

WELCOME TO THE PRIMARY ELECTION

By Mary Lau, President/CEO RAN

NEVADA'S PRIMARY ELECTION BALLOT

is finally settled, filing is complete and candidates clearly listed for the consideration of the voting public. That is, unless they withdraw their name from consideration by March 29th.

The primary process is a very important part of all election cycles and one which is often overlooked, misunderstood and can even be ignored; however, it is also the only part where the voting public actually gets to choose which candidate will represent their identified party in the general election.

The primary election process is the beginning of the blood-letting in the Kabuki theater where caucuses and leadership actually work to recruit candidates to run and all too often eliminate candidates that they don't want to see run. Leadership and caucuses conduct searches, interviews, accept or reject people in accordance with their (leadership) core beliefs and attempt to move people into races and districts favorable

to outcome possibilities.

It appears that leadership and caucuses have not been able to cull potential candidates as efficiently as in the past, which you will notice by looking at the full list. It is always interesting to see return candidates (often those that haven't been elected in previous attempts) change parties and candidates that are out of the "mainstream" file just to disrupt the election cycles and continuity. One would ask why, but then again, you don't always get the answer to that question. —mostly shrugs and grunts.

Primary elections present an often-overwhelming enigma to voters as the length of time leading up to them is long, and only certain candidates make their positions known prior to the end of the filing period. One is always faced with new names, switched races, and the confusion of determining where a candidate came from and if he/she is even in the district or lives where the interests of said district is being considered. Voters do have more opportunities to research candidates than in

elections long past as we now have search engines, Twitter and Facebook opportunities to at least objectively do our own investigations, and not rely on mailers, TV and other advertising designed to market the candidate.

So, in a nutshell you have from March 29th (counting withdrawals) to June 12th to research and determine which candidate YOU want to see put forward for the General Election ballot.

Right now there are many avenues for registering

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CANDIDATES FOR THE PRIMARY ELECTION

FOLLOWING IS A LIST IN ALPHABETICAL ORDER OF THE candidates to be elected in Nevada's Primary on June 12, 2018. Early voting dates are May 26, 2018 through June 8, 2018 but may vary by county.

Codes used in this list are: D-Democrat; IAP-Independent American Party; L-Libertarian; NP-stands for non-partisan, no party, independent or anyone who doesn't wish to align with a specific political party, R-Republican.

CONSTITUTIONAL OFFICES

Governor

- Russell Best, IAP**
- John Bonaventura, D**
- William "Bill" Boyd, R**
- Ryan Bundy, NP**
- Stephanie Carlisle, R**
- Frederick Conquest, R**
- Asheesh Dewan, D**
- Edward Dundas, R**
- Jared Fisher, R**
- Chris Giunchigliani, D**
- David Jones, D**
- Adam Laxalt, R**
- Jared Lord, L**
- Stan Lusak, R**
- Dan Schwartz, R**
- Steve Sisolak, D**
- Henry Thorns, D**

Lieutenant Governor

- Laurie Hansen, D**
- Janine Hansen, IAP**
- Eugene Hoover, R**
- Brent Jones, R**
- Scott LaFata, R**
- Kate Marshall, D**
- Gary Meyers, R**
- Michael Roberson, R**
- Ed Uehling, NP**

Attorney General

- Wes Duncan, R**
- Aaron Ford, D**
- Joel Hansen, IAP**
- Stuart MacKie, D**
- Craig Mueller, R**

Secretary of State

- Ernest Aldridge, R**
- Nelson Araujo, D**
- Barbara Cegavske, R — Incumbent**

Treasurer

- Bob Beers, R**
- Zach Conine, D**
- Bill Hoge, IAP**
- Andrew Martin, D**
- Derek Uehara, R**

State Controller

- Catherine Byrne, D**
- Ron Knecht, R — Incumbent**

UNITED STATES CONGRESS

U.S. Senate

- Kamau Bakari, IAP**
- Sherry Brooks, R**
- Danny Burleigh, D**
- Richard Charles, NP**
- Sarah Gazala, R**

Tim Hagan, L

- Vic Harrell, R**
- Tom Heck, R**
- Dean Heller, R — Incumbent**
- David Knight, D**
- Bobby Mahendra, D**
- Barry Michaels, NP**
- Allen Rheinhart, D**
- Jacky Rosen, D**
- Jesse Sbah, D**

