



# Craft & Hobby Association Buyer Membership Application

CHA use only: Date R'cd \_\_\_\_\_

CHA ID#/Member Type: \_\_\_\_\_

CHA approval (initials/date): \_\_\_\_\_

## MEMBERSHIP INFORMATION

Company Name: \_\_\_\_\_  
Contact Name\*: \_\_\_\_\_ Job Title: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_  
State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Cell (optional): \_\_\_\_\_  
Email: \_\_\_\_\_ Website: \_\_\_\_\_

*\*Individual designated will receive all CHA correspondence; will be considered the voting contact for association-wide elections, and is responsible for updating all membership information for company employees, etc.*

Is the company reinstating their CHA membership within 3 years of its expiration?  YES  NO  
Do you wish to receive CHA informational faxes?  YES  NO Do you wish to receive CHA informational e-mails?  YES  NO  
*Note: Your company cannot opt-out of administrative contact as this is used to communicate important information about CHA membership and association governance issues.*

How did you hear about CHA?  
 www.craftandhobby.org  www.chashow.org  Referred by: \_\_\_\_\_  Other: \_\_\_\_\_

### 1. STORE-FRONT RETAILERS (only)

Dues schedule is based on number of store-front locations, please select one.

No. of Stores	Dues	No. of Stores	Dues
<input type="checkbox"/> One Store	\$ 150	<input type="checkbox"/> 51-100 Stores	\$ 6,000
<input type="checkbox"/> 2-4 Stores	\$ 300	<input type="checkbox"/> 101-150 Stores	\$10,000
<input type="checkbox"/> 5-10 Stores	\$ 750	<input type="checkbox"/> 151-200 Stores	\$12,500
<input type="checkbox"/> 11-25 Stores	\$ 1,250	<input type="checkbox"/> 201+ Stores	\$15,000
<input type="checkbox"/> 26-50 Stores	\$ 3,000		

### 2. IF NOT A STORE-FRONT RETAILER, SELECT ONE OF THE BUYER MEMBER CATEGORIES BELOW:

Internet/Catalog Retailer  Institutional Buyer  Professional Crafter  TV/Media Sales Retailer

Dues are assessed on worldwide revenue in craft products (in the 12 months preceding the submission date of this application) as shown below:

Revenue	Dues	Revenue	Dues
<input type="checkbox"/> Less than \$500k	\$ 150	<input type="checkbox"/> \$2 mil—\$5 mil	\$ 500
<input type="checkbox"/> \$500k—\$2 mil	\$ 300	<input type="checkbox"/> \$5 mil+	\$ 1,000

### 3. PAYMENT INFORMATION

Please complete in full. Funds must be drawn on a U.S. financial institution and paid in U.S. funds. Membership dues are based on a fiscal year January 1-December 31. **Dues are not pro-rated.** Your dues renewal invoice will be mailed in September with a deadline of October 31.

Dues: \$ \_\_\_\_\_ Total Enclosed: \$ \_\_\_\_\_  CHECK # \_\_\_\_\_

AMEX  MC  VISA  DISC Card # \_\_\_\_\_ Exp Date: \_\_\_\_\_

Print Card Holders Name: \_\_\_\_\_ Signature: \_\_\_\_\_

### 4. SIGNATURE

Please sign and date.

Any person, firm, or corporation ethically engaged in the craft and hobby industry, or branch thereof, shall be eligible for membership in this Association, subject to the provision of the Bylaws.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### 5. RETURN APPLICATION

Return completed application along with business qualifications and payment by mail, fax or email (documents may be sent as attachments) to: **CHA Membership Dept, 319 E. 54th Street, Elmwood Park, NJ 07407**

Email: [membership@craftandhobby.org](mailto:membership@craftandhobby.org) Fax: (201) 797-0657 or (201) 794-4695 Questions? Phone: (201) 835-1213

# Craft & Hobby Association \* Buyer Membership Categories

Companies whose principal business is purchasing craft and hobby merchandise to resell to an end user (consumer)

## STORE-FRONT RETAILER

A retailer is a company whose principal craft and hobby business is the sale of merchandise at retail from one or more brick-and-mortar store locations and sells such items known to the trade as craft or hobby products, supplies or parts thereof, to the consumer or end-user. *Note: For a retailer that also has an Internet store (e-commerce website), the Association will consider the store-front business only for the purpose of this member section and dues assessment.*

