



Dear Valued Member:

On behalf Board of the Mid-Atlantic Tent Renters Association, I am sending you this letter due to recent information that has come to our attention regarding other “associations” that have been formed in our region. The groups that have been brought to our attention are TRAM (Tent Renters Association of the Mid West) and TRAAC (Tent Renters Association of the Atlantic Coast). It appears that these are commercial ventures, as opposed to true nonprofit membership organizations, and we feel it is extremely important to provide you with accurate information regarding several major differences between MATRA and these organizations.

The ultimate purpose of a commercial enterprise of course, is to generate profits for the owners and investors. By contrast, with a nonprofit association, any net surplus is reinvested in order to fund programming, events, and other initiatives for the betterment of the industry and the member companies. When you purchase the goods or services of a nonprofit industry association, therefore, you are supporting the industry and your own company.

MATRA is a Non-Profit Association, membership based, holding a 501(c) (6) tax-exempt status with the Internal Revenue Service. Having elected its first President in 1992, MATRA has evolved into an organization with over 275 company members consisting of both rental and vendor memberships.

Supporting part of its mission to promote the general welfare of the tent rental industry, encourage the highest professional and ethical standards in business practices and provide current and accurate education, MATRA has sponsored conferences in the Mid-Atlantic Region for over 17 years. The conferences provide a forum for tent manufacturers to exhibit their tent products, vendors to exhibit their products, and members to attend and receive education on a variety of levels, including proper techniques and safety.

Required under the rules and regulations of Non-Profit Associations, MATRA is governed by a Board of Directors consisting of Officers and Directors from both the rental and vendor industry membership. Rental board members are permitted to hold Executive positions but all members of the Board are qualified to participate in voting procedures. In addition, MATRA conducts an Annual Meeting where members are able to access the financials of the Association as well as participate in an open discussion regarding membership issues. Printed in the Membership Directory, any active MATRA member may also request to receive a copy of our Bylaws.

The decision as to what events to participate in is a business decision for you and your company. But with this letter, we wanted you to know that not every entity that sponsors a show is a true nonprofit industry organization, despite the word “association” appearing in their name. Whatever choice you make, please consider its impact on MATRA and our ability to serve the membership, conduct programs, provide education, and generally continue to supply the services that we have worked hard to provide. We appreciate your continued support of MATRA. If you have any questions or comments, please do not hesitate to contact me.

Sincerely,

Greg Hamer, President