NBWA Brewer/Importer Associate Membership

Includes:

- NBWA Handbook
- FREE mailing lists (2 per year)
- Listing and recognition in NBWA’s online Go-to-Guide for Beer Distributors
- Listing in and a complimentary copy of the Who’s Who in Beer Distributing directory
- NBWA associate member logos
- Opportunity to attend NBWA’s Annual Convention
- Exhibitor member rates at NBWA’s Trade Show
- Four complimentary Convention registrations (when exhibiting)

Brewer/Importer Membership Dues Structure

NBWA associate membership dues for brewers and importers are based on sales barrels of beer produced or imported. See the dues schedule below to determine your company’s dues payment:

<table>
<thead>
<tr>
<th>Barrels Produced/Imported</th>
<th>Dues Payment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 10 million barrels</td>
<td>$25,000</td>
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<td>5,000,000-9,999,999</td>
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<td>$5,000</td>
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<tr>
<td>200,000-999,999</td>
<td>$3,000</td>
</tr>
<tr>
<td>60,000-199,999</td>
<td>$1,000</td>
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<tr>
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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 11%.)

For more information about becoming an NBWA associate member, contact the NBWA Membership Department at 800-300-6417.
Do you have a new beverage that you want to get to market efficiently? If the answer is yes, then you should join the National Beer Wholesalers Association.

NBWA associate members have access to America’s beer distributors and other key individuals in the beer industry. Membership provides you with highly regarded recognition within the beer distribution industry, marketing materials, industry studies and publications to help build and foster strong relationships between your company and beer distributors. Breweries and importers that provide products to beer distributors are encouraged to invest in the future of the industry by becoming part of the association that has advocated on behalf of America’s beer distributors and their partners for more than 75 years. Beer distributors service more than 500,000 licensed retail accounts from coast to coast each week. Be part of an effective system by joining the National Beer Wholesalers Association today!

Here’s why you should be a part of the NBWA team:

- **Get Your Company’s Name in Front of Distributors**
  Attend and exhibit at NBWA’s Annual Convention & Biennial Trade Show where associate members have access to 4,000 beer industry insiders. Your name will be placed on a priority mailing list to receive an advance opportunity to secure booth space for the industry’s most prestigious show as well as exclusive sponsorship opportunities.

- **Get Listed and Advertise in NBWA’s Membership Directory**
  The Who’s Who in Beer Distributing directory is an annual publication available to all members. This valuable industry publication lists all beer distributor members throughout the country, along with the brewers and/or importers they represent. The Buyer’s Guide section of the directory lists NBWA associate members along with the products and/or services they provide to beer distributors. Associate members also have the opportunity to advertise in this valuable marketing tool.

- **Communicate Directly with Distributors**
  NBWA provides associate members with contact information for beer distributor members throughout the country. Lists are available in electronic format and can be customized to fit your company’s needs.

- **Get to Know the Industry Inside and Out**
  Receive the Distributor Productivity Report, which is published biennially. This 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.

- **Receive the Compensation & Benefits Study**
  This comparative analysis is published biennially and gives beer distributors a priceless management tool for measuring company’s compensation and benefits practices against industry peers.

- **Promote Your NBWA Associate Membership Status**
  NBWA offers its associate members special member logos to affix to approved emails, direct mail pieces or other marketing materials sent to beer distributors. This is a great way to show your support of the beer distribution industry. (Any use of NBWA logos must be reviewed by NBWA membership staff prior to printing and mailing.)

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