PRESIDENT OBAMA, SHORTLY AFTER TAKING OFFICE IN 2008, REMARKED that, “A democracy requires accountability, and accountability requires transparency.” The Retail Association of Nevada agrees, and since 2005, RAN has been producing our legislative matrix, which holds legislators accountable to their voting records. (To learn how RAN calculates our matrix, please see “How Matrix Scores are Calculated” on page 4) RAN’s matrix enables our government affairs team to grade Nevada’s legislators on how they vote to protect (or harm) our members and their ability to remain successful.

Owing to RAN’s nearly decade-long effort to hold our elected officials responsible for their floor votes, our historical data gives RAN a powerful tool to judge not only how pro-business a particular legislator chooses to vote, but how pro-business an entire legislative session is. In comparison to previous and subsequent sessions, under many different variables.

For instance, variables such as term-limits seem to have a large impact on how a legislature votes. Looking at the matrix scores over time (see graphs on page 4), in the 2011 Session, the first session after term-limits took effect, the Assembly scored considerably lower than previous assemblies. As a result of this trend, RAN has made an effort to expand our programs to educate new legislative freshman on the awesome impact the introduction and passage of legislation can have on how a business operates, grows, and thrives.

RAN also uses our matrix as a tool to monitor how legislative leadership chooses to address the major business issues in front of the Legislature. Leadership is directly responsible for what bills make it to the floor and receive a vote; when more anti-business legislation comes before the body, the more anti-business legislators tend to vote.

If knowledge is power, RAN comes fully armed. Not only do we use our matrix as a barometer on legislative attitudes toward business, but as a reason for RAN’s support in the next election cycle. RAN does not rely on incumbency or promises when choosing whom to donate to; rather, we make our contribution choices based on voting records. Unless a legislator receives a score of 65% or greater, RAN is unable to support that legislator in the next election cycle.

For now, RAN finds promise in the most recent matrix trend. On average, scores are increasing, amid Democrats and Republicans, and between the Assembly and the Senate. We have confidence that our matrix will remain a helpful instrument both for legislators who want to be more business-friendly, and for our members who are looking to identify which legislators to support. After all, the president is right: democracy requires transparency.
Legislative Changes for Health Care Practitioners

By Liz MacMenamin

Assembly Bill 170, from the 77th Legislative Session, became effective on July 1, 2013. This legislation amended the practice requirements of an Advanced Practitioner of Nursing, which will now be recognized as an Advanced Practice Registered Nurse (APRN). Bill expands the availability of health care providers in Nevada, especially to those living in the rural parts of the state.

If an APRN has clinically practiced for more than 2 years or 2,000 hours, they will no longer be required to have a formal, written collaborative agreement with a physician. If these criteria are not met, an APRN will still be required to have this formal agreement with a physician with written protocols, if the APRN is prescribing controlled substances. An APRN with prescribing privileges must also register with the Nevada Board of Pharmacy.

It also allows the Board of Nursing to require that all APRN’s carry malpractice insurance. The Nevada Board of Nursing will be working on regulations as to the amounts and types that will be required.

If you have any questions about the new law, you may contact the Nevada State Board of Nursing. There is information on the NSBN website that may also help with any concerns or questions that may arise in regards to these changes.
How Matrix Scores Are Calculated

By Lea Tauchen

Retail Association of Nevada has published a legislative voting matrix following each legislative session since 2005. Each session begins with a clean slate. RAN does not carry forward votes on the matrix from session to session. This allows legislators an opportunity to become more familiar with business issues and vote their conscience.

The sixteen bills that appear on the matrix represent a cross section of our member issues, with general business, general merchandise, grocery and pharmacy issues all taken into account. For each bill, the scores are based on the final floor vote in either chamber, and not based on votes taken in committee. A score of “5” indicates a pro-business position on a bill while a “0” indicates an anti-business position on a bill. Points earned on all of the bills together account for 80 points of a senator’s total matrix score. The total vote-points for an assemblyman is 75. Bill Introductions and Accessibility account for the remaining possible ten points of their score.

