



RAN

Retail Association of Nevada

AUGUST/SEPTEMBER 2015

LOOKING OUT FOR BUSINESS

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NEVADA NEWS

SCHOOLED

By RAN Staff

WITH SCHOOL NOW BACK IN SESSION AND THE SEASONS

changing, it's always nice to look back and view how the past nine months have progressed. This is especially true for retailers as our busy season is literally around the corner and we won't have much time for reflection during the next three months.

Last month RAN projected, using the National Retail Federation Survey, that the average Nevada household would spend roughly \$630.36 on back to school supplies. That number is down from the \$669.28 that each household spent last year. So while we as a State will be spending \$226 million sending our kiddos back to school, we're spending less than we did at this time last year.

Despite the reduction in spending, consumers are more confident about the economy. The NRF survey found that of consumers shopping for K-12, 40.6 percent said the state of the economy will cause them to look for sales more often, which is down from 46.2 percent last year and the lowest since the NRF began tracking this metric in 2009.

"As we move further and further from the economic

downturn, consumers are worrying less about the economy when making their buying decisions," said Bryan Wachter, Senior Vice President of RAN. "A year ago, more than 30 percent of K-12 shoppers said they were spending less because of the economy. This year, that figure was down to 27 percent, the lowest since the middle of the downturn in 2009."

As Nevada consumers are perhaps changing some of their spending habits, Nevada's medium to large sized businesses will be making changes of their own due to the new tax known as the Commerce Tax.

This tax is levied on businesses that bring in \$4 million or more in receipts (not profit) and consists of a different rate for each business industry. The tax is expected to raise roughly \$160 million dollars but allows for a 50% credit towards the modified business tax netting approximately a total of \$80 million or about 1% of the State General Fund. As a comparison, the additional spending in education was roughly \$500 million dollars or about 7.7% of the general fund.

For retailers, that means more folks are spending

less than last year, and more money will be needed to pay taxes to the state government. RAN will keep you updated as regulations are eventually written for the commerce tax (liability began to accrue on July 1 but draft language has yet to be made public). Next month, RAN will provide our 2015 Legislative Matrix which will provide the grades that our legislators earned during this last session. ■

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FAMILIES TRIM BACK-TO-SCHOOL SPENDING FOR 2015

AFTER SPENDING MORE ON SCHOOL supplies and electronics in 2014, parents this year will head into the back-to-school season evaluating what their children really need before spending on new items. Total spending is expected to reach \$24.9 billion. Additionally, indicating the continued growth in the back-to-school arena, families on average have spent 42 percent more on back to school over the past 10 years.

Total spending for K-12

and college is expected to reach \$68 billion.* Regardless of the slight decrease, survey results point to a more confident consumer when it comes to spending and the impact of the economy. The survey found 76.4 percent of families with school-age children say they will change their spending because of the economy, the lowest in the seven years NRF has been tracking it, and down from 81.1 percent last year. NRF President and CEO Matthew Shay said, "Heading into the second half of the year,

we are optimistic that economic growth and consumer spending will improve after a shaky first half of the year." **The total spending figure is an extrapolation of U.S. adults 18 and older.*

Three-Quarters Say Half of What They Buy for School is Influenced by Children

Fashion-forward teens and tweens know just how to get mom and dad's attention when it comes to new school gear to make their friends stop and stare. According to the survey, 86.4 percent of school



shoppers say their children will influence one-quarter or more of their back-to-school purchases. And for the smaller purchases, children plan to chip in some of their own money; teens will dole out \$33.27, and pre-teens will spend an average \$17.57. ■

DEA ANNOUNCES 10TH NATIONAL PRESCRIPTION DRUG TAKE-BACK

EVENT WILL TAKE PLACE FROM 10 AM-2 PM ON SATURDAY, SEPTEMBER 26TH

DEA ACTING ADMINISTRATOR CHUCK ROSENBERG announced that the 10th National Prescription Drug Take-Back will take place September 26th from 10

am-2 pm local time across the Nation. As with the previous nine Take-Back events, sites will be set up throughout communities so local residents can return their unwanted, unneeded, or expired prescription drugs for safe disposal.

