

YEAR IN REVIEW

By Bryan Wachter

NEVADA NEWS

AS 2017 COMES TO CLOSE, IT'S NATURAL TO TAKE STOCK OF THE MAJOR EVENTS

that made this year so memorable and are likely to play a role in shaping the year to come. 2018 will be a tour de force of elections and legislative preparation, so let's take a look at where we've been to give us a clue about where we're going.

AS NEVADA GOES SO DOES... NOBODY ELSE

Perhaps the greatest event to shape 2017, took place in November of 2016. As President Trump celebrated his victory over Secretary Clinton and Republicans across the country fared better than anticipated from coast to coast, possibly the best outlier was Nevada. Not only did Hillary carry Nevada, down ticket Democrats bucked the national trend and made gains in both the Nevada Assembly and Senate, reclaiming majorities in both houses from their Republican counterparts.

Not only did this transform the policy goals of the Legislature, it set Nevada Democrats with a solid hold on the State Senate heading towards the 2021 session which will reapportion and redraw the electoral map in Nevada, potentially leading to a decade of Democrat control.

UNDER NEW MANAGEMENT

The immediate result for

Nevada politics of the 2016 election was the return to Democrat control of the Nevada Legislature. The Assembly and Senate Democrat caucuses released a joint 'blueprint' which outlined their policy goals for the 2017 session. Among these goals was an increase in minimum wage, more requirements for gender equity, and rolling back several of the reforms made by the 2015 legislature including a strong commitment to oppose the Education Savings Accounts created in that session—largely seen as a conservative idea and long opposed by public school advocates.

Under this new management, the goals of the 2017 session departed significantly from those that would have been sought by a continuation of Republican leadership.

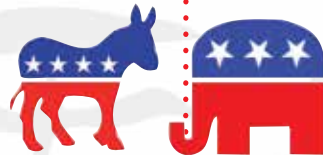
A NEW NORMAL

Politics has always been a competitive sport. But since the time of the Roman Senate there have always been rules designed to be fair. In Nevada, when there was fierce competition, they developed a set of playing rules designed to put away partisan blinders and instead, govern the state as fairly as possible. When those rules, often not formal but long standing precedents are bent or downright

broken, it can lead to more politics and fewer acts of statesmanship.

Because of Nevada's biannual sessions the Legislature created two committees that continue to meet when the legislature is out of session; the Interim Finance Committee which has the authority to spend money outside the usual budget process and the Legislative Commission which holds the responsibility to approve all regulations that were required as part of legislation passed in the previous session. For many years,

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the commission has always included an even number of Republican and Democrats so as to be as fair as possible. Because the commission is acting upon laws and regulations without a vote of the full Legislature, its existence as a constitutional body has been questioned. Many citizens do not have a representative on the commission.

In a stunning move, taking place toward the end of the 2017 session, Senate Majority Leader Ford announced the make up of the legislative commission, and for the first time, a seat for a member of a third party, at the expense of a seat that historically should have been given to the minority, was created. In doing so, Democrats now have a voting advantage on the Legislative Commission (the Independent that was placed on the commission caucused with the Democrats and even was given a chairmanship in May). We can only hope this unparalleled new approach will not have lasting consequences and that limiting the traditional rule of the Minority, no matter the party, will not further divide a polarized legislature at the expense of laws and regulations that will ultimately have an effect on every Nevadan.

NOT JUST BLOWING SMOKE

It's seems only in Nevada would a state declare a State of Emergency because the supply of marijuana was running low. During July, the first month of recreational marijuana

sales in Nevada, a regulatory disagreement over logistics led Governor Sandoval to declare a State of Emergency to allow for an expansion of companies who could deliver marijuana products from a production facility to a dispensary. Nevada took in \$10.2 million dollars of tax revenue from \$27 million dollars of sales just in July alone. That's more than double the first month results from both Colorado and Oregon and seven times higher than that of Washington State.

TOTAL RECALL

While receiving a significant amount of criticism from both unelected Republicans and elected Democrats, three groups of citizen committees filed, in late summer, their intention to recall Senators Farley (I-Las Vegas),



Cannizaro (D-Las Vegas), and Woodhouse (D-Henderson). It was largely speculated that the committees were working with Senate Minority Leader Roberson who confirmed as much not long after the recall paperwork was filed.