The bill introduction category scores legislators on the business impact of the bills they requested, regardless of whether those bills received a hearing or a vote. The accessibility category scores legislators on the work that happens between committee hearings and floor sessions. Having the opportunity to discuss business issues with legislators is crucial to the legislative process. Bill Introductions and Accessibility scores range from the lowest possible score of “–5” to the highest possible score of “5”, with “0” being a neutral score. There is also an opportunity for legislators to earn up to five extra credit points.

The Committee Assistance category scores legislators on their ability to advance pro-business legislation by asking pertinent questions during committee hearings, speaking publicly in favor of such issues, lobbying their colleagues, etc. Committee Assistance scores range from the lowest possible score of “–5” to the highest possible score of “5”, with “0” being a neutral score.

RAN has determined that an individual legislator’s total matrix score of 65% or greater is necessary for us to consider making a campaign contribution for the election cycle.

The full matrix is available on the RAN website at www.rannv.org. However, you may also view each legislator’s matrix score charted on pages 2 and 3 of this issue of Nevada News. In addition, all legislative votes are public record and are available through the Legislative Council Bureau website at www.leg.state.nv.us. We encourage our members to research votes on bills of particular interest to them. And contact your legislators to thank them for their support or urge them to do better next session.

See the Matrix graphs on pages 2 and 3.
THE NEVADA STATE BOARD OF PHARMACY (BOARD) MET
July 24th and 25th in Las Vegas at the Hilton Garden Inn on South Las Vegas Boulevard. This was the Board’s first meeting at their new location since the Las Vegas Chamber of Commerce’s recent move.

The Board attorney gave an update on actions being taken as a result of legislation passed during the 2013 Legislative Session. Staff is working with all interested parties on language regarding the electronic tracking system that tracks purchases of pseudoephedrine products. The Board will hear this language at the September meeting.

There was no workshop or public hearing at this meeting. The September meeting in Reno will have a workshop to discuss language changes to some existing regulations. NAC 639.710 regulates the delivery of prescription drugs, and after much discussion, the Board determined that the current language is too restrictive and fails to meet the needs of some of the public who require delivery. They directed staff to repeal that section of the administrative code.

Another discussion that the Board had was on the destruction of controlled substance. Currently, a pharmacy would have to store these drugs until an inspector with the Board could be present to witness the destruction of these medications. The proposed rule would allow the pharmacy to separate these drugs and destroy them at least once a year, in compliance with DEA regulations. This rule would not apply to controlled substances packaged in unit-dose packages. NRS 639.267 would still regulate them.

The next meeting will be held on September 4th and 5th in Reno.

FUNDING AVAILABLE FOR GROCERY PROJECTS
By Brian Lang, Director of the Supermarket Campaign at The Food Trust

AN ESTIMATED 29.7 MILLION U.S. RESIDENTS LIVE IN underserved communities more than one mile from a supermarket. These communities lack adequate access to fresh, healthy, and affordable food choices. Grocery stores and supermarkets can help improve access to healthy foods by relocating in these communities, bringing important economic benefits such as job creation, community revitalization, and an increase in local housing values.

To help support the development of grocery stores in underserved areas a federal incentive, New Market Tax Credits (NMTC), are frequently available to support grocery projects in qualified areas across the country. If you’re looking to build, renovate, or refinance a supermarket in an underserved area, NMTCs may be able to help reduce the total building cost of your store by twenty percent.

To date, over $400 million dollars in tax credits from the program have been made available to banks and other financial institutions to invest in grocery projects in underserved areas. These credits can play a critical role in supporting large grocery projects, (typically greater than $5 million in project costs) by lowering debt service. For example, Brown’s ShopRite of Philadelphia has used New Markets Tax Credits to help fund multiple store developments. One of their first urban locations, a 57,000 square foot store located in South Philadelphia, used $5 million in NMTCs to help finance the store’s construction and renovation. Brown’s ShopRite used an additional $12.5 million in NMTCs to renovate another Philadelphia store, finance a lease on a third, and refinance debt. In Bozeman, Montana, Town and Country Food used NMTCs to finance the construction of an $8.3 million new store.

