



National Independent  
Concessionaires Association, Inc.

*“Together We Can Save!”*



Entegra

Hummel  
Group



fiserv.



CLC LODGING

SHERWIN  
WILLIAMS.



Hertz



FORD FLEET



pepsi



NICA Membership Benefits Guide

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## YOUR EMPLOYEE SCREENING EXPERTS!

Advanced Testing Solutions customizes services that fit your specific requirements, providing you with real time access to all results from their online database with special competitive pricing for all **NICA Members** on Drug Testing, Background Screening, and DOT Compliance Tools!

1

To receive your custom quote and special pricing, call **Advanced Testing Solutions** at **(866) 413-6872** and let them know you are a **NICA Member** when signing up.



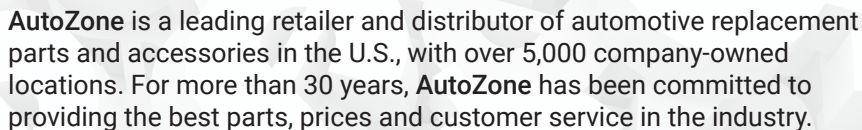
**NICA Members** get Dealer's Pricing (30-40% off retail) and shipping discounts off of thousands of items sold by **Arrow Distributing**—from *electrical, lighting, and appliances to awnings, hardware, accessories, and more!* View **Arrow's** huge online catalog at [www.arrowdist.com](http://www.arrowdist.com).

1

Call the **NICA Office** today at **(813) 438-8926** to create an **Arrow Distributing Purchase Order (PO) Number** and receive access to the main contact information for ordering.

2

Provide your **Arrow PO Number** when calling the supplied **Arrow** contact to set up your order. If you are a repeat customer, you can utilize the same **Arrow PO Number**.



**Budget®**



**Budget** is one of the world's best-known car rental brands and offers quality vehicles and a rewarding rental experience at more than 3,000 locations in more than 120 countries.



Call **1-800-214-6094** or visit [www.budget.com](http://www.budget.com) to register an account with your **Budget Customer Discount (BCD) Number**. You can find it on the back of your **NICA Membership Card**.



# CLC LODGING

**Save 20% to 40% on hotel rooms at more than 10,000 locations across the nation! The only cost is a \$4.95 per night transaction fee, which is usually a small fraction of what you can save!**

**1**

Call toll-free at **1-866-857-9747, Option 2** or visit **CLC Lodging** online and select the *"Join Now"* button at [www.clclodging.com](http://www.clclodging.com) to sign up.

**2**

Provide the key code that is on the back of your **NICA Membership** card when registering to waive the one-time \$9.95 membership fee and any future inactivity fees (\$50 value).

**3**

Log onto your **CLC Lodging** account to manage your lodging arrangements and expenses, locate hotels, and find their rates. You can also call or visit a participating hotel and present your **CLC Lodging CheckINN Direct** card in person to receive your discounted rates.

## *Coca-Cola* Refreshments

**Every Regular and Additional NICA Member who is a Food and/or Beverage Vendor is automatically eligible for this discount program.**

**1**

Complete an application online at [www.nicainc.org/coca-cola](http://www.nicainc.org/coca-cola) or fill out a W-9 form and create a list with your route, with each venue and their dates outlined; include any established bottler contacts you may have.

**2**

Email your W-9 and route list to [lgentleman@coca-cola.com](mailto:lgentleman@coca-cola.com), [ewilson@coca-cola.com](mailto:ewilson@coca-cola.com), and [coca-cola@nicainc.org](mailto:coca-cola@nicainc.org) to get the process started; the account registration can take up to six weeks.

**You must connect with our Coca-Cola representative Lexie Gentleman at (813) 344-9593 or [lgentleman@coca-cola.com](mailto:lgentleman@coca-cola.com) at least three weeks before an event to ensure that you receive your special discount pricing.**





# NICA *Communications*

**NICA Members** automatically have access to multiple publications under our **NICA Communications Platform**: monthly **NICA News** issues, the annual **NICA Membership Directory**, and weekly **NICA Now!** emails. For more engagement opportunities, like and follow **NICA's Social Media Accounts** on **Facebook**, **Instagram**, and **Twitter**.