Collection sites in every local community can be found by going to www.dea.gov. This site will be

continuously updated with new take-back locations. Join Together Northern Nevada, along with the Retail Association of Nevada, will again provide Take Back Drug service in Reno on September 26th. Please check the Retail Association of Nevada website for locations at www.rannv.org.

The National Prescription Drug Take-Back addresses a vital public safety and public health issue. Many Americans are not aware

that medicines that languish in home cabinets are highly susceptible to diversion, misuse, and abuse. Studies show that many abused prescription drugs are obtained from family and friends, including from the home medicine cabinet.

In the previous nine Take-Back events nationwide from 2010-2014, 4,823,251 pounds, or 2,411 tons of drugs were collected. ■





WASHOE COUNTY APPROVES NEW FOOD SAFETY REGULATIONS

By Lea Tauchen

THE WASHOE COUNTY DISTRICT BOARD OF

Health approved an overhaul of the county's regulations governing food establishments at their May 28, 2015 meeting. Existing regulations have not been updated for more than 25 years. Board members ratified the proposed amendments to bring the county into compliance with more modern technological advances.

Many of the revisions match the federal U.S. Food and Drug Administration's 2009 Model Food Code. The other health districts

in Nevada have already updated their regulations.

Some of the changes that are of particular interest to the retail industry are the Food Protection Manager Certification training requirements, ready-to-eat food handling that prohibits bare hand contact, provisions for time/temperature control, and HACCP and Operational Plans. The new regulations can be reviewed at: <https://www.washoecounty.us/health/programs-and-services/food-protection-services/index.php>.

The most significant public comment was regarding the Food Protection Manager Certification section.

The new law eliminates the required 16-hour classroom-training course provided by a Washoe County approved instructor. Instead, training can now be conducted by any certification organization in any jurisdiction, including online. Businesses were supportive of this concept, as this would represent savings on training costs. However, local instructors were adamantly opposed, as this would



reduce their business opportunities and revenue.

If you have any questions or would like additional information about these regulations, please contact Lea Tauchen at lea@rannv.org.

SMALL BUSINESSES: CHIP-IN FOR YOUR SECURITY

THIS IS AN IMPORTANT YEAR IN THE PAYMENTS

business as new technology to support more secure processing of card transactions becomes mainstream.

This transition is critical for small businesses—to meet customer preference, add enhanced security, and protect against fraud liability.

The U.S. is a priority

target for criminals because we are one of the last to convert to chip. But new chip card technology will make electronic payments safer and more secure for both you and your customers.

By eliminating the value of information criminals attempt to access when hacking into a business, chip technology stops fraud before it starts.

New EMV* chip cards are being introduced in

the U.S. to help prevent fraudulent purchases from counterfeit cards. Which means that millions of chip cards will be in your consumers' wallets by the end of 2015.

Businesses are upgrading to secure payment terminals that process chip transactions because their customers want increased safety along with the convenience of card purchases. Use of

chip technology is also a key component to minimizing the risk of data breaches and safeguarding your business from fraudulent activity.

Small businesses win on service, quality and the relationships that create loyal customers. So with the security of chip technology, you are meeting customer preferences. And that leads

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BOARD OF PHARMACY

By Liz MacMenamin

THE BOARD OF PHARMACY MET IN LAS VEGAS

Wednesday July 22 and Thursday July 23, 2015. RAN sent out an update on this meeting to all Chain Drug Committee

members. An update will also follow in the October newsletter. There was a discussion on the new rules regarding Naloxone and the role the pharmacist will have in the dispensing of this opioid antagonist.

There was some concern during the discussion on this drug regarding the pharmacist's professional judgment on dispensing without a prescription. It appears that the statutory language will require a prescription from a

physician. RAN will continue to monitor this as it moves through the regulatory process. If you have any questions, please contact Liz MacMenamin at lizm@rannv.org.

