RAN
Retail Association of Nevada

July 2016

LOOKING OUT FOR BUSINESS

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NEVADA NEWS

EASY PEASY

By Bryan Wachter

ON MARCH 18TH, 2015, DURING A JOINT MEETING OF THE NEVADA Senate's Revenue and the Nevada Assembly's Taxation Committees, Governor Sandoval introduced the first version of what would ultimately become our New Commerce Tax. Governor Sandoval stressed that his new proposal to use a business's gross receipts to determine their tax rate was the result of lessons learned from prior gross receipts proposals from 2003, 2011, and most recently from the margin tax ballot question in 2014.

One of the largest points Governor Sandoval wanted to make about his new tax was that it was, "easy to administer and comply."

Contrary to the Governor's statement as to the ease of administering a gross receipts based tax, the latest commerce tax discussion took place on June 27th, 2016 at the Nevada Tax Commission meeting, a full 12 months since the Legislature passed the commerce tax in the first place. A two hour long discussion regarding the forms that businesses would use to file their commerce tax liability was the perfect example of how hopelessly difficult it had been to enact regulations that would provide guidance to Nevada companies who faced this new tax.

Fundamental elements of the commerce tax; such as who actually owes the tax, how to determine a company's industry and therefore their rate, and even the definition of taxable revenue are issues that took months to resolve as the legislature and the governor had left little guidance and the tax department strained to exceed their authority under Senate Bill 483.

The Commerce Tax is due on August 15th of this year, just a few short weeks away and it wasn't until the end of June (the 28th to be exact) that the regulations implementing the commerce tax and explaining to businesses how to calculate and pay the tax were passed into law by the Legislative Commission.

There is no reason to debate the merits of the commerce tax at this point. It is law and it's finally been explained properly so it can be paid but interested parties need to remember that there will be problems, that in less than 30 days we'll know if the State's projections on the revenue realized was correct, and we'll know if a business can address a tax that wasn't properly defined until 45 days before it was due. The question still remains if administering this tax was the opposite of easy, how easy will Nevada's businesses find themselves able to comply? ■

INSIDE

Nevada Retailer Receives National Recognition

LOCAL SMALL BUSINESS RETAILERS TOM AND IRIS STILLE, owners of River School Farm in Reno, were recognized by the National Retail Federation for their contribution to advocacy and have been named as one of America's Retail Champions. As Champions, Tom and Iris had the opportunity to fly to Washington, D.C. to take part in NRF's Retail Advocate's Summit from May 23-25, 2016.

"Through the America's Retail Champions program, the National Retail Federation is proud to host hardworking small business owners in Washington, D.C. to recognize our industry's most engaged retail advocates," NRF President and CEO Matthew Shay said.

"These men and women truly personify the American Dream, and it is important that Washington lawmakers hear first-hand from retail job and opportunity creators in towns large and small across the country. We thank Tom and Iris for taking time away from their business to make sure the voice of retail is heard loud and clear in our nation's capital."

L-R: Tom Sille, Rita Stille, Owners of River School Farm, Reno; Rep. Mark Amodei (R-CD 2); Jill Rice, Larry Rice, Owners of Nevada Unique Store, Gardnerville.

The America's Retail Champions program, now in its third year, honors retailers who make their mark on public policy debates directly affecting the industry. More than 100 retailers across the nation, from online sellers to mid-size and small retail store owners, have been nominated by state retail associations, small business retailers and their peers based on their engagement in public policy discussions on issues ranging from patent reform and online sales tax to data security and labor policy.

Also attending the presentations to the Nevada Congressmen were RAN Sr. Vice President of Public and Government Affairs Bryan Wachter, and Vice President of Administration/ Government Affairs Lea Tauchen.

L-R: Larry Rice, Jill Rice, Owners of Nevada Unique Store, Gardnerville; Rep. Joe Heck (R-CD 3); Rita Stille, Tom Stille, Owners of River School Farm, Reno.

