

# MBDA MEMBERSHIP

*"Strength, Service, Value"*

## ACHIEVEMENTS

- \* Achievements such as Distributor 6 & 12-Pack Sales, Singles, Slushies, Growlers, Fermented Fruit Beverages that can be marketed as wine based or wine products, and a whole list of new items to sell.



- \* Success in appealing to our state officials to have beer distributors classified as essential businesses, enabling us to remain open and viable during the COVID-19 pandemic.
- \* Protects your business and investment by continuously stopping grocery, convenience and big-box stores attempts to sell take-out beer by the case, in their aisles, and at all registers.
- \* Continues to ensure that our state lawmakers know that distributors are the premier retailers of beer with 1,200 locations throughout PA who offer the best service, selection and value to consumers in all 67 counties, 7 days a week.

## COMMUNICATION

- \* Weekly e-newsletters and alerts keep you up-to-date on legal, legislative and regulatory issues.
- \* Any questions? Need assistance? Our Executive Secretary, Stephanie Eckert, is only a phone call away at 215-732-6258 or email her at mbdasn@aol.com.
- \* Legal updates and specialized advice on industry-related questions at no charge through Charlie Caputo of Caputo Law Office.
- \* Access to two teams of lobbyists – Chip Brightbill of Stevens & Lee and Carson Baker of The DT Firm – to promote MBDA's goals and protect the interests of our distributors and their customers.

Members realize the vital role that MBDA plays in the legislative arena.

They appreciate the tremendous savings received through our member benefit programs.

They know that the cost of membership pays for itself many times over!

Please join MBDA by returning the enclosed membership invoice in the envelope provided.

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## SAVINGS

- \$ **Commercial Electricity Savings** through our partnership with Constellation Energy. Use our group purchasing power to attain the lowest possible kWh rate.
- \$ **Business Insurance** through Penn National Insurance. "Tap into the Savings" and get preferred pricing on auto, businessowners, property, general liability, liquor liability and umbrella coverages. An added bonus is the opportunity to receive a yearly dividend! While dividends are based on our group's loss ratio and not guaranteed, over \$1,017,026 in dividends have been returned to MBDA members. This year members received a 6% return on their investment. This program is available through all Penn National agents.
- \$ **Credit and Debit Card Processing** through PNC Merchant Services at the best in the industry rate of only 0.05% + \$0.05 over cost of interchange and ancillary fees. If in doubt – send us your statement and we'll do a rate comparison showing how you'll save money through PNCMS. Receive supplies free of charge and pay no fees for statements, reporting, account maintenance, batch, ACH, etc.
- \$ Additional MBDA Programs that will save you money –
  - \$ **On-line RAMP** training for your employees at only \$10. Call MBDA for our discount code.
  - \$ **Discounted Office Equipment & Supplies** through Russ Hayes of Pinnacle Business Products saves you a minimum of 25% off retail price.
  - \$ Frank Olivo of Sagapixel will create and customize a **web site** for only \$500.
  - \$ Mark Bachman of Tri Com Card Technologies offers a selection of the newest **ID electronic scanning** equipment with the latest technology.
  - \$ Our advertising specialist – Jackie Moore of Networker Promotions – offers you **imprinted novelty items** as an effective and inexpensive way to promote your business.
  - \$ **Cost-effective health plans** are available through Brad Tiffany of Kistler Tiffany Benefits, a OneDigital Company. They are an experienced employee benefits consulting firm who operate out of three locations in Pennsylvania and have access to the region's top health insurance carriers.

To enroll in a program or for more information, contact  
Stephanie Eckert by phone 215-732-6258 or email [mbdassn@aol.com](mailto:mbdassn@aol.com).

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