

TIME FOR A RESET?

By Mary Lau

BY NOW, THE NEVADA CAUCUS IS OVER, AS IS SUPER TUESDAY,

which was held on March 3, 2020. Now the race for the Democrat nominee for President will begin in earnest. Mail boxes will be stuffed with campaign material, TV programs interrupted by advertisements begging for votes, your electronic devices jammed with political advertising, and you will get so many phone calls that your "Block Caller" list will become larger than your contact lists.

Now the campaigns become full swing assaults on both the Democrat contenders, and the ever-available punching bag knows as Donald J. Trump. It doesn't matter who the opposition is, and what name they go by, this person is automatically the enemy du jour.

Now is also the time when the voting public needs a reset. If possible, I'd suggest a family, personal or whatever the excuse, vacation. It really is time to take a breath and prepare for the onslaught. Please do

not get frustrated, angry, confused or otherwise turned off by the process that has become a political circus and horror show. RAN members really need to stay informed, chose candidates carefully, and remember that no matter how nasty the Presidential Primary is, the state and local races are extremely important. They can determine the future of your business's success.

It's hard for the average voter to stay informed about the issues that matter to you, and it does require a devotion of time, usually on your computer device to ferret out information but it is well worth the effort. Retailers and other business people know advertising and its value and also its nuances.

Advertising companies develop campaigns to gain the attention of the public and steer them toward your product or service. You spend time and money to make your product or service attractive, necessary and available. Well, so do high priced political campaign consultants.

Even low-priced ones try for the same outcome. The tools are even better now with social media inserts into your Facebook, Instagram, What's Ap, or whatever app you use to keep in touch with family or friends. If you express an interest in anything then next thing you know it magically, and annoyingly, appears on your screen.

This can be considered a good thing, or not, depending on the consumer; however, in the world of politics there is a delicate balance between informing and annoying

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RETAIL: A TRUE EVOLUTION

By Andy Peterson

I'VE ALWAYS APPRECIATED RETAIL. I'VE ALWAYS liked shopping. As a kid growing up in rural Northern Minnesota, I eagerly waited for the JC Penny and Sears catalogs to come to the house. My siblings and I picked out a hundred things we wanted for our birthdays or for Christmas. Fortunately, for my siblings and me, my mother was able to produce the most coveted items which magically appeared on a birthday or under the Christmas tree. However, I was different. I insisted on shopping for my own gifts. I



Andy Peterson

can still remember the many things I picked out over the years. Like I said, I have always liked shopping. Today, it is not a true holiday or vacation for me unless shopping is involved.

Working for the Retail

Association of Nevada, I've gained an entirely new appreciation for how innovative the retail industry has become and where it might be evolving towards. Ten years ago, online shopping was virtually nonexistent. You were challenged to buy most things online. Today, not only can one buy almost anything online, digital shopping has become an ever-larger component of retail. As a result, bricks and mortar retailers have taken notice and have integrated the best components of online retailers into their own operations. For

instance, Home Depot now compliments its in-store selection with an enhanced selection online. It's been my experience that the store offers a good selection, but the online selection is larger. Better yet, Home depot will normally deliver larger online items directly to your home. For instance, I've purchased lumber online from Home Depot and had it delivered to my home. Other areas retailers are improving upon are in-store experiences. These include such things as buying online and picking up in store, grocery fulfillment, *Continued on next page*

TIME FOR A RESET? *Continued from page 1*

people. And, there is a real balance in "puffing" (another advertising term) and lying.

We have been inundated with the term "fake news" and some blogs definitely are, some in the news business have mistakenly quoted blogs that aren't facts, and, yes, there is biased reporting. Thus, the need for research by the voters. If it stinks and hits you in the wrong way, check it out. Some internet cheaters

have figured out how to game the system by actually programming searches, or paying for hierarchically advantaged search positions. As a result, it takes a while to get down to the real pros and cons of what was said versus what was facts.

Of course, RAN will have our own candidate suggestions for state and local office, which is based on the matrix that is published

following each legislative year; however, not all races are listed there. congressional candidates, and local officials aren't included. We will have a spreadsheet soon from our legal council's office at McDonald Carrano, to show the judicial candidates. There will also be several initiative petitions that we will cover for you too.