EDUCATE YOURSELF ON PRESCRIPTION DRUG ABUSE

By Liz MacMenamin

RAN HAS BEEN PARTICIPATING WITH OTHERS IN THE HEALTH

care industry to address the issue of prescription drug abuse. During the 2015 Legislative Session, Nevada's First Lady Kathleen Sandoval took the leadership role and spearheaded language for a bill to attack this problem in Nevada. Senate Bill 459 was the final product of her participation.

between legislative sessions, regulations will be proposed and adopted to help the industry and regulators to implement the changes directed by statute. RAN will continue to follow this and will be sending updates periodically to our members.

According to news reports, many families have been touched by this horrific trend that we are experiencing in the United States. Fortunately, there are

some very good informational pieces available to anyone interested in being educated on this problem. The Nevada Board of Pharmacy has a video available on their home page that is indicative of the problems the pharmacist faces every day when filling a prescription for narcotics. The National Institute on Drug Abuse has a website that offers in-depth articles on this subject, along with the tools

to help identify the different drugs that are commonly abused, such as opioids, sedatives and stimulants. There are resources out there for all members of the health care industry, the doctor, the pharmacist, the nurses and any other provider involved in patient care. If you find your loved one or family member impacted by this phenomenon, please seek help for them and for yourself so you may understand this disease.



CHIP-IN FOR YOUR SECURITY *Continued from page 3*

to confident consumers who spend more, more often. Modern payment technology also signals that you are a savvy businessperson who keeps up with best practices and provides every convenience for customers. The combination of local, specialized and personal

service with seamless and secure payment technology is appealing to consumers. After October 1, 2015, businesses that have not upgraded to a chip terminal could be held liable for counterfeit card fraud. Upgrading to a chip terminal ensures you receive fraud liability protection even if a

counterfeit card is used at your business. New terminals process both chip and traditional magnetic stripe payment cards, so there is no risk of losing valuable sales. As you transition to a chip-terminal you should be able to add capabilities to accept new forms of payment like Apple Pay too.

EMV sends the message that your business is too hard to hack. By upgrading your payment terminals, you are sending a clear message to consumers and criminals alike that your business operates a secure environment. **MasterYourCard, a program of MasterCard. For more information visit: MasterYourCardUSA.org.** *EMV – Europay, MasterCard and Visa.



“WE CARD” AGE-RESTRICTED PRODUCT TRAINING & EDUCATION PROGRAM CELEBRATES 20TH ANNIVERSARY & AWARENESS MONTH IN SEPTEMBER

ARLINGTON, VA—TWENTY YEARS AGO THE NATIONAL

“WE CARD” program was launched to help combat youth access to tobacco.

Back in 1995, those underage could more easily buy tobacco at retail stores with some reports indicating a 40-60% success rate. Today, after years of efforts to prevent underage tobacco sales, it’s down to roughly 10% according to the federal government’s published 2013 Synar Report measuring illegal tobacco sales to minors.

Celebrating its 20th Anniversary this year, the **We Card** Program’s September-held, We Card Awareness Month, seeks to boost responsible retailing awareness along with the availability of 2016 We Card materials. From Labor Day to New Year’s Eve, retailers prepare for the coming year by ordering **We Card** in-store materials and lining up their employees for **We Card’s** online training courses.

To keep up with the times, **We Card** has launched many things in its 20th year, including:

- A new Smartphone site—**We Card NOW**—www.wecardnow.com—providing retail management and

employees with quick access to its resources, including an Age Calculator and digital version of its 365-page a day calendar that store cashiers use to “card” customers.

- New resources to help merchants of e-vapor products identify and deny minors’ attempts to purchase, such as:

● New “Under 18, No E-Vapor: WE CARD” in-store signage

● A new in-store E-Vapor kit of resources that is especially suited for “vape” stores who are new to the concept of handling age-restricted product sales.

● An “E-Cig and Vapor Central” dedicated home on wecard.org where resources can be quickly found, ordered and used.