Financial institutions, including national banks, Community Development Financial institutions (CDFIs), and other qualified Community Development Entities (CDE’s), often have New Markets Tax Credits to use to support grocers opening or expanding their businesses in underserved areas. The Food Trust, a nonprofit whose mission is to ensure that everyone has access to affordable, nutritious food, has partnered with the grocery industry over the past decade to create policies and programs to support grocery store development in underserved neighborhoods across the country.

Please contact Brian Lang (blang@thefoodtrust.org) at The Food Trust for more information on these resources in your region.
The Affordable Care Act is set to be fully implemented in 2014. The U.S. Department of Health and Human Services listed a timeline implementation plan, including changes that will allow for: clinical trial coverage; no pre-existing condition exclusions; no annual benefit limits; nondiscrimination against health care providers or health status; guaranteed availability and renewability of coverage; and a 90-day limit on eligibility waiting periods.

However, the Department did not include a projection of the impacts of these provisions on businesses and the face of our nation’s current health care system. The details of certain provisions such as the Health Insurance Tax (HIT) and the drastic consequences of these far-reaching changes have yet to be discussed. As some know, the HIT is included in the Patient Protection and Affordable Care Act. This $100 billion tax on health insurance will kill jobs and increase health care cost for employers and workers.

According to a report by the National Federation of Independent Business, the HIT will: cost up to 249,000 private-sector jobs (59% of which will be incurred by small businesses); lead to higher premiums for individuals and families; increase premiums and reduce benefits for millions of Medicare beneficiaries; and potentially create a $97 million hole in Nevada’s state budget.

Bipartisan legislation has been introduced in both Houses to repeal the HIT. Sen. Harry Reid (D), Sen. Dean Heller (R), Rep. Dina Titus (D-1st) and Rep. Steven Horsford (D-4th) have yet to join Rep. Mark Amodei (R-2nd) and Rep. Joe Heck (R-3rd), along with more than half of House members, to repeal this job-killing tax. Write or email Nevada’s representatives to warn them about the negative impacts of the HIT on Nevada’s recovering economy.

To learn more about the negative impact of the $100 billion Health Insurance Tax on all Nevadans, go to www.healthinsurancetaxhurts.org.
“4 10s” Exception to Overtime Law

By Lea Tauchen

DURING THE LAST LEGISLATIVE SESSION, RAN supported Assembly Bill 339, which was introduced to clarify existing law regarding compensation paid for overtime to an employee who works a scheduled 10 hours per day for 4 calendar days within a scheduled week of work.

Unfortunately, that bill failed to be voted out of a Joint Commerce and Labor Conference Committee. However, following the close of the legislative session, Associated Builders and Contractors, Inc. requested an advisory opinion from the Nevada Labor Commissioner regarding the “4 10s” exception to Nevada’s overtime law. On July 25, Labor Commissioner Thoran Towler issued his response.

He referenced the Nevada law which requires employers to pay 1.5 times an employee’s regular wage rate when an employee works more than 40 hours in any scheduled week of work OR more than 8 hours in any workday, whichever happens first (provided the employee’s regular wage is less than 1.5 times minimum wage). However, an employer is not obligated to pay overtime if there is a mutual agreement between the employee and the employer to work a scheduled 10 hours per day for 4 days within the scheduled work week.

Therefore, Commissioner Towler’s official position was that “An employer is not required to pay overtime when it is a decision of the employee that results in an employee failing to work a scheduled ‘4 10s’ work week.” He elaborated further that, “If an employee does not work a scheduled ‘4 10s’ due to a decision made by the employee or for reasons within the employee’s control or to the employee’s benefit, the employer is only required to pay the employee’s regular wage for the hours the employee actually worked during that work week.

On the other hand, if an employee does not work a scheduled ‘4 10s’ due to a decision made by the employer or for reasons not within the employee’s control, the employer is required to pay the employee overtime for any day during the work week in which the employee worked more than 8 hours.”

