



**NABCA**

NATIONAL ALCOHOL BEVERAGE  
CONTROL ASSOCIATION

# Membership and Benefits

Meeting your needs with Research, Resources,  
Sales Data, Staff Support, Networking





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Design and Production by Steppingstone LLC



# About NABCA

**E**stablished in 1938 and headquartered in Arlington, VA, the National Alcohol Beverage Control Association (NABCA) is the only trade association of its kind representing Control Systems – those jurisdictions where the state or local government directly controls the wholesale and/or retail of beverage alcohol within its borders.

NABCA'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 state of the art technology to achieve its mission. The Association aggressively recruits new members, customers and partners to strengthen its influence and sustainability.

NABCA's **mission** is to support member jurisdictions in their efforts to protect public health and safety and assure responsible and efficient systems for beverage alcohol distribution and sales.

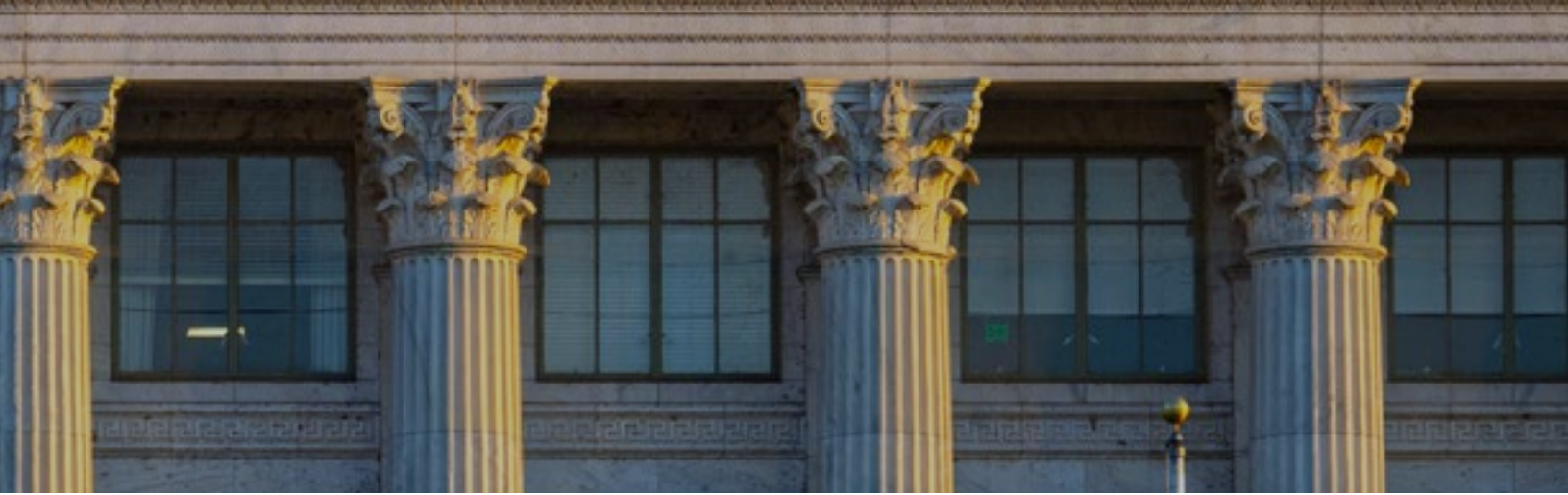
In carrying out its mission, NABCA has the following objectives:

**RESOURCES** - Provide resources and research on regulatory, operational, policy and public health and safety 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 and safety, industry, media and other organizations to encourage and facilitate communication and collaboration.

NABCA is not an advocacy organization and as such does not take a position on state legislation or policy proposals.



## Why Become a NABCA Member?

- Provides networking opportunities to build relationships and access for doing business with control jurisdictions, which represent almost 23% of the distilled spirit's market. NABCA members include manufacturers, legal firms, accounting services, shipping companies, public health and safety organizations, international agencies and a breath of other organizations involved in the beverage alcohol arena.
- Connects you with educational and networking events that address important alcohol issues. (Annual Conference, Legal Symposium on Beverage Alcohol Law and Regulation)
- Serves as a credible source for alcohol policy, research and state operational data, including regular legislative reports and daily beverage alcohol news.
- Offers free webinars by expert speakers that cover relevant and timely topics about beverage alcohol that supplement learning and networking events.
- Delivers NABCA staff support for developing and conducting customized surveys about alcohol regulation and policy data in key topic areas as well as a jurisdiction's operational practices.
- Allows for purchasing data products and reports at a discount.
- Offers free control state codes (products sold in control jurisdictions).
- Grants access to NABCA's exclusive, member's only online contacts directory .

NABCA and its members are connected by the commonality of responsible regulation and sale of beverage alcohol, a legal product that is different from other commodities considering it can cause harm.



# Membership

## Categories, Definitions and Overview

**ALLIED** – All organizations or persons not defined as NABCA Government, Industry or Public Health/Research/Academic members that have an interest in NABCA. (Businesses in this category include technology firms, legal firms, shipping compliance companies.)

