



NABCA
MEMBERSHIP BOOKLET

Meeting Your Needs Through:
Research, Sales Data, Staff Support, Networking

MEMBERSHIP CATEGORIES

Supplier | Broker | Association | Allied | Governmental

NABCA operates on a fiscal year (July-June), in which case, Supplier and Broker

Members are billed semi-annually and the remaining categories are billed annually.

NABCA'S MISSION & VISION



ESTABLISHED IN JANUARY 1938
as the national association of the Control
States, NABCA's mission is to support member
jurisdictions in their efforts to protect public
health and safety and ensure responsible
and efficient systems for beverage alcohol
distribution and sales.

VISION

The Association's vision is to be a global leader with resources and expertise in alcohol policy, regulatory practices and market information and analytics. The Association strives to have a talented, dedicated and diverse workforce, which uses technology to achieve its mission. The Association aggressively recruits new members, customers and partners to strengthen its influence and sustainability.

GENERAL OBJECTIVES

In carrying out its mission, NABCA has the following objectives:

RESOURCES - Provide resources and research on regulatory, operational, policy and public health issues to member jurisdictions and other organizations.

SYSTEMS AND DATA - Create and distribute member jurisdiction sales, inventory and pricing data for governmental entities, industry, public health, and other organizations.

RELATIONSHIPS - Cultivate relationships between member jurisdictions, governmental entities, public health, industry, media and other organizations to encourage and facilitate communication and collaboration.

RELATIONSHIPS

ANNUAL CONFERENCE

The Annual Conference is held in May of each year and all NABCA members are invited to attend. A comprehensive business agenda presents nationally known speakers, renowned panelists, informative seminars and interactive workshops. Past conferences have proven valuable to members as a forum to interact with colleagues in the Control States and in the alcohol beverage industry.

ANNUAL LEGAL SYMPOSIUM ON ALCOHOL BEVERAGE LAW AND REGULATION

NABCA hosts an annual symposium on alcohol beverage legal and regulatory issues. The symposium offers perspectives from key government officials, attorneys and regulators regarding current issues facing all segments of the alcohol beverage arena.

ADMINISTRATOR'S CONFERENCE

Control State officials from educational, communications, regulatory, operational, warehouse and information technology disciplines as well as industry representatives meet annually. Workshop sessions, committee meetings and networking opportunities allow for staying abreast of new initiatives and for discussing common challenges and successes.

BOARD MEETINGS

In January, May and September, the NABCA Board of Directors meet for three days to conduct business necessary for the Association's operation. The Industry Advisory Committee (a separate entity consisting of NABCA Supplier members) also attends to conduct business on their own and jointly with the Board.

BROKERS ADVISORY COMMITTEE

Consisting of six members, the Brokers Advisory Committee meets annually with NABCA leadership to provide updates and ask questions on issues affecting their operations, to discuss NABCA priorities and to consider mutually beneficial projects.

INDUSTRY ADVISORY COMMITTEE

Consisting of 13 suppliers, the Industry Advisory Committee (IAC) serves as a forum for communication between the NABCA Board of Directors and the alcohol beverage industry on issues relating to legislation, alcohol policy, operations, education and other matters of mutual concern.

PUBLIC HEALTH ADVISORY COMMITTEE

Consisting of seven members from various public health disciplines, the Public Health Advisory Committee serves as a forum for communication between the NABCA Board of Directors and the public health sector on legislative, regulatory, educational and other matters of mutual concern. This communication is meant to provide the NABCA Board of Directors with knowledge and insight about current alcohol issues and policies.



PUBLICATIONS & RESOURCES

NABCA has several publications available about control systems, alcohol beverage regulation, the alcohol beverage industry, etc. Additional publications include international studies; reports about other monopoly systems; and white paper topics that include powdered alcohol, the three-tier system, and wet/dry counties.

For example:

DAILY NEWS UPDATE

Each business day, NABCA sends an email with news coverage from all over the world.

Topics are relevant to the alcohol beverage community in general - concentrating on state legislation, industry and international news, and public health articles.