“**We Card** was a pioneering program in 1995 to help introduce the concept of responsible retailing on a massive scale and “carding” was a sometimes used term. Today, carding is commonplace and **We Card** is forging new resources for all age-restricted products, including those designed to prevent e-vapor product sales to minors,” said Lyle Beckwith, Senior Vice President of Government Relations for the National Association of Convenience Stores and a **We Card** board member.

Preventing e-vapor sales to minors is especially important since over the past few years nearly all states have quickly adjusted their state laws to include e-cigarettes and vaping products within their tobacco or age-restricted product sales laws. At the federal level, the FDA has proposed “deeming” e-vapor products under its authority, and “carding” and denying sales to minors would be added as another retailer requirement.

“The landscape of age-restricted product sales is changing,” said Doug Anderson, President of **We Card**, “however, the fundamentals of handling those underage attempts remain largely the same—identify the underage purchase attempt and deny it.”

“NGA has been part of **We Card** since it launched in 1995, and it continues to be an important a resource for retailers who sell age-restricted products. For two decades **We Card** has been an essential resource for independent supermarket’s training and education needs,” said Peter Larkin, President and CEO of the National Grocers Association. NGA is a founding board member of **We Card**.

FDA has completed more than 478,000 retailer

compliance checks since 2010—with 133,000 completed in FFY 2015. FDA has issued official guidance for Tobacco Retailer Training Programs and **We Card’s** elearning training not only matches this federal curriculum but exceeds it with retail-focused emphasis on customer service, role-playing and interactive gaming—earning the training and American Business Awards 2013 Bronze Stevie® Award as a Best Training Site.

About We Card:

The **We Card** Program, Inc. is a national non-profit organization that represents a unified effort among trade associations, retailers, wholesalers and manufacturers. It was created 20 years ago to support retailers of tobacco and other age-restricted products. Individual retail establishments as well as large retail chains use **We Card’s** educational and training services to comply with federal and state laws while working to prevent underage tobacco, e-vapor and other age-restricted product sales. National and state retail trade associations, government officials, community groups and others also support **We Card’s** ongoing efforts to educate and train retailers. ■



EMPLOYEES OF SMITH'S JOIN WITH RED CROSS TO SAVE LIVES

SMITHS FOOD AND DRUG STORES AND THE AMERICAN RED CROSS

teamed up to reduce deaths and injuries due to home fires in their local communities.

On July 16, more than 1,300 Smith's Food & Drug employees throughout the company's seven states of operation, volunteered with the Red Cross to canvass neighborhoods door-to-door to

install smoke alarms and educate residents about fire safety.

The effort is part of an ongoing Home Fire Campaign by the American Red Cross to reduce deaths and injuries caused by home fires by 25 percent. The Red Cross campaign

focuses on joining fire departments and community groups nationwide to install smoke alarms in communities with high numbers of fires and encouraging everyone to practice their fire escape



“Home fires are the most common disaster to which the Red Cross responds to — in fact, nearly 70,000 times a year,” said Heidi Ruster, American Red Cross. “Seven times a day someone in this country dies in a fire and through collaboration with

great partners like Smiths we seek to lower that number.

The service hours donated by Smith's employees resulted in more than 100 days of service to their local communities.

“Smith's encourages

our employees to give back to the communities in meaningful ways,” said Marsha Gilford, Smith's vice president public affairs.

“This is our fourth company-wide

day of service and our associates are excited that it connected us all throughout seven western states to our local neighborhoods.”

Smith's is a division of the Kroger Co. (NYSE:KR), one of the nation's largest retail grocers.

From its headquarters in Salt Lake City, Smith's manages 139 stores and 82 fuel centers throughout seven western states. In 2014, with support from associates, customers and suppliers, Smith's Food & Drug donated a total of \$11 million worth of product and cash to local nonprofit organizations.

To learn more, visit: www.smithsfoodanddrug.com.



RETAILERS ESTIMATE SHOPLIFTING, INCIDENTS OF FRAUD COST \$44 BILLION IN 2014, ACCORDING TO NATIONAL RETAIL SECURITY SURVEY

NRF/UNIVERSITY OF FLORIDA SURVEY FINDS SHRINKAGE TOTALED 1.38% OF SALES LAST YEAR.