Representative Cresent Hardy (R-CD 4) also earned an award from NRF, but a presentation could not be coordinated with his schedule.

NRF is the world's largest retail trade association, representing discount and department stores, home goods and specialty stores, Main Street merchants, grocers, wholesalers, chain restaurants and Internet retailers from the United States and more than 45 countries. Retail is the nation's largest private sector employer, supporting one in four U.S. jobs – 42 million working Americans. Contributing $2.6 trillion to annual GDP, retail is a daily barometer for the nation's economy. NRF's This is Retail campaign highlights the industry's opportunities for life-long careers, how retailers strengthen communities, and the critical role that retail plays in driving innovation. **nrf.com** ■

L-R: Larry Rice, Jill Rice, Owners of Nevada Unique Store, Gardnerville; U.S. Sen. Dean Heller (R-NV); Rita Stille, Tom Stille, Owners of River School Farm, Reno.

New Washoe County Food Establishment Rating System Coming

By Lea Tauchen

Washoe County Health District, Environmental Health Services (EHS), has unveiled a new food establishment rating system that will be implemented in November. A color coded scale will replace current numerical scores. Inspection forms have also been upgraded.

Together, this new system will identify the critical violations that could contribute to foodborne illness and help better protect consumer health.

No scores or placards will be posted at the food establishment location. However, all EHS inspection results will be available to the public on **www.washoeeats.com.** The format is easy to understand as it is modeled after the red, yellow, and green of a stoplight. A food establishment assigned a green symbol has passed.

A yellow symbol indicates a conditional pass and corrections are required.

And a red symbol means that the business has been closed for posing an imminent threat to public health and safety.

To learn more about the new inspection process and forms, EHS will be hosting free workshops. No registration is required.

- September 12, 2016 from 9:30–10:30am at the Eldorado Resort Casino, Reno
- September 13, 2016 from 9:00–10:00am in the Washoe County Complex, Building B
- September 14, 2016 from 3:00–4:00pm in the Washoe County Complex, Building B

Additionally, EHS offers free Food Safety workshops periodically throughout the year

These training sessions will cover topics such as Food Regulations, HACCP Plan requirements, best practices, and other topics of interest to food establishment owners, operators, and employees.

To be notified of workshop times and locations please visit **https://www.washoecounty.us/county_news_subscriptions.php** and sign up for the topic Food Safety. You may also get updates by following EHS on FaceBook at **https://www.facebook.com/wchdehs** or by emailing them with questions or comments at **foodsafety@washoecounty.us.** ■

FLATTERY WILL GET YOU

By James Larsen

FLATTERY WAS THE SUBJECT OF RECENT RESEARCH BY James Westphal from the University of Michigan.

But wait, you say. Flattery is what a young man does when he tells a young lady she's the prettiest girl he's ever seen. She blushes and gives him some attention. What's that got to do with retailing? Maybe a lot. Let's define our terms.

Westphal used a broad definition of flattery that includes behaviors intended to enhance the flatterer's attractiveness to the target of his flattery. Examples include expressions of liking, admiration, respect, and compliments, and non-verbal behaviors such as smiling and attentiveness. When it is successful, the person being flattered changes his/her attitudes about the flatterer.

When flattery succeeds, the target not only finds the flatterer more attractive and gives that person more attention––he/she also feels an obligation to the flatterer.

Flattery feels good. It enhances one's self-image and helps a person feel more competent, and it incurs a subtle debt. The young lady is more likely to allow the young man a kiss. The business executive is more likely to sign the contract. The customer is more likely to buy. More likely, that is, unless the flattery backfires.

Flattery backfires and reduces the attractiveness of the flatterer when it is recognized as insincere - a lie told to gain the hoped-for favor. The pretty girl now dislikes the flatterer. The business executive finds an alternate supplier. The customer walks out.

