



In this issue:

- New Grand Prix Scholarship Program Online Database to Debut
- Local and State Tournament and Event Updates
- Guest Column: "5 Questions to Ask About Your Property Insurance Policy"
- ISBPA Annual Fall Meeting Photographs
- "Around and About The Prairie State" - Member and Supporting Member News

Volume XII, Issue 1

Fall 2014/Winter 2015

Freeport's Jeff Johnson Assumes ISBPA Presidency; Smith Wins Petersen Award



Jim and Betty Smith, **Park Lanes/Loves Park**, with Petersen award. (more photos on page 7)

Jeff Johnson, **4 Seasons Bowling Center/Freeport**, was sworn in as ISBPA president during the association's 2014 Annual Fall Meeting, held Nov. 2-4 at Timber Creek Inn & Suites in Sandwich, Ill.

the sport and industry. Smith, 74, began his career at Park Lanes as a bowling instructor and lane maintenance supervisor. He eventually became general manager and later co-owner of the center.

Ann Buja, general manager of **Forest Hills Lanes/Loves Park**, received the ISBPA Award of Recognition for contributions to her local bowling community. Brenda Baal, **Plum Hollow Family Center/Dixon**, and Sandy Nordman, **Town & Country Lanes**, were co-winners of the President's Award, given to individuals who made major contributions to the sport and/or industry of bowling during the term of the president.

Past presidents Jim Stubler and Bob Crawford presented ISBPA Executive Director Bill Duff with the Patrick F. Bosco Award of Merit, for his contributions to and impact upon the fortunes of the Illinois State BPA. Duff has worked for the association in a management capacity for more than 25 years.

Kristof's Entertainment/Round Lake Beach, **Rolling Lanes/Countryside** and **Town & Country Lanes** were each recognized for their 50 years of BPA membership. **Pagel's Silver Dollar Lanes/Effingham** won QubicaAMF's drawing to have its local and state BPA dues paid by QAMF in 2015.

Educational seminars addressing evolving Illinois gaming law, youth bowler development, telemarketing use, database development, and branding centered around the 2014 meeting theme, "Surviving and Thriving in the New Normal." Guest speakers included gaming law expert Paul Jenson of the Chicago law firm of Taft Stettinius & Hollister; IBC Youth Development Specialist Amanda Cortese, Bruce Davis of Bowling Business Builders International; political consultant Sam Panayotovitch of BP Consultants; and BPAA technical analyst Ronny Dodd.

The ISBPA Annual Fall Meeting will return to Hotel Arista, Naperville, in 2015. Tentative dates are Nov. 8-10. The hotel's Web site is www.hotelarista.com.

Johnson succeeds Alan Nordman, **Town & Country Lanes/Mt. Morris**, as ISBPA's top officer. In addition to his proprietor duties, Johnson is an avid and highly skilled bowler. He rolled a perfect game during the 2009 USBC Open Championships and placed second with son Jared in the 2013 QubicaAMF International Family Tournament national finals. He also coaches the men's and women's varsity teams at Highland Community College.

Joining Johnson on the 2015-16 ISBPA Executive Committee are newly elected officers Bob Stubler, **IV Super Bowl/Peru**, vice president; Kim Stanek-Sims, **Fox Bowl/Wheaton**, secretary; and Bill Brennan IV, **Bluebird Lanes/Chicago**, treasurer.

Tom Doud, **Channahon Lanes/Channahon**; Ron Larsen, **Larsen's Ladd Lanes/Ladd**; Sandy Lindow, **Glo-Bowl Fun Center/Marengo**; Butch Olson, **B&B Park Bowl/Loves Park**; John Sommer, **Don Carter Lanes/Rockford**; and Doug Wiewel, **Tangerine Bowl/Quincy**, were elected to the board of directors as directors-at-large.