1

**NICA Members** are automatically enrolled to receive all issues of **NICA News** each year via **NICA Now!** emails, with the choice to receive print editions and/or view each issue on our website at **[www.nicainc.org](http://www.nicainc.org)**

2

All **Regular** and **Associate Members** receive a print edition of the annual **NICA Membership Directory**. For instant updates and access, visit the **Online Membership Directory** in your account at **[www.nicainc.org/login](http://www.nicainc.org/login)**

3

To sign up for weekly **NICA Now!** emails, where you can access our **NICA Social Media** accounts and website links, provide your valid email when joining, update your email online, and/or subscribe at **[www.nicainc.org](http://www.nicainc.org)**

## **DELL** Technologies

**NICA** has teamed up with **Dell Technologies** to bring **NICA Members** savings on the products they need. **Dell** is focused on delivering affordable computer and technology solutions that enable you to make important decisions that impact your bottom line.

1

Take advantage of exclusive discounts on select **Dell** products at by visiting **[www.dell.com/NICA](http://www.dell.com/NICA)** and selecting the "Get Coupon" button.

2

Enter your email and you will soon receive a coupon that highlights various specials. In addition, your member discount is "stackable" with other current promotions and sale items.



# Entegra

**Airgas**

**GRAINGER**

**Pro**

**Office  
DEPOT**

**ServSafe**

**SHOES  
FOR CREWS**

NICA and Entegra have partnered to give you expanded savings on all purchases across your business, 24/7 purchasing data and insights through Savings Optimizer tools, complete access to a broader range of equipment and supplies, and support through Entegra's Call Center.

1

Call **866-ENTEGR**A (368-3472) to sign up via phone or visit [www.nicainc.org/entegra](http://www.nicainc.org/entegra) to sign up via our online form.

2

Once enrolled, you will be assigned an Entegra Account Number and you can begin ordering your products.



Fare Foods offers a complete supply of all Concession products including meat, produce, frozen items, dry goods, canned goods, paper products, fun food, and custom printed cups. Their warehouses are centrally located so they are able to consistently deliver to events on site in 44 different states throughout the year. Fare Foods also partners with NICA for the NICA Business Expo and Fare Foods Food Show.

1

For ordering and product information, contact a Fare Foods Customer Representative today at **(800) 651-1601** or visit [www.farefoods.com](http://www.farefoods.com).



Accept more types of payments from anywhere you are! **NICA Members** get special discounts on credit card processing fees and equipment not found with other Fiserv entities. Apply online at [www.nicainc.org/fiserv](http://www.nicainc.org/fiserv) or contact the following representatives based on your location and needs:

**Angie Ray** at [angela.ray@fiserv.com](mailto:angela.ray@fiserv.com) or **(423) 480-7727** for Concessionaires in AZ, CA, CO, ID, IL, IA, KS, MN, MO, MT, NE, NV, NM, ND, OR, SD, UT, WA, WI, and GA

**Richard Viana** at [richard.viana@fiserv.com](mailto:richard.viana@fiserv.com) or **(786) 559-3764** for Concessionaires in TX, OK, MI, IN, NY, AR, LA, MS, AL, TN, KY, OH, PA, ME, VT, NH, MA, RI, CT, NJ, DE, MD, WV, VA, NC, SC, and FL

**Tina Hollis** at [tina.hollis@fiserv.com](mailto:tina.hollis@fiserv.com) or **(239) 287-8221** for Fairs, Associations, Software Providers, Wholesalers, and Non-Concession related members.



# FORD FLEET



**NICA Members** can go further with **Ford Fleet's** discount pricing. Find your local **Ford Fleet Dealer** today by searching online at [fleet.ford.com](http://fleet.ford.com)



At your local **Ford Fleet** dealer, give the salesperson **NICA's Ford Fleet ID Number** and the **Account Name**, available on the back of your **NICA Membership Card**.





NICA Members have access to Goodyear's leading commercial and consumer tires and retreads with 24/7 emergency roadside service (*and more*) at more than 5,700 locations, all at a competitive national price.

1

Complete the **Goodyear** electronic national account sign up form online at [www.nicainc.org/goodyear](http://www.nicainc.org/goodyear) or contact **Tim Koenigsfeld**, Account Manager, at (636) 234-5904 or [tim\\_koenigsfeld@goodyear.com](mailto:tim_koenigsfeld@goodyear.com)

2

Once sign up is complete you will receive an email from **Goodyear** in 1-2 days with your approval, account information, and ordering instructions.

3

Once approved, sign into your account at [www.nicainc.org/login](http://www.nicainc.org/login) to view the **Goodyear Online Pricing Tool** or visit [www.nicainc.org/goodyear](http://www.nicainc.org/goodyear) to review details about the program before ordering.