"When flattery succeeds, the target not only finds the flatterer more attractive and gives that person more attention––he/she also feels an obligation to the flatterer."

The flatterer is betrayed by his facial muscles, tone of voice, and posture. His words say one thing. His manner says he's lying. In the study of interpersonal influence, this is known as the "ingratiator's dilemma," and the prettier the girl, and the more important the executive, the more sensitive they are, and the more likely they are to sniff out an insincere compliment. The flatterer risks much, and yet flattery persists.

Westphal believed he could find business people who had solved the ingratiator's dilemma in a large group of corporate directors he was studying, so he went looking for them, found them, and discovered how they did it. Here's what he learned.

Successful flatterers anticipate and prepare for meetings with the targets of their flattery. They learn about them and study their backgrounds. They search for qualities and experiences they have in common, and they concentrate their thinking on these qualities and experiences as their attempts to flatter draw close. They also avoid thinking about ways they are dissimilar.

This concentration on similarities takes advantage of a tendency to like and prefer the companionship of people just like us. For example, people from the same hometown, with the same college major and similar work experiences, who served in the same branch of the armed services, come from the same generation, and belong to the same social and service groups, and on and on.

Westphal discovered that this mental exercise trains the flatterer's affect to match his words so that when he compliments the target of his flattery, he really does feel very kindly disposed toward the person. He really does admire and like him, and his words and his affect match. Now, the attempt at flattery does not seem insincere.

It seems genuine, and the subtle feeling of debt follows the pleasurable sensation of being complimented.

In Westphal's research, coveted board appointments followed these successful flattery attempts, rewards that demonstrated the benefit of flattery.

Westphal also found that this mental exercise to focus on commonalities was most helpful with dissimilar targets, that is, targets quite dissimilar from the flatterer.

Differences in race and nationality offered the greatest challenge to find commonalities, yet they proved to be the most valuable when accomplished. Perhaps, the feelings of difference heightened the gratitude felt toward those who found ways to bridge it. ■

Reference: businesspsych.org

Summer is a Great Time to "Rethink Your Drink"

Contributed by Dr. Jamie Benedict and Dr. Chenin Trefz,
Department of Agriculture, Nutrition and Veterinary Sciences, University of Nevada, Reno

RETHINK YOUR DRINK IS A SOCIAL MARKETING campaign currently underway to encourage families with young children in Northern Nevada to replace sugary drinks with healthier alternatives. Implemented by nutrition faculty at the University of Nevada, Reno since 2011, the program includes a variety of different approaches developed to reach the intended audience. These include promotional advertisements; a website and social media presence; and distribution of educational materials to families through health care professionals, and through direct-mail to households. This year's campaign is the largest ever and will benefit thousands of families.

To maximize effectiveness of the campaign, faculty have recently been exploring opportunities to partner with local grocery stores in Washoe County to develop strategies that will facilitate healthful beverage choices at the point-of-purchase. Some ideas included the creation of a "family friendly" checkout aisle that does not display or promote sugary drinks, the distribution of educational materials, and opportunities to sample refreshing healthful drinks with no added sugar. Overall, the feedback received from the grocery stores has been positive and supportive of the campaign. Plans are underway to start with a few stores initially to learn what will work best in this community.

Funding for Rethink Your Drink campaign is provided by the USDA's Supplemental Nutrition Assistance Program (SNAP). For more information about Rethink Your Drink effort, please visit **www.rethinkyourdrinknevada.com** or write to **rethinkyourdrink@cabnr.unr.edu.** ■

NRF Praises Plan to Repeal Obamacare Mandates

WASHINGTON— THE NATIONAL RETAIL FEDERATION (NRF) released the following statement from Vice President for Health Care Policy Neil Trautwein in response to a plan unveiled by House Republican leadership to replace President Obama's Affordable Care Act.

"Speaker Ryan's proposal represents an ambitious and aggressive start to the next round of conversations about the direction of health care in this country. NRF looks forward to participating in that discussion."