Election results were announced during the Nov. 3 Annual General Membership Luncheon, at which time the association's annual awards were also presented. Jim Smith, **Park Lanes/Loves Park**, won ISBPA's most prestigious honor, the Louis P. Petersen Award, for devoting a lifetime of service to

Illinois State Bowling Proprietors Association

7356 North Cicero Avenue
Lincolnwood, Illinois 60712
Telephone: 847-982-1305
Fax: 847-982-9048

Email: office@bowlillinois.com

Web site: <http://bowlillinois.com>

Facebook: Illinois State BPA and Illinois State Bpa

Twitter: kegelcollegiate

R. William Duff, Executive Director
billduff@bowlillinois.com

Joy LaCour, Tournament Director
joy@bowlillinois.com

Lydia Rypcinski, Membership Services/
Marketing & Events Director
lydia@bowlillinois.com

Shirley Kucik, Youth Programs
Manager/Youth Awards Fulfillment
shirley@bowlillinois.com

Connie Coletta-Long, Grand Prix
Manager/Reception
grandprix@bowlillinois.com

Prairie State Proprietor is published annually by the ISBPA for its membership.

All rights reserved.

Lydia Rypcinski, Editor.



President's Message by Jeff Johnson



"Choose a job you love, and you will never have to work a day in your life" - Confucius

With the ISBPA gavel lying proudly above my keyboard, it's time to get moving on my newest "job" as your ISBPA president. And be it known, it is a job that I expect to *love* . . . and in which I will accomplish some very specific goals.

A "job" . . . yes, I have a few. Director of Bowling at Highland Community College. Ladder-standing "unofficial" Coach/Dad for the Freeport High School Pretzels. Regional Staff Member for the DV8 Bowling brand. Member of the Professional Bowlers Association. President of Freeport Lanes, Inc.

"Jobs."

And now, ISBPA President.

"Job."

And with all of this, as Confucius says, another "job" I intend to love.

In taking over this position from a friend, Al Nordman, I know of the unfinished business we need to accomplish.

We will.

In addition, we have many forefront items that the ISBPA needs to accomplish.

We will.

We have true professionals in our ISBPA office. We have true professionals on our highly respected ISBPA board. We have true professionals in all our member centers. Honestly, we even have true professionals in our *non*-member centers.

With so many professionals, we can guarantee sustainable success for the ISBPA.

Six points—front and center for all of us:

1. Establishment of National and State Marketing Funds
2. Revival of the ISBPA PAC
3. Growth of State Tournaments
4. Support of Middle School, High School, Collegiate and Professional Bowling in Illinois
5. Awareness of Fundraising Opportunities within Member Centers
6. Growth in ISBPA Membership

Six points. Six "jobs."

I'm gonna love this "job," and I plan to never work a day *because* I plan to love the "job." I look forward to working with each and every one of you to make the ISBPA even better . . . for the betterment of us all.

Ready . . . set . . . go!

GRAND PRIX DATABASE GOING ONLINE



Youth bowlers participating in ISBPA's Grand Prix Scholarship Program, their parents and their program directors will soon be able to view their participation records and scholarship totals digitally as ISBPA moves closer to putting its GP database online.

ISBPA Executive Director Bill Duff said the online system will allow parents and students to access their individual Grand Prix accounts while allowing center coordinators to register bowlers, allocate points, and review and print reports for their GP bowlers. The database will be accessible via a link on ISBPA's Web site, [bowlillinois.com](http://www.bowlillinois.com).

The program is expected to be fully functional and available to all GP participants at the beginning of the 2015-16 season. Grand Prix directors and proprietors can register for Webinar training sessions this summer; notices regarding scheduling dates and times will be sent in July.

Five ISBPA member centers began testing the new program in September, and the general membership received a broad overview of their findings and recommendations during the 2014 Annual Fall Meeting in Sandwich, Ill.

As of Dec. 1, 2014, the Foundation of the ISBPA's Grand Prix Scholarship Program had paid out nearly \$1.6 million in scholarship awards to more than 3,000 recipients since 1990, for an average scholarship per student-athlete of \$554.20. More than 4,000 currently registered bowlers from 70 participating centers are awaiting \$1.18 in escrowed scholarships being held in the Foundation's account.