The Labor Commissioner recognized that the ‘4 10s’ exception is beneficial to both employers and employees because it provides employees scheduling flexibility and ensures that employers can still meet their staffing needs.

To read the complete Advisory Opinion from the Labor Commissioner, please visit his website at www.LaborCommissioner.com.

Nevada Notes

WALMART DONATES $1,000
The Volunteers of America recently received a $1,000 Walmart gift card for Operation Backpack, which provides backpacks and school supplies to homeless children and children in transition.

Reno Gazette-Journal

NEVADA RECYCLING RATE UP
Nevada hit a record solid waste-recycling rate of 28.8 percent last year, the state Division of Environmental Protection reported.

Rates are calculated using the tonnage of recycled materials collected in four counties.

Las Vegas Sun

STORES PREPARED FOR FLOOD OF BURNERS
Local grocery and hardware stores stocked up for the Burning Man influx of shoppers with the most popular items, including water, goggles, bicycles and flashlights.

At the Home Depot store in Spanish Springs off of Pyramid Highway, the first round of Burning Man shoppers in vans

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MEMBER SPOTLIGHT
PAMELA WASHINGTON:
A-1 JANITORIAL SERVICE & CARPET SHARKS
LAS VEGAS

CLEANLINESS CAN MAKE ALL THE DIFFERENCE
in how customers and clients perceive your professionalism and success. Not only does a clean office or store enhance your business image, your employees will be happier, healthier and more efficient. That’s where award winning A-1 Janitorial Service and Carpet Sharks become an important asset to your business.

Locally-owned and operated in Las Vegas since 1993, Pamela Washington’s A-1 Janitorial Service provides clientele with a wide range of cleaning services. A-1 is large enough to provide for all aspects of your facility needs from window cleaning, daily porter and nightly janitorial services to floor maintenance for all types of surfaces, plus all the special periodic and fine detailing tasks you may require. A-1 is small enough to remain flexible in meeting your needs.

“We understand all the unique requirements of our local business environment,” Washington explained, “we can accommodate those businesses who have gone ‘green’ plus we are in compliance with all EPA requirements and we work with companies that have a concern with allergies and other sensitivities.”

Pamela Washington provides expertise on carpets, their maintenance and cleaning through the newest component of the A-1 Janitorial Service: Carpet Sharks. Carpet Sharks offers cleaning services that range from pre-spotting to shampooing to bonnet cleaning to steam cleaning, truck mounted extraction and mold removal and remediation.

“Carpeting is a catch-all for odors, bacteria, allergens and pollen. Daily vacuuming is necessary. What kind of shampooing and how often can be determined by the amount of foot traffic, what kind of business and the carpet material,” she said. “For instance, if your office or business attracts people coming from outside, that will be different than an office in a high-rise office building.”

Although Pamela Washington started as a maid, she now employs a large staff. Her service personnel must meet the Justice Department’s 1-9 requirements as well as pass extensive background checks and training. In return, she provides good wages and excellent benefits.

“My employees wear uniforms and I.D. badges. We are totally professional as are so many of our clients including banks, casinos, major stores and other high-end businesses. We may not be the lowest bid your company would get, but we feel we have the best service,” said Washington.

A-1 and Carpet Shark also give back to the community through numerous charitable contributions including Three Square, Feeding America and many others. For more information plus cleaning tips go to: www.a1janitorial.com or call 702-658-1900. To reach CARPET SHARKS, go to www.carpetsharkscleaning services.com.
Nevada Takes Part in Walmart Summit

Walmart Stores Inc. Spearheaded an Effort

in August to bring together retailers, suppliers and government officials so they can figure out how to bring more manufacturing jobs to the United States.

The world’s largest retailer hosted its first two-day U.S. Manufacturing Summit in Orlando, hoping to capitalize on the company’s recent commitment to drive more manufacturing in the U.S. The goal of the summit was to start “connecting the dots” with a dialogue among the 500 manufacturers, officials from three dozen states, eight governors and U.S. Commerce Secretary Penny Pritzker — altogether about 1,500 people took part.