"We see parts that we like, such as repealing the employer mandate and the ACA's definition of 30 hours a week as full-time rather than 40, but other pieces need significant work. We are greatly concerned by the proposal to cap the employee exclusion from taxable income for employer-provided health benefits.

"For employees, this will amount to a tax on a portion of their benefits, thus reducing their total compensation. Given that employers are in no position to compensate with higher wages, unhappy employees are a likely result.

Any human resource manager can readily testify as to how sensitive employees are to the slightest change in benefits.

The much-reviled Cadillac tax also sought to drive down health care consumption by reducing employee benefits. We oppose them both. Policymakers should look elsewhere — medical providers, for example — to address rising health care costs.

"Retailers agree with the leadership's vision of a competition-driven private health care market. However, employer-based health benefits are the source of coverage for 175 million Americans, and care must be taken to preserve this foundation."

"In a post-ACA environment without mandatory individual participation, employees will become even more resistant to increases in their share of the cost of employer-sponsored benefits. Younger, healthier employees may choose to drop their coverage all together rather than pay more taxes." ■

Nevada Notes

COMMERCE TAX DUE AUG. 15 FOR BUSINESSES

With the collapse of an attempt to overturn the commerce tax, the first payments will be due from businesses for current fiscal year on Aug. 15.

The commerce tax is a gross revenue tax on each business in the state whose gross revenue in a fiscal year exceeds $4 million.

The reporting period is July 1 through June 30, and the return is due 45 days after the end of the taxable year. The rate of the tax businesses owed is dependent on the industry the business is classified under, which can be found on **tax.nv.gov.**

There are several entities exempt from the tax including credit unions, nonprofits and governmental entities.

For questions or to locate forms visit **tax.nv.gov.** or email **comtax@tax.state.nv.us**

For a search of specific legislation visit **search.leg.state.nv.us/NRS/NRS.html.**

Record-Courier

BALLOT MEASURE BACKERS SEND NAMES

Three groups proposing Nevada ballot questions have submitted signatures in an effort to qualify the measures for the November election. The measures would reverse a rooftop solar rate hike; undo NV Energy's monopoly and exempt more medical equipment from the sales tax.

Marijuana and guns: Two petitions already have gathered enough signatures to guarantee their place on the ballot.

One would expand background checks to more gun sales and transfers, which will be Ballot Question 1, and the other, Ballot Question 2, would legalize recreational marijuana.

RGJ/AP

EMPLOYERS TOLD TO HAVE POLICY...

Employers, including small businesses, should put in place employee drug policies to deal with legalized marijuana.

Employee drug use, which includes marijuana, costs businesses more than $129 billion a year in lost revenue, and can cost a small business up to $7,000 a month in lost productivity, according to Jo McGuire, director of compliance and corporate training at Conspire!, a Colorado Springs, Colo., drug testing company.

McGuire spoke on the topic of Marijuana and Workplace Challenges at a Chamber of Commerce lunch in Carson City.

She said the key is to have a written policy, communicate it effectively to all employees and enforce it uniformly. The Colorado Supreme Court has routinely ruled on the side of employers when the employer has had a well-documented and consistently applied drug policy.

Nevada Appeal

MILLENIALS DRIVING SHOPPING CENTER CHANGES

Restaurants and experiences that cater to the tastes of millenials are the hottest trends in the ongoing drive to create consumer traffic at shopping centers.

Nearly 40,000 industry leaders flocked to the Las Vegas Convention Center from May 22–25 for ICSC RECon, an annual global convention for the shopping center sector.

Millennials — those born between 1982 and 2002 — are the largest consumer group in the U.S. so embracing their spending patterns is key for retailers and retail developments to survive.

Las Vegas is not the only one focusing on restaurants and experiences as shopping malls across the country are incorporating as many of them as they can.