A NEW STUDY BEING RELEASED FROM

NRF PROTECT, the industry's largest retail loss prevention event in North America, finds that retailers lose billions of dollars to shoplifting, employee and vendor theft and administrative error—collectively known as inventory shrink. According to the National Retail Federation/University of Florida National Retail Security Survey, retailers say inventory shrink averaged

1.38 percent of retail sales, or \$44 billion, in 2014. *The Retail Equation sponsored the report.

Specifically, retailers surveyed estimate that shoplifting accounted for the largest part of reported shrink in 2014—38 percent, followed by employee/internal theft (34.5%), administrative and paperwork errors (16.5%), vendor fraud or error (6.8%) and unknown loss (6.1%).

"Retail loss prevention professionals have one of the hardest jobs in the industry—protecting their

customers, employees and merchandise from the threat of harm and fraud, and the results of this survey prove the enormity of their task," said NRF President and CEO Matthew Shay.

"Retailers will contin-

ue to network with each other and educate decision makers in Washington about the burdens these crimes place on consumers, retail companies, their employees and the economy."

"A common misperception about shoplifting is that retailers can 'afford' the loss of a candy bar or a pair of jeans, but the truth is that the industry loses billions of dollars each year at the hands of callous criminals that could be put towards human capital, promotions and other necessary business operations," said NRF Vice President of Loss Prevention Bob Moraca. "Though we are encouraged by the partnerships forged with law enforcement over the years and advances in technology that will help deter a crime before it happens, criminals continue to thwart much of the progress retailers have made thus far."

When it comes to loss prevention budgets, 39.4 percent of those surveyed say their budget for 2015 increased over

last year; just over one-third (36.6%) said their budgets would be similar to what they were last year—leaving 23.9 percent of respondents with decreased resources.

Dr. Richard Hollinger, criminology professor at the University of Florida and lead author of the NRSS for the past 24 years, notes this year's shrink percentage is the lowest seen in the survey's history.

"Loss prevention professionals have done a commendable job of elevating the issue of shrink and retail fraud within their own companies and with industry insiders and the public, but the battle wages on to find ways to contain further losses to their businesses," said Hollinger. "As retail issues like shrink and security become more complex, retailers should continue to work together as an industry to ensure continued partnerships, with the end goal of finding the most effective asset protection solutions possible." ■





Nevada Notes

CONFEDERATE FLAG A HOT SELLER

As national debate swirls around the Confederate flag, Las Vegas business owners say products with its emblem are suddenly hot sellers.

Just more than two weeks ago, more than a dozen of the Confederate flag-themed car kits lined the walls of a toy store. Now, even after the store boosted the price from \$32.99 to \$42.99, the area was empty.

Just across the aisle, coffee mugs with "Lynnyrd Skynnyrd" etched inside a Confederate flag were notably fewer than dozens of other design mugs surrounding them.

Controversy over the flag flared in June after the slayings of nine black worshippers at Emanuel African Methodist Episcopal Church in Charleston, S.C.

Valley toy and hobby stores offer few products related to the Southern battle flag that was flown during the Civil War. But what are left have suddenly become hot sellers.

Las Vegas Review-Journal

NEVADA GOV. BRIAN SANDOVAL'S "SUMMER VACATION"

Governor Brian Sandoval visited England, Ireland, Germany, Poland and Italy in the last part of July and returned August 6th on a trade mission.

State economic development officials said the trip was aimed at educating foreign business, education and political leaders about opportunities in Nevada. About 60-70 people went, including higher education and business representatives from Nevada.

First lady Kathleen Sandoval will be doing official business on her issues of interest, including food security and homelessness, and Sandoval's three children will be going on the governor's personal dime.

The cost of sending Sandoval, his staff and economic development officials is projected to be \$150,000 to \$175,000, which will be paid from the economic development office's budget and supplemented by private donations through the nonprofit Success Nevada.

Sandoval's past trade missions have included trips to Mexico, Canada, China and Israel.

