



# MRA MEMBERSHIP PAYS.

There has never been a better time to Join the MRA.

## Your Information Source

- Toll free number to answer all of your legal and regulatory questions: 800-852-3042
- Bi-Monthly "On the Table" Newsletter and ENewsletter to keep you informed about the latest industry regulations, laws, trends, and industry info
- MRA weekly update of the most immediate industry information
- Free listings on the Dining MA website
- Media relations and promotional opportunities
- Compliance materials to post at your establishment
- National Industry Trends Report
- Up-to-the-minute alerts and information from state regulatory agencies
- National Operations Report to compare your numbers to similar establishments

## Networking & Events

- New England Food Show at the BCEC
- MRA Annual Awards Dinner in conjunction with the NEFS
- State House Day in the Spring
- MRAEF Scholarship Gala
- Stars of the Industry Gala
- MRA Annual Meeting in June
- Golf Outings in Summer
- Summer Reception at the Colonnade Hotel
- MRAEF Executive Retreat in Fall
- NRA Hall of Fame Dinner in November
- Industry specific seminars and workshops throughout the state
- Regional cocktail receptions throughout the year

## Government Affairs

- Daily lobbying and testifying at the State House and at regulatory agencies to represent our diversified membership's needs
- Annual Statehouse Day- your chance to influence legislation that affects your business
- MRA Political Action Committee
- Full time in-house and external lobbyists
- Position Papers established on all proposed legislation that is of major concern to our industry
- Coordinating with the NRA Political Affairs Division to protect your interests on federal issues.
- Establishment and maintenance of one of the strongest grassroots networks in the Commonwealth
- "Key Contact" program - Members can be primary contacts for elected officials regarding the MRA's political interests

## Investing in Members

- The MRA invests in the future of the industry workforce through fundraising and MRAEF scholarships
- Friend of Courts- briefs in cases affecting our industry
- Regulatory & rate setting petitions
- Strategic Plan to keep us focus on membership-driven ideas
- The MRAEF has trained over 21,000 students in food safety and responsible alcohol serving.
- TV ad campaigns encouraging dining at member locations.
- PAC Campaign donations to key legislators
- NRA research library
- Cost-Savings and Endorsed Programs

## Educational Foundation

- ProStart School-to-Career culinary arts program for high school students
- More than \$900,000 raised to help hospitality students since 1999
- Servsafe Sanitation and Servsafe Alcohol classes throughout the state and at member locations for 15 or more employees
- NEFS seminar program- the New England Food Show is one of the largest shows in New England and is growing every year
- Member discounts on NRA book and video purchases
- Informative speakers and programs
- Industry-specific seminar and workshop series sponsorship opportunities

## Recognition & Visibility

- MRA Door Decal
- Member Directory
- Website Listing
- Use-A-Member Program
- Committee Involvement
- Board of Directors
- Sales building/networking through involvement in programs and events
- MRA Ambassador Program
- Opportunity to submit proposal ideas and be chosen to conduct a seminar for members

**The MRA is  
YOUR Association.  
Don't miss out on valuable  
benefits that can work for  
you.**

To learn more about the MRA:

Contact John H. "MAC" McGrath, Jr.  
MRA Member Field Service Representative  
JMcGrath@massrestaurantassoc.org  
(508) 303-9905 ext. 24

Massachusetts Restaurant Association  
333 Turnpike Road- Suite 102  
Southborough, MA 01772-1775  
www.massrestaurantassoc.org  
Twitter: @Massrestaurants

## Hospitality Mutual to offer 20 percent discount on liquor liability coverage to MRA member restaurants

Press Release: October, 2010

Restaurants that belong to the Mass. Restaurant Association (MRA) can now receive a 20 percent discount on their liquor liability coverage from Hospitality Mutual Insurance Company. **Available to current and future MRA members, the discount will be in effect for each year that the policy is renewed.**

Hospitality Mutual President John Tympanick said the new discount, which was recently **approved by the Mass. Division of Insurance**, recognizes the numerous training and educational opportunities the MRA provides to its members, including ServSafe® Alcohol Training Program subsidized in part by Hospitality Mutual.