Delivering a fast and easy experience is also vital for retailers and restaurants as people are turning to their mobile devices to shop and place food orders.

A retailer or brand can be placed in areas with high traffic such as corporate offices, hospitals and hotels where a brick-and-mortar store might not have been effective.

In the ever-changing retail landscape, restaurants will be the force for the industry for at least the near future.

Las Vegas Business Press

PHARMACISTS LEARN WARNING SIGNS OF PRESCRIPTION DRUG ABUSE

Partnership Carson City — an organization dedicated to community wellness, including drug prevention and education — hosted a recent "Last Set of Eyes" symposium to alert pharmacy workers to potential abuse.

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National Notes

WALMART LOOKS TO DRONES TO SPEED DISTRIBUTION

Soon, the labyrinthine aisles at Walmart's distribution centers — stocked high with canned beans, toys and many other products — could also have a low humming sound.

Walmart, the country's largest retailer, is testing the use of flying drones to handle inventory at its large warehouses, which supply the thousands of Walmart stores throughout the nation. In six to nine months, the company said, the machines may be used in one or more of its distribution centers.

At a demonstration at a dry goods distribution center, a drone moved up and down an aisle packed nearly to the ceiling with boxes, taking 30 images per second. The machines could help catalog in as little as a day what now takes employees about a month.

Walmart applied to the Federal Aviation Administration for permission to begin testing drones last year.

Walmart is testing its new technology for the next six to nine months as part of its Emerging Sciences and Technology group, which focuses on drones, virtual reality and other technologies to see how they might help improve its supply chain. The company said drones may have other applications, perhaps even in its stores, but did not give details.

Walmart operates 190 distribution centers in the United States, and each one services 100 to 150 stores. Millions of items can move through the centers each week and onto a fleet that includes 6,500 trucks and 8,000 drivers to move merchandise throughout the United States.

Business Day

FOR BETTER HEART CARE, GET A PHARMACIST ON YOUR TEAM

People with poorly controlled risk factors for heart disease could cut their chances of future trouble by having pharmacists help manage their care, new Canadian research suggests.

For the study, trained community pharmacists recruited people at high risk for heart attack and stroke. Half of the study participants received "medication therapy management" in tandem with a pharmacist and half received "usual" care.

After three months, people who received intensive services to help them meet treatment targets had a 21 percent lower risk of future heart events when compared with those who received usual care, the study found.

People receiving pharmacists' care lowered their estimated future risk of heart disease by more than 5 percent from the beginning of the study to its conclusion three months later. There was little change in risk for those receiving usual care. The United States could benefit from replicating this model of care as there are approximately 400,000 pharmacists.

Heart disease costs the United States an estimated $444 billion annually in health-care costs and lost productivity, the study authors noted.

Some U.S. pharmacists already manage people with chronic conditions and complex medication regimens. But it's not routine because reimbursement opportunities are limited.

Pharmacists, unlike doctors, are not considered "providers" of care under the federal Medicare statute and cannot bill the health program directly, the researchers said.

Health Day

U.S. MAY RETAIL SALES BEAT EXPECTATIONS

U.S. retail sales rose more than expected in May as Americans bought automobiles and a range of other goods, suggesting economic growth was gaining steam despite a sharp slowdown in job creation.

The Commerce Department said retail sales increased 0.5 percent after surging by an unrevised 1.3 percent in April. It was the second straight month of gains and lifted sales 2.5 percent from a year ago.

These so-called core retail sales correspond most closely with the consumer-spending component of gross domestic product. They were previously reported to have risen 0.9 percent in April. Economists polled by Reuters had forecast both overall retail and core sales gaining 0.3 percent last month.

The fairly strong May retail sales report could see economists raising their second-quarter GDP growth estimates, which are currently around a 2.5

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Hensarling Repeal Would Double Debit Card Fees Paid by Retailers and Consumers

WASHINGTON—THE NATIONAL RETAIL FEDERATION said Congress should reject a proposal from the head of the House Financial Services Committee to repeal a cap on debit card swipe fees that has saved consumers billions of dollars over the past five years.

