


What has WOMA Done for You? *continued*


- **B&O Tax Study on Petroleum Products:** In 2009, WOMA commissioned a report that outlined the tax burden on a single gallon of gasoline in the current B&O tax system. In 2011, WOMA continues to introduce a reform of the tax to provide a more competitive marketplace within fuel distribution.
- **Alternative Fuels:** In a coalition of forces, WOMA was a primary victor and beat back a bill to mandate ever gallon of petroleum products sold in our state be blended with biofuels. While other Associations attempted to cut behind the scene deals, WOMA remained publically against the mandate and prevailed. While we are not opposed to a reasonable introduction of alternative fuels to our supply system, mandates are not a preferred path. We will remain opposed to any strict mandates in the years moving forward.
- **Rest Area Commercialization:** WOMA was able to kill a state mandate to commercialize rest areas on state highways. This would have put a tremendous financial strain on multiple business owners throughout the state, but WOMA was able to make a solid argument and keep it from making headway this year.
- **Handling Allowance:** For six years running, WOMA has been successful in stopping the removal of our handling allowance.
- **PLIA:** WOMA worked hard to reinstate the 12-month provision for heating oil requirements after a tank replacement inside PLIA, but was pushed yet again to the side by a merger attempt between PLIA and Department of Ecology. WOMA will continue to work towards reform to the PLIA system regardless of which agency it operates under.
- **On a Federal level,** we have significantly contributed to movements to stop oil speculation in Wall Street driving up street prices, reduce unfair credit card interchange fees, and educate our members on new UST training regulations.
- And much more! **WOMA works tirelessly on many issues on behalf of the petroleum industry and remains committed to moving forward.**


*WOMA exists for one simple reason:
There is strength in numbers!*

When you join the Washington Oil Marketers Association, you become a part of a nationwide network of petroleum marketers with many friends and resources within easy reach. Together this team of oil jobbers, distributors, wholesalers, and oil heat dealers can achieve much more than any single member can accomplish individually.

Your support is needed now more than ever to prevent the adverse trend of increasing state and federal regulations. Call WOMA's Executive Director Lea Wilson today and find out more about the organization and how you can make an impact. Thank you for your consideration. WOMA members look forward to welcoming you!


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Space Needle; Olympia, Washington State Capitol and Olympic Rain Forest.
Courtesy of Washington State Tourism Photographer Jim Poth

WASHINGTON OIL MARKETERS ASSOCIATION



Olympia 2006

What is WOMA?

The *Washington Oil Marketers Association (WOMA)* is a non-profit trade association with over 75 individual and corporate members that market petroleum products in Washington State, and more than 60 associate members that sell products and services that support the petroleum industry. WOMA members account for nearly 80% of all petroleum products sold in Washington State, including 68,000,000 gallons of heating oil to residential and industrial users.

WOMA Staff:



Lea Wilson
Executive Director

WOMA has an efficient and cost-effective two-person staff. Since 2002, Executive Director Lea Wilson has managed the association's daily functions and activities. We

welcome aboard Lobbyist Dave Ducharme who is providing WOMA's government relations and lobbying efforts in Olympia, Washington.



Dave Ducharme
WOMA Lobbyist

What is WOMA's purpose?

WOMA's mission is to protect and advance its members' legislative and regulatory interests in Washington State and Washington, DC. Additionally, WOMA provides members with educational seminars, business networking opportunities such as the annual Washington Energy and Convenience Store Conference, and social functions including an annual holiday party. WOMA is also a member of the Western Petroleum Marketers Association (WPMA), the Petroleum Marketers Association of America (PMAA), and the Pacific Oil Conference (POC).

Want to learn more about WPMA, PMAA and POC? Visit WOMA's website at www.waoil.org

WOMA Member Types:

Marketer Member:

Any individual, firm or corporation in the business of marketing petroleum products in Washington State. Joining WOMA automatically provides WPMA membership.

Associate Member:

Any individual, firm, corporation, or association engaged in a business that supports the Washington State petroleum industry.

WOMA Member Services:

Lobbying and Government Relations:

These activities are the most important services that WOMA offers. In Olympia, WOMA Lobbyist Dave Ducharme serves as the advocate for petroleum marketers and oil heat dealers with state government agencies and the legislature. WOMA's steady effectiveness has resulted in many significant victories which have provided millions of dollars in benefits for WOMA members. PMAA represents the interests of WOMA members in Washington, DC; however, WOMA's staff stays engaged with all national issues and provides support as needed.

Publications:

WOMA membership is kept informed about key activities through various publications. WOMA produces "WOMA Newswire" that includes state specific issues. WPMA publishes regional weekly updates, and PMAA sends out weekly updates on federal issues. Both WPMA and PMAA publish quarterly magazines providing valuable industry information. As a member of WOMA, you can access these publications at no charge.

State Conference:

One of the best attended petroleum industry shows in the West is WOMA's annual Washington Energy and Convenience Store Conference, typically held during the third week of June. The attendance and popularity of this event have grown consistently. It provides an outstanding opportunity for networking as well as



learning about the critical issues affecting companies in general and petroleum marketers in particular. Also, the conference has a trade show featuring vendors with the latest technology and ideas that can help boost profits.

Scholarships:

Children of any full-time employee of a WOMA member may apply for a scholarship through WPMA to help cover the expense of attending a college, university, vocational, or technical school. The WPMA Scholarship Foundation supports the scholarship program.

VoterVoice:

WOMA contracts with VoterVoice (www.voterveice.net) so its members have a powerful tool to communicate their opinions to state and federal legislators. When WOMA members leverage the influence of their collective voice, much is accomplished. WOMA offers its members VoterVoice as a communication conduit at no extra charge.

Simple WOMA Statistics and Facts:

- 95% of WOMA's members are family-owned businesses, most with second and third generations of family running the operation!
- WOMA members contribute significantly to the Washington economy, paying fuel taxes and B&O taxes on millions of gallons of fuel annually.
- WOMA's members employ over 10,000 people throughout the State of Washington.
- WOMA marketers represent fuel from independent oil companies including Chevron/Texaco, ConnocoPhillips, ExxonMobil, Shell Oil, BP Products, US Oil and Refining, and Tesoro.
- WOMA represents over 85% of the total gallons sold in Washington State.
- WOMA is the qualified state association providing oil heat education through the National Oilheat Research Alliance (NORA).

What has WOMA Done for You?

WOMA is the only association in Washington State that is exclusively focused on all aspects of the petroleum marketing industry. WOMA constantly monitors legislative and regulatory issues involving fuel, energy, alcohol, tobacco, transportation, the environment, and the state budget and taxes.

In 2011, WOMA took on some very tough issues and made advancements with challenging processes that we feel are overdue for change. They are (see back):