

Membership Works for You!



# Join today!

## Chesapeake Automotive Business Association Membership keeps you...

### Informed

- Seminar Series, including:
  - **Legislative Rally** Series held year-round with in-Session rallies to support, or oppose legislation effecting our membership.
  - **Workforce Development:** Held every 4-months to connect owners and general managers with **employment and recruiting resources.**
  - **Technical Training** Series that will be conducted at least 4 times a year with focus on specific skills or credentials important to differentiating your service over your competition.
- Active **LinkedIn** and **Facebook** announcements of all the happenin's.

### Connected

- **Membership Roundup** Series is a number of informal gatherings sponsored by our Business Partners. Some to be held at night, and others first-thing in the morning.
- **Annual Oyster Roast** and Annual Awards Dinner is the continuation of a tradition back to the early 1960's. Great family fun and **all-you-can-eat & drink.** Many owners use the event to reward their hard-working staff and crews.
- **Annual Golf Tourney** looks to bring members together on a great course and share in **good times.** Our affordable tourney includes light breakfast and dinner, and of course, **golf!**

### Competitive

- **Buying programs that serve you better, and save you money.** We have partnered with a hand-full of the industry (and non-industry) leaders offering **great products and services** that help you be...more competitive. Our Partners in turn significantly support our efforts.
- Workshops on **money-saving & revenue generation strategies** from some of our most success members and regional experts. Stay "connected" to not miss out on these workshops!
- One of our many, and more important priorities is supporting our fellow industry associations. **Together, we grow our strength and influence within the industry.**

## A great future based on a strong past



From our humble roots in the tire and automotive wholesaler industries (started in 1969 with the Maryland Tire Dealers Association), CABA, the Chesapeake Automotive Business Association, has emerged as most progressive advocate of the automotive tire and service industry in Maryland, Delaware, District of Columbia and Southern Pennsylvania.

### Our membership includes the best-of-the-best of:

- Traditional Tire Dealers
- Modern Automotive Centers
- Tire, Parts & Tools Wholesalers & Distributors
- Manufacturers
- Industry-related service providers such as recyclers, technical training, business coaches
- Non industry-related service and products providers who make it their business to understand ours; including insurance providers, refuse haulers, & business forms



# Programming & Schedule



## Keeping you informed, connected and competitive:

**Legislative Rally Series:** State-level legislative forums to discuss the upcoming legislative sessions, and another to recap the end of the sessions. We will collaborate with our national partners, Tire Industry Association and SSDAT-AT, to hold a federal lobby day, which gives the membership an opportunity to maximize its voice with congressional leadership.

**Membership Roundup Series:** Informal gatherings to give members the opportunity to network and “talk shop” with their industry peers. Each event will also be an opportunity for our Benefit Partners to provide information and answer questions on their specific benefit programs.

**Workforce Development Series:** Information programs aimed at offering small-business human resources information and data on laws, regulations, wage, training affecting our industry. At each event, a portion of the workshop will be dedicated to talking about state and local government programs and efforts to develop the next generation of automotive professionals, and a mini job fair.

**Technical Training Series:** Curriculum is currently under development with long-time member CCBC that will deliver relevant and up-to-date technical training including “*General Tech Orientation*”, B-C Tech level “*Basics in Electrical Principals and Diagnostics*”, and a Maryland Safety Inspection Certification prep class. We will also be delivering basic and advanced wheel and tire classes with our national partner TIA.

## 2019 Schedule

January	Happy New Year!
February	27th—Workforce Development Series
March	2nd—Technical Training Series: “ <i>General Tech Orientation</i> ” 13th—Coffee & Shop Talk 24th—“World Famous” CABA Oyster Roast & Annual Awards Dinner: 1-5pm Martin’s West, Baltimore
April	11th—Happy Member Hour 27th—Technical Training Series: “ <i>Basics in Electrical Principals and Diagnostics</i> ”
May	8th—Coffee & Shop Talk 16th—Workforce Development Series TBD—Legislative Rally—Session Round-up
June	TBD—Golf Tournament 13th—Happy Member Hour
July	Happy Fourth of July!
August	TBD—BBQ & Car Show
September	12th—Happy Member Hour 19th—Workforce Development Series
October	5th—Technical Training Series: “ <i>Maryland Safety Inspection Certification Prep</i> ” 16th—Coffee & Shop Talk
November	9th—Technical Training Series: “ <i>Tire &amp; Wheel Basics and TPMS</i> ” 14th—Happy Member Hour
December	10th—Holiday Member Mixer