While enough raw

signatures to trigger recall elections were collected against Senators Cannizaro and Woodhouse, not enough signatures were submitted in Senator Farley's district.

As of our print deadline, the Senate Democrat Caucus has filed legal challenges alleging that the petitions don't have enough valid signatures to move forward. If the Democratic lawsuit fails, the two districts will enter special recall elections and should the Republicans be successful, control of the Nevada Senate will transfer to the Republicans, largely speculated to be the only way Republicans can take back control of the upper house this cycle.

1 OCTOBER, ONE COMMUNITY

The horrific events that

were a result of the actions of one deranged man who opened fired from the Mandalay Bay into a crowd of concert-goers across the street led to the death of 51 people, injured hundreds more, and forced a community into deep retrospection. Suddenly

what happens in Vegas was weighing heavily on the hearts and minds of a global audience. The Las Vegas community, as well as the entire state, proved that when faced with the unimaginable, they will always rise to the challenges they face. Endless lines of Nevadans waiting to donate blood and money to support those that lost the most were only matched by the support of the Las Vegas businesses that stood up to remind us that they truly are VegasStrong.

While there were the usual calls to politicize the event, those rabble rousers took a back seat to those who chose positive action. This increased sense of community should lead to more compassion and understanding as the community tackles the consequences of this new reality.

THERE AND BACK AGAIN

It's only inevitable that 2018's most significant event will be the elections next November. As has been the case now for what seems like forever, the election seasons start earlier and earlier. Nevada's top of the ticket race, that of U.S. Senator Dean Heller, has been identified by many as the most vulnerable GOP seat in the country.

As a referendum of President Trump and those that either support his agenda in Washington or don't, Dean Heller's re-election will play a central role in national

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THE NEW RAN

By Mary Lau

IT'S SOMETIMES DIFFICULT TO GET EXCITED ABOUT CHANGES, ESPECIALLY

when the long-term consistency has become like a cozy blanket; however, you really have to make changes, grow and expand. For years I have compared association management to changing tires on a moving vehicle. Having said that if we can have a New Nevada – well it only follows that we can have a New RAN!

RAN is a multi-dimensional association. We represent more small businesses in the State of Nevada than national firms. We do have the chain drug stores, along with independent pharmacies, chain grocers along with convenience store and small in-state grocery firms — ditto for general merchandise and restaurants. The representation of the entire spectrum of

retail businesses is exciting. Advocating for business members is always a privilege. I have never felt that we are lobbyists, but rather advocates for our industry.

As part of the growth cycle, RAN and its board of directors have determined that the central hub for government affairs expansion will be Las Vegas. RAN will keep its administrative offices, under the care and direction of the Director of Administration and Finance Piper Brown, in our state capitol of Carson City, and the employees currently there will continue in Northern Nevada. We “northerners” will continue to make Southwest Airlines happy! In preparation for these changes we have a new address for our Southern Nevada offices, which is 195 E. Reno, Suite B, Las Vegas, NV 89119.

We have a suite of offices there, as do our coalition partners,

the Nevada Trucking Association, Nevada Franchise Auto Dealers Association and the Nevada Builders Alliance.

We will be adding several staff members to this office who will work directly with our Senior Vice President Bryan Wachter, and be available to members, state, local and federal elected officials as well as other advocates in the business community.

As part of the changes and upgrades, if you will, Keith Barham, board member and owner of DeBug Computers in Carson City, Nevada will be working with the RAN team to finalize our new website, Facebook and Twitter accounts, as well as assisting in establishing a communications tool to aid in getting out the news, updated economic bulletins and pertinent information to keep our members, state, local and federal

elected officials and the business community informed and up to date on retail activities in our state.

All this and covering the interim political activities has, and will continue, to make life interesting for the RAN team, members and alliances. ■



Mary F. Lau
RAN's President/CEO

NEVADA GROW: HELPING SMALL BUSINESSES IN LAS VEGAS

By Liz Macmenamin

IN A RECENT MEETING WITH ASSEMBLYWOMAN DINA NEAL, HER

enthusiasm was infectious regarding the pilot program that recently was implemented to help small businesses in our state. She was instrumental in getting legislation passed to make this concept a reality and she is very excited about the prospect of “Nevada Grow”.