AP/Nevada Appeal

CBRE COMPLETES \$4M SALE OF RETAIL BUILDING

CBRE recently arranged the sale of Silverada Plaza, a fully leased multi-tenant building anchored by Goodwill Industries and Dollar Tree located at 2424 Oddie Blvd. in Reno. The

property transacted for \$4.1 million and sold to a California-based private investor at a 10.05 percent cap rate.

The property features a number of recent cosmetic and capital improvement upgrades. In addition, tenant improvements were added to accommodate Goodwill's 15,223-square-foot expansion in 2007 and Dollar Tree's occupancy in 2010.

The robust growth forecast for the Sparks region positions retail properties in this submarket for strong future performance given the impressive job growth projections for the area according to CBRE Reno's Senior Vice President.

RGJ

SECRETARY OF STATE ISSUES SCAM WARNING

Secretary of State Barbara Cegavske has issued a warning to Nevada businesses to be aware of a solicitation seeking fees that appear to be from a government agency.

The emails are from the "Division of Corporate Services" which asks businessmen to fill out an annual records statement" and include a \$150 fee.

In her release, Cegavske said the email is not an official notice from the Secretary of State's Office.

"Nevada entities are not

required to regularly provide to the Secretary of State shareholder information or the percentage of shares owned."

Cegavske said the Division of Corporate Services is a Florida based entity not registered with her office.

"Nevada based businesses need to know that they are not required to complete this form or submit payment to the Division of Corporate Services," she said.

Customers receiving the notice should call the Secretary of State's customer service division at **775-684-5708**.

Press Release

HENDERSON HOSPITAL AND UNION VILLAGE

Henderson city and Valley Health System officials are hoping a new development project will pave the way for the city to have a healthier economy — and healthier people. Henderson Hospital, a Valley Health System facility is being built on 30 acres of the planned Union Village health care complex, which will anchor a 170-acre mixed-use development to be built over the next decade.

The Valley Health System expects to hire 700 people, including doctors, nurses, therapists and

Continued on page 11



National Notes

TARGET LAUNCHES SCHOOL SHOPPING LIST TOOL

Target is gearing up for back-to-school, its second biggest selling season, with half a dozen new spots starring social media influencers, as well as a new tool called "School List Assist" and deals to make shopping easier for parents. The effort aims to establish Target as a one-stop shopping destination during the high-traffic period.

"School List Assist" is a new tool on Target.com that provides a curated list of school supplies, which parents can order from online for home delivery or in-store pickup. The retailer worked closely with schools across the country to find the common items that parents will be looking for this back-to-school season.

Ad Age

U.S. RETAILERS HAVE BEEN ADDING WORKERS DESPITE SOFT SALES

Americans supposedly haven't done a whole lot of shopping this year, one reason why the economy has been lackluster. But retail stores sure are hiring as if sales are on the up and up.

Retailers hired 33,000 people in June after taking on 26,000 new workers in May. Over the past year the industry has filled some 300,000 positions to boost overall employment to a

record 15.7 million. Virtually every segment, except clothing and department stores, has been on a hiring spree for the past few years.

Despite all the hiring, retail sales have been anything but strong in 2015. Part of the weakness is the result of Americans spending less at gas stations because prices are much cheaper compared to a year ago.

Even if gas stations are removed from the picture, however, U.S. retail sales have still been quite soft, government figures show. They've grown at a meager 1.6% rate through the first five months of 2015, far below the 5.1% annual average of the last 20 years.

WSJ

SBA LOANS TO RESUME

Small businesses will soon be able to get loans approved again by the federal government. The House has passed and sent to President Barack Obama a bill raising the lending authority for the Small Business Administration's biggest loan program, known as the 7(a) program.

AP

HOW GEOGRAPHY AFFECTS THE VALUE OF THE MINIMUM WAGE

The value of minimum wage depends a lot on where the recipient lives.

While minimum wages range from the federal floor of \$7.25 in 20 states to \$9.47

in Washington state, they are only as valuable as what they can buy, which also varies by geography, according to an analysis of purchasing power by state.

