



# ASSOCIATE

## Membership Application

For CPG Companies, Equipment Suppliers, Service & Solution Partners

### COMPANY INFORMATION

Company \_\_\_\_\_  
 DBA \_\_\_\_\_  
 Physical Address \_\_\_\_\_  
 Mailing Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_  
 Company Website \_\_\_\_\_  
 Company Headquarters Phone \_\_\_\_\_  
 # Of Employees \_\_\_\_\_  
 Annual Sales \_\_\_\_\_  
 Company Description \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 Brands/Products/Services Offered \_\_\_\_\_  
 \_\_\_\_\_  
 Facebook \_\_\_\_\_  
 Twitter \_\_\_\_\_

### PRIMARY CONTACT INFORMATION

The primary contact will serve as your day-to-day liaison to NGA and will receive all engagement opportunities and membership notifications, including membership renewals.

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Direct Phone \_\_\_\_\_  
 Email \_\_\_\_\_

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

- |  |  |
|--|--|
| <input type="checkbox"/> Center Store/Grocery Products           | <input type="checkbox"/> Store Design & Equipment                  |
| <input type="checkbox"/> Corporate Services                      | <input type="checkbox"/> Supply Chain, Distribution, and Logistics |
| <input type="checkbox"/> Financial Services                      | <input type="checkbox"/> Technology Solutions                      |
| <input type="checkbox"/> Fresh Products                          | <input type="checkbox"/> Other _____                               |
| <input type="checkbox"/> Marketing, Advertising Groups & Brokers |  |
| <input type="checkbox"/> Operational Services                    |  |

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

- |   |   |
|---|---|
| <input type="checkbox"/> NGA Show                                   | <input type="checkbox"/> Thought Leadership Opportunities |
| <input type="checkbox"/> NGA Executive Conference                   | <input type="checkbox"/> NGA Foundation                   |
| <input type="checkbox"/> Sponsorship & Exhibit Opportunities        | <input type="checkbox"/> Women Grocers of America         |
| <input type="checkbox"/> Advertising & Brand Building Opportunities | <input type="checkbox"/> Webinars                         |

### COMPANY CONTACTS

#### **CEO/SENIOR MANAGEMENT**

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Email \_\_\_\_\_

#### **MARKETING**

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Email \_\_\_\_\_

#### **SPONSORSHIPS & EXPOS**

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Email \_\_\_\_\_

#### **ACCOUNTING/FINANCE**

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Email \_\_\_\_\_

#### **SALES/BUSINESS DEVELOPMENT**

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Email \_\_\_\_\_

#### **ADDITIONAL EXECUTIVE**

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Email \_\_\_\_\_

#### **ADDITIONAL EXECUTIVE**

Name \_\_\_\_\_  
 Title \_\_\_\_\_  
 Email \_\_\_\_\_

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

- |   |   |
|---|---|
| <input type="checkbox"/> Express Lane Daily Newsletter                        | <input type="checkbox"/> NGA Leadership & Education Weekly Newsletter |
| <input type="checkbox"/> Capitol Checkout Weekly Newsletter (Gov't Relations) | <input type="checkbox"/> Antitrust Reformer                           |
| <input type="checkbox"/> NGA Foundation Career Center Job Flash™              |   |

## 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 foodretailers 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).

### 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 nonmember fees will apply.

### TAX DEDUCTION

In accordance with the provisions of the Omnibus Budget Reconciliation Act of 1993, 77% 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 23%. 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 at membership@nationalgrocers.org or call (202) 938 2570.



## SEND COMPLETED APPLICATION

Email: membership@nationalgrocers.org

Fax: (202) 938 2572

Mail: NGA Membership,  
601 Pennsylvania Avenue, NW, Suite 375N  
Washington, DC 20004

## COMPANY INFORMATION

Please list any subsidiaries: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

NGA membership applies to the parent company and applicable subsidiaries. Parent company revenues are to be used when calculating membership dues.

## ASSOCIATE INVESTMENT SCHEDULE

Under NGA's bylaws, each member company must pay dues based on total US Grocery annual sales volume as reported in the most recent fiscal year. Please use the following table to calculate your dues. An online calculator can be found at [nationalgrocers.org/get-engaged](http://nationalgrocers.org/get-engaged)

SALES	FIXED	VARIABLE
Sales up to \$2 million	\$1,530	
Sales between \$2 million - \$10 million	\$1,530	+ \$162.50 for each million in sales over \$2 million
Sales between \$10 million - \$50 million	\$2,700	+ \$32.50 for each million in sales over \$10 million
Sales between \$50 million - \$100 million	\$4,060	+ \$26.00 for each million in sales over \$50 million
Sales between \$100 million - \$500 million	\$5,410	+ \$6.50 for each million in sales over \$100 million
Sales between \$500 million - \$1 billion	\$8,120	+ \$5.50 for each million in sales over \$500 million
Sales between \$1 billion - \$2 billion	\$10,915	+ \$2.50 for each million in sales over \$1 billion
Sales between \$2 billion - \$3 billion	\$13,565	+ \$2.50 for each million in sales over \$2 billion
Sales over \$3 billion	\$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.) \$ \_\_\_\_\_
3. NGA Foundation Donation \$ \_\_\_\_\_  
The Foundation conducts research and develops education and training programs to develop the next generation of grocery leaders and to enhance the competitiveness of the independent sector. Qualifies as a 501c3 tax deductible donation)
4. Grand total (Add lines 2 through 4) \$ \_\_\_\_\_

## PAYMENT

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

Please issue an invoice

Please indicate payment method:

Check (made payable to National Grocers Association)

Credit card (please check one)

VISA  MasterCard  Discover  Amex

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

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

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

Is this a corporate card?  YES  NO

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

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.*

Your membership will be activated after your application has been processed and dues payment received.

In addition to sending in the completed application, please send a high resolution company logo to membership@nationalgrocers.org