The program hit the \$1 million threshold in scholarship awards in 2010. A large portion of scholarship money goes to Illinois colleges. Joliet Junior College is one of the largest beneficiaries of GP scholarship funds to date; 265 scholarships totaling \$156,723 have been directed to the school since the program's inception. The University of Illinois (all campuses), Harper College in Palatine and Kishwaukee College in Malta are other popular destinations for Grand Prix bowlers. For more information on the Grand Prix Scholarship Program, visit <http://www.bowlillinois.com/Home/Grand-Prix-Scholarship-Program>.

MEMBERS: Send details of upcoming events and tournament results in your region to lydia@bowlillinois.com for inclusion in our online newsletters and on [bowlillinois.com](http://www.bowlillinois.com)!

AROUND AND ABOUT THE PRAIRIE STATE

Longtime ISBPA member Erwin Korzen (**Classic Bowl**/Morton Grove, **Hillside Bowl**/Hillside, and **Stardust Bowl**/Addison), passed away Dec. 2 at his Beverly Hills, Calif., home at age 83. Korzen (*shown right*) began his bowling career in his native Chicago, eventually expanding his tenpin empire to six centers in the Chicago and northwestern Indiana areas, including the 76-lane **Town & Country Bowl** in Northlake. Services were held Dec. 5 in Los Angeles. Memorial contributions may be made to St. Jude Children's Research Hospital (www.tg.stjude.org) . . .



ISBPA members planning to attend the 2015 International Bowl Expo in Las Vegas should bring a few extra dollars with them. Jay Jones reported in the Nov. 30 *Chicago Tribune* that six hotels on the Vegas Strip, including Bowl Expo host Paris, have hiked their resort fees to \$25 per room per night . . . The 54th Annual Beat The Champions Target Score telecast (*see page 4 for more information*) will debut on Comcast SportsNet Chicago New Year's Day at 10:30 a.m., with additional broadcasts set for Saturday, Jan. 3 at noon; Monday, Jan. 5 at 4 p.m.; Sunday, Jan. 11 at noon and Monday, Jan. 19, at 4 p.m. . . . The Illinois General Assembly quietly passed a bill before adjourning for the year that requires all private-sector employees to contribute to a retirement savings account if they work for companies with 25 or more employees that do not offer a retirement plan. Employees must opt-out of the plan if they wish to avoid having deductions taken from their payroll checks, beginning June 1, 2017. The plan will be managed by a private company to be named. The bill awaits Gov. Pat Quinn's signature . . . Mel Garms of Island Lake, WWII veteran and husband of Illinois bowling *grande dame* Shirley Garms, passed away Nov. 30 at age 93 . . . Jim Orban of ISBPA Supporting Member Satori Energy (*shown far right in photo*) presented outgoing



association president Alan Nordman, **Plum Hollow Family Center**/Dixon, with a check for \$3,950 during the Annual General Membership Meeting Nov. 3. The contribution to ISBPA's Marketing Fund represents a small percentage of energy savings from the 34 centers that participate in the ISBPA Power Pool . . . ISBPA members who would like to access the "Members Only" section of the association's Web site, [bowlillinois.com](http://www.bowlillinois.com), should send a username of their choice to lydia@bowlillinois.com, so it can be linked to the ISBPA member password . . . **10pin Bowling Lounge**/Chicago is riding the Chicago Blackhawks' popularity coattails by hosting some of the team's players and coaches in a monthly radio show broadcast from the center on WGN 720 AM.

