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# MEMO

**To:** The Members of the National Association of Concessionaires (NAC)  
**FROM:** Jeff Scudillo, President  
**DATE:** 12-03-2014  
**RE:** 2015 Membership Rate Adjustment

In an effort to stimulate even greater participation and membership, The NAC Executive Committee has decided to make some changes to the dues structure of our Association. We have heard our members desire to flatten and simplify the pricing for Concession Operators so as not to differentiate by venue size.

It has been a number of years since any type of adjustment has been made and the Committee feels that this structure more closely aligns with today's Concessions Industry. Although the Supplier rates do not change, Suppliers will benefit from a larger and more diverse Operator membership.

With this in mind, we are pleased to present our new **Membership Dues Structure:**

**First Year Supplier Member:** remains at \$180  
**Supplier Member (Year 2 and beyond):** remains at \$545  
**Associate Supplier Member:** remains at \$75

**First Year Operator Member:** remains at \$180  
**Operator Member (Year 2 and beyond):** new at \$265  
**Associate Operator Member:** remains at \$75

This membership dues structure goes into effect for new and 2015 renewal memberships effective January 1, 2015.

Much time, effort and input was put into this decision and we are confident it will meet with the approval of the vast majority of our members. Many thanks to the NAC Membership Committee for their work on this issue. Should you have any questions or concerns, please reach out to either myself or Dan Borschke at 312-236-3858. Thanks for your continued membership and dedication to the Industry.