

WHAT IS THE ILLINOIS STATE BPA?

The ISBPA (Illinois State Bowling Proprietors Association) is a co-operative, non-profit membership association of Bowling establishments throughout the state of Illinois and performs a variety of operating, management, promotional and technical services for its member establishments and local affiliated Associations.

WHAT DOES THE ISBPA REPRESENT?

Over 200 of the finest commercial bowling establishments (of all sizes) have joined together in a mutual cause.

ISBPA ACCOMPLISHES COLLECTIVELY

that which cannot be done on an individual basis in promoting the industry and the game of bowling.

IN UNITY THERE IS STRENGTH

Individual businesspersons have learned from experience that they must join together for mutual protection. Individually, you are ineffective...

When you join the ISBPA, BPAA, and your Local BPA

THEY BECOME
YOUR ASSOCIATION!



THE MISSION OF THE

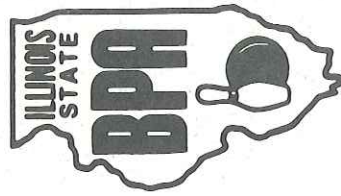
ILLINOIS STATE BOWLING

PROPRIETORS ASSOCIATION

IS TO ENHANCE THE PROFITABILITY

OUR MEMBERS AND FURTHER

THE GROWTH OF BOWLING



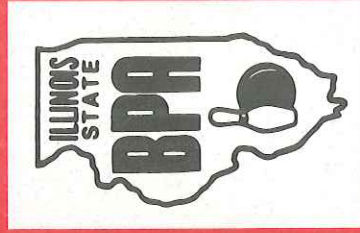
ILLINOIS STATE BOWLING PROPRIETORS ASSOCIATION

7356 N. Cicero Avenue
Lincolnwood, IL 60712
Phone: (847) 982-1305
Fax: (847) 982-9048

www.bowillinois.com

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MEMBERSHIP BENEFITS



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R. William Duff, Jr.
Executive Director

ISBPA MEMBER BENEFITS

CONVENTIONS, TRADE EXHIBITS, & MEETINGS

INTERNATIONAL BOWL EXPO
BPAA ANNUAL CONVENTION & TRADE SHOW

MID-AMERICA BOWLFEST
HOSTED BY IL, WI, MN, IA, ND & SD
BOWLING PROPRIETORS. THE SHOW
FEATURES EDUCATIONAL SEMINARS
BOWLING PRODUCTS & SERVICE
EXHIBITS AND SOCIAL/NETWORKING
ACTIVITIES.

ISBPA FALL ANNUAL MEETING

EDUCATIONAL PROGRAMS & SERVICES

OVER 25 EDUCATIONAL SEMINARS FOR:

- BOWLING PROPRIETORS
- BOWLING CENTER MANAGERS
- MARKETING AND SALES PERSONNEL
- LEAGUE COORDINATORS
- YOUTH DIRECTORS
- TIPS SERVER TRAINING

EXCLUSIVE INSURANCE PROGRAMS

NORTH POINTE INSURANCE CO. OF ILLINOIS

- PROPERTY, CASUALTY & LIABILITY

ASSURANCE AGENCY

- **WORKER'S COMPENSATION TRUST OWNED AND OPERATED BY ISBPA**
- FEATURING 25-40% SAVINGS — PLUS DIVIDENDS

PUBLICATIONS & NEWSLETTERS

BOWLING CENTER MANAGEMENT

- THE OFFICIAL PUBLICATION OF BPAA

PRAIRIE STATE PROPRIETOR

- AWARD-WINNING QUARTERLY NEWSLETTER WITH UPDATES ON STATE AND LOCAL EVENTS

GROUP BUYING SERVICES

OUR GROUP PURCHASING PROGRAM FEATURES MORE THAN 30 QUALITY SUPPLIERS, SUCH AS

- PEPSI NATIONAL ACCOUNT PRICING AND REBATES
- PROMOTION IN MOTION "SWEET DEAL" CANDY
- AMF BOWLING PIN PURCHASES
- EBONITE HOUSE BALL AND RENTAL SHOES



ISBPA MARKETING FUND

MEMBER SUPPORT OF GROUP PURCHASING PROGRAMS PROVIDE INCOME FOR DIRECT MEMBER BENEFITS

- BOWLER'S ED — IN SCHOOL BOWLING
- HIGH SCHOOL BOWLING CONSULTANT
- TOURNAMENT PROGRAMS
- COACHING, INSTRUCTIONAL TOOLS
- AFFILIATED LOCAL ASSOCIATION SUBSIDIES
- ADDITIONAL SUBSIDIES IN SUPPORT OF ISBPA STRATEGIC INITIATIVES

ADULT TOURNAMENT PROGRAMS

- BPAA NATIONAL MIXED LEAGUE CHAMPIONSHIPS
- BUDWEISER STAR OF THE GAME TOURNAMENT AND SWEEPSTAKES
- BPAA CADILLAC SHOOT-OUT
- WILD TURKEY BOURBON DOUBLES
- BPAA U.S. OPEN QUALIFIERS
- LOCAL ISBPA AFFILIATE TOURNAMENTS

LEGISLATIVE SUPPORT

- RETAINED LEGAL COUNSEL IN WASHINGTON, D.C.
- LEGISLATIVE WATCHDOG IN SPRINGFIELD, IL
- PARTNERSHIP WITH ILLINOIS LICENSED BEVERAGE ASSOCIATION

ISBPA GRAND PRIX SCHOLARSHIP PROGRAM

A UNIQUE SCHOLARSHIP PROGRAM FOR YOUTH BOWLERS BASED ON PARTICIPATION



- OVER \$400,000 IN SCHOLARSHIPS PAID SINCE ITS INCEPTION
- MORE THAN \$1 MILLION IN ESCROW ACCOUNTS, PROVIDING SERVICE TO OVER 5,000 YOUTH BOWLERS
- GRAND PRIX H.S. BLAST INVITATIONAL

ISBPA/YABA PROGRAMS

YABA SELF-PROCESSING ASSOCIATION

- SERVICING OVER 80 ESTABLISHMENTS AND 10,000 YOUTH BOWLERS
- AWARD RECOGNITION PROGRAMS

YOUTH TOURNAMENT PROGRAMS

MORE THAN \$15,000 PAID IN SCHOLARSHIPS ANNUALLY

- COMMUNITY TWOSOME TOURNAMENT
- TEAM TOURNAMENT OF CHAMPIONS
- ISBPA/YABA SINGLES CHAMPIONSHIP
- INTERNATIONAL FAMILY TOURNAMENT
- ALL TOURNAMENTS BEGIN AT THE IN-CENTER LEVEL