Nevada Grow will enable small businesses and start-ups in Las Vegas to have access to technical assistance and strategic research for a business that is ready to expand. The program was originally initiated in Littleton, Colorado in the 1980's. This concept has been used in other cities to help create jobs, expand tax bases and strengthen economies.

The Nevada program offers

- a number of benefits in the strategic research area such as:
 - Diagnostics by counselors of business strategy;
 - Analysis of barriers;
 - Data specific to the client;
 - Instructions on use of the data;
 - Assist in market identification and more.

To be eligible the business must be headquartered in Nevada, have one to 50

employees, and generate at least \$50,000 in gross revenue. The company must be willing to attend training, provide business information needs, and provide specific data to use for the program analysis.

This program is entirely funded by state money and there is no charge to the business. To access information and register for the program go to www.csn.edu/workforce-development. ■



NEVADA LAW PROHIBITS SALE OF OTC COUGH MEDICINE TO MINORS

CHPA PROVIDES FREE EDUCATION MATERIALS FOR RETAILERS AS LAW GOES INTO EFFECT

IN OCTOBER 2017, NEVADA BECAME THE 13TH STATE TO PROHIBIT THE sale of over-the-counter (OTC) medicines containing the cough suppressant dextromethorphan (DXM) to minors.

DXM is the most widely used cough suppressant on the market and is used by millions of Americans to safely treat their symptoms. However, one in 30 teens abuse products containing DXM to get high, according to the 2016 National Institute on Drug Abuse (NIDA) annual Monitoring the Future survey.

"Over the years we've learned that a combination of public policy and public education is effective at combating teen abuse of OTC cough medicine,"

said Consumer Healthcare Products Association (CHPA) President and CEO Scott Melville. "Committed state lawmakers and retailers across the country have been crucial allies in our abuse prevention efforts."

On the heels of Nevada's DXM age-restriction law enactment, CHPA announced a new retailer education initiative to support retailers in states that have adopted these laws.

"Retailers are essential to the effective implementation of DXM age-restriction laws," said Melville. "We hope that our new retailer educational materials will improve retail employees' understanding of the new law and how to uphold the age-restriction in their stores."

As part of the initiative,

a new **Pharmacists & Retailers page <http://stopmedicineabuse.org/tools-to-take-action/retailers>** has been added to CHPA's existing **StopMedicineAbuse.org <http://stopmedicineabuse.org>** website. Retailers can download or order free materials, including:

- Fact Sheet with background, a check list to determine whether a product contains DXM, when to ask for customer identification, and a brief list of frequently asked questions.
- Informational Poster for employee break rooms.
- Register Reminder Stickers for employee reference during checkout.



State-specific Consumer Handout for Nevada

- State-Specific Consumer Handouts (Tear Pad) to share with consumers who purchase products containing DXM to educate them about the sales restriction. ■

SEWALD JOINS CHAMBER

By Dani Denton

MARY BETH SEWALD WILL BE TAKING over as president and CEO of the Las Vegas Metro Chamber of Commerce when current chamber CEO Kristin McMillan retires Dec. 11.

Sewald has served as the CEO of the Nevada Broadcasters since January

2015. She has more than 25 years of experience in the television industry, serving as a news reporter, sales person, and in station management. Sewald holds a bachelor's degree in journalism from the University of Missouri and a master's degree in business administration from UNLV.

Sewald serves on the boards of directors for the

Nevada Military Support Alliance, the Congressional Awards of Nevada, the Nevada Broadcasters Association Foundation, City National Bank Advisory Board and is vice chairwoman of the National Championship Air Races. She is a single-engine rated pilot.

"We look forward to working with Mary Beth on areas of common interest,"

said RAN President Mary Lau. "She is a hard-working professional and brings a great deal of Nevada experience to the table." ■



Mary Beth Sewald



HOLIDAY PARTY WARNINGS

THE HOLIDAY PARTY SEASON IS HERE,

and the Small Business Legal Center at the National Federation of Independent Business is advising its members to keep celebrations safe by watching out for two problem areas – drunk driving and harassment.

