business interests, offices and employees based in the United Kingdom.
- The applicant must be operating within or offering services and / or products to the UK Port Marine Sector.
- Any prospective Commercial member of the UK Harbour Masters Association must support and encourage the aims and objectives of the Association whilst providing products or services which assist the Association's Professional members in their professional duties and responsibilities.
- A Commercial Associate Membership category and rate is available to any Sole Trader or individual, Commercial operator. This will be decided on application by the Executive Management.
- The Association's Executive management reserve the right to decline any Commercial member application due to any overwhelming Commercial to Professional membership ratio or if the product or service offered is over represented within the Commercial membership at the point of application.
- All Association members should not be seen as overtly controversial, discriminatory or acting in way to bring the Association into disrepute.

Commercial Member benefits and opportunities;

The Association currently has in the region of 500 members, of which approximately one-fifth are Commercial members.

The historical and constitutional foundation of the UK Harbour Masters Association making provision for Commercial company membership was created on the shared principle of mutual benefit.

The Association Professional membership benefit from the support and engagement of our UK Maritime support services, whilst the Commercial membership subscription and associated financial support assists and contributes to the ability of the Association to host quality, cost-effective member events.

The benefit to our Commercial members is the direct access enabling engagement with our Association Professional membership and their potential customer base.

Due to GDPR regulations we are unable to provide Commercial members with a downloaded list of member contact details, however once membership is confirmed this can be easily achieved using the UKHMA website portal to access our full members list.

Direct, in-person engagement with members are via our two very successful, longstanding UKHMA Member Annual Conferences, held every Spring in Edinburgh and Autumn in London and our Summer Association AGM.

The annual Conferences offer the opportunity for Commercial members to sponsor, exhibit and / or present to the attending Professional members and Association stakeholders in attendance.

However the available Commercial member opportunities are limited due to the event format and host venue capacity with demand often outstripping the ability to offer opportunity to all those who apply. Commercial membership does not automatically guarantee the sought-after Commercial opportunity that applicants would perhaps seek immediately or had thought was complimentary on application.

Whilst every effort is made by the Association to allocate any Commercial opportunity in a fair and open process available to all to register, priority will always be given to those who sponsor the event in question.

There also exists the opportunity to host Commercial member webinars for our Professional members as well as a number of other options to advertise and promote your company products and services to UKHMA members (details on application to admin@ukhma.org).

Whilst the Association as a Professional member organisation and not a UK Trade Association will always prioritise our Professional membership value and the Associations constitutional aims and objectives, our Commercial members remain a vital part of the success and national recognition the Association has created and enjoys today.

We hope that being an important part of the UK Harbour Masters Association membership will reflect well on your commercial interests and Industry recognition and be assured that your Commercial membership of the UKHMA is greatly appreciated by all Association members.

For further information as required, please note the contact details at the foot of this notice.

Yours sincerely



Martin Willis AFNI
Executive Officer & General Secretary
UK Harbour Masters Association.