



Advancing Manufacturing & Technology in California

CMTA MEMBERSHIP



CMTA

CALIFORNIA MANUFACTURERS & TECHNOLOGY ASSOCIATION

Manufacturers Make Everything. CMTA Helps Them Thrive.

The California Manufacturers & Technology Association (CMTA) works tirelessly to protect and advance manufacturing and technology in California. Now more than ever, we need a united voice to ensure manufacturing remains a vital economic driver in our California.



As a member, you'll gain:

- **Advocacy:** A voice in Sacramento.
- **Resources:** Tools to stay competitive.
- **Connections:** Networking opportunities.

Join us to ensure a strong future for
California manufacturing.

A handwritten signature in white ink that reads "Lance Hastings". The signature is fluid and cursive.

LANCE HASTINGS, PRESIDENT & CEO, CMTA

About Us

The California Manufacturers & Technology Association works to improve and enhance a strong business climate for California's 45,000 manufacturing, processing, and technology-based companies.

Since 1918, CMTA has worked with the state government to develop balanced laws, effective regulations and sound public policies to stimulate economic growth and create new jobs while safeguarding the state's environmental resources.

CMTA represents hundreds of businesses from the entire manufacturing community — an economic sector that generates more than \$382 billion every year and employs more than 1.2 million Californians.

Why CMTA?

We Fight For Manufacturers.



CMTA is your go-to for everything manufacturing. We filter all the information, so you don't have to, and provide you with what "You Need to Know."

CMTA members receive access to trusted advisers and exclusive services that directly help manufacturers stay competitive so they can continue to manufacture in California.

**Advocacy & Influence
in the CA Legislature**

**Marketing Benefits &
Networking**

**Employment Training
Funds & Certification
Program**

**Money-Saving
Programs**

"CMTA plays an essential role in maintaining California's manufacturing leadership by strengthening supply chains, championing workforce development, and ensuring the industry remains a cornerstone of the state's economy.

At Lockheed Martin, we are committed to standing alongside CMTA to advance manufacturing, foster innovation, and ensure California remains competitive on a global scale.

We are proud to be CMTA members."

Joe Ahn, Lockheed Martin
CMTA Board Chair

Advocacy

Shaping the Future of California's Manufacturing & Technology Industry

CMTA advocates for California policies that assist manufacturers and their employees. As the leading voice for California manufacturers, CMTA promotes industry interests that allow the sector to remain competitive.

Our Impact in the Capitol

The California Legislature introduces thousands of legislative proposals during each annual session. CMTA prioritizes engagement and tracking for nearly 500 proposals impactful to the manufacturing sector every year.

We prioritize bills as **Makers** or **Breakers**, so our members can quickly digest our priorities for them.



CMTA has engaged in 24 regulatory rulemakings alongside various state agencies, including:

- Cal/OSHA
- Cal Recycle
- California Public Utilities Commission
- California Energy Commission
- Department of Toxic Substances Control
- The California Privacy Protection Agency
- California Air Resources Board
- State Water Resources Control Board
- Office of Environmental Health Hazard Assessment
- Department of Motor Vehicles
- California Highway Patrol
- California Environmental Protection Agency

Our Members & Advocacy

The CMTA Government Relations Team identifies and advocates for our manufacturing priorities in Sacramento, tracks and monitors legislation, and works directly with legislators and regulators to advance favorable outcomes.

CMTA Members Have a Voice in California's Legislature

Members are invited to join one or several of CMTA's policy committees covering:

- Energy
- Climate & Environment
- Labor & Employment
- Aerospace & Defense
- General legislative updates

As a member, you receive the exclusive ability to work closely with California lawmakers and influence the direction of laws and regulations as they affect manufacturers.

Let our seasoned Government Relations Team take the reins so you can focus on your business.



*Watch our latest
Government Relations
updates here!*



Employment Training Funds & Certification Program

CMTA members receive funds for training employees through our partnership with the Employment Training Panel (ETP).

Reimbursement for trainings you're already doing.

ETP is a State of California agency that provides up to \$75 million in job training funds annually to employers throughout the state. CMTA holds the contract with ETP instead of your company, and this makes paperwork a breeze.



As a member, your company can be eligible to get started training in as little as one week, and CMTA has a database that will track all of your training electronically. We assist you with all supervisors, hourly workers, etc. – ALL aspects of the administration of the contract.

I cannot speak to a better trade association to be part of than CMTA. Especially as a California company, we don't have enough people pushing positive policy for us. Great group of companies, great group of people, and they've been able to really move the needle in the Capitol.

Financially, I recoup my costs every year through the training funds that are available. I generally tell people it's the best investment I make every year both politically and financially!