DRUNK DRIVING

An increasing number of states require employers to exercise reasonable care to prevent injuries by intoxicated employees leaving holiday parties. To minimize the risk of liability an employer should do the following:

- Use professional bartenders, and instruct them not to serve anyone who appears intoxicated.
- Nevada requires most bartenders to take an alcohol awareness class and have an alcohol education card. Hiring a certified bartender can save you from getting a fine, as well as better protect you in case liability issues arise.
- Distribute drink



tickets to limit the number of free drinks.

- Serve lots of free food to soak up the alcohol.
- Ask trusted managers and supervisors to be on the look-out for people who have had too much to drink and are unable to drive or need assistance getting home.
- Pay for cabs to take impaired employees and guests home or offer designated drivers.

HARASSMENT

Socializing, alcohol, and mistletoe combine

to create an environment that can lead to sexual harassment or fighting. Just because it's a holiday party doesn't mean you can't be liable for what happens as an employer. Employee lawsuits can result from voluntary events held outside the office and outside normal work hours.

- Remind employees about company anti-harassment policies before the party.
- If your business does not have an anti-harassment policy, get one!

- Don't hang mistletoe.
- Ask trusted managers and supervisors to intervene and stop any fighting or inappropriate conduct witnesses or reported.

Finally, make sure that all employees understand that a holiday party is a work-related activity, and that rules for appropriate work behavior still apply. ■





Nevada Notes

EXPEDIA NAMES CARSON CITY AS TOP CHRISTMAS SHOPPING SITE

Carson City has been named as one of the best American towns for holiday shopping in 2017 by the travel website, Expedia.

Expedia monitored more than 3 million social media posts and found Carson City was among the 25 most buzz-worthy towns for holiday shopping in 2017.

Carson City stood out in the list for events such as Carson City Street Fair Christmas Shopping, which already took place on Saturday, Carson High School Holiday Craft Fair and the Christmas Shopping Extravaganza at Fuji Park.

The article can be found here: <https://viewfinder.expedia.com/features/best-american-towns-holiday-shopping/>.

Nevada Appeal

WALMART OPENING BIG DRAW

Employees placed their hands over their hearts during the national anthem at the Walmart Supercenter grand opening in November.

People started lining up at midnight prior to the opening.

The Walmart is the first new Supercenter in the valley in nine years. At 165,000 square feet, the store employs about 300 employees, manager.

Open 24 hours, the new store has a drive-thru

pharmacy and auto center and allows customers to pick up groceries ordered online.

According to a company statement Walmart has about 40,000 groceries in its online inventory. The company has about 30 stores in the valley, according to its website.

LVRJ

DEVICES PREVIOUSLY UNAVAILABLE

Smoke shops in Las Vegas can now legally sell devices that allow marijuana aficionados to inhale, ingest or otherwise use cannabis.

Smoke shops in the city haven't been able to sell paraphernalia such as oil rigs and water pipes for cannabis oils or waxes, until the Las Vegas City Council approved a new ordinance in November.

LVRJ

TRANSFORMERS: RETAILERS CHANGE TACTICS

To attract a new generation of shoppers and keep up with competition from online retailers, Nevada shopping malls are transforming into "mixed-use lifestyle centers and encouraging their tenants to profit from online shopping instead of fighting it.

Their tactics seem to be working, as mall owners report record numbers of shoppers and few vacancies.

Malls' success can be partly attributed to an improved economy, which

has boosted shoppers' budgets as well as their confidence in using credit. According to Brian Gordon, a principal with Las Vegas-based research firm Applied Analysis, Nevada's taxable retail sales for the 12 months ending June 2017 reached an all-time high of \$56.5 billion. From June 2016 to June 2017, sales grew 7.1 percent, compared to 3.6 percent nationally.

"From the trough of the recession (the 12 months ending June 2010) to the present day, Nevada's taxable retail sales increased 49.7 percent," said Gordon. "Overall spending in Nevada, even when adjusted for our strong population growth, continues to expand at a faster pace than the nation as a whole."

Nevada Business Magazine

NEARLY 400 NEW JOBS APPROVED BY NEVADA GOED BOARD

The board members of the Nevada Governor's Office of Economic Development voted to approve the applications for six diverse companies proposing the creation of nearly 400 jobs and capital investment of approximately \$73 million in Nevada.