Leading the Nevada delegation were Retail Association of Nevada (RAN) CEO Mary Lau and Business Development Specialist Perry Ursem from the Governor’s Office of Economic Development.

Lau said the summit was a huge success.

“This summit was amazing. The first day was focused on Why, How and NOW. Walmart’s hosting of this summit was accurately described by Secretary Penny Pritzker as a ‘game changer.’” The audience ranging from CEO’s, manufacturers, state economic development officials and retailers were excited to hear from the panelists, governors, and speakers about this Walmart financial commitment, opportunity and challenge to bring manufacturing back to America.

“Our own Perry Ursem from the Nevada Governor’s Office of Economic Development impressed me. He was a premier advocate for our great state and working beside him was an honor. Nevada welcomed this initiative and the opportunity it represented to our citizens,” Lau said.

Ursem was equally enthusiastic and displayed the expertise that now exists in the governor’s economic development office.

“This was an awesome event. I spoke to 10 companies and have two companies to follow up with. I applaud Walmart’s vision to increase domestic manufacturing. America will benefit in many ways from this,” he said.

Walmart, with more than 4,000 stores in the U.S. and about $460 billion in total sales, has proven that it has the clout to get other suppliers and merchants on board for a much-needed cooperative effort.

Nevada Notes

Continued from page 7

and trucks came through and bought items such as gloves, zip ties, carpet remnants, lumber and pallets of water. Tarps, coolers and water were also big sales items. Some Home Depots create Burning Man sections in the store, but the store on Pyramid holds popular items on the showroom floor. The northwest Reno Walmart Supercenter off of McCarran Boulevard and Robb Drive is the first store coming off of the Interstate and the store’s big sellers included bicycles, goggles and water.

Reno Gazette-Journal

September Is We Card Awareness Month

The Retail Association of Nevada Promotes Retail Employee Training and “Carding” of Minors for Tobacco and Age-Restricted Sales.

September is We Card Awareness Month and the Retail Association of Nevada is doing its part to inspire all retailers to successfully identify and prevent age-restricted product sales to minors. Even though the national retailer violation rate with youth access to tobacco laws is at an all-time low nationally, preventing age-restricted product sales to minors continues to be a top retail-industry priority.

“Stopping kids from getting tobacco is the right thing to do, and retailers play a big role in preventing illegal tobacco sales to minors,” said We Card President Doug Anderson.

Since 2010, the Food and Drug Administration (FDA) has had regulatory authority over tobacco — enforcing the law and regulations at retail stores nationwide. Like 2012, the FDA is on-track this year towards completing 100,000 retail compliance checks, to see if retailers are asking for ID of customers under 27 years-old and rejecting underage tobacco purchase attempts. On August 14th, the FDA announced that it had issued its 10,000th Warning Letter.

“Taking preventative steps now — such as using We Card’s training and education services is easier than navigating a
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.

AA Salazar Multi Services, Inc. dba Green Valley Elder Care
Ace Fire Systems
Advanced Pediatric Therapies, LLC
E Z Air LLC
His Grace LLC dba Snip-Its
James Gaskets, Inc.
Kusina Ni Lorrain Inc. dba Kusina Ni Lorraine I & II
Las Vegas Zoo/Southern NV Zoological-Botanical Park
Nanay Glorias Restaurant LLC
Nevada Adult Day Healthcare Centers at the Arturo Cambeiro Senior Centers dba NADHC@ACSC
Preventive Measures Security Firm LLC
Polymeric Designs, LLC
Rebuilt Aircraft Inc.
The Quilt House, Inc.
The Solutions Foundation/Solution Recovery

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.

NOTE FOR MEMBERS

If you would like us to profile your business in our newsletter, or have any questions about RAN or the NRF Partnership, please contact Piper at Piper@rannv.org or call the business office at 775-882-1700.