We recognize that it is difficult and somewhat time consuming, but



Mary Lau, RAN CEO

please do your best to be an informed voter and then VOTE. November isn't that far away. ■

Mary Lau



THE EVOLVING ROLE OF A PHARMACIST

By Liz MacMenamin

THE ROLE OF COMMUNITY PHARMACIST HAS CHANGED

during the last decade. As medical professionals, they have been educated to provide a pivotal role in the health of Nevada patients. Even with the shortage of physicians and other medical providers in our state, however, pharmacists remain limited in the scope of medical services they can provide. Some of the barriers in providing additional care are policies which have

been in place for a very long time. Following are examples of outdated policies in Nevada:

- The inability of pharmacies to hire additional pharmacy technicians which would allow pharmacists more time to provide direct patient care.
- The inability to allow pharmacists to practice to the height of their education.
- Low drug reimbursement rates which, at times, leads to



Liz MacMenamin

pharmacy closures and diminished patient access. A recent Harvard Business Review article suggests part of the

healthcare solution is utilization of the medical expertise of pharmacists. The article, "Managing the Most Expensive Patients: A New Primary Care Model Can Lower Costs and Improve Outcomes," highlights the findings of a Kaiser Permanente study regarding a new model for primary care delivery. This model would allow physicians to provide care for about 1,800 patients at a much higher standard of care than conventional primary care. The article

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RETAIL: A TRUE EVOLUTION

Continued from page 2

and in-store apps which allow location of product, pricing, and, in some cases, direct check out. All of these are attractive and are timesavers for busy consumers.

Other emerging trends worth watching include direct to consumer brands, the newish circular marketplace, and an ever-increasing commitment to environmentalism. All are seemingly driven by consumers.

Direct to consumer brands is exactly that: inventory does not pass through a retailer. Rather, it goes from marketer to

consumer and is driven by social media. This is an emerging trend. As reported in Chain Store Age, sixty-five percent of all Americans use Facebook, followed by thirty-nine percent who use YouTube, thirty-seven percent who use Twitter, and twenty-two percent who use Snapchat. Those who operate in direct to consumer brands advertise on these platforms. I would expect this phenomenon to increase, albeit many of these brands are not found anywhere else but on social media.

The circular marketplace, or circular economy, is the

rental of items rather than by immediate purchase. Clothing can now be rented and returned, or rented with an "option to buy." It seems unorthodox but it is catching on with some people.

Lastly, environmentalism in retail is largely driven by Gen Xr's who are concerned about waste reduction. As a result, retailers are responding and are working to be environmentally friendly in order to capture this segment of the market.

Regardless of any of the aforementioned evolutionary retail phenomenon, it is important to understand

retail, at its heart, is still a bricks and mortar affair. The very nature of our society and economy assures people will continue to travel to central locations to pick up their supplies. This is not going to change anytime in the future. Big box, specialty stores, and convenience stores will continue to populate our neighborhoods.

Retail has come a long way since I was a kid, and, I would expect it to continue evolving in ways not yet imagined. Retailers are, for the most part, a savvy group. It will be fascinating to see what their future brings. ■



Prescription Drug Round Up DEA National Take Back Day Saturday, April 25, 2020

10:00 AM - 2:00 PM

Drop Off Locations

- Reno:** Raley's - 18144 Wedge Parkway
 Reno Elks Lodge - 597 Kumle Lane (across from Convention Center)
 Smith's - 750 South Meadows Parkway
 Smith's - 175 Lemmon Drive
 Walmart - 5260 West 7th Street (MaeAnne)
 Walmart - 2425 E. 2nd Street (3 Nations Plaza)
- Sparks:** Smith's - 1255 Baring Boulevard

Acceptable Items:

- Unneeded prescription drugs
- Prescription liquids
- Pet medications
- Sharps
- Vaping devices

OTHER OPTIONS FOR DISPOSAL

- Dispose in permanent drop boxes located in the lobbies of the Reno Police Department, Sparks Police Department, Washoe County Sheriff's Office, and UNR Police Services.
- Some pharmacies have permanent drop boxes. Talk to your pharmacist.
- If you can't get to a drop box, crush your prescription drugs in a seal-tight plastic bag. Add kitty litter or wet coffee grounds. Seal the bag and dispose in the trash.