"In September, Nevada's job count was 50,800 above its pre-recession high and now stands at 1,348,000 – an improvement of 236,500 positions over the same month seven years ago when

our state's job count was at its recessionary low," said Governor Brian Sandoval. "Not only do we have more jobs, but that mix of jobs is more diverse and the new jobs, supported by our economic development efforts, pay twice as much as the old jobs. This healthy, more sustainable growth benefits all Nevadans, as does the growth of these innovative companies approved by the GOED board today."

Express Messenger Systems Db a OnTrac – Washoe County: (15 jobs and \$40,787,702 million in capital investment)

Latitude 36 Foods, LLC – Washoe County: (125 jobs and \$26,411,587 in capital investment)

P3 Health Partners, LLC – Clark County: (160 jobs and \$921,149 in capital investment)

Originate, Inc. – Clark County: (33 jobs and \$63,500 in capital investment)

Precision Tube Laser, LLC – Clark County: (14 jobs and \$1,189,815 in capital investment)

Progress Rail Services Corporation – Clark County: (50 jobs and \$2,975,300 in capital investment) *Press Release*

LV REPEALS PET SHOP RULE

A split Las Vegas City Council on repealed a ban on that would have kept local

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National Notes

BUYING ALL '12 DAYS OF CHRISTMAS' GIFTS IS STILL A DEAL

The cost of the gifts in the classic holiday song rose just 0.6% in the past year

Here's the cost breakdown for all you true loves shopping for gifts:

Since it is 2017 after all, most shoppers would opt for buying online. Online shopping for the dozen of gifts proves to be even pricier – \$45,096 (a 1.1 percent increase from 2016).

1. A partridge in a pear tree – \$219.95 (4.7 percent +)

2. Two turtle doves – \$375 (no price change)

3. Three French hens – \$181.50 (no price change)

4. Four calling birds – \$599.96 (no price change)

5. Five gold rings – \$825 (10 percent+)

6. Six geese-a-laying – \$360 (no price change)

7. Seven swans-a-swimming – \$13,125

8. Eight maids-a-milking – \$58

9. Nine ladies dancing – \$7,552.84

10. Ten lords-a-leaping – \$5,618.90 (2 percent +)

11. Eleven piper piping – \$2,708.40 (no price change)

12. Twelve drummers drumming – \$2,934.10 (no price change)

Atlanta Journal Constitution

DON'T OVERLOOK POWER OF GEN X SHOPPERS

Millennials might be the shiny object, but don't

overlook Generation X. Gen X is your most important customer right now.

Millennials are the second, but Gen X is the juiciest generation right now.

Why? Even though Millennials are the largest generation, Gen X has many economic and demographic factors that make them highly valuable to retailers.

Consumer spending is chief among those factors. Gen X spends more than other generations on food, both at home and away from home.

They spend 40% for food at home, compared with 19% for Millennials, which is third behind Baby Boomers; however, Millennials are growing in this spending area.

A factor for why Gen X is such a powerhouse for retailers is the empowerment of women. Gen X women grew up in the '60s and '70s when civil rights and women's rights started to come to the forefront. More women went to college, which means that Gen X households are more likely than previous generations to have dual-income households. In fact, Gen X is the first generation where women's income equaled that of the man in the household.

WSJ

CVS OFFERS NEXT-DAY DRUG DELIVERY

CVS Health plans to begin offering next-day

delivery of prescriptions and retail merchandise from its nationwide network of more than 9,700 stores, marking a potentially preemptive strike at Amazon as the online giant weighs entry into the pharmacy business.

CVS said that the company would begin offering the service in 2018.

The move comes as CVS grapples with challenging in-store sales.

Products will be shipped from local pharmacies, not from a warehouse. CVS has an advantage because 70% of Americans live within three miles of a CVS store.

USA TODAY

WAL-MART: RETAILER JOINS EIGHT OTHERS IN USDA SNAP PILOT

Wal-Mart Stores Inc. is eager to "expand access" to a larger group of shoppers when the U.S. Department of Agriculture (USDA) begins its two-year pilot program designed to enable Supplemental Nutrition Assistance Program (SNAP) participants to purchase their groceries online in 2018.