"Repealing this cap would double the fees that banks charge retailers and their customers when they use a debit card to pay for purchases," NRF Senior Vice President and General Counsel Mallory Duncan said. "Doubling swipe fees and driving up prices paid by consumers seems like a strange platform to ask members of Congress to run on during an election year. A vote to repeal the Durbin Amendment is a vote for higher consumer prices and isn't likely to win many votes in November."

"Without Durbin's competition-enhancing standards, banks would be free to return to the days of unfettered price fixing when they could charge monopoly-like fees for a task that costs them pennies," Duncan said. "We can't allow that to happen. Swipe fees are a hidden tax on goods and services purchased by consumers every day. Hidden taxes are bad for consumers and our nation's economy."

Prior to passage of the Durbin Amendment as part of Dodd-Frank, banks charged retailers 1-2 percent of the purchase amount to process debit card transactions. That amounted to about 45 cents on the typical debit purchases but could come to several dollars on larger purchases.

Durbin required the Federal Reserve to adopt regulations resulting in "reasonable and proportional" debit swipe fees. Under rules that took effect in October 2011, debit swipe was limited to a flat fee of 22 cents per transaction plus 0.05 percent of the purchase, or just under a quarter in most cases. The cap applies only to the nation's largest banks, but they issue the majority of debit cards.

Without the cap, the typical debit swipe fee would likely go back to the previous 45 cents if not higher, Duncan said.

In addition to repealing the cap, the Hensarling and Neugebauer proposals would repeal a Durbin provision that lets retailers route debit transactions over payment networks that compete with those owned by the major card companies.

Retailers have passed along the overwhelming majority of the $8.5 billion in annual savings from Durbin to consumers, according to a study conducted by noted economist Robert Shapiro.

At 22 cents, however, the cap is more than five times banks' actual cost of processing debit transactions, and NRF earlier this year urged the Federal Reserve to set the cap at a lower level. The Fed has estimated banks' actual cost of processing debit transactions at an average of only 4 cents.

An NRF survey conducted last weekend found that 89 percent of consumers responding said the cap should be left in place. ■

Study Says Trans-Pacific Partnership Would Bring 'Significant Positive Impact' for Retailers, Consumers

THE RECENTLY NEGOTIATED TRANS-PACIFIC PARTNERSHIP trade agreement will have a positive impact on both retailers and American consumers once enacted, according to a new report released by the National Retail Federation.

"This report shows the importance of international trade to the U.S. economy and how TPP creates economic growth and opportunity in the United States," NRF President and CEO Matthew Shay said. "Congress should move quickly to approve this agreement so American workers, consumers and businesses can begin to realize those advantages as soon as possible."

Continued on page 9

Retailers Laud Congressional Action to Block Overtime Rule

WASHINGTON— THE NATIONAL RETAIL FEDERATION released the following statement on the hearing by the House Education and Workforce Committee on the Labor Department's new overtime rule.

"Retailers are happy to see that our allies in Congress aren't taking their foot off the gas when it comes to trying to stop DOL's reckless overtime rules from going into effect," NRF's Senior Vice President for Government Relations David French said.

"Under the leadership of Sen. Alexander, 44 senators went on record earlier this week in opposing this rule, which Sen. Alexander rightly observed would be better named the timecard rule or the higher tuition rule for its real-world impact on the American people.

"Today, members of the House Education and Workforce Committee will hear from human resource officers from a university in Kansas and a nonprofit in New Hampshire about how this rule will harm their organizations and the people they serve. While supporters of the rule have offered up a think-tank philosopher to argue why further regulation of the workforce will supposedly benefit everyone.

"Research conducted for NRF shows that the rule will force employers to limit hours or cut base pay in order to make up for the added payroll costs of overtime expansion, leaving most workers with no increase in take-home pay despite added administrative costs."