**ALLIED ASSOCIATION** – Any international, national, state or local association of the members identified above.

**GOVERNMENT** – All International, Federal, State, Territorial, Native American, County and Municipal government agencies responsible for controlling or regulating the manufacture, distribution and/or sale of alcohol beverages.

**GOVERNMENT ASSOCIATION** – Any international, national, state or local association of government members identified above.

**INDUSTRY SUPPLIER/PRODUCER/IMPORTER** – Any organization engaged in the manufacture, production or importation of alcohol beverages at the international, national, regional, state or local market level.

**INDUSTRY WHOLESALER/BROKER** – Any businesses engaged in the distribution or brokerage of alcohol beverages at the international, national, regional, state or local market level.

**INDUSTRY RETAILER** – Any business engaged in the sale of alcohol beverages at the international, national, regional, state or local market level.

**INDUSTRY ASSOCIATION** – Any international, national, state or local association of industry members identified above.

**PUBLIC HEALTH/RESEARCH/ACADEMIC** – All organizations or persons that provide services, are engaged in initiatives or conduct research that relates to alcohol policy.

**PUBLIC HEALTH/RESEARCH/ACADEMIC ASSOCIATION** – Any international, national, state or local association of the public health and research members identified above.



# Relationships

NABCA offers the following events to network and build relationships:

**ANNUAL CONFERENCE** – The Annual Conference is held in May of each year and 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 Jurisdictions and in the alcohol beverage industry.

“Good, informative presentation by two folks I see regularly on TV who are rational and knowledgeable.”

Annual Conference attendee

**ANNUAL LEGAL SYMPOSIUM ON BEVERAGE ALCOHOL LAW AND REGULATION** – In March, 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 regulatory and legal communities.

“Excellent representation of the law as well as insiders from the industry and regulatory arena.”

“Great way to earn ethics credit!”

Legal Symposium attendees

**ADMINISTRATORS CONFERENCE** – Administrators Conference attendees include control system officials from the communications, education, regulatory, operations, warehouse, retail and information technology disciplines as well as industry representatives. Held each October, the event offers workshops, committee meetings and networking opportunities to stay abreast of new initiatives and to discuss common challenges and successes.

**OTHER MEETINGS** – NABCA leadership collaborates with members and partners in several ways, including attendance and presentations at international, national and state gatherings of government, regulatory, public health, and industry organizations.



# Resources

**STAFF SUPPORT AND TECHNICAL ASSISTANCE** – NABCA assists its members with developing and conducting customized surveys about alcohol regulation and policy, participating in educational presentations, creating organizational connections and identifying and finding scientific research about subject matters impacting beverage alcohol.

NABCA also provides help-desk assistance for companies that purchase control state data and reports. These companies receive prompt attention to questions and requests.

**PUBLICATIONS** – NABCA has several publications available about control systems, alcohol beverage regulation and the alcohol beverage industry. These resources include educational initiatives about alcohol harms and prevention, international studies, reports about other government-run systems and white papers (e.g., powdered alcohol, the three-tier system, Sunday alcohol sales and wet/dry counties).

**DAILY NEWS UPDATE** – Each business day, NABCA staff sends an email containing national and international news covering various and relevant topics of interest to the alcohol beverage community.

**LEGISLATIVE UPDATE** – NABCA staff regularly researches and sends communication about beverage alcohol issues that are being-addressed by legislatures across the United States.

**ONLINE CONTACTS DIRECTORY** – NABCA maintains an Online Contacts Directory that provides up to date contact details for members to interact with each other. This member’s only directory includes information about alcohol regulatory agencies in all 50 states, Canadian provinces and international organizations. Also listed are supplier and broker contacts, legal and accounting firms, research and educational institutions and other businesses.

**THE COLLECTION: AN ALCOHOL RESEARCH SUMMARY** – Alcohol regulation should be guided and supported by the science. NABCA has partnered with the alcohol research experts at the Alcohol Research Group (ARG) to provide its members with a comprehensive overview of the latest scientific evidence on important topics related to alcohol policy. This resource, formerly named the Annotated Bibliography, seeks to help states:





- Understand the evidence on alcohol-related harms.
- Identify effective policies to reduce the harm associated with alcohol.
- Evaluate and improve their existing alcohol regulatory systems.
- Determine where more research is needed.

**WEBINARS** – NABCA hosts numerous educational webinars throughout the year where expert panelists discuss and present various topics of interest regarding beverage alcohol policy, enforcement, regulation, trade practices and other trends.

**“I just wanted to thank you for the awesome webinar this week! It was really well done.”**

Webinar participant

**WEBSITE** – NABCA’s website is a comprehensive policy and information resource for beverage alcohol content. Some of the topics are publicly available, while other resources are exclusive to members. The website provides members access to their individual portal to view and update contact information, register for events and review invoices. It also allows members access to current and past conference presentations and materials. Further, the website provides a way to purchase Control Jurisdiction reports, order Control State Codes and research control systems.

**POLICY SURVEILLANCE** – NABCA strives to be a credible repository of beverage alcohol information. Staff closely monitors federal, state and local alcohol litigation and related policy and procedural topics of importance that address the handling of beverage alcohol positions and resolutions in the marketplace. While NABCA is not an advocacy organization, staff are available to help with understanding the regulatory and policy landscape.