U.S. HOUSE OF REPRESENTATIVES

Congressional District 1

- Joyce Bentley, R**
- Reuben D'Silva, D**
- Dan Garfield, IAP**
- Freddy Horne, R**
- Robert Strawder, L**
- Dina Titus, D — Incumbent**

Congressional District 2

- Vance Alm, D**
- Mark Amodei, R — Incumbent**
- Sharron Angle, R**
- Joel Beck, R**
- Patrick Fogarty, D**
- Jesse Hurley, D**
- Clint Koble, D**
- Ian Luetkehans, R**
- Jack Schofield Jr., D**
- Rick Shepherd, D**

Congressional District 3

- Steve Brown, L**
- Patrick Carter, R**
- Gil Eisner, NP**
- David Goosen, NP**
- Tony Gumina, NP**
- Eddie Hamilton, R**
- Scott Hammond, R**

Richard "Rick" Hart, D

- Stephanie Jones, R**
- Thomas Mark La Croix, R**
- Susie Lee, D**
- Jack Love, D**
- David McKeon, R**
- Michelle Mortensen, R**
- Jim Murphy, R**
- Guy Pinjuv, D**
- Steven Schiffman, D**
- Eric Stoltz, D**
- Danny Tarkanian, R**
- Annette Teijeiro, R**
- Harry L. Vickers, IAP**
- Michael Weiss, D**

Congressional District 4

- John Anzalone, D**
- David Gibbs, R**
- Crescent Hardy, R**
- Steven Horsford, D**
- Greg Luckner, L**
- Warren Markowitz, IAP**
- Dean McGonigle, NP**
- Jeff Miller, R**
- Mike Monroe, R**
- Rodney Smith, NP**
- Pat Spearman, D**
- Allison Stephens, D**
- Bill Townsend, R**
- Amy Vilela, D**
- Kenneth Wegner, R**
- Sid Zeller, R**

NEVADA LEGISLATURE

STATE SENATE

- Senate District 2**
- Calvin "Cal" Border, R**
- Mo Denis, D — Incumbent**



CANDIDATES FOR THE PRIMARY ELECTION

Senate District 8

Stephanie Alvarado, D
Marilyn Dondero Loop, D
Elizabeth Helgelien, R
Garrett J. LeDuff, NP
Dan Rodimer, R
Valerie Weber, R

Senate District 9

Tiffany Jones, R
Lawrence McCullough, D
Justin Rebollo, D
Melanie Scheible, D
Brandon West, D

Senate District 10

Yvanna Cancela, D —
Incumbent
Bryce Henderson, D

Senate District 12

Joe Hardy, R —
Incumbent
Craig Jordahl, D

Senate District 13

Julia Ratti, D —
Incumbent
Charlene Young, IAP

Senate District 14

Wendy Boszak,, D
Ira Hansen, R
Thomas Kennedy, NP

Senate District 16

Tina Davis-Hersey, D
Ben Kieckhefer, R
Incumbent
Gary Schmidt, R
John Wagner, IAP

Senate District 17

Curtis W. Cannon, D
James Settelmeyer, R —
Incumbent

Senate District 20

Paul Aizley, D
Rick Bronstein, L
Byron Brooks, R
Julie Ann Pazina, D
Keith Pickard, R

Senate District 21

Jay Craddock, D
Christine Glazer, D
Ron McGinnis, R
James Ohrenschall, D

STATE ASSEMBLY

Assembly District 1

Daniele Monroe-
Moreno, D —
Incumbent

Assembly District 2

John Hambrick, R —
Incumbent
David Orentlicher, D
Jennie Sherwood, D
James "Jim" Small, R

Assembly District 3

Stephen G. Sedlmeyer, R
Selena Torres, D

Assembly District 4

Bob Lystrup, IAP
Richard McArthur, R —
Incumbent
Connie Munk, D
Kenneth Rezendes, R
Tony T. Smith, D
Luis Vega, R