WINTER/SPRING 2015 EVENTS

- **Now through Feb. 8, 2015**—Community Twosome Tournament, In-Center Qualifying
- **Now through May 31, 2015**—BPAA All-American Family Tournament, In-Center Qualifying
- **Jan. 10, 2015**—Miller Lite “Beer Frame Baker Blast” State Finals, **Classic Bowl**, Morton Grove
- **Jan. 11-15**—BPAA Bowling Summit, Hyatt Regency, San Antonio, Texas
- **Jan. 17-18**—Kegel/ISBPA Midwest Collegiate Classic, **Stardust Bowl**, Addison
- **Feb. 7-8, 14-15**—Chicago Sun-Times/BPA Beat The Champions Sectional Roll-offs
- **Feb. 8-21**—**Chicagoland/Fox Valley/Will County/Northern Illinois/Illinois Valley BPA Coors Light/BPA Pins Over Average Tournament**, In-Center Qualifying
- **March 1**—Chicago Sun-Times/BPA Beat The Champions Men’s Finals, **Mardi Gras Lanes**, DeKalb
- **March 2**—ISBPA Board of Directors Meeting, Holiday Inn & Suites, Bloomingdale
- **March 8**—Chicago Sun-Times/BPA Beat The Champs Women’s Finals, **Elk Grove Bowl**, Elk Grove
- **March 14-15, 21-22**—ISBPA Storm/Roto Grip Youth Handicap Singles Championship, Regional Rounds
- **March 21-22, 28-19, April 18-19**—ISUSBC Youth Team Event, **Country Tyme Lanes**, Rantoul, & Youth Leaders Singles/Doubles, **Western Bowl**, Champaign
- **On or before March 28-29**—Community Twosome Tournament Region Finals
- **March 28-29**—BPAA All-American Family Tournament Companion Qualifiers with Community Twosome Region Finals
- **April 11-12, 18-19**—**Chicagoland/Fox Valley/Will County/Northern Illinois/Illinois Valley BPA Coors Light/BPA Pins Over Average Tournament**, Sectional Roll-offs
- **April 25**—BPAA All-American Family Tournament Open Qualifier, **Parkside Lanes**, Aurora
- **April 25-26**—ISBPA Storm/Roto Grip Youth Handicap Singles Championship, State Finals, **Parkside Lanes**, Aurora
- **May 2**—**Chicagoland/Fox Valley/Will County/Northern Illinois/Illinois Valley BPA Coors Light Pins Over Average, Men’s and Women’s Finals**, **Sunset Bowl**, Waukegan
- **May 18**—ISBPA Board of Directors Meeting, **Landmark Lanes**, Peoria

“Baker,” “Kegel,” “Champs” rule early 2015 tournament roost

ISBPA Tournament Director Joy LaCour reported that 29 teams from 20 centers are expected to compete in the state finals of the 2014-15 Miller Lite “Beer Frame Baker Blast” at press time, with 14 centers expected to send teams. State finalists will compete for a \$5,000 first prize—and possible \$50,000 bonus if they hit their target score in all five Baker games—Saturday, Jan. 10, 2015 at **Classic Bowl**/Morton Grove. (*Unlike previous years, the state finals will be held at one site rather than at several sites throughout the state simultaneously.*) In-Center qualifying took place from Oct. 4-Dec. 6. More information is available at <http://bowlillinois.com/Tournaments/2014-15-Miller-Lite-Beer-Frame-Baker-Blast>.

Host center **Stardust Bowl**/Addison is likely to have a full house when the 2015 Kegel/ISBPA Collegiate Classic begins Jan. 17, 2015. As of Dec. 18, 135 varsity teams from 80 schools (72 men’s teams, 63 women’s) had registered for the two-day competition that combines six games of regular team bowling with 16 Baker games. In addition, 10 schools had expressed an interest in sending up to 20 JV teams. (*Note: under USBC Collegiate Bowling rules, JV entries cannot be formally accepted until 25 days before the start of the event.*) The tournament field will max out at 160 teams. Competition begins Saturday, Jan. 17, at 7:30 a.m. Schools that book lodging at any of seven official DuPage Convention & Visitors Bureau tournament hotels will earn one entry per paid room night into the Lodging Incentive Sweepstakes for a chance to win one of three paid team entry fees into the 2016 tournament. Full information, including a link to the online registration form, can be found at <http://bowlillinois.com/Tournaments/2015-Kegel-ISBPA-Midwest-Collegiate-Classic>.