Members get access to NABCA’s comprehensive Survey Database, which details trade practices, licensing/licensee standards and other important beverage alcohol regulatory operations throughout the U.S. and the Canadian provinces.

NABCA staff works to stay current on marketplace changes that impact alcohol regulation. During the COVID-19 pandemic, an interactive dashboard tracked daily beverage alcohol policy changes through executive orders.



# Sales Data

**T**wenty-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 that detail sales by brand, container size, class and alcohol beverage type. Reports span a granularity spectrum from sales by retail outlet and on-premises 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 23.0% 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 and daily account-level information and more than five years of historical sales data. Account-level sales and warehouse inventory are maintained at the SKU level.

**“NABCA data is a good indicator of underlying trends.”**

Goldman Sachs

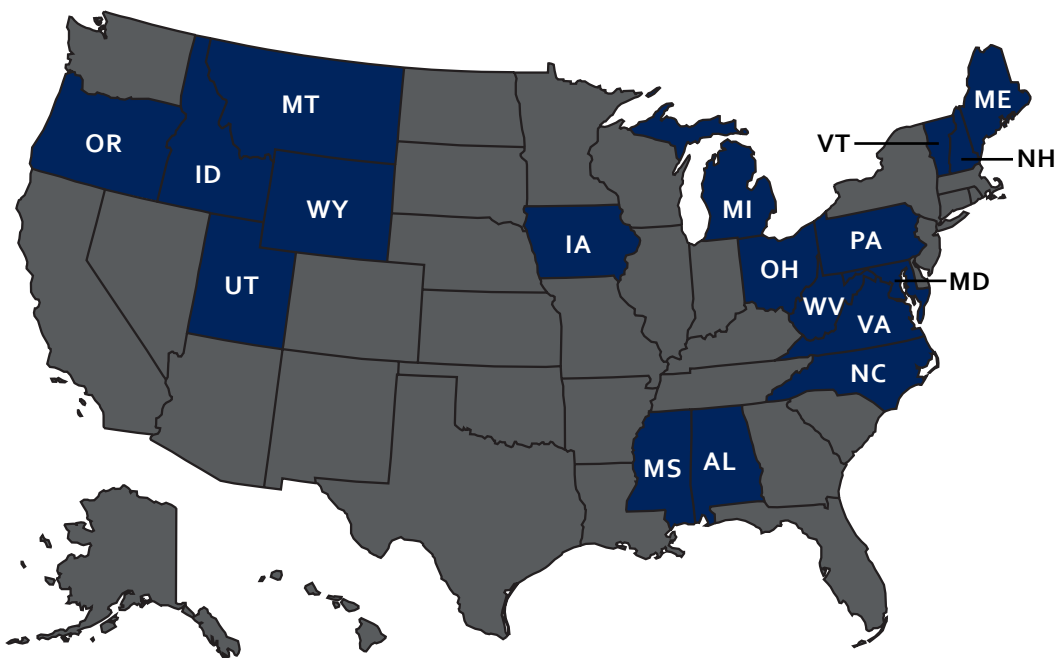
**“We rely on NABCA’s monthly data to improve the accuracy of our US sales forecasts for publicly traded wine and spirits companies. While NABCA does not include all US states, the comprehensive channel coverage relative to other syndicated data sources provides a valuable indicator for national company and category trends.”**

Sell Side Beverage Analyst

# Control Systems

The 18 control jurisdictions across the U.S are: Alabama, Iowa, Idaho, Maine, Michigan, Mississippi, Montana, New Hampshire, North Carolina, Ohio, Oregon, Pennsylvania, Utah, Vermont, Virginia, West Virginia, Wyoming and Montgomery County, Maryland.

These international control systems also engage with NABCA: Canadian Provinces, Systembolaget (Sweden), Board Bia (Ireland), Vinmonopolet (Norway), The State Alcohol & Tobacco Company of Iceland (ATVR) and others.



- Control jurisdictions represent approximately 24.7% (Census Bureau; 2019 Liquor Handbook, Beverage Information Group) of the nation's population and account for roughly 23.0% (2019 Liquor Handbook, Beverage Information Group) of distilled spirit sales and a significantly smaller percentage of beer and wine sales.
- Control jurisdictions also provide a regulatory environment that can mitigate the ever-present risks and costs of alcohol misuse to the individual and the community.
- Control jurisdictions reflect the public commitment to moderation and serve as a vehicle for balance between alcohol profits and public wellbeing through dedicated enforcement resources, promotion of alcohol education and awareness programs to support that commitment.



# Membership Application

**We invite you to become a member of NABCA and complete an online membership application at**

**<https://www.nabca.org/become-member>**

**For questions about membership, contact Lisa Dixon at**

**[lisa.dixon@nabca.org](mailto:lisa.dixon@nabca.org) or [nabca.info@nabca.org](mailto:nabca.info@nabca.org)**





## Membership and Benefits

Meeting your needs with Research, Resources,  
Sales Data, Staff Support, Networking

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