## Qualifications To Provide:

1. At least 3 paid invoices (recent) from industry suppliers: \$200 minimum for each
2. Resale tax certificate or business license
3. Employer Identification Number (EIN)
4. Store-front photograph or copy of store/commercial lease or mortgage
5. Paid bill from either a utility, phone or ISP company, or a "Yellow Page" listing

## INTERNET/CATALOG RETAILER

An internet/catalog retailer is a company whose principle craft and hobby business is the sale of merchandise at retail via an e-commerce website and/or catalog and sells such items known to the trade as craft or hobby products, supplies, kits or parts thereof, to the consumer or end-user. This type of retailer does not have any brick-and-mortar store locations and does not sell self-manufactured or handmade items (see Professional Crafter).

## Qualifications To Provide:

1. At least 3 paid invoices (recent) from industry suppliers: \$200 minimum for each
2. Company website with unique domain name (placeholder not acceptable)
3. Resale tax certificate or business license
4. Paid bill from the ISP and/or copy of catalog

## PROFESSIONAL CRAFTER

A professional crafter is a company whose principal craft and hobby business is home-based production (non-factory-also known as a cottage industry business), whereby finished products or handmade/one-of-a-kind items, gifts or collectibles are produced and sold on consignment, through special orders, at regional craft shows, or via an e-commerce website. This company wishes to place orders for craft or hobby products, supplies or parts thereof, with manufacturers, importers or distributors within this industry.

## Qualifications To Provide:

1. At least 3 paid invoices (recent) from industry suppliers: \$150 minimum for each and/or receipts for supplies purchased at retail, \$450 minimum total
2. Billing invoices to customers with combined total of \$400
3. Resale tax certificate or business license or Employer Identification Number (EIN)
4. Paid bill from either a utility, phone or ISP company, or a "Yellow Page" listing

## INSTITUTIONAL BUYER

An institutional buyer represents a school, college, hospital, retreat, spa, cruise provider, youth day camp or senior citizen group or facility; a museum; any state or government office, department or institution; a US military skill development center; any business whose primary commerce is outside of the craft and hobby industry but wishes to place orders for craft or hobby products, supplies or parts thereof, with manufacturers, importers or distributors within this industry.

## Qualifications To Provide:

1. At least 3 paid invoices (recent) from industry suppliers: \$200 minimum for each
2. Legal documentation attesting to the group's status as a non-profit, or not-for-profit organization; any information showing services/products of the organization.
3. Organization website with unique domain name
4. Resale tax certificate or business license

## TV/MEDIA SALES RETAILER

A TV/media sales retailer is a company whose principal craft and hobby business is the sale of craft, hobby or gift merchandise at retail via a television program which is broadcast regularly on a television network or cable station. This member company may also market industry-related instructional videos which are broadcast and sold via an e-commerce website.

## Qualifications To Provide:

1. At least 3 paid invoices (recent) from industry suppliers: \$200 minimum for each OR billing invoices to several customers with combined total of \$500
2. Company website with unique domain name (placeholder not acceptable)
3. Resale tax certificate or business license
4. Sample of television or video products

## INTERNATIONAL (OUTSIDE UNITED STATES) QUALIFICATIONS

The business qualifications that are listed for each member section above is one of the methods used to qualify legitimate businesses wishing to join this Association. Please provide appropriate documentation that proves your company is a functioning entity within your country of origin.

## IMPORTANT CHA MEMBERSHIP INFORMATION

The Craft & Hobby Association (CHA) is a not-for-profit 501(c) (6) trade association.

Your CHA membership section is determined by the type of business and services your company performs within this industry; CHA is not an individual member organization. The membership section chosen will be verified by CHA and changed to correspond to the Association's business rules if needed. Once your company is a member, all employees are considered members through your organization. For U.S. companies, CHA dues may be deducted as a business expense. Dues payment cannot be deducted as a charitable contribution.

Craft & Hobby Association, 319 E. 54th St, Elmwood Park, NJ 07407

Phone: (201) 835-1200 Fax: (201) 797-0657

Email: [membership@craftandhobby.org](mailto:membership@craftandhobby.org) Web: [www.craftandhobby.org](http://www.craftandhobby.org)