

CARIBBEAN TOURISM ORGANIZATION

APPLICATION FOR NON-GOVERNMENT MEMBERSHIP

JANUARY, 2012



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CTO GOVERNMENT MEMBERS

Anguilla
Antigua & Barbuda
Aruba
Bahamas
Barbados
Belize
Bermuda
Bonaire
British Virgin Islands
Cayman Islands
Cuba

Curaçao
Dominica
Grenada
Guadeloupe
Guyana
Haiti
Jamaica
Martinique
Montserrat
Puerto Rico
Saint Lucia

St. Eustatius
St. Kitts and Nevis
St. Maarten
St. Martin
St. Vincent & the Grenadines
Trinidad and Tobago
Turks and Caicos Islands
United States Virgin Islands
Venezuela

CARIBBEAN TOURISM ORGANIZATION NON-GOVERNMENT MEMBERSHIP BENEFITS

ABOUT THE CTO

The Caribbean Tourism Organization (CTO) is the Caribbean's tourism development agency and comprises membership of more than 30 governments and a myriad of private sector entities.

The CTO's mission is to provide to and through its members, the services and information needed for the development of sustainable tourism for the economic and social benefit of the Caribbean people. The organization provides specialized support and technical assistance to member countries in the areas of marketing, human resource development, research and information technology, and sustainable tourism development.

For more information visit www.OneCaribbean.org. For vacation opportunities visit www.CaribbeanTravel.com or www.Caribbean.co.uk.

CTO HEADQUARTERS, BARBADOS

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Collymore Rock
St. Michael, Barbados
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BENEFITS OF MEMBERSHIP

As a member, you benefit from these exclusive opportunities:

- Meet and network with Caribbean tourism's top executives and policy makers including:
 - ◆ Ministers, Commissioners and Directors of Tourism;
 - ◆ Leading executives and trend influencers from tour operators, hotels, media, airlines, cruise lines, and travel companies.
- Showcase your products and services at targeted events.
- Elect representatives to the CTO Board of Directors.
- Become eligible for a seat on the CTO Board of Directors.
- Obtain special rates to participate in annual Caribbean tourism conferences and other CTO events.
- Get ahead of your competition by gaining access to timely market intelligence and industry trend information.
- Gain preferential access to sponsorship opportunities.

- Serve on a CTO Technical Committee and Influence decisions that affect the development of Caribbean tourism .

There's even more for you...

- Password-protected access to membership-only areas of www.OneCaribbean.org.
- Exposure of your products and services on CTO websites.
- Special members-only advertising rates in select publications.
- CTO member rates for various directories, reports, periodicals, etc.
- Use of CTO forums in key markets to distribute your promotional materials.
- Access to CTO's technical and advisory services.
- Membership in important CTO committees.
- Media exposure for your brand.
- Listing in exclusive CTO Membership Directory.

MEMBERSHIP CATEGORIES

- Accommodations
- Advertising Agencies
- Associations and Organizations
- Airlines
- Car Rental Companies
- Charitable Organizations
- Consultants
- Cruise Lines
- Educational & Research Institutions

- Financial Institutions and Law Firms
- Incentive Travel Associations
- Management Companies
- Marketing Companies
- Media
- Meeting Planning Companies
- Ports Authorities
- Printers Distributors and Suppliers
- Public Libraries

- Public Relations Companies
- Telecommunications Companies
- Travel Agent Organizations
- Travel Writers and Photographers
- Vacation Packagers
- Yacht and Water Craft Companies
- Websites

CARIBBEAN TOURISM ORGANIZATION

NON-GOVERNMENT MEMBERSHIP CATEGORIES AND DUES

CATEGORIES

DUES – US \$

1. CARRIER MEMBERS

1A. AIRLINES

- i. International Airlines serving **FIVE or more** Caribbean destinations 4,000.00
- ii. International Airlines serving **FOUR or less** Caribbean destinations 2,500.00
- iii. Regional airlines serving **SIX or more** destinations 1,750.00
- iv. Regional airlines serving **FIVE or less** destinations; supplemental/charter airline or
scheduled airline not currently serving any Caribbean destination 750.00

1B. INTERNATIONAL CRUISE LINES 4,000.00

2. ALLIED MEMBERS

2A. ADVERTISING AGENCIES

- i. Billing Volume under \$5,000,000 1,250.00
- ii. Billing Volume over \$5,000,000 1,600.00

2B. ASSOCIATIONS AND ORGANIZATIONS

- i. Travel Agent Organization, Meeting Planners Association, Incentive Travel Association,
Corporate Travel Association, Others 450.00
- ii. Local/State/National/Regional/International Organization 450.00
- iii. Incentive Travel House, (individual) Association Executive 350.00