"Retailers large and small agree with nonprofit organizations, higher education institutions, municipal and county governments, and other employers overtime eligibility will not suddenly lead to overtime pay. Instead, by direction of the Labor Department, we will be forced align our workforce to limit overtime pay in ways that undermine career opportunities and better futures for both retail associates and retail companies."

Research conducted for NRF shows that the rule will force employers to limit hours or cut base pay in order to make up for the added payroll costs of overtime expansion, leaving most workers with no increase in take-home pay despite added administrative costs. A separate survey found that the majority of retail managers and assistant managers the new regulations are supposed to help oppose the plan. ■

Trans-Pacific Partnership *Continued from page 8*

The "Trans-Pacific Partnership Agreement Holds Potential for Retailers and American Families" report said that prices of imported retail merchandise are driven up considerably by tariffs, which amount to hidden taxes on consumers that can range as high as 67.5 percent on footwear or 32 percent on apparel, for example. Tariffs on goods from TPP countries totaled nearly $6 billion in 2015, and nearly all would eventually be eliminated after the measure is enacted, which would benefit consumers through lower prices.

The report found that international trade is a major supporter of U.S. employment, accounting for 6.9 million U.S. jobs in the retail industry.

"The TPP will have a significant positive impact on American families, workers and the retailers who seek to provide them with a wide range of goods at affordable prices," according to the report, which was prepared for NRF by The Trade Partnership. "It will lower costs across global supply chains in the TPP region, and those lower costs will be reflected in U.S. price tags.... Families will benefit from greater spending power both from lower prices and higher wages."

In addition to the economic value of eliminating tariffs, the report highlighted labor and environmental protections in the agreement that would be valuable to U.S. retailers.

"TPP will make it much easier for retailers to ensure that factories in TPP countries adhere to labor and environment conditions in their codes of conduct," the report said, citing prohibitions against child and forced labor and protections for endangered species. ■

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.

Bartt Campbell dba Longhorn Bar

Bicentennial Animal Hospital LLC dba Inspirada Animal Hospital

CJOG Auto Operating Company LLC

CJOG Operating Company LLC dba OG

Coit Services of Reno LLC

Gimp Inc dba Past Time Signs/Vintage Sign Co

Labeeg Building Services Inc

Premiere Home Entertainment LLC

Tonopah Liquor Company LLC

Witcco LLC dba Witcco General Contractors

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.

MEMBERSHIP INFORMATION: Find out more about RAN's self insured group. Call Pro Group, **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 6*

The Nevada Division of Investigation said only recently has law enforcement taken seriously the abuse of prescription medication.

Pharmacists will be affected by the rise in abuse. They warned that with more controls there will be an increase in heroin.

Unintended consequences could result in pharmacy burglaries and fraudulent scripts.

Some of the warning signs for pharmacists:

- Doctors overprescribing or a doctor who doesn't normally prescribe painkillers starts giving them out in abundance;
- If people are insistent for brand names. Prescription pill users don't want the generic brand;
- Some users crush the pills to inject straight into the bloodstream. If users ask for larger-gauge needles, that should probably start setting alarms off.

Pharmacists and technicians were advised to remain vigilant and work with law enforcement officials including verifying driver's licenses, confirming doctors really exist and being generally suspicious.

Nevada Appeal

National Notes *Continued from page 7*

percent annualized rate. The economy grew at a 0.8 percent rate in the first quarter.

Sales at clothing stores increased 0.8 percent, the largest gain since November. Online retail sales shot up 1.3 percent. Receipts at sporting goods and hobby stores jumped 1.3 percent last month.

Restaurants and bars sales climbed 0.8 percent. Sales at electronics and appliance outlets gained 0.3 percent. But sales at building materials and garden equipment stores fell 1.8 percent after declining 2.0 percent in April. Furniture store sales dipped 0.1 percent.