To get all the latest information and to join or register for events, visit us out on the Web @ [www.caba.biz](http://www.caba.biz).  
Be sure to Like us on Facebook @ [cababiz1](https://www.facebook.com/cababiz1) and follow us on LinkedIn [linkedin.com/company/cababiz1](https://www.linkedin.com/company/cababiz1)



# Membership Application



## Information

Organization Name: \_\_\_\_\_

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

City/State/Zip: \_\_\_\_\_

(Site Ph#) \_\_\_\_\_

Billing Contact Name: \_\_\_\_\_

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

Direct Phone: \_\_\_\_\_  Cell/Mobile Phone?

Billing Address: \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Primary Contact Name: \_\_\_\_\_

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

Direct Phone: \_\_\_\_\_  Cell/Mobile Phone?

**What Category of business are you in (circle 1)?**  
*We will follow-up with a more comprehensive survey of the products and services you provide.*

Type	Primary Business Category
<input type="radio"/>	Organization Auto & Tire Service
<input type="radio"/>	Organization Wholesale/Distribution
<input type="radio"/>	Organization Retail Parts & Products
<input type="radio"/>	Organization Manufacturer
<input type="radio"/>	Organization Industry-Related Product or Service
<input type="radio"/>	Organization NPO/Government
<input type="radio"/>	Organization General Business Product or Service
<input type="radio"/>	Organization Gas/Fuel/Convenience

**Who can we thank for referring you to Membership?**

Limited Individual memberships are available...call 410-647-0505 for more information

### Get Involved!

The Association recognizes that it does not exist without the commitment and financial support (in many forms) of its Members. Annually, we honor our supporters with sickening praise on our website, in our communications, and at our events.

We hope you share our enthusiasm and respect for the industry, and can so financially and/or by volunteering a perhaps more valuable commodity, your time...

**Yes, contact me!**



*The Mid-Atlantic automotive tire and service aftermarket industry stays informed, connected, and competitive powered by CABA*

## Payment

**Diamond: \$1,799**



**Ruby: \$979**



**Sapphire: \$699**



**Emerald: \$299**



Amount: \$ \_\_\_\_\_ Pmt Type:  Check  Credit Card

Card#: \_\_\_\_\_ CID#: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Card Billing Address: \_\_\_\_\_

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

Send or fax your application to: 308 Crain Hwy, Glen Burnie MD 21061 | Fax: 410-544-8130  
**To make credit card payments over the phone, call Pat at 410-647-0505**

# Membership Levels & Benefits



	 Diamond	 Ruby	 Sapphire	 Emerald	 Amethyst*
<u>Membership Packages &amp; Benefits</u>	<u>Diamond</u>	<u>Ruby</u>	<u>Sapphire</u>	<u>Emerald</u>	<u>Amethyst*</u>
CABA Voting Membership	✓	✓	✓	✓	
Member pricing for all programs and events	✓	✓	✓	✓	✓
Annual Membership Directory Ad	Full	1/2 page	1/4 page	a la carte	
Branch Location Listings	\$20/Branch	\$25/Branch	\$30/Branch	\$49/branch	
e-Newsletter Ad Subscription	Full	1/2 page	1/4 page	a la carte	
Enhanced Member Directory Page	✓	✓	a la carte	a la carte	
Association "Series" Sponsorship with recognition in pre & post event publicity	2	1	1	a la carte	
Monthly Membership Roster Updates	✓	✓	a la carte	a la carte	
Association provided event signage & podium recognition	✓				
Annual Meeting & Awards Dinner Included Seating	10	a la carte	a la carte	a la carte	a la carte
Annual Website Banner Ad Subscription	Optional - 20% discount	Optional - 20% discount	Optional - 20% discount		
Annual Investment	\$2,519 <b>\$1,799</b> (30% discount)	\$1,329 <b>\$979</b> (26% discount)	\$899 <b>\$699</b> (22% discount)	<b>\$299</b>	<b>\$99</b>



\* Amethyst Membership are for individual technicians and automotive technology students. Amethyst Membership requires approval. Scholarships and discounted memberships can be requested. Visit [www.caba.biz/amethyst\\_app](http://www.caba.biz/amethyst_app) for more.

