



# ASSOCIATE

**MEMBERSHIP APPLICATION**  
FOR MANUFACTURERS, SERVICE SUPPLIERS & CPG COMPANIES

## COMPANY INFORMATION

COMPANY \_\_\_\_\_  
 DBA \_\_\_\_\_  
 HEADQUARTERS ADDRESS \_\_\_\_\_  
 CITY/STATE/ZIP \_\_\_\_\_  
 COMPANY WEBSITE \_\_\_\_\_  
 COMPANY HEADQUARTERS PHONE \_\_\_\_\_  
 COMPANY HEADQUARTERS FAX \_\_\_\_\_  
 ANNUAL SALES \_\_\_\_\_  
 WHAT YEAR DID YOUR COMPANY OPEN? \_\_\_\_\_  
 FACEBOOK \_\_\_\_\_  
 TWITTER \_\_\_\_\_

## PRIMARY CONTACT INFORMATION

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 DIRECT PHONE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### Please add me to the following email subscriptions:

Express Lane Weekly Newsletter	Fraudulent Coupon Alerts
Food Recalls	"NGA Tax Return" Monthly Newsletter
Capitol Checkout Weekly Newsletter (Gov't Relations)	NGA Leadership & Education Weekly Newsletter
NGA Foundation Career Center Job Flash™	Webinar Update

### I am interested in learning more about the following:

- Committee & Council Volunteer Opportunities
- NGA Engagement/Sponsorship Opportunities
- NGA Foundation Career Center
- NGA Foundation
- NGA Show/Expo
- NGA Buyers Guide
- Women Grocers of America

### My company offers the following products/services categories:

- Center Store Sales
- Financial & Operational Services
- Fresh, Natural & Organic Products
- Innovative Store Design
- Health & Wellness
- Technology Solutions
- Other \_\_\_\_\_

PLEASE CHECK HERE IF YOU DO NOT WANT TO RECEIVE INFORMATIONAL EMAILS FROM OTHER NGA MEMBERS.

## WHO ELSE IN YOUR COMPANY NEEDS INFO?

### SENIOR MANAGEMENT/CEO

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### TECHNOLOGY

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### COMMUNICATIONS/PUBLIC RELATIONS

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### FINANCE

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### SALES/BUSINESS DEVELOPMENT

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### GOVERNMENT RELATIONS/LEGAL

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### ADVERTISING/AD AGENCY

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### EXPO/EXHIBITS

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### MARKETING

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### MERCHANDISING

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

# WHAT YOU NEED TO KNOW ABOUT NGA MEMBERSHIP

## QUALIFICATIONS FOR ASSOCIATE MEMBERSHIP

Associate members shall be firms regularly engaged in manufacturing for sale of food and related products to regular members; firms regularly engaged in supplying services to regular members; and local, state, regional and other associations whose purpose is to serve food retailers and/or distributors.

## WHAT IS THE BILLING CYCLE FOR MEMBERSHIP DUES?

NGA membership is based on a calendar billing cycle for all members (January 1 to December 31). Contact NGA to determine proration eligibility. New memberships received after September 15 will be valid until December 31 of the following year.

## DUES VERIFICATION

To ensure the accuracy of member dues, NGA may ask members to provide supporting information. All information provided will be kept strictly confidential.

## RENEWAL

Invoices for membership dues renewal are sent to all members in mid-September for the next calendar year. Dues invoices are payable January 1. Member benefit information is sent after full payment is received.

## PAST DUE TERMS

Members whose dues are not paid after 90 days will be considered past due and all subscriptions and services will be suspended. Membership privileges will be reinstated at any time during the remaining months of the year after the full payment is received. Past due invoices for services rendered will also be cause for suspension, even if membership dues have been paid in full. This includes past due advertising and exhibitor fees. Membership will be reinstated after full payment of outstanding invoice(s). In order to receive discounts on conferences and events, membership dues must be paid in full before the event, or non-member fees will apply.

## TAX DEDUCTION

In accordance with the provisions of the Omnibus Budget Reconciliation Act of 1993, 82.5% of NGA membership dues are deductible under Section 162 of the Internal Revenue Code as ordinary and necessary trade or business expenses. NGA membership dues are not deductible as charitable contributions for federal income tax purposes. NGA estimates that the nondeductible portion of your dues allocable to lobbying is 17.5%. Campaign contributions are tax deductible as ordinary business expenses, although not as charitable contributions.

## QUESTIONS

If you have any questions about this membership application or your membership benefits please contact membership@nationalgrocers.org or call 703.516.0700.



1005 North Glebe Road, Suite 250  
Arlington, Virginia 22201  
703.516.0700

## COMPANY INFORMATION

Please check all that apply:

- We are a parent company with subsidiaries. Our membership investment is based on the revenues of the:
- Parent company only
  - Parent company and subsidiaries listed on the back of this form
- We are a subsidiary of \_\_\_\_\_.

Our membership status in NGA is independent of that of our parent company, whose revenues were not included in calculating our membership investment.

## ASSOCIATE INVESTMENT SCHEDULE

Under NGA's bylaws, each member company must pay dues based on total annual sales volume in the United States as reported in the most recent fiscal year. Please use the following table to calculate your dues.

ANNUAL U.S. RETAIL SALES	INVESTMENT	VARIABLE
Up to \$2 million	\$1,300	
Sales at least \$2 million but less than \$10 million	\$1,300	+ \$162.50 for each million over \$2 million
Sales at least \$10 million but less than \$50 million	\$2,600	+ \$32.50 for each million over \$10 million
Sales at least \$50 million but less than \$100 million	\$3,900	+ \$26 for each million over \$50 million
Sales at least \$100 million but less than \$500 million	\$5,200	+ \$6.50 for each million over \$100 million
Sales at least \$500 million but less than \$1 billion	\$7,800	+ \$5.50 for each million over \$500 million
Sales at least \$1 billion but less than \$2 billion	\$10,550	+ \$2.50 for each million over \$1 billion
Sales at least \$2 billion but less than \$3 billion	\$13,050	+ \$2.50 for each million over \$2 billion
Sales \$3 billion and over	\$15,500	

## ANNUAL INVESTMENTS

1. Enter your company sales for your most recently completed fiscal year \$ \_\_\_\_\_
2. Investment payment (Based on your actual sales. Dues calculation table above.) \$ \_\_\_\_\_
4. NGA Research and Education Foundation Donation (The Foundation conducts research and develops education and training programs to enhance the competitiveness of the independent sector. Qualifies as a 501c3 tax deductible donation) \$ \_\_\_\_\_
5. Grand total (Add lines 2 through 4) \$ \_\_\_\_\_

## PAYMENT

Amount Enclosed \_\_\_\_\_

Name as it appears on card \_\_\_\_\_

### Please indicate payment method:

- Check (made payable to National Grocers Association)  
 Credit card (please check one)  
 VISA  MasterCard  Discover  Amex

Is this a corporate card?  YES  NO

Billing Address (if different from company) \_\_\_\_\_

Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

*The signatory of this form agrees to accept and pay all applicable charges, including adjustments to reflect correction of arithmetical error. Moreover, the signatory specifically authorizes NGA to charge any such amounts to the credit card referenced on this form.*

## SEND COMPLETED APPLICATION

**FAX** 703-812-1821

**EMAIL** Accounting at accounting@nationalgrocers.org

**MAIL** NGA Membership  
Attn: Accounting  
1005 North Glebe Road, Suite 250  
Arlington, Virginia 22201