NABCA CONTACTS DIRECTORY

Previously a printed booklet mailed to NABCA members annually, the popular member-only benefit is now available online at www.nabca.org.

NABCA began curating and printing the name, title, email address, phone number and mailing address of key employees of member organizations in the late 1970s. Keeping the same content and networking principle, the online version of the Directory gives members more up-to-date information that can be accessed through desktop or mobile devices.

Additional Directory features include the ability to submit changes and updates to personnel through an online form; conduct personalized searches by searching for names, companies or keywords; and export the full Directory into a printable PDF.

The Contacts Directory is located under the Membership tab of the website, where members can now use their individual logins to gain access to the information.

EDUCATIONAL AWARD PROGRAM

NABCA has made available to its member states an educational award for development, enhancement, or expansion of effective alcohol education and prevention efforts. The involvement of the control agencies is paramount to the Association's belief that it is each individual jurisdiction's responsibility to "support and participate in alcohol education and prevention, providing information and resources that promote responsibility...".

ANNOTATED BIBLIOGRAPHY

To provide members with a greater understanding of the many research studies and articles conducted, NABCA publishes an annotated bibliography which includes summary reports of many studies and links to articles. The NABCA collects and reviews research related to alcohol policy throughout the year and updates the bibliography periodically. (The Annotated Bibliography can be viewed online on our website under Resources/Publications)



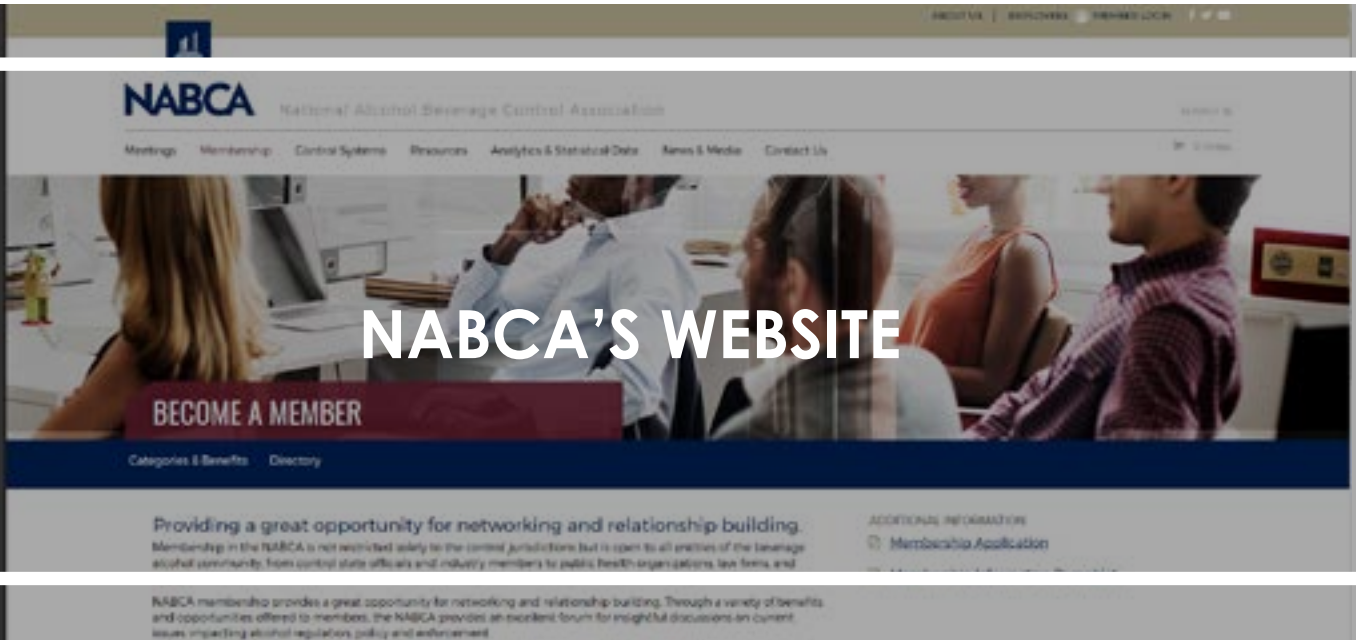
WHITE PAPERS

As part of NABCA's continuing alcohol policy research, our website includes access to white papers about various emerging alcohol policy topics. Current papers available cover the three-tier system, grocery and convenience store sales, Sunday sales, alcohol technology, and other issues. These papers are updated regularly to ensure their accuracy and new papers are added on a consistent basis. (The White Papers can be viewed online on our website under Resources/White Papers)