## Ways to Engage as a Member

### Volunteer Service

The heart and soul of the Association lies in its many member volunteers and the tireless effort they put in to make the purpose of the Association a reality. You can help by volunteering—just call the CABA office to learn more about serving the:

- Board of Directors
- Government Affairs Committee (Federal Affairs Subcommittee) (MD State Legislative Subcommittee)
- Finance & Strategic Planning Committee
- Member & Industry Relations Committee (Signature Events Subcommittee) (Expo/Trade Show Subcommittee)
- Nominating Committee
- Workforce Development Committee (Technical Training Subcommittee)

## 2019 Affinity Partners



CABA membership represents the “Best-of-the-Best” in our industry. Period. In unique ways, our Affinity Partners support and further the success of CABA and its Membership. We encourage you take a few minutes to call several vendors to see what savings and value they can bring to your business...don't forget to mention our name!

- Like many other CABA members, you may be surprised at how much money you can save...because each of these vendors has been endorsed by CABA as a Marketing Partner, they will offer you preferred pricing and better service. It is in their best interest to keep you satisfied.
- When you choose these vendors, you are helping CABA financially. You will have many solicit you for your business; tell them you are doing business with the vendors who are endorsed by CABA.
- Many of your fellow CABA members are benefiting every month from these services. We have a list of referrals available.

### Great Deals...Great Service!



GTB offers a mix of digital quality voice, hosted PBX, high speed internet access over copper and fiber, network monitoring, security and IT support. CABA members also qualify for an additional 20% discount off of any phone equipment.

**Contact: Dave Butler | [david.butler@gtb.net](mailto:david.butler@gtb.net) | 410-517-6160  
[www.gtb.net](http://www.gtb.net)**



Experienced in the unique requirements of auto service, tire and parts companies, SFS offers honest assessments of current and competitive processing companies...and special services and discount to CABA members.

**Contact: Todd Lazar | [todd@sfsprocessing.com](mailto:todd@sfsprocessing.com) | 888-737-7762  
[www.sfprocessing.com](http://www.sfprocessing.com)**



CABA is fortunate to be part of a large co-op including restaurants, hotels, and retailers where our broker can offer us very competitive pricing compared to state utilities like PEPCO, BG&E, & Delmarva Power. Get a quote for your commercial electric meters today. For a no-obligation quote call today.

**Contact: Amy Powell | 732-440-0006  
[www.spragueenergy.com](http://www.spragueenergy.com)**



Keller Stonebraker Insurance, is CABA members' independent broker for group/employee benefit plans. They perform an actuarial analysis of your business, then match your needs with the best possible benefit plans with a focus to “recruit and retain quality employees.” Follow-through is critical to a successful relationship and Keller Stonebraker's attention to detail “after the sale” is unparalleled.

**Contact: Kim Conley | [kimberly@ksiinc.com](mailto:kimberly@ksiinc.com) | 800-733-2530  
[www.kellerstonebraker.com](http://www.kellerstonebraker.com)**



CABA members can save hundreds of dollars instantly on a website and digital marketing services from Net Driven. Net Driven specializes in providing results-driven websites for auto service centers and tire stores, and they work exclusively in the automotive industry. They also provide professional internet marketing services and social media management for a powerful online presence that is second-to-none.

**Call 877-860-2005 or visit [www.netdriven.com](http://www.netdriven.com)**

## Industry Partners



Don't Miss....

# June 13, 2019 Piney Branch Golf Club



**\$149 Registration fee includes:**

**Lunch**

Fresh grilled hamburgers, hot dogs, chicken. Includes all the fixings, potato salad, assorted chips and cookies. Served with iced tea, water, coffee and soda.

**Dinner Buffet**

Sliced top-round of beef with demi-glaze, chicken Marsala, and shrimp creole, sides and dessert. Served with iced tea, water, coffee and soda.

**\$10,000 Hole-in-One**

Longest & straightest drives competition, closest to the pin, and winners' prizes

**Beer, water and soda (included!) will be available during and after play**