# GraybaR

## ***Special Discount Pricing for NICA Members***

As a leading distributor of electrical, communications, data networking and security products with more than 260 locations, **Graybar** helps its customers power, network and secure their facilities with speed, intelligence and efficiency. **Save today on thousands of products!**

1

Check the back of your NICA Membership Card for NICA's **Graybar Account Number** to receive special discount pricing on purchases at any location or online at [www.graybar.com](http://www.graybar.com)

# HD SUPPLY<sup>SM</sup>

## FACILITIES MAINTENANCE

PUT THE **STRENGTH** OF HD SUPPLY TO WORK **FOR YOU**

NICA Members get access to discounted pricing and free next-day shipping (*on most orders to most areas*) on thousands of items including hardware, appliances, and more through HD Supply.

1

Call **1-800-431-3000** or visit **[www.hdsupplysolutions.com](http://www.hdsupplysolutions.com)** to register with NICA's HD Supply account number, located on the back of your NICA Membership Card.

# Hertz



NICA Members can save up to 20% on Hertz Business Travel Rates at airport and off-airport locations. Active accounts receive quarterly statements and additional value-added offers and savings. In addition to a variety of pickups and cargo vans, make any job easier with Hertz's new line of modern, easy-to-drive 12' and 16' box trucks.

1

For easy sign up, go to **[baggold.hertz.com](http://baggold.hertz.com)** or call **1-888-777-3807** to register. Check the back of your NICA Membership Card for the required Customer Discount Program (CDP) Number and the PIN Code.



# Hummel Group

Every Regular, Additional, and Employee Member automatically receives access to \$10,000 Accidental Death & Dismemberment (AD&D) Coverage when joining NICA. In addition, NICA and Hummel Group have created a NICA Health Plan that is available for all NICA Members.

## Providing AD&D Insurance & the NICA Health Plan

1

Assign your AD&D beneficiary when you join, by calling the NICA Office at (813) 438-8926, or online at [www.nicainc.org/login](http://www.nicainc.org/login) under Company Information. If you need to make a claim, contact the NICA Office.

2

To sign up for the NICA Health Plan, call (866) 569-1304 or visit [www.hummelgrp.com/nicahealth](http://www.hummelgrp.com/nicahealth). Hummel's Andy Yost or Audrey O'Brien will follow up with you to help you take the next steps.

## Save on Graphics, Branding, Signs & More!



OCC Signs has you covered with special discount pricing for all NICA Members. Products include graphics and wraps, banners and fence panels, custom branding and design, menus and shape cut signs, product photos, stickers, full-color prints, backlit signs, register covers, displays, design, and more!

1

Call (714) 447-4484 or visit [www.occsigns.com](http://www.occsigns.com) and let them know you are a NICA Member to receive your free estimate and special discount pricing.



Every **Regular** and **Additional NICA Member** who is a Food and/or Beverage Vendor is automatically eligible for this discount and rebate program.

1

Complete an application online at [www.nicainc.org/pepsi](http://www.nicainc.org/pepsi) or fill out a W-9 form and **Pepsi National Account** setup form and submit them via email to [pepsi@nicainc.org](mailto:pepsi@nicainc.org) or to NICA via fax/mail to enroll.

2

Keep your receipts after each purchase you make throughout the year; submit your completed rebate submission form along with copies of your receipts to **Pepsi** before November 30th to receive your rebates.

3

Once enrolled, you can reach our **Pepsi** representative **Kelly Bisbey** at [kelly.bisbey@pepsico.com](mailto:kelly.bisbey@pepsico.com) or (813) 361-9583, *National Equipment Repairs and Service* at 1-877-386-4567, *Product/Delivery Ordering* at 1-800-963-2424, and *Billing/Invoice Inquires* at 1-800-789-2626.



**SHERWIN  
WILLIAMS®**

**Sherwin-Williams** is a one stop shop for all of your coating and application needs with nationwide coverage, local convenience, and expert service from more than 3,500 stores. **NICA Members** receive 30% off national account pricing on select paint products and 30% off retail price on all sundry items such as brushes, rollers and drop cloths, etc. (*some exclusions apply*). **This discount is only available at Sherwin-Williams stores.** Visit [sherwin-williams.com](http://sherwin-williams.com) for the location nearest you or call 1-800-4SHERWIN.

1

To receive your discounts when purchasing your items, provide the store commercial attendant with the program account number on the back of your **NICA Membership Card**.