Reuters

AMERICANS TO SPEND THE SAME FOR JULY 4

(Editor's note: This was forecast prior to publication.)

The average family will spend about the same on Independence Day cookouts and picnics this year as last, but with more Americans celebrating the holiday, total spending should be slightly higher, according to the National Retail Federation's annual survey conducted by Prosper Insights and Analytics.

"Americans are ready to kick-start summer by enjoying Independence Day with family and friends," NRF President and CEO Matthew Shay said. "Whether it's low gas prices or just good weather, more people plan to celebrate this year, and that means more shoppers are online and in stores as they prepare for the festivities."

The survey found that an estimated 214 million people plan to celebrate the holiday, which will result an expected total spending of $6.8 billion, up 1.4 percent from last year.

Consumers will spend an average of $71.34 per household on food for barbecues and picnics, essentially unchanged from last year's $71.23.

The survey also found that American families are well-stocked on patriotic items: Nearly two-thirds own a U.S. flag, half own patriotic-themed apparel such as T-shirts and hats and a third own patriotic decorations. Nonetheless, 25 percent plan to purchase more of these items in preparation for the holiday.

The weekend is also a popular time for travel and vacations with 12.7 percent, or 31 million, saying they will head out of town. With gasoline prices relatively low, only 21 percent said gas prices will affect their travel plans, down from 22 percent last year and a peak of 47 percent when gas prices were higher in 2011.

The survey of 6,811 consumers was conducted June 1-7 and has a margin of error of plus or minus 1.2 percentage points. *NRF*

"There is nothing which we receive with so much reluctance as advice."

Joseph Addison (1672-1719),
English essayist, poet, playwright, and politician. The Spectator (1711)

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410 South Minnesota Street
Carson City, Nevada 89703-4272

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RENO, NV
PERMIT NO. 931

NEVADA NEWS

Nevada News is published by the Retail Association of Nevada, a nonpartisan, nonprofit corporation founded in 1969 representing the Retail Community, the Chain Drug Council and the Grocery Industry Council.

Mary F. Lau
President/CEO

Bryan Wachter
Senior Vice President of Public and Government Affairs

Elizabeth MacMenamin
Vice President of Government Affairs

Lea Tauchen
Vice President of Administration/ Government Affairs

Amanda Schweisthal
Public Affairs Manager

Piper Brown
Office Manager

Ande Engleman
Newsletter Editor

Sue Arzillo, Alphabet Soup Inc.
Newsletter Design & Layout

NRF Calls for Pro-Growth, Pro-Consumer Tax Reform Plan

THE NATIONAL RETAIL FEDERATION WELCOMED a tax reform proposal released by House Ways and Means Committee Chairman Kevin Brady, R-Texas.

"This is an important step in the policy discussions on fundamental tax reform," NRF Senior Vice President for Government Affairs David French said.

"With the highest corporate tax rate in the industrialized world, our current corporate tax system discourages investment in the United States, harming our businesses and, more importantly, our consumers. This proposal would drastically reduce the U.S. corporate tax rate and make it more competitive with other nations."

"We have real concerns about the proposal's movement toward taxation of consumption rather than income," French said.

"Higher taxes on consumption would harm middle-class Americans through lower real wages and higher consumer prices. Clearly a 20 percent tax on the wide range of consumer goods that are imported into the United States would put increased economic pressure on families who can least afford it.

NRF has called for years for business income tax reform that would "broaden the base" by ending tax provisions that benefit only a few industries and using the revenue saved to lower tax rates for all businesses. NRF last year commissioned a study showing that this type of income tax reform would provide the average family of four with an additional $3,000 a year to spend.

NRF has concerns with consumption taxes. Earlier studies commissioned by NRF showed the negative impact consumption taxes would have on jobs and the consumer. NRF is committed to studying the Brady tax reform proposal to determine the economic impact on the retail industry and its customers. ■