Assembly District 5

Connie Beers, D
Jason Burke, R
Brittney Miller, D —
Incumbent
Mack Miller, R

Assembly District 6

Will McCurdy, D —
Incumbent

Assembly District 7

Dina Neal, D —
Incumbent

Assembly District 8

Jason Frierson, D —
Incumbent
Tina Peetris, R
Tiffany Ann Watson, D

Assembly District 9

Linda Cannon, R
Barry Keller, R
Steve Yeager, D —
Incumbent

Assembly, District 10

Chris Brooks, D —
Incumbent
Jonathan Friedrich, IAP
Noel Searles, R

Assembly District 11

Olivia Diaz, D —
Incumbent
Gianna Mieli, R

Assembly District 12

Brandon Casutt, D
Gabrielle D'Ayr, D
Richard Fletcher, R
Anat Levy, D
Mary Elizabeth Boyer
Martinez, IAP

Susan Martinez, D

Cinthia Moore, D
Walter Lee Seip II, D
Gregory York, D

Assembly District 13

Leonard Foster, IAP
James Kemp, R
Tom Roberts, R
Steve Sanson, R

Assembly District 14

Maggie Carlton, D —
Incumbent

Assembly District 15

Juan Manuel Chavez, D
Michael Gandy, D
Andrew Spivak, D
Louis A. "Lou" Toomin, D
Stan Vaughan, R
Howard Watts, D

Assembly District 16

Heidi Swank, D —
Incumbent

Assembly District 17

Patricia "Pat" Little, R
Ronald Newsome, L
Tyrone Thompson, D —
Incumbent

Assembly District 18

Richard Carrillo, D —
Incumbent
Richard E. Hawkins, R
Matt Sadler, R

Assembly District 19

Chris Edwards, R —
Incumbent



CANDIDATES FOR THE PRIMARY ELECTION

Assembly District 20
Alexander Bacon, NP
Michael L. McDonald, R
Ellen Spiegel, D —
Incumbent

Assembly District 21
Cherlyn Arrington, R
Garo Atamian, R
Ozzie Fumo, D —
Incumbent

Assembly District 22
Luis Aguirre-Insua, D
Richard Bunce, R
Melissa Hardy, R
Kristee Watson, D

Assembly District 23
Glen Leavitt, R
Matt McCarthy, R
Ralph Preta, IAP

Assembly District 24
Edward Coleman, D
Deonne Contine, D
Sarah Peters, D
Tom Stewart, D

Assembly District 25
Gregory John Shorts, D
Jill Tolles, R —
Incumbent

Assembly District 26
June Joseph, D
Lisa Krasner, R —
Incumbent

Assembly District 27
Teresa Benitez-
Thompson, D —
Incumbent

Assembly District 28
Edgar Flores, D —
Incumbent

Assembly District 29
Lesley Cohen, D —
Incumbent
Bruce James-Newman, L
Stephen Silberkraus, R
Terry Watson, D

Assembly District 30
Michael Sprinkle, D
Incumbent

Assembly District 31
Skip Daly, D —
Incumbent
Jill Dickman, R

Assembly District 32
Tom Fransway, R
Alexis Hansen, R
Patty Povilaitis, D

Assembly District 33
John Ellison, R —
Incumbent
Chris J. Johnson, R

Assembly District 34
Shannon Bilbray-
Axelrod, D —
Incumbent
Anthony A. Laurie, R
Janice E. Wesen, R

Assembly District 35
Michelle Gorelow, D
Daniel Hofstein, NP
Aimee Jones, R
Paul Nimsuwan, D
David Schoen, R

Assembly District 36
Joseph Bradley, R
Dennis Hof, R
James Oscarson, R —
Incumbent
Lesia Romanov, D

Assembly District 37
Shea Backus, D
Rick Cornstuble, D
Jim Marchant, R —
Incumbent
Robbie Lucille Pearce, D

Assembly District 38
Robin Titus, R —
Incumbent

Assembly District 39
Patricia Ackerman, D
Paul Cwalina, L
Jim Wheeler, R —
Incumbent

Assembly District 40
Al Kramer, R —
Incumbent
Autumn Zemke, D

Assembly District 41
Bryan Baltazar, R
Sandra Jauregui, D —
Incumbent
Paris Wade, R

Assembly District 42
Alexander Assefa, D
Landon Henry, D
Kathleen Lauckner, D

WELCOME TO THE PRIMARY ELECTION *Continued from page 1*

vote, both major parties register candidates, other groups assist in registration and your local DMV, County Election Clerks and more are available to assist in registration.