TAKE CONTROL OF YOUR WORKERS’ COMP COST

Be Part of...
The Nevada Retail Network Certificate #5004

- Greater management control that cuts overhead costs
- Pre-employment screening at a small co-pay for NRN members only
- Team Safety/Loss Control Program for all members
- Investigation and defense of claims
- Direct savings that give members greater incentive to control losses

Take Control Today...
Call Mike Olson 800-859-3177

Sponsored by:
The Retail Association of Nevada
410 South Minnesota Street
Carson City, NV 89703-4272

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.
We Card

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violation notice, hiring a lawyer, and losing a positive reputation in the community,” said Anderson.

September starts the busiest time of the year for We Card, as retailers start ordering their We Card calendars and other in-store materials for the coming year.

The Retail Association of Nevada strongly encourages retailers to train or re-train employees by taking advantage of We Card’s award-winning training courses, offered online through We Card’s eLearning Center at www.wecard.org, or through licensing to retailers and other organizations.

We Card adjusted its training curriculum to meet the July 2010 FDA Draft Guidance for Industry, “Tobacco Retailer Training Programs,” and has provided helpful information to assist retailers in their efforts to meet the non-training aspects of FDA guidance.

About We Card: The We Card Program, Inc. is a national non-profit organization, created 18 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 and 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.

We Card’s Board of Directors represents all classes of trade, from independent convenience stores, chains, grocers, and wholesalers. Combined, the board member national associations connect with 235,000 tobacco-selling outlets. Through We Card’s Advisory Board members, We Card reaches some 200,000 retail outlets through direct contact.


FMI State Issues Retreat Recap

By Lea Tauchen

The Food Marketing Institute (FMI) held a successful State Issues Retreat in Nashville, Tennessee last month. FMI is the national trade association that represents food retailers and wholesalers across the country. They serve as the food distribution industry’s voice before Congress and the regulatory agencies. They are also a valuable source of public policy information for the state trade associations representing this industry.

This year’s retreat was well attended, with approximately 30 state associations and 17 FMI member companies represented.

Two guest speakers were featured. Attendees were provided an enlightening presentation from FMI CEO Leslie Sarasin on “Life in a Consumer-Centric Universe,” which examined food-retailing trends looking forward. They also heard from Nashville Mayor Karl Dean, regarding his commitment to transform Nashville into a healthier community by adding more sidewalks and parks, as well as a focus on physical fitness and personal responsibility. He also discussed his participation in the four-part HBO film series, “The Weight of the Nation,” that confronts the obesity problem in America.

The group shared an extensive government affairs discussion. They covered a wide range of industry related state issues, such as: alcohol, tobacco, credit card surcharging, environmental topics (plastic bags, BPA, food waste, etc.), paid sick leave, minimum wage, pseudoephedrine abuse, drug take-back programs, GMO labeling, and WIC. Additionally, from the federal perspective, attendees received a thorough update of legislative activities by the FMI lobbying team in Washington, D.C.
WASHINGTON RETAIL INSIGHT

GAO Study Shows “Patent Troll” Cases Soaring

The number of retailers and other companies sued by so-called “patent trolls” has more than quadrupled in the past half-dozen years, according to a new government report released this week. “This report affirms NRF’s position that ‘patent trolls’ are increasingly threatening the U.S. economy,” NRF said in a statement. “Patent trolls are growing in size and strength and exploiting legal loopholes to extort hefty payments from American companies, ranging from retail to technology. ‘Trolls’ stymie technological innovation and ingenuity, and ultimately cost companies and consumers millions of dollars a year by driving up prices.”

The Government Accountability Office said on Thursday that patent infringement claims brought by “patent monetization entities” — most of them “trolls” that buy often-obscure patents for things they didn’t invent and then threaten lawsuits against companies using the technology unless they pay licensing fees — account for only about one-fifth of patent lawsuits. But the “trolls” often sue multiple companies in a single suit, and the number of defendants has skyrocketed from 834 in 2007 to 3,401 in 2011. NRF said it hoped the study would spur further regulatory and congressional action to bring “patent trolls” under control.