Current white papers:

- The Public Health Considerations of Fetal Alcohol Spectrum Disorders
 - Native American Nations & State Alcohol Policies: An Analysis
 - Alcohol Technology in the World Tomorrow
 - Craft Alcohol: Research and Legal Analysis
 - Sunday Alcohol Sales: History and Analysis
 - Three-Tier System
 - Dry America in the 21st Century
 - Wet and Dry Counties: Control and License States
 - Grocery and Convenience Stores as Alcohol Outlets
 - Powdered Alcohol: An Encapsulation

NABCA's website is a comprehensive policy and information resource for members. Content includes the ability to purchase reports (based on real time data), order Control State Codes for doing business in control states, and research about numerous alcohol topics. New features include an archive search of articles from the past year, online access to NABCA publications, and a comprehensive resource center which includes archived meeting materials and links to all Control Jurisdictions.



SURVEY DATABASE

The Survey Database includes numerous surveys covering operational and regulatory information. The Database, updated regularly, is a compilation of over 80 surveys covering the most pertinent operational and regulatory information collected from the United States and Canadian jurisdictions. The information is

arranged under the categories of Alcohol Education/Social Responsibility; Information Technology; Law Enforcement; Licensing; Logistics/Warehousing; Planning and Performance Measurement; Products/Purchasing; Revenue, Taxation, Pricing and Fees; Regulations and Restrictions; Sales and Outlets; and Trade Practices. It provides members a way to search for information by state, topic or keyword. (The Survey Database can be viewed online via our website; members only. It can be found under Resources/Survey Database.)

POLICY

BOARD RESOLUTIONS AND POSITIONS

The NABCA Board of Directors develops public positions on issues important to the members in a variety of alcohol related policy and procedural topics.

Examples of recent resolutions of the Board are:

Support for Federal Funding of Alcohol Policy Research

The NABCA Board of Directors adopted a resolution in March 2016 stating that the Board “strongly recommends that the federal government and its agencies responsible for alcohol issues continue to adequately fund alcohol policy research”.

Resolution Expressing Concern and Potential Action Related to Alcoholic Energy Drinks

The NABCA Board of Directors adopted a resolution expressing concern and suggesting actions by appropriate agencies and organizations to research and take appropriate action with respect to the manufacture and marketing of beverage alcohol products that include energy ingredients such as caffeine.

Resolution on Public Health and Safety Benefits of State Alcohol Control Systems

The NABCA Board of Directors adopted a resolution in May 2010 stating that “based on a multitude of published peer-reviewed scientific studies” that “there is irrefutable proof that alcohol control systems have a positive public health and safety impact on their communities”. NABCA has long held this position which has been bolstered by recently released research and analysis related to outlet density and the newly adopted World Health Organization’s (WHO) global strategy to reduce the harmful use of alcohol.

Resolution Supporting the Twenty-First Amendment

The NABCA Board of Directors adopted a resolution stating the importance of the 21st Amendment of the US Constitution and the importance of state-based alcohol regulation. Several resolutions and other actions by the Board over the years have also formally stated this position.

CARE Act

The NABCA Board of Directors has passed a resolution supporting Congressional enactment of H.R. 5034 known as the Comprehensive Alcohol Regulatory Effectiveness (CARE) Act of 2010. The Board cited the need to protect the primary authority of the states to regulate beverage alcohol as their states’ citizens deem necessary and as provided by the 21st Amendment to the U.S. Constitution.