Remember it is

illegal for anyone to “steer” a person toward a particular party – that is your decision and you should not be influenced in any direction. ONCE REGISTERED IT IS VITAL THAT YOU ALSO VOTE.

Voter turn-out for any candidate is the final arbiter of his/her successful election. Many of Nevada’s races have been determined by hair thin margins.

Members should also

note that incumbents are listed in this newsletter for information only, ballots do not reflect incumbency as it’s considered an unfair advantage. In today’s world, it may actually help. Just kidding ... sort of. ■



SCOTUS HEARS INTERNET SALES TAX CASE

By Josh Hicks

O N APRIL 17, 2018, THE UNITED STATES

Supreme Court (SCOTUS) will hear oral arguments in the case of *South Dakota v. Wayfair, Inc.* The case gives the Court the ability to revisit its seminal ruling in *Quill v. North Dakota*, where the Court held that a State can only impose a sales tax on a business when that business has a physical presence within the State.

When *Quill* was decided in 1992 the internet was a much different place. Amazon did not exist, only 2% of Americans had internet access, and the mail-order business was a \$180 billion per year industry. Today, e-commerce is a \$6 trillion per year industry and Americans

are accustomed to purchasing nearly anything they desire with nothing more than a few taps on their smartphones.

Although e-commerce has exploded, the *Quill* decision looms large a quarter century after its issuance. An absentee retailer taking a few precautions can still avoid collecting or remitting taxes on sales into a state. In-state retailers who must collect the sales tax suffer a competitive

disadvantage. And state and local governments who lose out on the tax revenue from absentee retailers look for other ways to generate revenue. Hearing of these issues in a variety of cases, the Supreme Court has recently indicated a willingness to re-examine the *Quill* decision.

States have come up with several approaches to address *Quill*. Some require an absentee retailer to report customer purchases in order to pursue those customers for the use tax. Other states, including Nevada, have adopted "click-through" nexus laws, which attempt to impose a sales tax obligation on an absentee retailer who directly or indirectly accepts

referrals from an in-state source.

South Dakota took a different approach. It passed a law purporting to create nexus with any absentee retailer who engages in either 200 transactions or \$100,000 worth of annual sales in the state. South Dakota's approach has been adopted by several other states.

The South Dakota approach seems to have

caught the attention of the Supreme Court as the appropriate vehicle to revisit *Quill*.

Several interesting issues will be considered in the *Wayfair* case. These include the competitive disparity between absentee retailers and in-stated retailers, the precedential value of cases decided before a market shift due to then-unforeseen technological advances, the burden on an absentee retailer to comply with various state sales tax laws, the possible impact of a retroactive application of nexus to an absentee retailer, whether states can improve on use tax collections, and whether

Congressional options such as the Marketplace Fairness Act are more appropriate ways to establish nexus on absentee retailers.

A decision from the Supreme Court is expected in mid-2018. If the Court overturns or significantly abrogates *Quill*, we can expect to see States, including Nevada, revisit their respective sales tax codes and utilize the South Dakota approach

as a template for establishing economic nexus. And as technology continues to outpace regulatory systems in many contexts, the manner in which the Supreme Court addresses the issues presented in *Wayfair* will impact more than just the sales and use tax arena.

Under *Quill*, an e-retailer without a physical presence in a state cannot be required to collect or remit sales tax on its sales into the state.

That doesn't mean tax is not due on those sales. States with a sales tax also have a use tax, which is imposed directly on the buyer in scenarios where the sales tax cannot be collected from the seller. However, enforcement

of use tax collections from millions of individual consumers is impractical, if

not impossible. The lack of enforcement has effectively given out of state e-retailers who don't charge sales tax an economic advantage over in-state retailers who must add sales tax to the purchase price.

States have therefore taken different approaches to capture tax revenue from e-commerce. Ten states require e-retailers to

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MEET ANDY PETERSON

RAN IS DELIGHTED TO INTRODUCE ITS NEWEST

staff member. Andy Peterson comes to us from the Greater North Dakota Chamber of Commerce (GNDC) where he served as President & CEO for the last seven years. Prior to serving in North Dakota, Peterson served as Director of Public Affairs & Education at the Duluth Area Chamber of Commerce in Minnesota.

Peterson is no stranger to legislative affairs or grass roots activism. Under his leadership in North Dakota the GNDC opposed two statewide constitutional ballot initiatives.