In Nevada, the \$8.25 minimum wage buys \$8.40 worth of goods.

Washington Post

PHARMACY OWNERS CAN'T DENY MEDICINE BECAUSE OF RELIGION, COURT RULES

The state of Washington can require a pharmacy to deliver medicine even if the pharmacy's owner has a religious objection, a federal appeals court ruled, the latest in a series of judgments on whether religious believers can opt out of providing services.

The ruling, from the 9th U.S. Circuit Court of Appeals in San Francisco, came in a case filed by pharmacists who objected to delivering emergency contraceptives. The 9th Circuit overturned a lower court that had said the rules were unconstitutional.

A unanimous three-judge 9th Circuit panel decided that the rules are constitutional. Speed is particularly important considering the time-sensitive nature of emergency contraception, the court said.

Reuters

COMPANIES RACING TO TRACK HOURS

Companies are racing to track and manage the hours

their employees really work, following a White House proposal that would put millions more U.S. workers in line for overtime pay.

The plans, issued last month by the Labor Department, would more than double the salary threshold that determines which workers are eligible for time-and-a-half pay when working more than 40 hours in a week.

Those rules won't be finalized for months, but already companies are seeking ways to comply with the law and keep a lid on labor costs. Some firms are installing software that alerts managers when workers are at risk of running up overtime pay, while others are evaluating which staffers should receive salaries and which should switch to hourly pay. And others may discourage checking email after working hours.

WSJ

FDA GIVES PHARMACIES ANOTHER FOUR MONTHS

The US Food and Drug Administration (FDA) plans to give drug dispensers—i.e. pharmacies—an additional four months to comply with federal track and trace requirements established under the Drug Supply Chain Security Act (DSCSA).

The core of the DSCSA is meant to establish a nationwide pharmaceutical

Continued on page 11



Important Information for SIG Members

*NRS requires all existing members of a self-insured group to be notified of all new members.
NRNSIG new members are listed below.*

Betra Manufacturing, Inc

Carson Valley Visitors Authority

D Westwood Inc dba Treasures

Dale Walters dba D&N Equipment Repair

DQ Grill –N- Chill of Reno LLC dba Dairy Queen

FB Tahoe, LLC dba Tahoe Italian Kitchen

Flamingo East LV Holding LLC

JBAM, LLC dba South Buffalo Springs Animal Hospital

SLVB LV Holding LLC dba Siegel Suites Select LVBD

St. Tropez Resort LLC dba Rumor

NRNSIG members who wish to register a negative vote on a new group member, please write NRNSIG at 575 S. Saliman Road, Carson City, NV 89701, indicating which member and the reason(s) for the negative vote.

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Retail Association of Nevada

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Las Vegas Office
175 E. Reno Avenue, Suite C9, Las Vegas, NV 89119
(800) 480-1846 or (702) 740-4380

Elko Office
557 W. Silver Street, #206, Elko, NV 89801
(775) 753-7771

PRO GROUP

MEMBERSHIP INFORMATION: Find out more about RAN's self insured group. Call Mike Olson, **800-859-3177**,

or the RAN office at **775-882-1700** (toll free in Nevada 800-690-5959). Don't forget to check out our website, www.RANNV.org.



NEVADA NOTES *Continued from page 8*

medical technicians, to staff the 142-bed hospital by the time it opens.

The \$1.2 billion Union Village project, billed as the first integrated health village in the region, has been years in the making. Plans first were unveiled in April 2011.

The idea of a full-fledged health community at Union Village is what attracted the Valley Health System; it will basically be a one-stop shop for patients.

The senior-living village will include independent apartments, assisted living and care for people with Alzheimer's disease. The combination of living arrangements will fill a need for the valley, which has a

growing elderly population, according to a study Union Village commissioned.

Developers envision the retail component of the project as a mix of coffee shops, restaurants, dry cleaners and salons serving people living at Union Village and the 6,000 expected employees on campus, he said.