Chris Belle

Chris Belle, Tri Tool Technologies
CMTA Board Member



Preferred Partners

CMTA works with service providers who can supporting manufacturers of all sizes and sectors. See our preferred partners below.

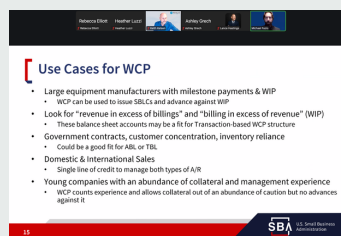


EmployInsure



Resources & Education

Included in your membership, CMTA collaborates with global industry leaders to deliver a diverse array of educational resources and topical insights.



These exclusive engagement opportunities not only enhance the knowledge base of your manufacturing team but also facilitate valuable networking with CMTA's partner organizations.

Communications

Exclusive Member Updates

Stay up-to-date on CMTA's advocacy efforts through our newsletters: Friday Five, Manufacturing Matters, and Monthly Manufacturing Roundup.



Each week, CMTA's "Friday Five" from President & CEO Lance Hastings delivers five quick updates on the association's latest activities.



CMTA's monthly "Manufacturing Matters" newsletter keeps members informed on the association's work in the Capitol, regulatory matters, and committees, while providing the latest policy news and current bill positions.



Monthly recap of manufacturing news across California.

Marketing for Your Business

Enhancing the Influence of Manufacturers

Our award-winning Communications Team works to change the narrative of the manufacturing industry, one story at a time.

Through videos, photos, social media, and news placement, we amplify your exposure, create high-quality content for your use, and support your social media development.



CMTA's spokespersons have been featured in more than **50 publications** to share the importance of the manufacturing industry to our economy.



THE SACRAMENTO BEE



SACRAMENTO
BUSINESS JOURNAL



10,000+

Social Media Followers



7,700+

Newsletter Subscribers



\$10.7M

Earned Media in 2025

Networking

Signature Events

CMTA events provide you with industry updates and insights, as well as opportunities to connect with peers, legislators, and statewide leaders.



Back to Session Reception



Annual Membership & Board Meeting



CMTA Foundation Golf Tournament



Coolest Thing Made in CA Contest

Our members receive event invitations, discounted tickets, first priority for speaking opportunities, and more!

www.cmta.net/events

Join CMTA Today

Membership with CMTA is a strategic investment in your company's success. Scaled to your annual sales, membership is structured to deliver measurable value. As a CMTA member, you gain more than access. You gain influence. Together, we shape policy, advocate for manufacturers, and protect our industry's competitive strength statewide.

***Nearly 80% of your dues may be treated as a regular business expense and are tax-deductible, making membership both impactful and financially sound.**

Manufacturer Member Benefits:

- Advocacy
- Employment Training Funds & Certificate Programs
- Marketing Opportunities
- Cost-Saving Programs
- CMTA Events
- Policy Committee Participation
- Exclusive Communications

Investment Levels:

**Please self-identify your level, and CMTA's membership team will calculate your recommended dues.*

Small/Medium Manufacturer: Annual Sales Revenue up to \$500M

Eligible for CMTA's Small/Medium (SMM) Committee

Large Manufacturer: Annual Sales Revenue above \$500M

Your investment supports:

- Pro-manufacturing advocacy at the state level
- Regulatory and legislative representation
- Strategic networking with California manufacturing leaders and legislators
- Industry news and policy updates
- Workforce development initiatives
- Opportunities to elevate your company's visibility and leadership

12% of your annual dues are allocable to lobbying expenses and therefore are not deductible as an ordinary and necessary business expense. We recommend consulting your tax professional to assess your company's specific situation.



Join CMTA Today

Associate membership is designed for organizations in the supply chain and professional services sectors, including law, human resources, accounting, marketing, and communications firms, schools, associations, economic development organizations, and regional manufacturing groups.

As a CMTA member, you gain more than access. You gain influence. Together, we shape policy, advocate for manufacturers, and protect our industry's competitive strength statewide.

***Nearly 80% of your dues may be treated as a regular business expense and are tax-deductible, making membership both impactful and financially sound.**

Associate Member Benefits:

- Speaking Opportunities with Sponsorship
- Exclusive Sponsorship and Advertising Rates
- In-person and Online Engagements with CMTA Members
- Exclusive Communications
- Access to Policy Committees (upon request and approval)
- Access to Government Relations Updates and Newsletters

CMTA membership positions your company at the table where decisions are made, ensuring your perspective helps shape California's manufacturing future and supports your long-term success.

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- Workforce development initiatives
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Please contact CMTA's Membership Team to discuss membership pricing, customized to best suit your needs.

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Let's Get Started.



Fill out the Membership Application form below, and one of our team members will contact you shortly.

[APPLY HERE](#)