One was designed to have eliminated property taxes and would have decimated school funding and emergency services.

The other was designed to wall off five billion state dollars for environmental

organization that dominated the outcome of statewide ballot questions.

Peterson was at the helm as the GNDC lobbied to reduce income and corporate taxes by over fifty percent making North Dakota businesses much more competitive. As a result many rating organizations have listed North Dakota as an extremely business friendly state.

In his role at the Duluth Area Chamber of Commerce (DACC) he was tasked with leading the Chamber's efforts to head off the 2005 Base Realignment and Closure initiative by the pentagon, which would have eliminated the 148th Fighter Wing's F-16 mission. After a long and protracted battle the base retained their mission and nearly 750 jobs were saved.

As well, he was charged with carrying out DACC's policy initiatives where he

provided support for Duluth Days at the Capitol. This was a yearly set of events at the state Capitol which helped "citizen lobbyists" engage state legislators from all parts of Minnesota.

Amongst other things, this resulted in \$274 million being invested in new building projects at the University of Minnesota Duluth.

Duluth Mayor Don Ness signed an official proclamation when Peterson left Duluth for North Dakota marking a day on Duluth's calendar as "Andy Peterson Day."

Roger Reinert, a Democratic state senator, lamented upon learning of Peterson's departure to North Dakota that "...Duluth has lost a champion who identified and championed business issues."

Peterson, when asked about his involvement in Minnesota and North Dakota, said, "I've been fortunate to be in the right place at the right time

Any success credited to me was simply a result of some very dedicated people in my sphere of influence. These folks, who became friends over time, cared a great deal about what happened and empowered me to facilitate



Andy Peterson

the processes. Ultimately, successful outcomes are due to members who are invested and I'm grateful for their support."

Mary Lau, president & CEO of the Retail Association of Nevada, is excited for Peterson to join the team.

"Andy has wonderful experience and is friendly, outgoing, and easily engages with people. He'll be a great addition to our team."

Andy and his wife Patti are excited to be Nevada residents and to live in the Las Vegas area. Ms. Peterson is a nurse practitioner employed by the VA. They have three grown children who reside in Denver, San Francisco, and Minneapolis. Eight grandchildren comprise the center of their 'universe. ■

"Andy has wonderful experience and is friendly, outgoing, and easily engages with people. He'll be a great addition to our team."

Mary Lau, President/CEO RAN

purposes that would have been exclusively controlled by environmental groups. Both initiatives were high profile throughout the state and were soundly defeated which led the Grand Forks Herald to proclaim the GNDC to be the

initiated a creative process to garner member involvement.

This involved a member-driven theatrical meeting that spurred community awareness and helped proactively set the narrative for business issues. Lastly, he



BOARD OF PHARMACY UPDATE

By Liz MacMenamin

THE BOARD OF PHARMACY MET ON MARCH 6TH

and 7th 2018, in Reno, Nevada. The Workshop and Public Hearing was held on the afternoon of March 6th. The following regulations were discussed under the forum of the workshop:

1. Amendment to NAC 639 that gives clarification to the new rules for prescribing or dispensing controlled substances for treatment of pain to enable prescribers to conform to the language in Assembly Bill 474 that passed during the 2017 legislative session.

The language defines **"acute pain"** as pain with an abrupt onset caused by injury but is not ongoing. The does not include chronic pain; pain being treated as part of cancer care; hospice, or other end-of-life care; or palliative care pain treatment.

The definition for **"course**

of treatment" is treatment and subsequent treatment initiated by any practitioner for a particular disease or symptom of the disease.

The definition of **"ongoing treatment"** means the same medication for the same diagnosis. The language does not prohibit the practitioner from prescribing a different medication, increasing the dosage of the same medication, or replacing lost, stolen or destroyed prescriptions.

The Nevada Medical Association brought language forward that would further clarify this regulation and the board agreed to include that language in the regulation. This will now be returned to the LCB (Legislative Council Bureau) for a rewrite to include changes and will be then posted for a public hearing. RAN will send out the new changes once they are posted.

2. The board then discussed an **amendment to NAC 453.510**. This language

adds newly identified synthetic drugs to the list of Schedule 1 controlled substances. The board works very closely with law enforcement to try to keep these controlled substances updated as new ones are being created. This language change passed unanimously and will be heard during public hearings at the next board meeting.