Las Vegas Sun

ROAD PROJECTS BOOST RENO-SPARKS' ECONOMIC DEVELOPMENT

If roads are well built and maintained, they strengthen a region's economy and bring short- and long-term jobs. They

can also improve your life because less time will be required to get places so you can spend more time doing what you want.

Businesses are looking for that plan: If they manufacture in your state, how will they get it out of there? Businesses want to know how they're going to save money and what's the best place to go — and hopefully it's Nevada.

The other big thing on the horizon is the fact that federal highway funds are on the verge of drying up if Congress doesn't take action this summer.

Transportation is critical in the big picture and the small.

On a more personal scale, by increasing accessibility, you create opportunities for people to not just work but also to shop."

A simple case would be if the roads are really poor and you can only do two shopping trips and spend \$20. But if (traffic flows well) and you can add a third trip and spend \$30, that's economic activity that's being generated."

For companies that are focused on logistics and distribution, time is money so the better the transportation network the more attractive Reno is as a community.

RGJ

NATIONAL NOTES *Continued from page 9*

"track and trace" system that deters drug counterfeiting. The basic premise of the law is simple: Drug packages will be required to bear a unique serial number which will be used to track the drug as it moves throughout the supply chain.

But recording that transactional data isn't easy. Systems have to be designed and implemented, and new operating procedures put into place to accommodate the new information.

After surveying its members, the National Community Pharmacists Association said "about half" were unaware of how their information would

be transferred between wholesalers, secondary wholesalers and pharmacies. The group's letter asked FDA to extend the DSCSA compliance deadline to "forestall potential disruptions in the pharmaceutical supply chain."

Now FDA is giving all drug dispensers until 1 November 2015 to comply with DSCSA regulations—an additional four months beyond the current deadline. While the statutory date of compliance is still 1 July 2015, FDA said it would utilize its "enforcement discretion" to allow companies more time to comply.

All other entities,

including manufacturers, wholesale distributors and re-packagers, will still need to comply with the 1 July 2015 deadline, FDA said.

Press Release

NEW IDEA: SEATTLE STARTUP CAN HELP YOU

Shoppers, who are tired of trying to cram a giant barbecue grill or large-screen TV into their Prius and get home in time for their backyard cookout may now have a solution.

Seattle startup Fleetzen has proposed an on-demand Uber-like service that connects customers with

drivers who own pick-up trucks, vans or SUVs.

Research says people who shop are more likely to make an oversized purchase if they can get it home the same day. Those customers, Fleetzen says, are willing to pay up to \$100 for the delivery.

If more retailers respond to the demand for same-day delivery, Fleetzen likely will have to adjust its expectations, perhaps relying more on people seeking help to move a couch to their new home or pick up a used lawnmower or kayak they purchased on Craigslist.

Seattle Technology



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WASHINGTON RETAIL INSIGHT

RETAILERS DISAPPOINTED BY COURT RULING ON 'AMBUSH' UNION ELECTIONS

THE NATIONAL RETAIL FEDERATION (NRF) ISSUED

the following statement from Senior Vice President of Government Relations David French on a federal judge's ruling in favor of National Labor Relations Board regulations that allow union organizing elections to be held in as little as 10 days after a petition is filed:

"We are disappointed with the court's ruling. The board's regulations are the

labor-organizing version of football's hurry-up offense. They have nothing to do with making elections fair. Instead the NLRB's clearly transparent objective is to deny employees an opportunity to hear from all sides about the merits of union representation and to make it much more likely that employers will make mistakes with legally adverse consequences. We are reviewing the opinion and contemplating what our next steps will be." "Ambush" election

rules that took effect in April do not set a specific timeframe but would allow a union election to be held in as little as 10 days. That compares with a median of 38 days under the previous rules, according to NLRB data. The regulations were upheld on July 29, 2015, by a U.S. District Court judge in Washington in a lawsuit brought earlier this year by NRF and other business groups. ■

UPCOMING EVENT

NRF Retail Big Show

"RETAIL IN A BIG WAY" Annual Convention

Jan. 17-20, 2016

New York City, NY