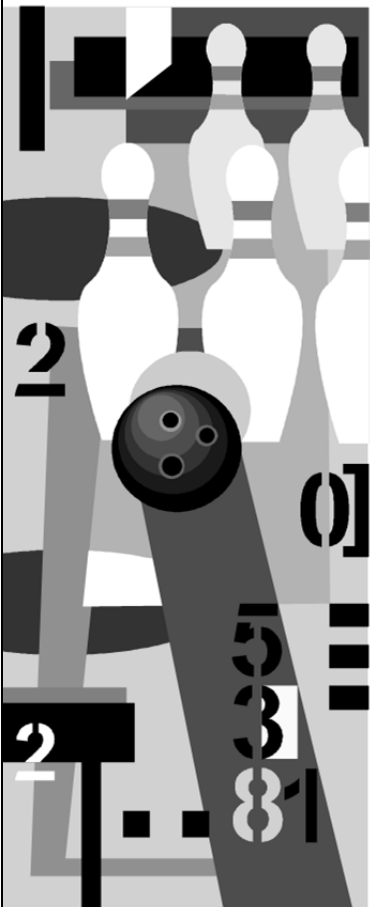


Membership brochures & lists of member benefits

As referenced from Pg. 38 of the *State Board and Leadership Guide*

BOWLING PROPRIETORS' ASSOCIATION OF AMERICA
State Board *and* Leadership Guide Samples Section

January 2013



TBCA Membership Benefits

Texas Bowling Centers Association

The Texas Bowling Centers Association advances the state's bowling industry with key service areas.

Future Bowler Development - K-12 academic and educational programs designed to introduce the next generation of bowlers to the sport.

Legislative Advocacy – Legislative involvement to reduce needless legislation on bowling centers and increase their profitability.

Member Services - Progressive events, conferences and resources to expand each center's potential for profitability and community involvement.

Future Bowler Development

Leagues are a core component for bowling centers, but as play moves from league-centered to open play, TBCA is spearheading innovative programs to introduce young people to the sport. Our K-12 educational programming has increased significantly in number of students and bowling centers involved. 90% of kids who bowl by age 18 will bowl again as adults.

The Texas statewide In School Bowlers Ed Program has reached over 100,000 students. TBCA offers to Texas Physical Education Instructors In Service Training, Curriculum support and detailed manuals. We have trained and provided curriculum to over 1,500 teachers. In addition, we attend the annual Home School Christian Convention and provide them with manuals and flyers so they may visit their local bowling center for more information.

TBCA has showcased the In School Bowlers Ed Program at trade shows such as the Texas Association of Health, Physical Education, Recreation and Dance, the Texas Secondary and Elementary Administrators and the Texas Association of Athletic Administrators.

High School Bowling Club - 2,900 athletes are participating to date with 35 districts and 53 bowling centers. Bowling continues as the fastest growing sport in Texas and the US. \$ 100,000 is given in the scholarships each year through the Northpointe Insurance Company. TBCA provides financial support to the state tournament, rules, competition and communication.

Legislative Advocacy

TBCA is the collective and compelling voice for bowling centers in Texas by continuously monitoring legislation and aggressively speaking with elected officials to ensure the industry's voice is heard.

TBCA continues to research for opportunities to utilize the laws and other issues such as electricity deregulation, smoking bans, minimum wage, state franchise tax laws and property appraisal caps.

Member Services

Member resources and professional development are core motivators for trade associations today. TBCA's history of successful and relevant services continues to be a member value. 88% of total Texas bowling centers are TBCA members.

TBCA continues to grow our membership in value and provides forum of networking at our Annual Ideas Share.

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***

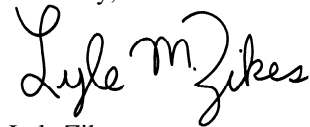
At the November 13, 2012 Annual General Membership Meeting, a \$5 per lane state dues increase was unanimously approved by the membership, and is reflected in the dues statement. Your Board of Directors has authorized a suggested voluntary contribution of \$10 per lane on your 2013 dues statement as 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.**

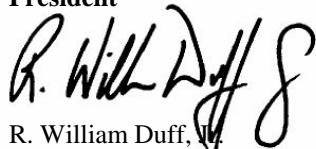
Important note to BPAA/PEPSI Centers – Pepsi is very strict on compliance that rebates are earned and payable only to members. Remember, dues are paid on a calendar year, therefore payable by January 1st (with a grace period to January 11th). Your center will not receive rebates on gallons poured until 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.

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

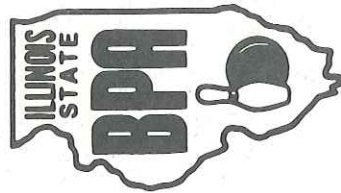
ILLINOIS STATE BOWLING

PROPRIETORS ASSOCIATION

IS TO ENHANCE THE PROFITABILITY

OUR MEMBERS AND FURTHER

THE GROWTH OF BOWLING



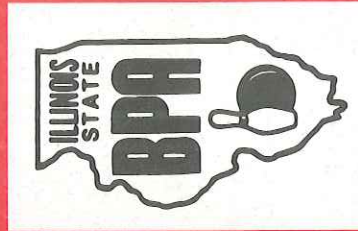
ILLINOIS STATE BOWLING PROPRIETORS ASSOCIATION

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

www.bowillinois.com

ILLINOIS STATE BOWLING PROPRIETORS ASSOCIATION

MEMBERSHIP BENEFITS



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