Sponsors





AMERICANS TRUST PHARMACISTS

NACD

Americans' trust in pharmacists continued to shine in Gallup's annual measure of honesty and ethical standards. The National Association of Chain Drug Stores (NACDS) urged federal and state government officials to see the findings as yet another call to leverage pharmacies more completely for patient health, and to reverse unfair pharmacy reimbursement practices that are jeopardizing patients' access to care.

The Gallup survey conducted December 2-15, 2019, maintained pharmacy's consistent position among the most highly esteemed professionals. Nearly two-thirds of Americans called pharmacists' honesty and ethical standards "very high

or high." NACDS President & CEO Steven C. Anderson, IOM, CAE, said, "This latest Gallup survey is yet another important data point. Patients trust pharmacists and rely on their accessibility. Studies show that patients are more likely to do the things that keep them healthy when they have access to pharmacists and pharmacies. Studies also show the link between fair reimbursement policies, forward-thinking policies that improve access to pharmacy services, and improved patient health. Together, we have built success stories that benefit patients.

"However, right now there are dire examples playing out of extremely flawed and unfair policies.



They are threatening pharmacy access. These include direct and indirect remuneration (DIR) fees, broader examples of forcing pharmacies to fill prescriptions below-cost, and other extremely damaging and unworkable policies. They also include unwarranted barriers to pharmacy care that is valued by patients. These issues need to be addressed urgently. It is a matter of fairness to pharmacies and to patients alike."

NACDS cited its own data, including a 2019 survey conducted by Morning Consult and commissioned by NACDS. It showed 67 percent of American voters agree that change is needed in rules that result in below-cost or unpredictable reimbursement from payers to pharmacies. More information about NACDS' advocacy for pro-patient and pro-pharmacy issues is available at [accessagenda.NACDS.org](https://www.accessagenda.nacds.org).

Coronavirus Updates and Resources

NRF is monitoring the coronavirus situation closely, coordinating with U.S. government agencies and health experts as the situation continues to evolve.

NRF has a collection of coronavirus resources from the World Health Organization, CDC and other agencies and organizations.

Visit [NRF.com/resources](https://www.nrf.com/resources) to access this information.



Nevada Notes

GOVERNMENT AFFAIRS UPDATE IMPEACHMENT FINALE

In Washington, the impeachment trial of President Trump ended today with an acquittal on both charges, abuse of power and obstruction of justice. Utah Sen. Mitt Romney was the lone Republican to vote to convict on the abuse of power charge, with a vote of 52-48. The obstruction of justice charge followed party lines at 53-47.

IOWA CAUCUS DEBACLE: NEVADA REACTS

It may only be Wednesday, but it's been a hectic week in the realm of national politics. All eyes were on Iowa on Monday for the first Presidential Caucus in the nation. Controversy erupted when a delay in results caused skepticism and unease throughout the Democratic Party and its candidates. A mobile app is being blamed as the primary cause for the reporting errors. The Nevada Democratic Party moved swiftly, scrapping its use of the same app ahead of Nevada's Feb. 22nd Caucus to avoid a similar headache. Officials in Iowa have now resorted to using photos and paper trails to validate all results to ensure accuracy. While only 75 percent of results

are reported, at this time there is a clear two-way tie between Sen. Bernie Sanders and former South Bend, Indiana Mayor Pete Buttigieg. Behind them are Sen. Elizabeth Warren and former Vice President Joe Biden as the candidates now move on to New Hampshire.

THE LAS VEGAS RAIDERS

It's official – last month the Las Vegas Raiders got a new name, ushering in a new Silver and Black era of sports in Nevada. Along with the name change, Raiders owner Mark Davis announced a half a million-dollar donation to the Nevada Department of Agriculture meal service program to fund meals for kids.

The 65,000-fan capacity stadium just west of the Las Vegas Strip continues to rise – and Clark County officials and stakeholders are starting to map out the vision for the surrounding stadium district. Allegiant Stadium is slated for completion in summer 2020, just in time for football season, and is expected to pump \$620 million into the local economy each year, in addition to creating 6,000 permanent jobs in southern Nevada. Allegiant Stadium, along with the Raiders' Henderson headquarters and practice facility, will be powered by renewable

energy sources, with the Public Utilities Commission approving the 25-year energy deal last week. While the Raiders have not won a Super Bowl since 1984, they are hoping to make history in the Silver State.