BPAA Women’s All-Star champion Shannon Pluhowsky and Montgomery, Ill. pro star Sean Rash set the target scores for the 54th Annual Chicago Sun-Times/BPA Beat The Champions charity tournament Tuesday, Dec. 16, at **Lisle Lanes**/Lisle. Pluhowsky carded games of 201-200-236 for the women’s 637 target, while Rash’s 752 series (237-279-236) is the mark men had to beat during In-Center qualifying Dec. 7-13. League bowlers from participating centers throughout the **Chicagoland, Fox Valley and Will County BPAs** whose handicap-enhanced three-games series during “Champs Week” topped the pros’ scores will receive an “I Beat The Champ” memento. Those who rolled the highest scores for their centers (or leagues, if the latter had 100% participation), advance to Sectional Roll-offs in February. The top 32 men and 32 women scorers in Sectional play compete for a new Ford Fiesta provided by the Chicagoland Ford Dealers and Champs bragging rights in March (March 1 at **Mardi Gras Lanes**/DeKalb for the men, March 8 at **Elk Grove Bowl**/Elk Grove Village for the women). League high scores and reporter Dale Bowman’s stories and recaps will appear regularly in the Sun-Times beginning in January. Ryan Yanel of **Raymond’s Bowl**/Johnsburg and Vicki Guadagno of **Wood Dale Bowl**/Wood Dale are defending champions. For more information, including target score history and centers conducting Sectional Roll-offs, visit <http://bowlillinois.com/Tournaments/2014-15-Sun-Times-BPA-Beat-The-Champions>.

Community Twosome Tournament In-Center qualifying began Nov. 8 and continues throughout the state until Feb. 8, 2015. Regional finals conclude March 29. Regional host centers have the option of allowing eligible parent/child teams to pay an additional fee to enter their CTT scores into a concurrent All-American Family Tournament qualifying event. Contact Youth Programs Manager Shirley Kucik at (shirley@bowlillinois.com; 847-982-1305) for details.

ISBPA Supporting Members

American Westbrook Insurance Services LLC, Westchester (630-571-6360)—Commercial insurance products

Tower Gaming, Oak Lawn (708-424-2177)—Amusement/video games

BBBI/Kids Bowl Free, Marco Island, Fla. (800-720-0410)—Bowling and marketing promotions

Berry-Cutler Distributing, Melrose Park (708-410-2500)—Apparel, promotional products

Bob's Business, Inc., Dixon (815-440-0681)—Full-line bowling distributor

Bowl-Rite Inc., Butler, Wis. (262-781-5484)—Equipment & lane machine sales/installation/repairs, lane resurfacing

Brunswick, Palatine (630-355-7054)—Bowling equipment/services

Celucourt Bowling Supplies, St. Louis, Mo. (314-569-2695)—Bowling products/supplies/resurfacing

Classic Products Corp., Ft. Wayne, Ind. (260-484-2695)—Full-service bowling distributor

Ebonite International (443-466-3546)—Bowling equipment/capital equipment/accessories

GNP Energy, Wood Dale (630-433-8572)—LED lighting/energy-saving retrofits for existing lighting

Gran Prix Bowling Supply, St. Louis, Mo. (800-992-2685)—Bowling center and pro shop needs

Happy Joe's Pizza Parlors, Bettendorf, Iowa (563-332-8811)—Free-standing/bolt-on concept franchises

IntelLens, Monroe, Wis. (224-595-8998)—Add-on camera-based bowling replay system with ball tracking/speed/position information

K&A Insurance Service, Naperville (630-505-3300)—Group & individual health/life/disability/long-term care/Medicare insurance

KR Strikeforce, Broadview (800-297-8555)—Bowling bags and accessories

Kegel, Lake Wales, Fla. (800-280-2695)—Lane machines and supplies/pinsetter parts/oil patterns