Amici Curiae Briefs

NABCA will submit Amici Curiae briefs to appellate courts on issues of importance to members and their efforts to responsibly regulate and distribute alcohol products. Examples of such Amici Briefs in the last several years have been direct shipping and deregulation efforts.



REPORTS

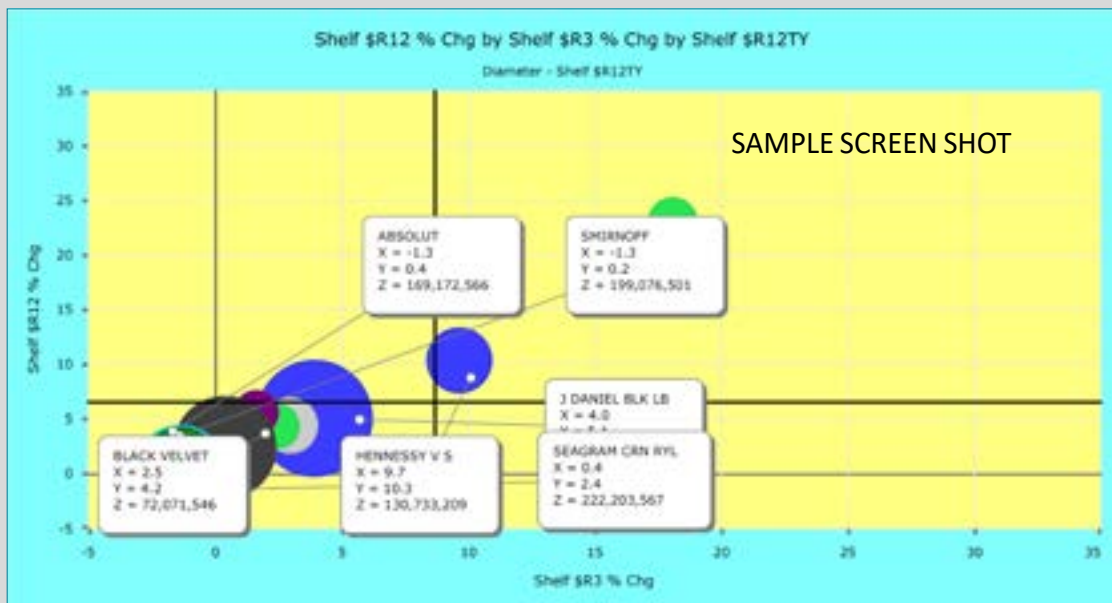
Twenty-five years ago, statistical data sales represented less than 25% of NABCA's revenue stream. At that time, the Board of Directors requested NABCA staff to expand statistical data reports to create a "product" in the hopes of generating a more significant revenue stream. The creation of NABCA's data products has allowed the association to increase its services to control states and industry members.

NABCA regularly publishes numerous statistical reports which detail sales by brand, container size, class and type of alcohol beverage. Reports span a granularity spectrum from sales by retail outlet and on-premise licensee to sales by Control Jurisdiction. Ad hoc reports, capable of displaying long term analysis and comparisons, are prepared for individual users based upon their needs using the NABCA database.