"As we mark our 25<sup>th</sup> year of serving the hospitality industry, Hospitality Mutual is grateful for the longstanding partnership we have enjoyed over the past quarter century with the Mass. Restaurant Association," Tympanick said. "This new discount acknowledges the strong relationship we have with MRA member restaurants and demonstrates our efforts to provide them with the best, most cost-effective insurance coverage available."

MRA President Peter Christie said, "Hospitality Mutual has always been there for our membership. They have just added greatly to our membership value proposition and we appreciate their efforts."

In addition to offering Massachusetts hospitality businesses commercial general liability (CGL), liquor liability and commercial excess liability policies, Hospitality Mutual recently added commercial property coverage insurance to its offerings.

"With the addition of commercial property coverage, Hospitality Mutual now offers one-stop shopping to hospitality businesses," Tympanick said. "We are committed to providing policies that offer our clients the peace of mind that comes from knowing their business is protected."

Hospitality Mutual's CGL, liquor liability, commercial excess and property policies are available to all Massachusetts hospitality businesses, including restaurants, bars, social clubs, caterers and package stores. Clients who qualify for preferred liquor rates are eligible for substantially reduced premiums, with additional savings for establishments that purchase both CGL and liquor liability coverage.

"We admire the work done by Hospitality Mutual," said Richard Mazzarella, agency vice president for Twinbrook Insurance Agency, the official insurance agent endorsed by the MRA. "They have developed viable, affordable insurance products that will help liquor license owners meet their new compliance requirements."

For more information on the liquor liability discount program available to MRA member restaurants, contact your local independent insurance agent, visit the Hospitality Mutual website at [www.hmic.com](http://www.hmic.com) or call toll-free 877-366-1140.



Massachusetts Restaurant Association • 333 Turnpike Road (Suite 102), Southborough, MA 01772  
Tel: (508) 303-9905 • Fax: (508) 303-9985 • Website: [www.marestaurantassoc.org](http://www.marestaurantassoc.org)

# Massachusetts Restaurant Association

## 2012 ENDORSED PROGRAMS



The MRA continuously endorses qualified programs and partners, which meet the immediate needs of our members, protect them from liability and provide significant savings. This is just one of the many benefits and services available to you as a member.

For detailed information on any of our cost-saving programs, endorsed partners or membership benefits, email us at: [membership@massrestaurantassoc.org](mailto:membership@massrestaurantassoc.org) or call **508.303.9905**.

### ● **Heartland Payment Systems:**

#### **Credit Card Processing Program / Payroll Processing / Check Express**

The Heartland program, **Full Course Business Solutions™**, can provide all of MRA's diverse and unique members - from small to mid-sized and all the way up to national chains - increased payment choices, attractive rates and easy to understand billing, which will strengthen your bottom line.

Credit card processing with fully-disclosed pricing. Automated payroll processing customized to your business. Check Express manages check processing with remote deposit capability. In 2006, Heartland founded the **Merchant Bill of Rights** as a public advocacy to protect the rights of business owners.

### ● **Twinbrook Insurance Brokerage:**

#### **Property & Casualty Coverage & Review Program**

It is important to have the proper coverage offered at the right price. **Every MRA member should get a quote from Twinbrook Insurance as a starting point to ensure a competitive bid and proper coverage.** Twinbrook is committed to helping our membership save money while ensuring that they have and understand the insurance policies that they need.

### ● **MetroMedia Energy:**

#### **Gas and Electric Power Supply Coordination (An alternative to local utilities)**

The MRA has endorsed MetroMedia as the natural gas and electric generation supplier of choice. MRA Members become part of the total aggregate of MetroMedia customers, and take advantage of MetroMedia Energy's buying power and experience in the wholesale power market. **Free energy savings assessment.**

### ● **Corporate Cost Control:**

#### **Unemployment Cost Management Service + Free Members-only Information "Hotline"**

From large chain-restaurant organizations to small employers, members now have access to expert services at a significant discount. Plus, **members have access to free advice and instruction by calling a dedicated "Hotline"**. Corporate Cost Control has a unique depth of experience in the foodservice industry.

### ● **HSA/MBA Group Health Insurance:**

#### **Comprehensive Health Insurance Programs**

The program allows members to select from an array of carriers and provides **HMO and PPO options**. HAS/MBA works with each member to find the insurance plan that works best for them.