The pilot was initially slated to take place this past summer, but it was delayed in order to ensure that the infrastructure needed for online SNAP transactions to operate in a secure manner was properly prepared. No new start date has been announced for the program, but it is expected to launch in

2018 and continue through 2020.

The pilot encompasses eight states and nine retailers, each of which contribute a unique subset of territories to the program.

The pilot is the result of the 2014 Farm Bill which mandated that a trial be conducted to "test the feasibility and implications of allowing retail food stores to accept SNAP benefits through online transactions," according to the FNS (Food and Nutrition Services).

The SNAP benefits cannot be used to cover added cost such as delivery or convenience fees.

SNAP is designed to aid low-income families and individuals with their food shopping and currently serves in excess of 43 million consumers. Nearly half of these are children, according to the organization. *AP*

WALGREENS STOCKING LIFE SAVING NARCAN® NASAL SPRAY

As part of its comprehensive national plan to combat drug abuse, Walgreens is now stocking Narcan®, an FDA-approved nasal form of naloxone, in all of its more than 8,000 pharmacies nationwide.

The medication, administered by nasal spray, can be used in the event of an overdose to reverse the effects of opioid drugs, which

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ALMOST HALF OF YOUNG CONSUMERS PLAN TO SPEND MORE DURING THE HOLIDAYS

WASHINGTON: WITH THE HOLIDAY SHOPPING

season about to hit the home stretch, most consumers say they will spend about the same as last year. But a new survey released today by the National Retail Federation (NRF) and Prosper Insights & Analytics shows that young adults (18-24 years old) are the most likely to show an increase in spending.

“As Gen Z and Millennials gets older, their purchasing power increases, and the rise in disposable income is sure to be seen by retailers,” NRF President and CEO Matthew Shay said. “This group of consumers has spent time carefully researching gifts for friends, family and themselves, and are ready to begin knocking out their shopping lists.”

The survey found 54 percent of consumers overall plan to spend about the same as last year, with 24 percent planning to spend more. But among those ages 18-24 — which includes the oldest members of Generation Z — 46 percent say they will spend more than last year. The next-closest group was

those aged 25-34 years old, with 39 percent planning to spend more.

Clothing and accessories will be bought by 61 percent of consumers, the same as last year, while 59 percent will give gift cards, up from 56 percent last year. Books, music, movies or video games will be given by 44 percent, the same as last year, while 41 percent will give toys, down from 42 percent. The number giving food or candy is up at 34 percent from 31 percent, and 29 percent will give electronics, down from 30 percent.

“With an additional full shopping weekend this December, consumers will have plenty of time to browse and complete their holiday purchasing, whether it’s gifts for others or décor for their homes,” Prosper Principal Analyst Pam Goodfellow said. “Gift cards continue to be a popular low-risk option for gift givers, and this year we’re seeing food increase in favor as well. As Americans look to celebrate with even more of the special people in their lives, food serves as a great way to come together.”

Out of the 95 percent of Americans shopping for the holidays this year,

80 percent plan to spend time with family or friends, 63 percent plan to give or open gifts and 50 percent plan to make a special meal or festive treats.

Also, 45 percent plan to decorate their homes and 31 percent plan to attend a religious service.

In a new question this year, the survey found that 38 percent of consumers plan to donate money to a charity or cause and 37 percent plan to donate items, including holiday meals for needy families. Of those donating, 80 percent said it would have no effect on their overall holiday spending.

Holiday shoppers plan to purchase an average of four gift cards with an average value of \$45 per card, the second most-popular gift after clothing. Spending on gift cards is expected to reach \$27.6 billion, up from last year’s estimated \$27.5 billion. The most popular gift cards include those for restaurants (purchased by 36 percent of buyers), department stores (33 percent), Visa/Mastercard/American Express (24 percent), coffee shops (21 percent) and entertainment (18 percent).

Credit cards are the



most popular form of payment this year, used by 40 percent of shoppers, up from 39 percent last year. That’s tied with debit cards, which will also be used by 40 percent, the same as last year; 18 percent plan to pay with cash and 2 percent will use checks.

Of emerging payment methods, PayPal will be used by 36 percent, Apple Pay by 7 percent, Samsung Pay and Google Wallet by 4 percent each and Venmo by 3 percent.

