WHO IS AN ASSOCIATE MEMBER:
Types of beverage supplier associate members include, but are not limited to:
- Beer
- Low or Non-Alcoholic Beers
- Hard Cider
- Hard Seltzers
- Hard Kombuchas
- FMBs
- Canned Cocktails
- Bottled/Mineral Waters
- Energy Drinks
- Soft Drinks/Fruit Juices/Mixers
- Importers

WHY BECOME A MEMBER:
Do you have a new beverage that you want to get to market efficiently?
Are you looking to increase distribution of your current products and get them to new areas of the country?

NBWA associate membership provides unique opportunities to access beer and beverage distributors and connect with the beverage industry. Membership provides highly regarded recognition within the industry, marketing materials, industry studies and publications to help build and foster strong relationships between your company and beer and beverage distributors.
Events & Trade Show

Every Odd-Year Fall | Las Vegas, NV
★ NBWA Members receive discounted exhibitor prices

For up-to-date event information and sponsorship opportunities visit www.nbwa.org/events

NBWA Convention & Trade Show

Every Odd-Year Fall | Las Vegas, NV
★ NBWA Members receive discounted exhibitor prices

NBWA Convention & Product Showcase

Every Even-Year Fall | Rotating locations
★ Only NBWA Members can exhibit

NBWA Legislative Conference

Every Spring | Washington, D.C.
★ Only NBWA Members can attend
★ Hill visits are for distributor attendees only

NBWA Next Generation Conference

Every Fall | Rotating Locations
★ Only primary sponsors can attend

For up-to-date event information and sponsorship opportunities visit www.nbwa.org/events
EVENTS & TRADE SHOW

Meet your next business partner or strengthen your relationships with existing clients!

Held each year in the fall, the NBWA Annual Convention provides valuable education programs for the beer and beverage industry and connects distributors to vendors, new products and technologies.

NBWA associate members are eligible to submit seminar topics, reserve exhibitor, hospitality and advertising space at NBWA’s Annual Convention. Space is based on membership level with platinum members receiving first priority.

- **Over 3,500 attendees** including owners and those with buying power.
- **100,000 square feet of trade show floor** to display your innovative ideas and products.
- Opportunity to share your expertise during the **convention seminar program**.
Over 4,250 distributor membership employees

From across the country representing all 50 states
INDUSTRY RESOURCES

Data & Insights from Chief Economist
NBWA’s monthly Beer Purchasers’ Index (BPI) is the only forward-looking indicator for the industry to measure expected beer demand (one month forward) in the marketplace.

Beer Serves America Report
This biennial study estimates the full scope of economic contributions made by the complete beer industry to the U.S. economy.

#BeersToThat
This industry campaign celebrates beer moments to strengthen the category.

Beer First Tools
The online Beer First toolkit uses data to show how beer is a valuable category that brings consumers to their outlets and generates lift, velocity and profits.

Alliance for Women in Beer
Alliance for Women in Beer aim to bring together women in the beer industry. And partnerships with NBWA’s Building Relationships & Empowering Women (BREW).

Distributor Productivity Report
This biennial benchmark “cost of doing business” study contains invaluable, industry-wide financial and operational analysis gathered by comparing a company’s financial standing with other beer distributorships across the country.

Compensation & Benefits Study
The biennial study is a comparative analysis to give distributors a priceless management tool for measuring a company’s compensation and benefits practices against industry peers.

Cross-Industry Compensation Study for Driver and Warehouse Positions
The results of this 2020 study provides comparative compensation levels and benefits practices from other industries.

