

**British Beer & Pub Association**  
**The voice of the beer and pub industry**



**Guide to membership**

## **The British Beer & Pub Association is the UK's leading organisation representing the brewing and pub sector.**

The British Beer & Pub Association is the leading trade association for the brewing and pub industry in the UK. We represent over 90% of the UK brewing industry and our members own over 20,000 pubs. BBPA has an in-depth knowledge of all policy areas affecting the brewing and pub sector and offers advice and guidance to member companies. The breadth of membership also allows for networking opportunities, the development and sharing of best practice and saves members money in helping your bottom line.

### **What do we do?**

- Lobby local, national government and European institutions on behalf of the industry
- Protect commercial freedoms
- Liaise with other interested parties
- Promote good practice

### What does our membership provide?

- Access to the BBPA's industry leading beer market data and our monthly Executive Briefing
- Access to CGA pub market data through BBPA's exclusive tie-up
- A daily update on issues and news affecting the beer and pub trade, and a monthly update sharing information on legislative developments affecting your business
- BBPA Statistical Handbook – the essential drinks industry source of data
- A strong voice to lobby Government (UK, Scotland, Wales, Europe) for change
- Expert Panels and working groups to develop policy, consultation responses and seek reform
- Economic modelling, consumer research and innovative lobby tools to underpin this work
- Guidance and briefing papers on key issues affecting the sector

### Events and Opportunities:

- Invitation to exclusive BBPA/All-Party Parliamentary Beer Group Christmas reception at the House of Commons
- Attendance at BBPA Council Meetings which debate and inform BBPA policy (full membership only)
- Opportunity to network with leading industry colleagues
- Ability to showcase your beer and pubs at industry/parliamentary events and through media opportunities
- Reduced prices for BBPA annual dinner
- Access to BBPA workshops, seminars and export showcases

### For Brewers:

- Expert advice on current and forthcoming legislation and regulation affecting your business from a dedicated team of BBPA policy experts
- Tax discounts available through BBPA-administered Climate Change Agreements
- Comprehensive guide to labelling compliance in the UK (primary authority scheme with Northamptonshire Council)
- Receive BBPA country profiles to assist with export activity and take part in BBPA-organised export events, including networking with leading beer exporters at events and seminars
- Access to BBPA expertise on technical issues such as beer quality and safety (including liaison with Campden BRI)
- EU representation through BBPA membership of Brewers of Europe
- Access to website export hub which includes guidance on regulation and legislative systems on key markets around the world. BBPA members can also promote their beers available for export in our Export Showcase

### Pub Operations and Retailing:

- Expert advice on current and forthcoming legislation and regulation affecting your business from a dedicated team of BBPA policy experts
- Employment Law: including minimum wage, national living wage, recruitment, work experience, apprenticeships and labour requirements post Brexit
- Business rates: advice on rate reliefs, lobbying action on changes to the system
- Licensing and responsible retailing: in-house BBPA advice and expertise on all issues relating to pub operations, including access to retained licensing solicitors, Challenge 21/25 and other responsibility materials
- Expert advice on regulation including food, health & safety, fire, planning
- Local authority/police enforcement issues: advice and support on unfair enforcement; Primary Authority

### Cost Savings:

- Lobbying successes on three cuts and three freezes to beer duty with savings of over £2 billion since 2013
- Pub business rates saving through increases in Small Business Rate Relief and a specific rate relief for pubs
- Access to industry leading market data and sector insight
- Tax discounts through BBPA’s Climate Change Agreement Scheme (worth approx. £100 per every 1,000 hectolitres)
- Sustain (packaging compliance scheme) – savings on packaging recovery notes – average pub saving over £300 per year
- Assistance with Energy Savings Opportunity Scheme (ESOS) through our partnership with Carbon Architecture
- Copyright fees minimised – £17m refund to industry on PPL background music fees

## BBPA membership

### Operational Membership

#### Producer/retailers membership

Open to all brewers and pub companies producing more than 3,000 barrels/annum or owning more than 30 pubs. Companies interested in membership of the BBPA will need to provide barrelage/pub numbers to receive membership rates.

Companies joining at Association level are also entitled to membership of BBPA Council meetings and participate in BBPA Groups (Future Beer, Future Pubs, Communications Oversight and Finance).

#### Emerging company membership

Smaller companies producing less than 3,000 barrels/annum or who own less than 30 pubs can also apply to become members of BBPA. Annual subscription rates will be confirmed on application.

Companies who join at Emerging Brewer/Pub Company level are able to participate in relevant BBPA technical/specialist panels but are not entitled to membership of BBPA council.

### Associate Membership

#### Supply Chain Partner

Companies not directly involved in production or retail operations i.e. industry suppliers are eligible for Supply Chain Partner membership. This level of membership entitles companies to involvement with the work of the Association. Annual subscription rates are set as follows:

Supply Chain Partner		
Turnover less than £5m	Turnover £5m - £10m	Turnover more than £10m
£1,000 p.a.	£2,000 p.a.	On application

Companies who join as Supply Chain Partners may be invited to attend relevant technical/specialist panels but are not entitled to membership of BBPA Council.

### Commercial Partner

Companies not directly involved in production or retail operations i.e. industry suppliers, are eligible for Commercial Partner membership. Commercial Partners are entitled to discounted membership rates to attend BBPA events i.e. Annual Dinner and promotion of company and services via the BBPA website or relevant communications.

Annual subscriptions are at a set rate of £500 p.a.

### Industry Data Partner

This is for companies not directly involved in production, retail operations or supply but who have an interest in access to industry data and analysis.

As an Industry Data Partner you will benefit from the BBPA's expertise as the leading trade association in the industry. We work closely with our brewing and pub members as well as other research bodies and institutions to ensure we have the most up-to-date data and research in the sector.

What you will receive as an Industry Data Partner:

- Subscription to monthly **Sales Volume Survey**, an analysis of the UK beer market
- Subscription to monthly **Executive Briefing**, an analysis of alcoholic drinks market in the context of economic trends
- Subscription to quarterly **Cost Tracker**, an analysis of costs relating to the industry
- Three complimentary copies of the **Statistical Handbook** per year
- The **UK Beer Market Report** produced annually
- Use of the **BBPA's Research Team** to discuss any data queries

Annual subscriptions are at a set rate of £750 p.a.

Further pieces of research can be purchased on an ad hoc basis with discounted prices for Industry Data Partners. These include:

- **Annual Barrelage Survey** - a comprehensive study of the UK beer market with analysis of beer and package type
- **UK Pubs Analysis** - a spreadsheet of every pub in the UK and their locations
- **UK Brewers Analysis** - a spreadsheet of every brewery in the UK and their locations

### Scottish Beer and Pub Association

All BBPA members operating in Scotland will automatically become members of our sister organisation. With dedicated resource based in Edinburgh, the SBPA provides a strong voice for the Scottish beer and pub industry.

### Joining is easy

Complete the relevant application form and return to [shall@beerandpub.com](mailto:shall@beerandpub.com). Once payment is received, associate membership takes immediate effect. Full membership requires the approval of BBPA Council.

For more information please contact Sophie Hall ([shall@beerandpub.com](mailto:shall@beerandpub.com), 0207 627 9173)