LCSI Inc., West Dundee (847-836-0194)—Sales and service of liquor dispensing equipment

MillerCoors, Chicago (312-810-8583)

NLfx Professional, Bemidji, Minn. (218-444-2994)—Factory-authorized sound/lighting/video supplies dealer & sound system

Promotion in Motion, Inc., Closter, N.J. (201-784-5800)—Concession-sized candies

QubicaAMF Bowling Inc., Barrington (847-431-0293)—Bowling equipment/services

Rebecca's Novelties, Hurst, Texas (817-438-2357)—Bowling-themed and generic party items and supplies; redemption novelties

SBI, Schemm Bowling Inc., Deerfield, Wis. (888-724-2695)—Bowling parts/supplies/service

Satori Energy, Chicago (312-850-2300)—Energy supplier

Sharpshooter Inc., Elk Grove Village (847-987-1006)—Custom pool cues & table recovering/bowling plastic parts

The WiFi Company, Golden, Colo. (877-949-9434)—Establish and manage secure in-house WiFi networks

Tilton Thomas & Morgan, St. Joseph, Mo. (816-233-0266)—Property and life insurance service

ISBPA INSIDER

- The end of the calendar year signals that it is time to renew your ISBPA membership. Dues may be paid in a one-time lump sum for the year, or spread out in monthly installments through BPAA's ACH payment plan system. Contact ISBPA Executive Director Bill Duff (telephone 847-982-1305, email billduff@bowlillinois.com) if you have not yet received a 2015 BPA dues billing statement or if you need additional information on the ACH program.
- Jan. 1, 2015 marks the fifth anniversary of the day that bowling shoe-specific "slip and fall" legislation went into effect in Illinois. ISBPA membership benefits include complimentary slip-and-fall and "no smoking" signage for your center. Email lydia@bowlillinois.com and let us know which items you would like and the quantity.
- QubicaAMF's popular ISBPA Pin Program discount pricing returns in 2015. Pins ordered before March 31, 2015 not only receive an additional discount but also enter a center into QAMF's end-of-year drawing to have its 2016 state and local dues paid by the company. **Pagel's Silver Dollar Lanes**/Effingham won the drawing held at this year's Annual Fall Meeting. See the enclosed flyer/order form for details and prices.
- The first 10 ISBPA members who install a Bolt-On location to sell Supporting Member Happy Joe's Pizza in their centers will not only receive \$2,000 worth of local marketing assistance from the company to push the product, but also help enrich ISBPA's Marketing Fund by \$1,500. Contact local representative Rod Rubens at rodr@happyjoes.com or 563-370-0263 for additional details. See the enclosed flyer for more details.
- Supporting Member Berry-Cutler Hosiery is offering BPA members a 5 percent discount on all orders for their made-in-the-USA socks until Jan. 6, 2015. Email larry@berrycutler.net or call 708-410-2500 to place your order today.

Welcome to Our New Supporting Members:

Tower Gaming

BBBI/Kids Bowl Free

IntelLens

Rebecca's Novelties

The WiFi Company

Tilton Thomas & Morgan

Interested in becoming a Supporting Member? The \$395 fee includes listing on our Web site, bowlillinois.com, outreach access to ISBPA members and more. Call Lydia Rypcinski at 847-982-1305 (or email lydia@bowlillinois.com) to sign up today.

GUEST COLUMN by W. Tyler Compton

What Should I Ask My Property and Life Insurer?

The one thing people seem to hate dealing with the most next to death and paying taxes is buying insurance. The policy terms and language can be confusing, the possibilities and options endless and mind-numbing.

However, insurance allows you to move ahead with your business vision secure in the knowledge that you have protection from catastrophic disasters of all sorts. A good grounding in basic concepts will help you evaluate different companies and policies so that you can purchase a policy that works for you rather than against you.

With that in mind, here are five questions you should ask anyone who is asking for your insurance business, and why they are particularly relevant to bowling centers and their owners.