CLIMBING VOTER REGISTRATION NUMBERS

Voter registration numbers rose significantly during the month of January, adding an impressive 27,149 registered voters in January. That is a 1.7 percent increase compared to December 2019. Nonpartisan voters now make up almost 23 percent of the state, with Democrats making up 38 percent and Republicans making up 33 percent.

The drastic increase is thanks to the new automatic voter registration system that took effect last month. Under the new system, voters registering at the DMV who do not select a party affiliation are automatically registered as nonpartisan. While it is unclear how the surge in registration will affect voter turnout in November, previous election cycles show that nonpartisan voters tend to turn out in lower rates than those with a party affiliation.

NEVADANS ON THE MOVE

● Governor Sisolak's General Counsel Brin Gibson is stepping down to take a job in the private sector. Gibson had served in his role since the Governor assumed office and was the top legal advisor in policy, contract and litigation matters. Kyle George, the First Assistant Attorney General under Attorney General Aaron Ford, has been named interim General Counsel.

● After nearly eight years serving as the Director of the Legislative Counsel Bureau, Rick Combs has retired. His replacement is expected to be announced later this month.

● Nevada business lobbyist Tyre Gray will be the new head of the Nevada Mining Association, replacing former President Dana Bennett, who held the position for five years. Gray most recently worked as an attorney with the law firm Fennemore Craig.

● Governor Sisolak has named Laura Freed to head the Department of Administration. Freed comes from the Finance Office where she has 13 years of experience as a budget analyst. The position became available after former director Deonne Contine resigned last year citing family obligations.



National Notes

ONLINE GROCERY FORECAST INCREASES TO \$143 BILLION BY 2025

FMI and Nielsen have updated their predictions for online food and beverage sales to \$143 billion by 2025. Last year the figure was predicted to be \$100 billion.

Shoppers aged forty-five to sixty-four represent the largest segment of omnichannel shoppers. Those in the later group have grown faster than the younger group.

Gen Z shoppers spend about \$550 per month on groceries and about 15% (\$85) of that is spent online. Millennials spend more on groceries (\$615) and about 26%, or \$157 per month goes to online shopping. Value is most important for Gen Z and millennial shoppers when choosing a grocery store, followed by cleanliness, product selection and variety. Location is also a factor with 72% not willing to spend more than 20 minutes in travel.

Despite the fact that many retailers typically target Gen Z shoppers, the report found the majority of online shoppers are older. Gen X and baby boomer's online shopping habits may be due to lack of mobility, transportation or feeling like they can take their time shopping digitally than in-store.

With delivery and service fees decreasing recently, these demographics appear to be embracing online shopping

more. This supports FMI's 2019 findings that reach from online retailers was strong among Gen X shoppers, growing from 29% in 2018 to 40% a year later.

Gen Z shoppers, on the other hand, still prefer and enjoy in-store shopping, the research found. They want to be able to pick their own produce and discover new products. They like the in-store experience overall, which is why retailers continue to enhance the in-store experience by features like kombucha bars, beer gardens, food courts, games, classes and digital capabilities.

Even though projections for e-commerce are rising, the study also found that only 4% of retailer respondents consider themselves very sophisticated in the online market, meaning there's a lot of room for progress and growth.

Grocery Dive

WALMART OPENS CASHIERLESS STORE IN FLORIDA

Walmart recently opened a cashierless Neighborhood Market store in Coral Way, Florida. Its self-checkout will offer expanded lanes for large baskets, and an employee will be on hand to assist as needed.

In addition, the store features online grocery pickup, same-day delivery, and its Check Out With Me program. By reducing dependence on cashiers in its latest opening in Florida, the retail giant could

cut down on labor costs and potentially boost margins.

Walmart is just one of many retailers trying to balance consumer demand for faster checkout with shopper reluctance on different tech options aimed to boost the experience

Many of those solutions still come with headaches, from unrecognized items in the bagging area and glitches with payment to lines that pile up at self-checkout kiosks — all of which can lead to poor customer experiences.