3. The following language was discussed during the public hearing:

LCB File R131-17— Prescription readers for the visually impaired. This language is a result of Senator Mo Denis' bill, SB 131, to require a pharmacy to assist or advise a visually impaired patient on obtaining a prescription reader. This language was continued and will be heard at the next board meeting.

Apparently there is a misunderstanding with the language and the board and RAN will work to help clarify statutory intent to be sure that the regulatory language reflects

the intent of the law. **LCB File R132-17—** This regulation revises the amounts of controlled substances, poisons, dangerous drugs and devices that an advanced practice registered nurse is authorized to dispense to an amount that does not exceed the lesser of:

- (1) the amounts that the advanced practice registered nurse is authorized to prescribe;
- (2) a 365-day supply;
- or (3) such amounts as are authorized by his or her collaborating physician, if any.

This language passed unanimously and will now return to LCB to be submitted to the Legislation Commission for final approval before becoming law.

The next Board of Pharmacy meeting will be held in Las Vegas on April 11-12, 2018.

Please contact Liz MacMenamin at **775-720-2528** if you have any questions. ■

SCOTUS *Continued from page 5*

taken different approaches to capture tax revenue from e-commerce. Ten states require e-retailers to report customer purchases. Vermont and Connecticut have sent letters to residents informing them of their use

tax obligations for online purchases. Nevada and 21 other States have adopted "click-through" nexus, in which nexus is extended to an out of state e-retailer who directly or indirectly accepts referrals from a person in the state.

South Dakota, and several other states, have passed laws establishing nexus based on a retailer's economic activity in the state, regardless of its physical presence. ■

Editor's Note: Josh Hicks is a partner



Josh Hicks
with McDonald Carano Law Firm and RAN's General Counsel.



LEGISLATIVE COMMISSION ADOPTS REGULATIONS

By Liz MacMenamin

THE LEGISLATIVE COMMISSION MET ON

February 27, 2018 for final passage and approval of the following regulations that will be of interest to RAN Chain Drug Council members:

● **R007-17A— PARTIAL FILL OF CONTROLLED SUBSTANCE:** This regulation makes changes to the partial refill of controlled substances. It revises the circumstances in which a pharmacist is authorized to partially fill a prescription for a controlled substance listed in schedule II. This regulation:

(1) requires that the remaining portion of a prescription for a controlled substance listed in schedule II that has been partially filled may be filled, but must not be filled more than 30 days after the date on which the

prescription was written; (2) provides that in an emergency situation, the remaining portion of such a prescription must be filled not later than 72 hours after the prescription was issued; and

(3) requires a pharmacist to refuse to fill or partially fill any prescription for a controlled substance listed in schedule II more than 30 days after the date on which the prescription was written.

● **R0045-17A — PRESCRIPTION MONITORING CHANGES:** This regulation will now require that the pharmacy or practitioner that dispenses a prescription that is listed as a schedule V controlled substance to submit this information to the Board of Pharmacy Prescription Monitoring Program.

This information must include the code number

adopted by the National Center for Health Statistics and the Centers for Medicare and Medicaid Services that corresponds to the diagnosis for which the prescription was prescribed.

This regulation also adopts by reference the most recent edition of the American Society for Automation to Pharmacy and allows for subsequent adoption of future editions.

● **R0046-17A — PRESCRIPTION REQUIREMENTS FOR CONTROLLED SUBSTANCES:** This regulation revises requirements for the information that a provider must provide on prescriptions for all controlled substances. The regulation requires that these prescriptions must include:

- (1) the patient's date of birth;
- (2) the days' supply of

the controlled substance; (3) the code number adopted by the National Center for Health Statistics and the Centers for Medicare and Medicaid Services that corresponds to the diagnosis for which the controlled substance is prescribed.

This regulation also prohibits a pharmacist or pharmaceutical technician from adding or changing the registration number issued to a prescribing practitioner by federal Drug Enforcement Administration on any prescription for a controlled substance.