1. Does my policy cover medical payments on General Liability?

Most bowling center owners are unfamiliar with Medical Payment coverage and how this can impact their center. Medical Payments is a no-fault coverage, meaning a claim could be paid regardless of whether or not the center is at fault. Where we see this most often is in the actual act of bowling. If a customer crosses the foul line, for example, and falls, should the center be held liable for that? The answer is no. There is an inherent risk to bowling, just like any other physical activity such as roller skating, sand volleyball, etc., and Illinois' "slip-and-fall" law recognizes this. (*Note: "slip-and-fall" signage is a benefit of ISBPA membership and can be obtained by contacting the association's office at 847-982-1305.*) The customer should understand there is a potential for physical harm while doing activities such as these. However, the center should *also* not be held responsible for any claim arising from the act of bowling. By having Medical Payment excluded on your policy, you protect yourself from paying unjust claims and in turn, keep your premium lower by keeping a clean loss history.

2. Does my policy contain a co-insurance penalty provision?

Most property forms on insurance policies do. This affects centers when they are not insuring their property to the proper replacement cost. I see many proprietors affected by this in the event of a partial claim. For example, you own a 10,000 square foot center. The replacement cost (on an average of \$100/sq ft) should be \$1,000,000. Most policies have a 80%-90% co-insurance clause that requires you to insure your building at whatever the co-insurance is. So, in the above example, if you have 80% co-insurance, you should insure your building for at least \$800,000. Let's say you only insure the building for \$500,000 and you have a partial fire where you have \$200,000 in damage. The insurance adjuster will run a replacement cost estimate on the building and discover you are 50% underinsured. So instead of getting the \$200,000 payment for the claim, you may only get \$100,000, which is 50% of the claim amount based on being 50% underinsured.

3. What is the replacement cost of my building?

Any knowledgeable insurance agent should be able to tell you the replacement cost of your building based on type of construction, square feet and the number of lanes you have. If your agent doesn't specialize in bowling centers, he or she may not know the true replacement cost per lane bed and not realize your lanes, pinsetters and scoring machines should be included in the building valuation, since they are permanently attached fixtures to the building.

4. Does my policy have hired and non-owned auto coverage?

Many proprietors use their vehicles for business use, but may not have them insured as a business auto. If a proprietor is running to the bank on behalf of the center and gets into an accident, will his or her personal auto policy provide coverage? In some cases the answer is "no," since the auto is rated as personal and being used in a business capacity. Hired and non-owned auto coverage fills in that liability gap and often can be purchased for less than \$200/year.

5. Does my policy have equipment breakdown coverage?

This coverage is not standard in many insurance policies, but it is almost always available upon request. Particularly in bowling centers, a lot of equipment is susceptible to equipment breakdown; and many times proprietors don't know they aren't covered until it's too late and they have a claim. *Every* bowling center should be purchasing equipment breakdown coverage, and any knowledgeable agent should know to have this included for all of his or her bowling clients.

W. Tyler Compton is a representative of ISBPA Supporting Member Tilton, Thomas & Morgan of St. Joseph Mo. Opinions expressed on this page are those of Mr. Compton and Tilton, Thomas & Morgan and do not necessarily represent those of the Illinois State Bowling Proprietors Association. Mr. Compton may be contacted by phone at 866-233-0266 (office) or 816-294-5012 (cell) or via email at tcompton@ttminsurance.com.

2014 ISBPA ANNUAL FALL MEETING

Nov. 2-4, Timber Creek Inn & Suites
Sandwich, Illinois



Counterclockwise from top left: New ISBPA President Jeff Johnson, **4 Seasons Bowling Center**/Freeport, acknowledged the service and contributions of outgoing president Alan Nordman, **Town & Country Lanes**/Mt. Morris, with a commemorative plaque; Jim Stubler, **IV Super Bowl**/Peru, congratulates Jim Smith, **Park Lanes**/Loves Park, on his winning the Louis P. Petersen Award; International Bowling Campus Youth Development Specialist Amanda Cortese spoke about how proprietors can take advantage of the number of U.S. Bowling Congress youth programs and tournaments to grow their businesses and create more traffic at their centers; Alan Nordman was proud to display the commemorative crystal bowling pin presented to him by his fellow members.