Walmart's decision to have no cashiers could free up employees to address issues with processing transactions as they arise. *Grocery Dive*

7-11 TESTS CASHIERLESS STORE CONCEPT

7-Eleven is testing an in-store shopping concept in its Irving, Texas headquarters. For now, only employees are able to buy merchandise in the store. Employees use an app to make their purchases.

Algorithms and predictive technology enables the app to work and properly charge those making the purchases.

"Ultimately, our goal is to exceed consumers' expectations for faster, easier transactions and a seamless shopping experience," said Mani Suri, 7-Eleven senior VP and CIO. "This in-house, custom built technology by 7-Eleven engineers is designed for our current and future customers.

We continue to innovate, and coupling fresh, innovative, healthy food options with a frictionless shopping experience could be a game-changer."

This in contrast to 7-Eleven's self-checkout at stores in New York City.

Like its cashierless store, 7-Eleven initially tested mobile self-checkout with employees at its headquarters. The retailer also followed up with some live testing in select Dallas stores.

Chain Store Age

AMERICA'S FAVORITE RESTAURANTS

Thirty years ago who would have guessed Americans would be eating at gas stations? Today, chains like Sheetz, Wawa, and Kwik Trip offer meal kits, salads, keto snacks, and espressos. While delivery from Amazon has redefined what convenience means for many Americans, the 24-hour, 3,230-average-square-foot convenience store still fills a niche for time-strapped customers searching for a bite to eat and a fill up at the pump. Convenience stores have reinvented their businesses to adjust to the changing ways Americans eat. Snacking is becoming consumers' preferred meal of choice, and Americans are cooking fewer of their dinners at home as they eat out or order in from their couch.

To keep up, chains are hiring executives from

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NRF SAYS 2019 HOLIDAY SALES WERE UP 4.1 PERCENT

HOLIDAY RETAIL SALES DURING

2019 grew 4.1 PERCENT over the same period in 2018 to \$730.2 billion, the National Retail Federation said. The numbers exclude automobile dealers, gasoline stations and restaurants. Online and other non-store sales were up 14.6 percent over the year before at \$167.8 billion and are included in the total.

“Having spent the last week with top retail leaders from around the world at our annual convention, and spending time at the White House with government policymakers and economists, these numbers validate continued optimism for increased investment and opportunity in the retail industry,” NRF President and CEO Matthew Shay said. “This is a consumer-driven economy, and by any measure, the consumer has put the economy in a solid position for continued growth. This is a strong finish to the holiday season, and we think it’s a positive indicator of what’s ahead.”

NRF forecast in

October that 2019 holiday sales during November and December would increase between 3.8 percent and 4.2 percent for a total of between \$727.9 billion and \$730.7 billion. The forecast called for online sales to increase between 11 percent and 14 percent to between \$162.6 billion and \$166.9 billion.

The growth rate reported is nearly double the weak 2.1 percent seen during the 2018 holiday season, which was slowed by a government

“This was a healthy holiday season, especially compared with the decline in retail sales we saw at the end of the season in 2018.”

**NRF CHIEF ECONOMIST
JACK KLEINHENZ**

shutdown, stock market volatility and interest rate hikes. Sales during December 2018 were down 0.2 percent from the year before.

“This was a healthy holiday season, especially compared with the decline in retail sales we saw at the end of the season in 2018,” NRF Chief Economist Jack Kleinhenz said. “Despite a late Thanksgiving and

worries about tariffs, the consumer didn’t go away. We’ve had months of strong employment numbers, high wages and strong household balance sheets. There’s no doubt that gave consumers a sense of confidence about their ability to spend, and they did their part to keep the economy moving.”

Retail sales in December 2019 alone increased 0.5 percent seasonally adjusted over November and were up 6.7 percent unadjusted year-over-year.

December’s results follow November’s decline of 0.1 percent month-over-month and increase of 1.3 percent year-over-year. As of December, the three-month moving average was up 4.1 percent over the same period a year ago, compared with 3.1 percent in November.

Kleinhenz said the modest growth in November and the large increase in December came partly because two key days of the Thanksgiving shopping weekend – the Sunday and also Cyber Monday – fell in December this year.