These regulations are now current law in Nevada after having been adopted by the Legislative Commission. If you have any questions please feel free to call Liz MacMenamin at **775-720-2528**. ■

CREDIT CARD PAYMENTS

*The Retail Association of Nevada is happy to announce that you can now pay your annual membership dues by credit card on the new website: **www.rannv.org**.*

*Please contact Piper Brown if you have any questions, **775-882-1700**.*





NRF/FORRESTER SURVEY SHOWS MERGING OF PHYSICAL AND DIGITAL RETAIL

TRADITIONAL AND ONLINE RETAILING ARE INCREASINGLY

intertwined as customers seamlessly shop across touchpoints and the industry uses both platforms to better serve them, according to the annual State of Retail Online study released by the National Retail Federation(NRF) and Forrester.

“This report shows more than ever that retail is retail regardless of where a sale is made or how the product is delivered,” NRF Vice President for Research Development and Industry Analysis Mark Mathews said.

“Products ordered online are increasingly picked up in-store or shipped from a nearby store, and digital technology being used at bricks-and-mortar locations lets retailers help customers find what they want or make the sale even if the product is out of stock. Traditional retailers have seen the opportunities of online selling for years now, and those selling online increasingly see that stores

are part of the key to success.” Of the companies surveyed this year, 32 percent were “pureplay” online retailers while 57 percent were multichannel retailers, including traditional bricks-and-mortar retailers that also sell online.

This year’s data reveals that 43 percent of store-based retailers surveyed expect a net increase in the number of bricks-and-mortar stores they operate by the end of 2018 compared with 2017, and only 16 percent expect a net reduction.

Additionally, retailers are proactively working on their real estate assets, whether testing new store formats such as opening some type of pop-up store (24 percent), and opening new warehouses or distribution centers (12 percent).

New physical locations are important because 42 percent of retailers surveyed say that faster delivery of online orders is their top customer-facing priority, and many plan to use stores to achieve that goal. Omnichannel services such as buy

online, pick up in-store are an in-store priority for 21 percent, along with 15 percent that cite ship-from-store as a fulfillment priority.

“More brands plan to open stores versus close them this year, which proves that the physical retail store is not doomed as many think it is,” Forrester Vice President and Principal Analyst Sucharita Kodali said.

“Smart retailers understand that the two go hand-in-hand, but customer-obsessed retailers will continue investing in areas like omnichannel to provide customers with the seamless on and offline experiences they expect and now require. This year’s survey proved that while they have work to do in 2018, retailers are moving in the right direction.”

Personalizing the shopping experience was another top priority, cited by 15 percent of store-based retailers. Retailers surveyed are also focused on using technology to better enable store associates to help customers (12 percent), as well as improving the

in-store experience (12 percent). To support their store associates providing service to customers, 61 percent of retailers surveyed plan to spend more on employee training.

Digital continues to contribute significantly to retail overall, both directly and as it influences sales in stores. Seventy percent of retailers surveyed noted that online conversion rates – the number of people browsing an item online who actually follow through and make a purchase online – increased in the past year. Further good news: 62 percent said repeat customers were up and 57 percent said average order values had increased.

While online sales coming from desktop computers currently double those of mobile browsers, mobile sales are growing 36 percent per year versus 8 percent on desktop. Mobile app sales are growing at an annual rate of 16 percent, and accordingly, 89 percent of retailers plan to increase investments in mobile initiatives. ■



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.

Add Staff LLC

Kramer – U LLC

Comstock Enterprises LLC dba Sassy Sweepers

Nami Nevada

DS Commercial Ventures Corporation
dba Henderson Christian Academy Loc # 1/
Angels Christian Academy Loc #2

Peachtree Legacy LLC dba
Window Genie of West Las Vegas

Farm Basket 1 LLC dba
Farm Basket Chicken & Turkey

Royal Glass & Shower Door LLC

Friends for Life Inc

Sonnys Phat Smoke Shop & Gifts Inc

Guzman Vending LLC

Stepping Stones Children’s Academy 2

Joe’s All American Food

The Clean Team LLC

Tradewind Investments Inc

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.



“Workers’ comp that works for you”

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Carson City Office
575 S. Saliman Road, Carson City, NV 89701
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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

MEMBERSHIP INFORMATION: Find out more about RAN’s self insured group. Call Pro Group, **800-859-3177**,

10 ♦ 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**.



What's in your glass?

Choices are great, but they can be overwhelming. This at-a-glance chart can help you understand what's in your 8-ounce glass of milk.



