

November 21, 2012

Dear ISBPA Member Proprietor:

**It's time to renew your commitment to your Local BPA, Illinois State BPA and the Bowling Proprietors Association of America . . . your Professional Trade Association.**

When you renew your BPA Membership for this coming year, you will continue to tap into the most potent resources and programs available anywhere . . . your best sources for information, educational services, promotions, legislative support, insurance programs, marketing fund support and more. We urge you to take advantage of the many BPA Programs that are available - KEEP ACTIVE and KEEP INFORMED with your BPA Associations. ***Our goal as your trade association is to put you within arms reach of the kind of tools, ideas and resources that can have an impact on your bottom-line***

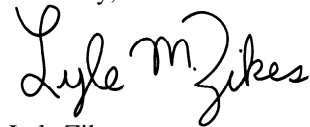
At the November 13, 2012 Annual General Membership Meeting, a \$5 per lane state dues increase was unanimously approved by the membership, and is reflected in the dues statement. Your Board of Directors has authorized a suggested voluntary contribution of \$10 per lane on your 2013 dues statement as a line-item under your state dues fee. **If you do not wish to contribute to the ISBPA's PAC, simply check the opt-out box on the statement and deduct \$10 per lane when remitting your payment.** A separate check box area is also included if you would like to determine your own contribution amount. Unlike BPAA's national PAC, your contribution to the ISBPA PAC is deductible as a business expense.

Enclosed is your 2013 BPA Dues Invoice. You can **take a \$2.00 per lane discount if paid on or before January 11, 2013.**

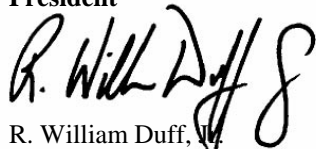
***Important note to BPAA/PEPSI Centers – Pepsi is very strict on compliance that rebates are earned and payable only to members. Remember, dues are paid on a calendar year, therefore payable by January 1<sup>st</sup> (with a grace period to January 11<sup>th</sup>). Your center will not receive rebates on gallons poured until 2013 dues are paid. To ensure you receive all your entitled rebates, without interruption, please pay your dues promptly! Make sure you are enjoying the full benefits of the Pepsi program, make every gallon count!***

Thank you for your continued support and participation. Wishing you and yours a great holiday season and all the best during the New Year.

Sincerely,



Lyle Zikes  
President



R. William Duff, Jr.  
Executive Director

***ISBPA now offers a 12-month automatic payment plan for your membership dues as an alternative to full payment by check. If you wish to have your dues payments spread over 12-months and debited automatically from your bank account, please complete and return the enclosed ACH Authorization Form with your dues invoice.***