



CHAPTER BENEFITS

BENEFITS OF BECOMING AN AFSA CHAPTER

CHAPTER FINANCIAL ASSISTANCE

- Annual Chapter Rebate: Annual rebate based on number of AFSA contractor members (**Estimated \$500/year**)
- New Member Rebate: 10% rebate of any new contractor dues (**\$40 rebate for each new contractor member**)
- Membership Development Reimbursement: Annual \$1,000 reimbursement for a recruitment event (**\$1,000 reimbursement**)

CHAPTER GRANTS

The Chapter can apply for MATCHING grant funds under five categories.

- **Apprenticeship & Education**
- **Industry Promotion**
- **Licensing & Legislation**
- **Special Projects**
- **Charity Event**

Examples for Alabama Using 2018 Events

- Apprenticeship & Education Grant for April 5th Seminar (**If event cost Chapter \$3,000, get \$1,500 matching grant**)
- Special Projects Grant for October Annual Meeting (**If event cost Chapter \$4,000, get \$2,000 matching grant**)
- Charity Grant to receive a **\$500 check** for the annual Tony Bice Golf Tournament

EXECUTIVE DIRECTOR REIMBURSEMENTS

- Meeting Reimbursement: AFSA will reimburse Chapter up to \$1,000 for each meeting held (**Estimated \$5,000/year**)
- Retention Bonus: For an above average retention rate (80%+) the previous year (**Estimated \$100-400/year**)
- Recruitment Bonus: AFSA pays a one-time recruitment bonus to the ED (**\$40 bonus for each new contractor member**)

LEADERSHIP CONFERENCE REIMBURSEMENTS

- Leadership Conference Reimbursement: AFSA holds two Chapter Leadership Conferences every year. These conferences are opportunities for Chapter Leadership to network, learn best practices, and be briefed on new AFSA initiatives
- Mid-Year Chapter Leadership Conference: **Hotel room paid by AFSA and \$300 for travel reimbursement** for BOTH the Executive Director and Chapter Chair (or other Chapter Leader) to attend Mid-Year conference
- Convention Chapter Leadership Conference: **Complimentary convention registration and \$1,000 travel/hotel reimbursement** for Executive Director to attend Convention

FREEBIE TECHNICAL SEMINARS

- Free Seminars: Chapters can utilize AFSA's Tech Services staff for free seminars every 2 years (**Free 8-Hour Seminar**)

NATIONAL SUPPORT & GUIDANCE

AFSA National has a 22 person professional staff with expertise in the following areas:

- Technical Services for the Fire Sprinkler Industry
- Government Affairs & Legislation
- Communications, Marketing, & Public Relations
- Chapter Governance & Best Practices
- Budget & Finance

National Board & Committee Support: AFSA National has a dedicated volunteer leadership team that tackles issues affecting the industry

- Alabama will have a national support system of AFSA Volunteer Leaders & Staff to lean on for assistance and guidance on current and future issues facing Alabama

SUMMARY

AFSA can provide meaningful growth opportunities for the Alabama Fire Sprinkler Association by:

- Significantly offsetting your programming costs
- Adding additional performance incentives for your ED
- Providing additional technical training opportunities
- Teaching Chapter best practices and governance
- AFSA National backing and guidance on educational, technical, & legislative issues

MONEY COMING BACK TO CHAPTER TO OFFSET PROGRAMMING COSTS (ESTIMATED)

TYPE	AMOUNT
Annual Chapter Rebate	\$500
New Member Rebate (Assuming 2 new members)	\$80
Membership Development Reimbursement	\$1,000
Grants (using the three examples)	\$4,000
Executive Dir Reimbursements (4 meetings + 1 golf + 1 gathering)	\$5,000
TOTAL:	\$10,580

ADDITIONAL FINANCIAL PERKS

TYPE	AMOUNT
ED Retention Bonus (assuming 90% - est.)	\$150
ED Recruitment Bonus (assuming 2 new members)	\$80
Mid-Year Chapter Leadership Conference - ED & Chapter Chair (hotel room for two nights + \$300 travel reimbursement - est.)	\$1,200
Convention Chapter Leadership Conference - Exec. Director (free registration + \$1000 travel/hotel reimbursement - est.)	\$1,800
Freebie Seminar (using freebie seminar to offset meeting cost - est.)	\$2,000
TOTAL:	\$5,230



MEMBERSHIP BENEFITS

BENEFITS OF BECOMING AN AFSA MEMBER

AFSA: Who We Are

- AFSA was organized in 1981 to provide merit shop fire sprinkler contractors with training, consulting, communication, representation and many more services, all of which have expanded over its existence
- We are a Contractor Driven organization that is laser focused on delivering programming and services to help contractors succeed

Technical Resources

- Access to Informal Interpretations, which are written interpretations available from the AFSA Technical Services Department, on any subject related to automatic fire sprinklers
- These “informal” interpretations are generated from the AFSA library, NFPA Standards, building codes and knowledge gained as members of NFPA Technical Committees (such as 13, 14, 15, 16, 20, 22, 24, and 25).
- Think of AFSA as an “Extension of your Design Staff”

Education & Training

A well-trained workforce gives you the competitive edge. AFSA offers the best in education and training for:

- Fire Sprinkler Fitter Apprenticeship Training
- System Layout / Designer
- Inspection, testing, and maintenance
- Foremanship / Sales / Estimating / Project Mgmt.
- Online Training for Supervisors
- Updates and latest changes to industry codes, standards, and practices through a variety of options, including correspondence courses, hands-on classes, traveling seminars, live and on-demand webinars

Legal Consultation

- As a membership benefit, all AFSA members are entitled to a free, initial legal consultation, over the phone, with a nationally known attorney who specializes in labor litigation
- After this initial consultation, if necessary, the attorney will connect you with an attorney in your area

Business Solutions

- AFSA 401(k) Retirement Plan Consultation
- AFSA Contractors Insurance Solution
- Background Screening & Drug Testing Service
- Fleet Card Program
- UPS LTL Freight Savings Programs
- Plus more!

Industry Information

- AFSA is the premier source for valuable and timely industry information through *Sprinkler Age Magazine* and AFSA’s many eNewsletters
- Exclusive Members-Only access to a wealth of resources on the AFSA website: firesprinkler.org

Public Relations, Industry Promotion, Representation

- AFSA works within the industry and the media to promote fire safety and an awareness of the value of fire sprinklers in saving lives and property
- AFSA acts as your liaison with other associations involved in fire safety, AHJs, government agencies that can affect your business environment, and serves as a source of information on legislative activities

Safety Resources

- AFSA’s NEW Online Safety Portal, a virtual library that proactively delivers the accident-prevention and safety related information you need to educate your staff, help prevent claims and create a safe work environment
- AFSA’s Toolbox Talks, developed especially for the Fire Sprinkler Contractor, with safety topics ranging from electricity, fall protection, fire safety, hand tools, and much more

Discounts

- As an AFSA member, you will receive a discount on all products and services including technical reference products, NFPA standards, seminars, training courses, and convention registration