### ● **FoodCalc (MenuCalc®):**

#### **Menu/Recipe Nutrition Analysis**

MenuCalc® is the leading online web-based recipe nutrition analysis solution designed for restaurants and food professionals. **MenuCalc provides MRA members with an exclusive 10% discount off already low prices for nutrition analysis and regulatory compliance.** Several programs are available to accommodate all levels of restaurants. Plus, members can sample this service for free (up to 5 recipes).

### ● **BMI Music Licensing:**

#### **Music Licensing Discount Program**

MRA Members can **save up to 20% on BMI Music Licenses** for Eating & Drinking Establishments.



● **Chubb Insurance:**

**Employment Practices Liability Insurance (EPLI)**

Offers coverage for MRA member companies from employment-related exposures, including harassment, discrimination, wrongful termination and retaliation. Includes toll-free Hotline with EPL law firm.

● **Hospitality Mutual Insurance:**

**Liquor Liability Insurance Discount**

The Mass Division of Insurance has authorized Hospitality Mutual to extend an exclusive 20% discount to MRA members, which is available through your existing insurance agent. HMIC also sponsors a portion of members' costs for ServSafe® Alcohol Training certification. Contact the MRA for details.

● **GasNetworks / MassSave:**

**Energy and Cost Saving Solutions (Rebates and Incentives)**

Members are eligible to receive a FREE energy-efficient nozzle (\$75 retail value) designed to save your restaurant up to \$1,000 in water heating energy, sewer costs and water usage. GasNetworks will also help members schedule energy audits to determine measures that will help you reduce energy and costs. GasNetworks sponsors MRA seminars to keep members informed of solutions.

The MRA is a not-for-profit trade association representing all food and beverage establishments. Our mission is to promote, protect, and enhance the food & beverage industry on behalf of our members and the people they serve.

## MRA MEMBERSHIP BENEFITS

**ADVOCACY: YOUR VOICE IN LEGISLATIVE & REGULATORY ISSUES**

The MRA represents our industry on legislative and regulatory issues that affect your business. We are a statewide, non-profit organization representing the interests of the food & beverage industry, through our strong presence on Beacon Hill.

**INFORMATION & COMMUNICATIONS: KEEPING YOU INFORMED**

We keep you informed of changes and aware of compliance items that keep you competitive and avoid potential lawsuits. From monthly Newsletters to weekly email alerts, you'll remain aware of issues affecting your operation.

**HOTLINE SUPPORT SERVICE: FREE TO MEMBERS**

Call us for answers to your business questions...including legal, regulatory, human resource and operations.

**COST-SAVINGS: PROGRAMS & PARTNERS**

The MRA continuously endorses qualified programs and partners, which meet the immediate needs of and provide significant savings to our variety of food & beverage operators. (Energy, Insurance, ServSafe Training, Licensing, etc.).

**EDUCATION & CERTIFICATION**

From professional development programs, seminars and training materials to ServSafe certifications recognized by state and local health departments, the MRA provides members with savings and opportunity in educating your team.

**NETWORKING, RECOGNITION, VISIBILITY & FUN**

Enjoy fun special events, committee involvement and seminars affording perfect opportunities to network with your industry peer group. Online and member-directory listings, Ambassador Program, referrals & sponsorship opportunities.

**DUAL MEMBERSHIP IN THE NATIONAL RESTAURANT ASSOCIATION**

Regular members enjoy free membership in the NRA, including additional cost-saving programs and information resources.



**Massachusetts Restaurant Association**

333 Turnpike Road / Suite 102 • Southborough, MA 01772  
Tel: (508) 303-9905 • [membership@massrestaurantassoc.org](mailto:membership@massrestaurantassoc.org)



[www.marestantassoc.org](http://www.marestantassoc.org)



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333 Turnpike Road, Suite 102, Southborough, MA 01772-1775  
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WEBSITE www.marestaurantassoc.org • DINING GUIDE www.diningma.org

Please accept my application for membership in the Massachusetts Restaurant Association. I am aware that by joining with other leaders in the Restaurant Industry I am contributing toward the protection and advancement of the best interests of this industry and the public which it serves.