Counterclockwise from top left: Bruce Davis, founder of BBBI and creator of the 40 Frame Game, encouraged attendees to think of new ways to market and present their product and centers; Debora Cherry, representing Supporting Member Rebecca's Novelties, gets ready to take a product order during the Mini-Display/Business and Cocktail Social that followed a full day of educational seminars on Nov. 3; the "Purple Ducks" (pictured l-r, Bob Crawford, Jim Smith, Tom Sims, Art Hartman, Jim Stubler, Bob Stubler and Alan Nordman) gathered in the Timber Creek Great Hall for an informal toast; ISBPA Executive Director Bill Duff, the surprise winner of the Patrick F. Bosco Award of Merit, posed with Ann Buja, general manager of **Forest Hills Lanes**/Loves Park, who won the ISBPA Award of Recognition for her contributions to bowling in her community.



Illinois State Bowling Proprietors Association

7356 N. Cicero Ave.
Lincolnwood, IL 60712
Web site: bowlillinois.com
Facebook: Illinois State BPA, Illinois State Bpa
Twitter: kegelcollegiate
Phone: 847-982-1305
Fax: 847-982-9048
General e-mail: office@bowlillinois.com



The mission of the Illinois State Bowling Proprietors Association is to enhance the profitability of our members and to foster the growth of bowling.

The Illinois State Bowling Proprietors Association ("ISBPA") is a co-operative, non-profit membership association of bowling establishments throughout the State of Illinois that performs a variety of operating, management, promotional and technical services for its member establishments and local affiliated associations.

ISBPA OFFICERS

PRESIDENT - Jeff Johnson, 4 Seasons Bowling Center, Freeport, ph. 815-235-6145

VICE PRESIDENT - Bob Stubler, Ill. Valley Super Bowl, Peru, ph. 815-223-5085

SECRETARY - Kim Stanek-Sims, Fox Bowl, Wheaton, ph. 630-690-2400

TREASURER - Bill Brennan IV, Bluebird Lanes, Chicago, ph. 773-582-2828

IMMEDIATE PAST PRESIDENT - Alan Nordman, Town & Country Lanes, Mt. Morris, ph. 815-734-7787

BP Consultants' Legislative Report—2014 Fall Veto Session

ISBPA thanks the California Bowling Writers for their input and assistance with the redesign of Prairie State Proprietor.

FY16 Budget—Governor-elect Bruce Rauner declared the FY15 budget is full of "booby traps" that disguise the State's true fiscal position. The temporary income tax increase was not extended, which may result in a loss of \$2 billion in revenue in 2015.

Minimum Wage Increase—The Senate passed an amended version of HB 4733, which provides for an increase in the State's minimum wage to \$11/hr. by 2019. The House adjourned before approving the amended version.

State-Based Health Insurance Exchange—The House's failure to approve SB 636, which would have

established a state-based health insurance exchange, may cause Illinois to lose \$270 million in federal funds and thousands of Illinoisans to lose federal health insurance subsidies otherwise available to them under the Affordable Care Act.

Pension Reform—Both chambers approved SB 2809, which gives the Attorney General more power to stop state pension payments to convicted felons.

Election Reform—Both chambers approved SB 172, which makes same-day voter registration permanent, expands early voting to 40

days prior to an election and creates a phone app for online voter registration.

Secure Choice Savings Program—Both chambers passed SB 2758, which requires employees of

businesses with 25 or more employees to be enrolled in a mandatory state-organized retirement savings program unless they opt out (*also see page 4 of this newsletter*).

The complete Legislative Summary from BP Consultants and a link to a PDF of the Dec. 5, 2014 Weekly Report can be found in the Members Only section at bowlillinois.com.