CALORIES AND NUTRIENTS

Calories	110	110	60	80	120
Protein	8g	8g	1g	<1g	1g
Fat	2.5g	4.5g	2.5g	5g	2.5g
Carbohydrates	12g	9g	8g	7g	23g

VITAMINS AND MINERALS ** (% Daily Value*)

Calcium	30%	45%	45%	45%	30%
Phosphorus	25%	25%	N/A***	N/A	15%
Potassium	10%	10%	1%	1%	15%
Riboflavin	25%	30%	30%	N/A	N/A
Vitamin B-12	20%	50%	50%	50%	25%
Vitamin A	10%	10%	10%	10%	10%
Vitamin D	25%	30%	25%	25%	25%

Naturally Occurring
 Good Source = 10%19% DV
Excellent Source = 20%+ DV

PRICE⁴

Per ½ Gallon	\$2.05	\$3.37	\$3.28	\$4.99	\$3.46
Per 8oz. Serving	\$0.26	\$0.42	\$0.41	\$0.62	\$0.43

¹ Cow's Milk levels are per the USDA National Nutrition Database (NDB No.01083 SR-27); available at: <http://ndb.nal.usda.gov/>

² Silk Original Soy Milk, Original Almond Milk, and Original Coconut Milk. Nutritional information per Silk® website www.silk.com

³ Rice Dream Enriched Refrigerated Original. Nutritional information per Rice Dream® website www.tastethedream.com

⁴ Based on gallon volume equivalents per IRI DMI Custom Database Data for 2014 (Jan-Dec) - National Average (Cow's milk based on conventional white milk)

* The percent Daily Value (DV) provides nutrient information based on a caloric intake of 2,000 calories for adults and children 4 or more years of age.

**Nutrient information not listed here can be found on the product website

***Nutrient not listed on product website



NATIONAL DAIRY COUNCIL



REMINDER

PRESCRIPTION DRUG ROUND UP STATEWIDE

Saturday, April 28
10:00 AM - 2:00 PM

Drop Off Locations in Northern Nevada

RENO:

Raley's
18144 Wedge Parkway

SaveMart
10500 N. McCarran Blvd.

Scolari's
4788 Caughlin Parkway

Smith's
175 Lemmon Drive

UNR Lawlor Events Center
15th St. and Virginia St.

SPARKS:

CVS
680 N. McCarran Blvd.

Walgreens
3000 Vista Blvd.

ACCEPTABLE ITEMS:

Un-needed prescription drugs (in original containers with patient name marked out)

Prescription liquids

Pet medications

FOR ALL LOCATIONS IN NEVADA PLEASE GO TO:

<https://takebackday.dea.gov/>



Retail Association of Nevada
 410 South Minnesota Street
 Carson City, Nevada 89703-4272

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FEBRUARY RETAIL SALES INCREASE 4.4 PERCENT OVER LAST YEAR

WASHINGTON: FEBRUARY RETAIL SALES INCREASED

0.3 percent seasonally adjusted over January and 4.4 percent year-over-year as the economy continued to grow, the National Retail Federation said today. The numbers exclude automobiles, gasoline stations and restaurants.

"Consumers are still in the driver's seat," NRF Chief Economist Jack Kleinhenz said. "Month-to-month comparisons don't tell the whole story because of seasonal adjustment factors, but the three-month moving average and other year-over-year numbers are better

indicators that reflect how sales are really increasing. It's still too early to draw conclusions about the impact of tax cuts but extra money in shoppers' pockets should help as the year goes forward. With consumer confidence and employment growing, economic fundamentals are favorable for spending to expand in the coming months."

The three-month moving average was also up 4.4 percent over the same period a year ago, and the results come as NRF is forecasting that 2018 retail sales will grow between 3.8 percent and 4.4 percent over 2017.

The February numbers

won back a slight monthly dip seen in January, which declined 0.2 percent from December coming off one of the best holiday seasons in years but was up 5.4 percent year-over-year.

NRF's numbers are based on data from the U.S. Census Bureau, which said overall February sales – including automobiles, gasoline and restaurants – were down 0.1 percent seasonally adjusted from January but up 4 percent year-over-year.

Specifics from key retail sectors during February include:

Online and other non-store sales were up 10.5 percent year-over-year and

up 1 percent over January seasonally adjusted. ■

UPCOMING

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