The NICA Sysco Marketplace is a purchasing program that was designed exclusively for **NICA Members** at no cost to enroll. Our partnership with **Sysco** and **Entegra** provides savings on over 6,000 products, access to quarterly rebates, dedicated account support, and more. This program provides many affordable options for the delivery of both **Sysco** and national branded food and beverage products.



1

Sign up directly by contacting your local Sysco Sales Representative or **Rebecca Kelley** at (281) 381-2222 or [rebecca.kelley@sysco.com](mailto:rebecca.kelley@sysco.com) and/or at [www.nicainc.org/sysco](http://www.nicainc.org/sysco).

2

Once enrolled, you will be assigned an Account Number and you can begin ordering your products immediately from Sysco.

**Whirley-DrinkWorks!** stock Concessionaire products with warehouse distribution all year long with dependable USA quality and service. Purchasing **Whirley's** 32 oz **NICA Refill Cup** benefits **Foundation Scholarships**.



1

For blanket and large order information contact **Joe Betras** at (864) 542-4345 or [jbetras@whirleydrinkworks.com](mailto:jbetras@whirleydrinkworks.com) or visit [go.whirleydrinkworks.com/NICA](http://go.whirleydrinkworks.com/NICA) to request pricing.

2

To arrange orders and deliveries, including the **NICA Rebate Cup**, you can contact your local **Sysco Sales Representative**, **Fare Foods**, or **Whirley-DrinkWorks!** directly.



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Concessionaires Association, Inc.



Certified Concessionaire Executive

The **Certified Concessionaire Executive (CCE)** program was developed to recognize the professionalism of Concessionaires. The title of **CCE** represents a deep understanding and respect for the Fair and Festival business and indicates that the titleholder will perform with the highest level of professionalism. This prestigious designation is awarded after a detailed application process.

The Concessionaire who is seeking the distinction of **CCE** must, prior to submitting their application, first meet the following requirements:

- *The applicant must be a current member of **NICA** and also a current member of one of the following associations—**CAFE, IAFE, IFEA, OABA, or WFA** and/or at least one **State or Provincial Association**.*
- *The applicant must have a minimum of seven years as a full-time chief operating manager of an independent concession business.*

1

Visit **[www.nicainc.org/CCE](http://www.nicainc.org/CCE)** to download or complete an online questionnaire, which uses a point system to determine the applicant's level of qualifications and industry involvement.

2

Write a 200 word (*minimum*) personal philosophy of communication and management as it relates to the Fair Industry.

3

Email, fax, or physically mail your application, supporting materials, a print-quality photograph, and the \$90 administrative fee to the **NICA Office**.

The application, along with all of the accompanying documentation, is turned over to the **NICA CCE Committee** for rating and review. Once an applicant has been verified, the **CCE** credentials are effective immediately. The official presentation ceremony takes place at an annual Industry event. See application for more details.

# NICA Foundation Scholarship Program



Each year the **NICA Foundation** awards educational scholarships to the youth involved in **NICA** and the concession business. Any current **NICA Member** in good standing, child of a current member, grandchild of a current member, employee of a current member for six months, or employee member in good standing who will be attending a college, university, or vocational/technical school is eligible to apply.

The **NICA Foundation Scholarship Program** will continue to award multiple scholarships each year including the **25th Anniversary Scholarship**, **Regional Councils Scholarship**, **NICA Leadership Scholarship**, and **Gene O'Brien, CCE Vocational Scholarships**, with one scholarship sponsored by **Coca-Cola** in honor of **CCE-designated NICA Members**. The remaining scholarships are provided using donations from fundraising and the **NICA Membership**. The deadline for applications is June 1st. **Good luck to all applicants!**

1

Visit [www.nicainc.org/scholarship](http://www.nicainc.org/scholarship) to download this year's application or complete it online; your school must send your transcripts directly to the **NICA Office** for verification.

2

After completing the application online, upload your three letters of recommendation and a print-quality photograph at [www.nicainc.org/scholarship](http://www.nicainc.org/scholarship) by June 1st.

3

If you complete the application offline, physically mail your typed application, supporting materials, and a print-quality photograph to the **NICA Office** by June 1st.

Each application is carefully considered by a select committee of **NICA Members** who make the final determination on the merits of the student and the completion of the application. Scholarship recipients are notified of the results by August and all funds are made payable to the student to be used at their discretion their transcripts have been verified. See application for more details.



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