

November, 2017

NewsFrame

Washington State Bowling Proprietors' Association

The Future

Having been actively involved in the bowling industry as a participant, salesperson and administrator for 56 years I've seen the highs and lows, tremendous changes in technology, as well as, renewed focus on youth and the age of Millennials.

As your trade association, part of our responsibility is keeping you abreast of industry trends, creating educational opportunities for you and your staff, along with fostering a climate of cooperation amongst proprietors.

A recent BPAA Outside Sales Boot Camp educational session, at NO COST to attendees, provided a new look at how today's centers are reaching outside their four walls to foster new relationships and grow their businesses.

BPAA "Outside Sales" Boot Camp
Training Seminar

Complimentary

Limited to 32 people

Reserve:
greg.oben@wsbpa.org

September 19, 2017
Acme Bowl - Tukwila
8:30 a.m. - 3:30 p.m.

Plan to send staff to our next educational and networking session in February where the focus will be on food and beverage service with insights from industry professionals.





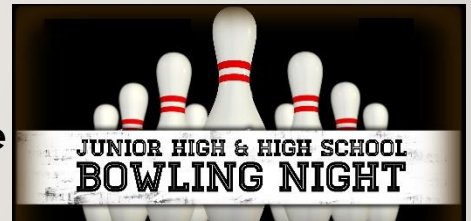
WSBPA YOUTH INITIATIVE



After 9 months into the WSBPA's Youth and In-School Bowling Initiative, we've seen some positive results and we've seen areas our team of Bob Rea and Lonny Olson will strive to achieve in the months ahead.

During the month of August, a prime promotion and recruitment period for fall sessions, "Learn to Bowl Better" classes were staged at participating member centers across the state.

Approximately 350 kids, most accompanied by their parents, enjoyed a 60-90 minute training session designed to provide the basics to enable Kids to increase their enjoyment bowling.



90+% of the participants were new, non-league bowlers, recruited primarily from center's youth and Kids Bowl Free databases.

During the current school year, Lonny and Bob will focus on building relationships with local School districts in neighboring areas to centers Enrolled in the WSBPA Youth and In-School Initiative.



A nominal cost of \$30 per lane, per year, will assist the WSBPA with costs to have our two certified coaches working for you and your center. Contact: greg,olsen@wsbpa.org to get onboard.





Bowling Summit

January 14-18, 2018: Tempe, Arizona!



Marriott Phoenix Tempe at the Buttes

BPAA's Bowling Summit is a strategic midwinter conference for bowling center proprietors, managers and bowling industry leaders to network and learn from top business professionals. This conference includes education seminars, networking events, industry updates, Town Hall meeting with BPAA's board of directors, plus much more. BPAA members will get the latest updates on their membership services as well as hear what the association has planned for the future.



JACKPOT CLASSIC SECURES NORM DUKE!!

Join the Fun in 2018



Join the Fun in 2018

38 time PBA Champion Norm Duke will be the featured presenter, Thursday, June 7, 2018, at The Orleans Hotel & Casino in Las Vegas, at the annual awards ceremony for Jackpot Classic XXIII.

NORM DUKE

Celebrity Guest!

Thursday, June 7, 2018

Jackpot Classic Awards Party



38 PBA Championships! 3rd All-Time!

“PEPSI AND SYSCO” BUILDING MEMBER PROFITS



The SYSCO program is composed of two different levels of participation:

1. The Master Distribution Agreement (MDA), with the accompanying Participation Agreement, provides for a Four Tiered Margin Schedule which gives off invoice savings, based upon the centers average order size. The set margins are added to SYSCO's "landed costs", which are defined as the price SYSCO pays for the product, plus freight. Under this portion of the program the center will also receive quarterly rebates on qualifying products.

2. Rebates Only – this portion of the program contains two forms of rebates; the manufacturers' rebates and the Sysco Performance Allowance or SPA rebate. There are no forms to fill out, coupons to clip, or invoices to send in. The rebates are paid quarterly, directly to the member center by the BPAA.

Members on the National Pepsi contract are eligible to receive:

- *NEW \$4.50 per-gallon funding on Pepsi-Cola fountain products*
- *NEW Rebates on Cases of Bottles and Cans*
- *NEW Cash Resign Bonus – Centers who resigned before Dec. 31st, 2016*





MEMBERSHIP DUES

WSBPA members were sent dues renewals in July for the calendar year of 2018 with payment options of 1-4 or 8 payments.

Our sincere thanks to the following centers for submitting their 2018 dues in full. Your commitment to the industry is greatly appreciated!

If you need a reminder invoice please email:
greg.olsen@wsbpa.org

Dues paid in full as of 10/20/17:

20th Century, Nob Hill, Secoma, Evergreen, Tech City, Aztec, Tower, Strawberry, Chelan, Riverside, Westside, Lilac, Daffodil, Paradise Entertainment, Elma, Twin City, Spin Alley, Lake, Roxbury, Atomic, Zeppoz, North, West Seattle, Gig Harbor, Valley