NRF’s numbers are based on data from the U.S. Census Bureau, which said today that

overall December sales – including auto dealers, gas stations and restaurants – were up 0.3 percent seasonally adjusted from November and up 5.8 percent unadjusted year-over-year.

Specifics from key retail sectors during the November-December holiday season include:

- Online and other non-store sales were up 14.6 percent year-over-year.
- Grocery and beverage stores were up 2.9 percent year-over-year.
- Furniture and home furnishings stores were up 2.6 percent year-over-year.
- Health and personal care stores were up 1.6 percent year-over-year.
- Building materials and garden supply stores were up 1 percent year-over-year.
- General merchandise stores were up 0.4 percent year-over-year.
- Sporting goods stores were down 0.4 percent year-over-year.
- Clothing and clothing accessory stores were down 1.6 percent year-over-year.
- Electronics and appliance stores were down 2 percent year-over-year. ■



21 – IT’S THE LAW

Food Drug Administration

O N DEC. 20, 2019, THE PRESIDENT SIGNED

legislation amending the Federal Food, Drug, and Cosmetic Act, and raising the federal minimum age of sale of tobacco products from 18 to 21 years. It is now illegal for a retailer to sell any tobacco product—including cigarettes, cigars and e-cigarettes—to anyone under 21.

Effective immediately, retailers must not sell tobacco products to anyone under the age of 21. FDA recognizes that both the agency and some retailers will need to update current practices to implement this new law as FDA will need time to do outreach and education to retailers and update the Agency’s programmatic work to reflect this



change in law. During this period of transition, the FDA expects retailers to follow the law and take measures to ensure an individual purchasing a tobacco product is 21 or older, including manually checking IDs when needed. However, during this ramp-up period, FDA will continue to only use minors under the age of 18 in its compliance check program.

FDA has free resources available to assist retailers in calculating the age of customers. Retailers who use FDA’s This is Our Watch

digital age verification calendar may update the minimum purchase age on the calendar to 21 years. Instructions on how to update the age on the digital calendar are available on FDA’s website. Retailers who would like a This is Our Watch digital age verification calendar may order one free of charge from FDA’s Center for Tobacco Products Exchange Lab. Additionally, retailers who use FDA’s Age Calculator app should update the age limit to 21 years through the app

settings. Instructions are provided within the help feature of the app. FDA’s enforcement of the federal minimum age of purchase for tobacco products is ongoing. To date, the agency has conducted more than 1 million compliance checks of tobacco retailers. FDA will be updating our website and other materials, including our regulations, in the near future to reflect the change in law.” ■

THE EVOLVING ROLE OF A PHARMACIST *Continued from page 3*

points out that of these patients, approximately thirty percent will have a chronic diseases state. As a result, pharmacists can, and should play a role in achieving better outcomes by monitoring and adjusting medications for these patients. The

article further highlights the use of physician assistants which allows the physician to provide more critical patient care. In comparison, they suggest pharmacy technicians could provide the same type of assistance to the pharmacists in the new

model. Barriers in Nevada are far more oppressive and restrict the ability of a pharmacist to provide the one on one patient interaction that is vitally needed. These policies are outdated and need to be addressed either

legislatively or at the regulatory level. Nevada needs healthcare providers, not just in rural areas but urban areas as well. Both pharmacists and pharmacy technicians are professionals that can and should be part of the solution in Nevada. ■ ◆ 9



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.

Bagelmania Holdings LLC dba Bagelmania

Forbes Consultworks LLC

Garsa Enterprises LLC dba Toro Tax

McElroy Enterprises LLC dba Artisan Café

MFFK Holdings Inc

V&T Enterprises LLC dba Presto Auto-Electric

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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NEVADA NOTES *Continued from page 6*

● Former Republican Assemblyman Erven Nelson announced that he is dropping out of the race for Nevada Supreme Court. Nelson was running for the seat being vacated by retiring Justice Mark Gibbons. Clark County District Court Judge Doug Herndon and Assemblyman Ozzie Fumo remain in the race.

LET THE REDISTRICTING DISCUSSION BEGIN...