**Please Print**

Applicant's Name: \_\_\_\_\_

Restaurant or Firm Name: \_\_\_\_\_  
(Corp. Name) (D/B/A Name)

Business Address: \_\_\_\_\_  
\_\_\_\_\_

Town/City: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_ County: \_\_\_\_\_  
Area Code Area Code

Type of Business: \_\_\_\_\_  
(Associate Members Only)

Date: \_\_\_\_\_ Sponsor: \_\_\_\_\_

Thank you for your continuing support of your Association. **Dues schedule on reverse side.**

In order for us to serve your needs, it would be appreciated if you would take a minute to fill in the information below.

1. How would you describe your business? (Check only one category)

- |   |   |                                       |   |
|---|---|---------------------------------------|---|
| <input type="checkbox"/> Full Service     | <input type="checkbox"/> Caterer                    | <input type="checkbox"/> Club/Private | <input type="checkbox"/> School/Public          |
| <input type="checkbox"/> Fast Food        | <input type="checkbox"/> Hotel/Inn                  | <input type="checkbox"/> Club/Public  | <input type="checkbox"/> School/Private         |
| <input type="checkbox"/> Other Restaurant | <input type="checkbox"/> On Premises/Volume Feeders | <input type="checkbox"/> Associate    | <input type="checkbox"/> Other (Describe) _____ |

2. Total number of units owned by you in Massachusetts \_\_\_\_\_

3. Do you have a liquor license?  Yes  No  
If yes, which types do you have?  All Alcoholic  Beer and Wine only

4. Are you currently on the MRA-Endorsed Worker's Compensation Program?  Yes  No

5. Seating capacity in your facilities: # Restaurant Seats \_\_\_\_\_ # Lounge Seats \_\_\_\_\_ # Function Seats \_\_\_\_\_

6. Number of employees (include full- and part-time) \_\_\_\_\_ (All units if you own more than one) \_\_\_\_\_

7. Do you know any legislators well or somewhat? If yes, please list their name(s) below and indicate next to name (W) for knowing them well or (S) for knowing them somewhat.

\_\_\_\_\_  
\_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

Annual dues investment is based on your total annual food service and beverage sales volume. If you own more than one operation, your fees are based on the combined volume of all units.

Dues of \$295 (restaurants) or \$350 (associates) shall entitle a firm to two people on mailing list. One additional mailing may be issued for each additional \$150 in dues paid.

Your dues will include automatic membership in the National Restaurant Association at no additional cost, for most members. Excludes schools, associate members and out-of-state chains.

Please check classification and attach check. All dues are payable in advance.

## DUES SCHEDULES

ANNUAL SALES	DUES
<b>Regular Members</b>	
Under \$499,999 . . . . . ( <i>minimum</i> ) . . . . .	\$295.00
\$ 500,000 - \$ 749,000 . . . . .	\$350.00
\$ 750,000 - \$ 999,000 . . . . . ( <i>average</i> ) . . . . .	\$450.00
\$ 1,000,000 - \$1,999,999 . . . . .	\$550.00
\$ 2,000,000 - \$2,999,999 . . . . .	\$750.00
\$ 3,000,000 - \$4,999,999 . . . . .	\$950.00
\$ 5,000,000 - \$9,999,999 . . . . .	\$1,300.00
\$10,000,000 - Plus . . . . .	\$1,800.00†
†For first \$10 million plus \$75 per additional million	
<b>Associate Members</b> . . . . .	\$350.00
<b>Schools</b>	
Public (1 on mailing list) . . . . .	\$150.00
Private (2 on mailing list) . . . . .	\$295.00

Method of payment:  Check Enclosed for \$\_\_\_\_\_ or  Credit Card

### CREDIT CARD AUTHORIZATION FORM

American Express     Master Card     VISA     Discover

Account No.: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CV2 Code: \_\_\_\_\_

Exact name as it appears on card: \_\_\_\_\_  
(print name)

as payment for MRA annual dues in the amount of \$\_\_\_\_\_

Signature of Card Holder: \_\_\_\_\_

By signing this form, I hereby authorize the Massachusetts Restaurant Association to charge the dollar amount indicated above to the account number shown above.