



Overview

Independent Cinema Alliance (ICA) has partnered with Fandango's new group purchasing program, ClubBuy, that will enable ICA members to access significant savings on essential business products and services.

Created for businesses in sports and entertainment, the ClubBuy group purchasing program enables patrons to access substantial savings on a wide range of goods and services from over 1,300 vendors, including food and beverage shipment and distribution, office and building supplies, specialty printing, event operations, employee discounts and more. ClubBuy is supported by a team of industry experts with a commitment to providing quality service for clients and sourcing custom vendor agreements.

ClubBuy was first introduced by NBC Sports Next, the technology subdivision of NBC Sports, to serve its golf course operators and youth and recreational sports clients and was recently expanded to Fandango to benefit the theatrical exhibition industry. ICA members do not need to ticket with Fandango to participate in the ClubBuy group purchasing program.

To find out more on the ClubBuy benefits, ICA members and prospective members can go to cinemaalliance.org/clubbuy to complete a short inquiry form or email clubbuy@cinemaalliance.org.



Awesome group purchasing power, impressive savings

We're bringing the buying power that Comcast already brings to more than 250,000 businesses in the USA to you.



The ClubBuy program simplified everything. It saw the bumps and potholes and removed them. It recently saved me thousands in basic food purchases. ”

NBC Sports Next Partner

BY THE NUMBERS IN 2023

250,000

active customers participating

\$6 Billion

food and beverage spend



BENEFITS

- We do the work, balancing cost, quality and service
- Simple, convenient online ordering
- Better prices result in significant savings
- Sign and save as soon as your first order
- Reduce risk and save money



Additional Opportunities to Save with ClubBuy Extra

Customers participating in ClubBuy's F&B program also have access to an extensive list of participating products and services, including but not limited to: Building Maintenance & Construction, Transportation, Vehicle Rental & Ride Sharing, Freight, Shipping, Mailing & Postage, Furniture & Accessories, Office Supplies & Business Services, Pest Elimination, Uniforms & Linens, Culinary Equipment & Supplies and Mobile Wireless Carriers. We also have an Employee Savings Program giving your employees access to more exclusive discounts.

How it works:



"I need a new oven for our restaurant kitchen."



Send us details of what you're interested in purchasing, we'll source items on your behalf.



Review quotes obtained for your needs, select the option that works best for your budget and business goals.



Receive ClubBuy Extra discounted pricing and place your order.



Frequently Asked Questions

Do I need to join the ICA?

Yes, if you want to receive ALL of the ICA Marketplace benefits. The ICA has developed many cinema specific partnerships (e.g. Lighting Technology Services) and plans to continue adding programs.

How much does it cost to join ICA?

1 to 3 Screens = \$180 annual membership dues
4 to 10 Screens = \$330 annual membership dues
11 to 70 Screens = \$630 annual membership dues
71 to 100 Screens = \$1,210 annual membership dues
101 or more Screens = \$1,880 annual membership dues

Must I join Fandango online ticketing?

No

Do I need to commit my entire F&B to U.S. Foods and Vistar? Or can I pick and choose?

You can pick and choose. There are no minimum requirements though the goal is to save enough money to justify most of your spending to eventually go through Fandango's ClubBuy program in affiliation with the ICA.

Time frame from when I sign up until I can get my first delivery and saving money?

It depends if you're already a U.S. Foods and/or Vistar customer. Existing customers will be quicker by re-coding your account as a ClubBuy affiliate AFTER completing a Letter of Participation. New customers will need to complete credit applications with U.S. Foods and/or Vistar and complete a Letter of Participation.

How do I sign up or have additional questions?

Go to cinemaalliance.org/ClubBuy or send an email to ClubBuy@cinemaalliance.org to get started. A representative from the ICA and/or ClubBuy will follow-up with next steps.