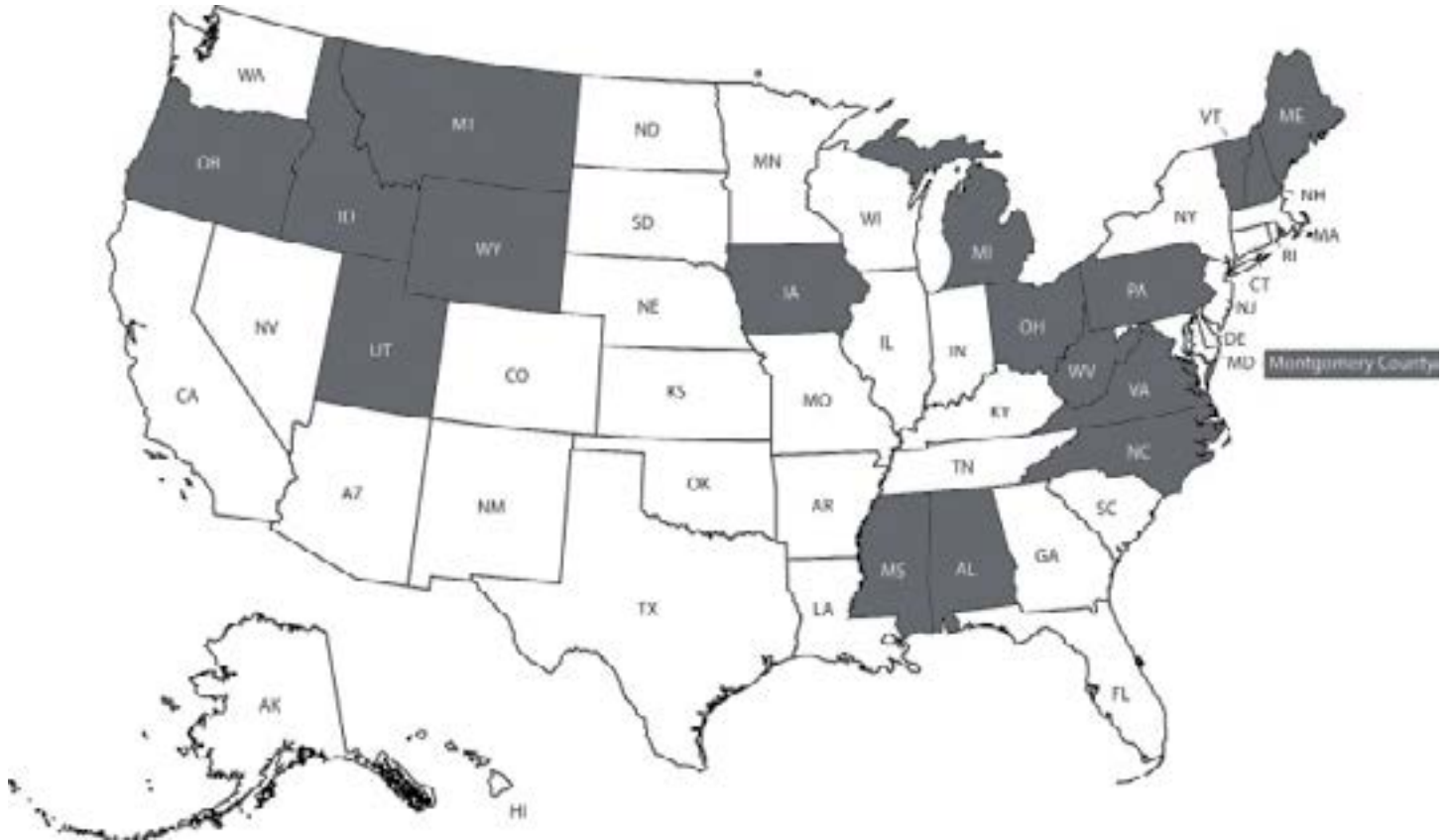
Because the Control States represent 23% of the distilled spirits market in the United States, comprehensive sales information generated in a timely and consistent manner can prove invaluable as a market research analysis tool.

NABCA's Statistics for Alcohol Management Data Warehouse (SAM) is a data warehouse with a graphical, Online Analytical Processing (OLAP) front-end that delivers instant access to monthly account-level information and more than three years of historical sales data. Monthly sales are maintained at the SKU level by licensee and retail outlet. (SAM data and various NABCA reports can be viewed online on our website under Analytics & Statistical Data)

For report samples, please visit our website under
Analytics/Statistical Data / Reports & Pricing



CONTROL STATES



Seventeen states and several counties/municipalities are known as beverage alcohol “Control Systems” by the Federal Government because they take ownership of the product at some point in the business cycle. They control the sale of distilled spirits and, in some cases, beer and wine through government agencies at the wholesale and/or retail level.

The Control Systems represent 25.2% of the nation’s population and account for approximately 23% of distilled spirits sales.



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For more information, visit the website or
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