The survey, which asked 7,439 consumers about holiday shopping plans, was conducted October 31-November 7 and has a margin of error of plus or minus 1.2 percentage points. ■



OCTOBER RETAIL SALES UP 4.3 PERCENT OVER LAST YEAR

RETAIL SALES IN OCTOBER INCREASED 0.1 PERCENT OVER

September on a seasonally adjusted basis and were up 4.3 percent year-over-year unadjusted, according to calculations released today by the National Retail Federation. The numbers exclude automobiles, gasoline stations and restaurants.

"There was broad strength across most sectors, and households clearly have the wherewithal to spend going into the holiday season," NRF Chief Economist Jack Kleinhenz said. "The uplift in October payroll and income has generated a healthy pace of retail spending and household debt burdens are historically low.

Congressional action

on tax reform should help boost confidence, but it is important that lawmakers keep up their momentum and not let details of the legislation get in the way of achieving such a long-sought goal."

Sales at building materials stores were down from September after a surge that followed late-summer hurricanes, but weather continues to play a role in consumer spending.

"Weather is always an important factor for seasonal purchases, and the cooler temperatures experienced in later October and early November should provide a good start for winter purchases," Kleinhenz said.

October sales were up 4.1 percent on a three-month moving average compared with the same

period a year ago.

SPECIFICS INCLUDE:

Sporting goods stores showed the strongest increase, up 1.5 percent seasonally adjusted over September but down 2.4 percent unadjusted year-over-year.

Clothing and accessories stores were up 0.8 percent seasonally adjusted over September and up 0.4 percent year-over-year unadjusted.

Health and personal care stores were also up 0.8 percent seasonally adjusted over September and up 4.8 percent year-over-year unadjusted.

Furniture and home furnishings stores were up 0.7 percent seasonally adjusted over September and up 4.8 percent year-over-year unadjusted.

Electronics and

appliance stores were also up 0.7 percent seasonally adjusted over September and up 2.1 percent year-over-year unadjusted.

General merchandise stores were unchanged from September but up 1.4 percent year-over-year unadjusted.

Online and other non-store sales were down 0.3 percent seasonally adjusted from September but up 9.6 percent unadjusted year-over-year.

Building materials and supplies stores were down 1.2 percent seasonally adjusted from September but up 11 percent year-over-year unadjusted. ■

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politics—brightening the constant spotlight that seems to have centered on Nevada politics in recent elections.

Locally, the race to replace Governor Sandoval has already drawn primaries in both parties, pitting Attorney General Laxalt against State Treasurer Dan Schwartz in a Republican showdown to

confront the winner of the Democrat primary between Clark County Commission Chairman Steve Sisolak and Clark County Commissioner Chris Giunchigliani.

For the rest of the state's constitutional officers and many of the legislative seats up for election, Nevada incumbents are playing what's seems like a

very time consuming game of musical chairs. Unless the recalls in the Senate are successful, it's likely that Democrats will continue to control the state legislature but the big question will be the ideological make up of the individual legislative caucuses.

Will they continue to move further right and left or will

moderating influences make their voices heard in what will be a pivotal election in less than a year? ■

Bryan Wachter
RAN's Senior Vice
President of
Public and
Government
Affairs





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.*

- A Rooter Man Plumbing Sewer & Drain Cleaning Service Inc**
- Haven Personal Care Services**
- Montreux Development Group LLC**
- Northern Nevada Center for Behavioral Services LLC**
- Pablo Marin dba We Hang Christmas Lights**
- T-2 Gaming LLC dba Vegas Valley Mart**
- Top Notch Realty & Property Management LLC**
- Vision Machine Products Inc**
- Whittrio Inc dba Stimulus Technologies**

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



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



NEVADA NOTES *Continued from page 6*

pet stores from selling animals they didn't obtain from animal care facilities or rescue organizations.

The repeal came with assurances from city officials that they will work on new restrictions to crack down on inhumane breeders. The 4-3 vote followed hours of comments from passionate public speakers, where those who wanted to keep the ban in place doubled the number of those who wanted it tossed.

Las Vegas Mayor Carolyn Goodman, who favored the repeal, wants to convene a committee to look at stamping out "puppy mills" — large-scale and inhumane commercial breeding operations.

