



### What will your Membership Subscription Cost?

Your membership subscription is calculated as a percentage of your company's annual marine turnover

A 20% discount is applied where members have not exhibited at either London or Southampton Boat Show in the last 12 months.

Subject to paying the minimum for the band with or without discount

#### **Minimum Subscription with or without Discount is £200 for 2008/2009**

<b>Band</b>	<b>Turnover</b>	<b>Multiplier</b>	<b>Min Sub for band Boat Show Exhibitor</b>	<b>Min Sub for band with Non Exhibitor Discount</b>
A	up to £99,999	0.00325	200	200
B	£100K - £199,999	0.0031	325	260
C	£200K - £399,000	0.0027	620	496
D	£400K - £599,999	0.00215	1,080	864
E	£600K - £999,999	0.001725	1,290	1,032
F	£1M - £1,999,999	0.0011	1,725	1,380
G	£2M - £3,999,999	0.00085	2,200	1,760
H	£4M - £5,999,999	0.000675	3,400	2,720
I	£6M - £9,999,999	0.00045	4,050	3,240
J	£10M - £14,999,999	0.00035	4,500	3,600
K	£15M - £24,999,999	0.00022	5,250	4,200
L	£25M - £39,999,999	0.00015	5,500	4,400
M	£40M +	0.00011	6,000	4,800

#### **Associate Member: Flat rate £200**

<b>Example 1:</b>	Boat Show Exhibitor with Turnover of £220,000
Boat Show Exhibitor with Turnover of £220,000	Check appropriate band and multiply turnover by band multiplier: (Band C) $220,000 \times 0.0027 = £594$ Check if amount calculated is less than minimum subscription for Boat Show Exhibitor in band C = £620 As amount calculated is less than minimum for band you will pay the minimum for the Band = £620

<b>Example 2:</b>	Non Boat Show Exhibitor with Turnover of £150,000
	Check appropriate band and multiply turnover by band multiplier: (Band B) $£150,000 \times 0.0031 = £465$ As Non Boat Show Exhibitor apply 20% Discount: $£465 \times 0.8 = £372$ Check if amount calculated is less than minimum subscription for band B with Non Exhibitor Discount = £260 As amount calculated is not less than minimum for band you will pay amount calculated = £372

**The above subscription rates Exclude VAT**

## **BMF Payment Subscription Deadlines Existing Members**

- \* To retain prompt payment discount pay by 31st August 2008
- \* To prevent loss of Southampton 2008 Boat Show Discount pay in full by 31st August 2008
- \* To prevent suspension of membership (unless paying by Direct Debit) pay by 30th September 2008
- \* To prevent cancellation of membership (unless paying by Direct Debit) pay by 30th November 2008

It is important to note that, if changing to Direct Debit, we must receive your completed direct debit instruction by 31st July 2008

## **New members joining BMF between 1st July 2008 and 31st March 2009**

To prevent suspension of membership (unless paying by Direct Debit) pay in full within 3 months of receiving new member invoice  
To prevent cancellation of membership (unless paying by Direct Debit) pay in full within 5 months of receiving new member invoice  
New Full Members joining between 1st July 2008 and 31st March 2009 will qualify for Southampton 2009 Boat Show Discount if:

- 1) First pro-rata subscription paid in full by 31st May 2009 and
- 2) Subsequent annual invoice paid in full by 31st August 2009

New Full Members joining between 1st July 2008 and 31st March 2009 will qualify for London 2010 Boat Show Discount if:

- 1) First pro-rata subscription paid in full by 31st May 2009
- 2) Subsequent annual invoice paid in full by 31st August 2009

## **Subscription Surcharge**

A subscription Surcharge will be raised for those companies or group of companies whose Boat Show Discounts for the year ended 30th June 2009 are more than 8 times their subscription in the year ended 30th June 2009. The surcharge will be the amount required to bring their subscription to 12.5% of their total discounts.