2C. INTERNATIONAL CAR RENTAL COMPANIES 1,250.00

2D. YACHT AND RECREATIONAL WATER CRAFT COMPANIES, CARGO LINES

- i. Yacht Chartering Company, Entertainment Cruise, Submarine 750.00
- ii. Cargo Lines 450.00

2E. FINANCIAL SERVICES OR CREDIT CARD COMPANIES 1,500.00

2F. ACCOMMODATIONS

- i. Hotel Chain: 3 or more properties operating under the same brand in the Caribbean 1,250.00
- ii. Caribbean "Small Hotel" as defined by CHTA 275.00
- iii. Caribbean Hotel with 51 to 500 rooms 400.00
- iv. Caribbean Hotel with over 500 rooms 600.00
- v. Vacation Ownership Company, Villa Rental Company 750.00

2G. MANAGEMENT COMPANIES

- i. Meeting Planning Company, Port Authority, Consultancies, Publisher's Representative,
Real Estate Development Company, Trade /Consumer Show Organizers..... 750.00
- ii. Accommodation Representative representing up to 500 rooms 750.00
- iii. Accommodation Representative representing more than 500 rooms 1,250.00

2H. CARIBBEAN-BASED BUSINESSES (LOCALLY-OWNED SHOPS, RESTAURANTS, DISTILLERIES, CAR RENTAL COMPANIES, ETC.) 350.00

CARIBBEAN TOURISM ORGANIZATION NON-GOVERNMENT MEMBERSHIP CATEGORIES AND DUES CONT'D

CATEGORIES

DUES – US \$

2. ALLIED MEMBERS Cont'd.

2I. MEDIA	
i. Television Network	2,500.00
ii. Single Magazine, Newspaper, Computerized Directory or Publication, Radio or TV Station	875.00
iii. Program Producer, Photographer, Artist, Travel Writer	350.00
iv. Media Groups representing 2 to 4 publications	3,000.00
v. Media Groups representing more than 4 publications	5,000.00
WEBSITES	
vi. Search and Booking Engines	1,500.00
vii. Commercial	950.00
viii. Informational	575.00
ix. Travel Information—non-commercial	425.00
x. Developers	775.00
2J. PRINTING/DIRECT MAIL, DISTRIBUTION, FOOD & BEVERAGE SUPPLIERS, DESIGNERS, EQUIPMENT AND GENERAL SUPPLIERS	525.00
2K. MARKETING/PUBLIC RELATIONS COMPANIES	
i. Marketing Companies and Public Relations Companies	950.00
ii. Public Relations Companies with Billing up to \$1,000,000	650.00
iii. Public Relations Companies with Billing over \$1,000,000	850.00
2L. TOUR OPERATORS, WHOLESALERS AND TRAVEL PACKAGERS	
i. Volume under \$5,000,000	800.00
ii. Volume over \$5,000,000	1,250.00

3. AFFILIATE MEMBERS

3A. CHARITABLE ORGANIZATIONS	375.00
3B. FINANCIAL INSTITUTIONS & LAW FIRMS	
i. Accountants, Attorneys.....	475.00
ii. Accounting Firms, Banks, Financial Management Company, Brokerage Firms, Law Firms.....	900.00
3C. RESEARCH AND EDUCATIONAL INSTITUTIONS	
i. Colleges, Universities and Educational Institutions	525.00
ii. Research Institutions	650.00
iii. Educators and Researchers.....	250.00
3D. PUBLIC LIBRARIES	375.00
3E. TELECOMMUNICATIONS COMPANIES	900.00

4. TRAVEL AGENCY/CHAPTERS

4A. RETAIL TRAVEL AGENCIES	
i. Volume over \$5,000,000	375.00
ii. Volume under \$5,000,000	275.00

CARIBBEAN TOURISM ORGANIZATION

APPLICATION FOR NON-GOVERNMENT MEMBERSHIP

Membership valid for one (1) Calendar year. Dues will be pro-rated accordingly.

ENROLLMENT INFORMATION *(Please type or print clearly)*

Company Name: _____

Primary Representative: _____

Representative's Title/Position: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____ Website Address: _____

Type of Business: _____

Please provide in approximately 50 words, a brief description of your company: _____

Each company is allowed two additional representatives at no cost. Please list below:

Name: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

Name: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

Complete the section below for any additional representatives you wish to have listed at \$150 each:

Name: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

Name: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

Select from the attached document the category that best describes the service your Company provides: _____

Annual Dues \$ _____

Fees for Additional listing(s)..... \$ _____

Add one-time Processing Fee \$ 75.00

TOTAL AMOUNT DUE: \$ _____

PAYMENT

Payment must accompany Application Form

Enclosed is Check/Money Order for payment in full made payable to the Caribbean Tourism Organization

Charge total amount to my AMEX VISA MC

Card Number: _____ Exp Date: _____

Name of Card Holder: _____

Signature: _____ Date: _____

Please submit completed application to:

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www.OneCaribbean.org
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