Council members openly struggled with wanting to stop the pipeline of dogs from Midwestern puppy mills to Las Vegas pet shops while not wanting those stores to close. *LVRJ*

FREE DATA TO SMALL LOCAL BUSINESSES

Medin Gebrezgier said data provided from a new state program helped him increase sales for his business by 40 percent between 2015 and 2016.

Before using data to hone price points and product details, Gebrezgier said he and his team were just ... "going up to people and finding out what exactly they (customers) wanted," but it didn't have the results they wanted.

The program, which aims to help small businesses grow by providing local consumer, demographic and industry data to business owners at no charge, became permanent in July.

To qualify to participate in the program, a business must:

- Have its principal place of business within the State of Nevada and have had its principal place of business in the state for at least two years

- Generate at least \$50,000 but not more than \$700,000 in revenue

- Have a business plan

Program funding

The program is state-funded with:

- \$225,000 allocated

to allow the Nevada Small Business Development Centers to provide services

- \$25,000 each to the Urban Chamber of Commerce and the Las Vegas Latin Chamber of Commerce for program support for business courses

- \$125,000 for the College of Southern Nevada to hire a geographic information specialist and a lead counselor to assist small businesses who participate in the NV Grow Program *LVRJ*

NATIONAL NOTES *Continued from page 7*

include some prescription painkillers and heroin.

"By stocking Narcan in all our pharmacies, we are making it easier for families and caregivers to help their loved ones by having it on hand in case it is needed," said Rick Gates, Walgreens group vice president of pharmacy. "As a pharmacy we are committed to making Narcan more accessible in the communities we serve."

In addition, Walgreens is adopting Centers for Disease Control and Prevention (CDC) recommendations by educating patients about Narcan when they

are dispensed a controlled substance greater than 50 morphine milligram equivalents (MME) and may be at risk of accidental overdose.

Press Release

WALMART, TARGET VIEWED AS 'MOST TRANSPARENT'

Walmart and Target are among the companies that consumers consider to be the most transparent about their business practices, according to research from The Hartman Group.

The Bellevue, Wash.-based consulting firm found

that nearly 70% of the 1,500 U.S. adult consumers surveyed expressed a desire for more transparency from companies about their sustainability practices. The results are included in the firm's Sustainability 2017: Connecting Benefits With Values Through Purposeful Consumption report.

Consumers evaluate a company's transparency in terms of access to its values, policies and practices, and the openness of communication between a company and its customers, according to The Hartman Group. While transparency alone is rarely a

primary driver of purchase, The Hartman Group said, it can "potentially settle a competitive draw" among otherwise similar products.

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RETAILERS PRAISE QUICK HOUSE PASSAGE OF THE TAX REFORM, URGE SENATE TO “KEEP UP THIS MOMENTUM”

WASHINGTON: THE NATIONAL RETAIL FEDERATION

(NRF) welcomed approval of landmark tax reform legislation by the House and called on the Senate to act quickly to pass its version of tax reform.

“This goes a long way toward passing tax reform by the end of the year,” NRF President and CEO Matthew Shay said. “We look forward to seeing the Senate move just as fast. Tax reform means more jobs, more

competitiveness in the global economy, and more money in consumers’ pockets. That’s the boost our economy needs and we need it today.”

“As Secretary Mnuchin said, tax reform is all about economic growth,” Shay said. “As Congress works to get tax reform onto the president’s desk, we must keep up this momentum and let the details get worked out as the legislation progresses. Workable tax reform that can be signed into law is more important than

perfect tax reform that can’t be passed.”
 The House voted to approve the Tax Cuts and Jobs Act of 2017, and the Senate was expected to approve its version of tax reform with a vote by the full Senate after Thanksgiving. While the details vary, both versions would cut the federal corporate tax rate to 20 percent from the current 35 percent, reduce taxes for small business “pass throughs” and lower taxes for middle-class workers. NRF has led the retail

industry’s fight for tax reform for years, calling on Congress to eliminate tax breaks that benefit only some industries and to use the revenue saved to lower rates for all companies, including small businesses.
 A recent NRF analysis found that reducing the corporate tax rate to 20 percent could result in the creation of between 500,000 and 1.5 million new jobs throughout the economy. ■