Next Generation Leaders
NBWA’s Next Generation Group brings together emerging leaders in the beer and beverage distribution industry.
BEVERAGE SUPPLIER MEMBERSHIP

Reach Distributors
- Partnership with leading beverage trade organization and America's 3,000+ distributors
- 1 FREE copy of distributor member mailing address list
- "Who's Who" NBWA Membership Directory
  - 1 FREE spiral bound copy
  - Digital access to up-to-date directory
- Sponsorship and Advertising Opportunities

Events & Trade Show
- Opportunity to attend NBWA's Annual Convention and Legislative Conference
- Exhibitor member rates at NBWA's Trade Show
- Four complimentary Convention registrations (when exhibiting)
- Eligibility to submit education seminar ideas to present to an industry audience during the Annual Convention

Industry Resources
- Access to NBWA special members-only benefits

Beverage Supplier Dues Structure
NBWA associate membership dues for beverage suppliers are based on sales barrels of beverage produced or imported. See the dues schedule below to determine your company's dues payment:

<table>
<thead>
<tr>
<th>BARRELS</th>
<th>DUES AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 10 million</td>
<td>$25,000</td>
</tr>
<tr>
<td>5,000,000 - 9,999,999</td>
<td>$10,000</td>
</tr>
<tr>
<td>1,000,000 - 4,999,999</td>
<td>$5,000</td>
</tr>
<tr>
<td>200,000 - 999,999</td>
<td>$3,000</td>
</tr>
<tr>
<td>60,000 - 199,999</td>
<td>$1,000</td>
</tr>
<tr>
<td>10,000 - 59,999</td>
<td>$500</td>
</tr>
<tr>
<td>9,999 and below</td>
<td>$250</td>
</tr>
</tbody>
</table>
NEXT STEPS

Go to www.nbwa.org/membership

**Email application**

Email completed form and payment information to NBWA Manager of Membership Development, Jackie Furdyna at jfurdyna@nbwa.org.

OR

**Mail application & check**

Mail completed form and check to:

NBWA, 1101 King Street, Suite 600,
Alexandria, VA 22314
BARRELS: __________________ DUES AMOUNT: __________________________

COMPANY DETAILS:

| Company Name: | _____________________________________________________________________ |
| DBA (if applicable): | ____________________________________________________________________ |
| Street Address: | ____________________________________________________________________ |
| City, State, Zip, Country: | ____________________________________________________________________ |
| Is this the corporate headquarters address? | ☐ Yes ☐ No |
| Telephone: | _______________________________ |
| Website: | ____________________________________________________________________ |
| Social Media Handles (if applicable): | ____________________________________________________________________ |

Products or Services Supplied to Beer and Beverage Distributors (required):

| Sales Area (check one): | National ☐ Regional ☐ Local ☐ Year Founded: __________________________ |
| Are You a Former NBWA Member? | ☐ Yes ☐ No |
| If yes, last year of active membership: | ____________________________________________________________________ |
| Former company name: | ____________________________________________________________________ |

Do You Belong to Any State Beer Distributor Associations? | ☐ Yes ☐ No |
| If yes, how many? | ____________________________________________________________________ |

Other National Association Memberships?

☐ Wine & Spirits Wholesalers of America (WSWA)
☐ Beer Institute
☐ Brewers Association
☐ Wine Institute
☐ Distilled Spirits Council of the United States (DISCUS)
☐ National Association of Beverage Importers (NABI)
☐ American Beverage Association
☐ American Trucking Association (ATA)
☐ Other (Please Specify): ____________________________________________________________________

Under federal law, contributions or gifts to NBWA are not tax deductible as charitable contributions. However, they may be deductible as ordinary and necessary business expenses. Dues are deductible as ordinary and necessary business expenses. (Under the Omnibus Budget Reconciliation Act of 1993 lobbying expenses are not deductible; therefore, the portion of NBWA member dues expended for lobbying is non-deductible. NBWA has estimated that the non-deductible portion of member dues is 2%).

I understand that by applying for membership in the National Beer Wholesalers Association, I also agree to abide by the NBWA Bylaws. I further verify that all information submitted on this application is correct to the best of my knowledge and the appropriate dues payment is enclosed. By completing and signing this application, I authorize and hereby consent to receiving materials (faxes, e-mail, mailings and other communications) sent by or on behalf of the National Beer Wholesalers Association, NBWAPAC and Center for Alcohol Policy.

Signature and Title: __________________________________________________________________________ Date: ____________

PAYMENT

TOTAL AMOUNT: __________________________ ☐ Check Enclosed ☐ Credit Card

Credit Card Number: __________________________

Name on Card: __________________________________________________________________

Expiration Date: ____________ CVV: ________ Billing Zip code: ____________