The Interim Committee in charge of redistricting met for the first time last month. Chaired by Sen. Joyce Woodhouse, the

Committee is comprised of a diverse collection of legislators who are tasked with recommending the Joint Standing Rules that will guide the process for redistricting and reapportionment next session. While Nevada is in the preliminary stages, some of the key topics to consider will include increasing the number of state Assembly and Senate seats, potentially eliminating the “nesting” system, and how to properly account for the state’s homeless and minority populations. The use of Geographical Information Systems (GIS) software is

intended to tackle some of these obstacles and streamline the process.



HOMELESSNESS IN LAS VEGAS

Las Vegas wants to reduce its intake of homeless inmates by more than 1,000 over the next three years. This amidst two ordinances which makes sleeping in a public place and not moving during sidewalk cleaning a misdemeanor punishable by arrest or a fine of \$1,000 dollars. This is due to between 4,600 and

9,500 intakes of homeless people according to a presentation by Lt. Danielle Davis to a task force addressing homelessness. The ordinances took place February 1st.

Some suggest the laws criminalize homelessness and are not helpful. Other testimony to the committee suggests people are re-arrested for the very causes that caused their homelessness in the first place. These causes include mental illness, lack of access to affordable housing, gainful employment, and substance addiction.

NATIONAL NOTES *Continued from page 7*

restaurants and expanding their snack choices and prepared food in kitchens on site. Consumers, especially Millennials, are not always willing to go to a quick-service restaurant, a fast-food joint or walk around a 40,000-square-foot grocery store, analysts say. Instead, they’ll often head to a convenience store, where the average amount of time customers spend inside the store is less than four minutes.

“People simply don’t have the time to sit down a whole meal at night like they used to,” said Carl Rick, leadership development specialist at Kwik Trip, which is building around 40 stores a year and just opened its 700th. “The more

places there are where people can duck in, be out in three minutes with milk, eggs, maybe a sandwich, something to drink—those places are doing very well.”

Quirky chains like Wawa and Sheetz in the northeast, Casey’s and Kwik Trip in the midwest, Buc-ee’s from Texas, Maverik based in Utah and others are opening new stores and building devoted customer followings. (A couple recently tied the knot at Wawa and one Sheetz superfan — Sheetz Freakz as they’re known — got a tattoo of the company’s logo.)

Over the past decade, convenience chains have increased sales inside their

stores by around 30%, according to the National Association of Convenience Stores, an industry advocacy group. Since 2000, the number of convenience stores in the United States has grown by 28%.

The Southland Ice Company opened America’s first convenience store in 1927 in Dallas. The chain, which is now 7-Eleven, recognized an opportunity to sell these staples on Sundays and in the evenings when grocery stores were closed.

Convenience stores in the United States took off in the postwar period with the growth of car ownership, the creation of the interstate highway

system and migration to the suburbs.

“These new vest-pocket supermarkets, most of them chain-operated, specialize in quick service, easy parking and long hours,” a New York Times reporter wrote in 1966 about how convenience stores were starting to fill a roll “for the housewife.”

In 1965, there were 5,000 convenience stores in the United States. Today, there are upward of 153,000 of these mini-marts, more than all the grocery stores, drug stores and dollar stores in this country combined. 7-Eleven is the largest US convenience store chain with more than 9,000 outposts.. *CNN Business*



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NEVADA NEWS

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NRF WELCOMES SENATE PASSAGE OF USMCA

THE NATIONAL RETAIL FEDERATION WELCOMED

Senate passage of the United States-Mexico-Canada Agreement.

"The world has changed dramatically since the United States, Canada and Mexico first agreed to tear down barriers to free trade a quarter-century ago," NRF President and CEO Matthew Shay said.

"This updated agreement will modernize trade among our closest trading partners and pave the way for continued prosperity across the borders of North America as the global economy continues to evolve. This agreement will support the millions of U.S. jobs that depend on free trade with Canada and Mexico and will ensure the continued availability of affordable

everyday necessities for American families."

NRF has been a leading supporter of the administration's efforts to modernize the North American Free Trade Agreement. Shay cited provisions on digital trade, customs procedures and trade facilitation as key improvements in the new agreement. ■

UPCOMING EVENTS

**NRF 2020
VISION:
Retail's Big Show**
Jan. 12-14
New York City

NRF PROTECT 2020
June 22-24
Pittsburgh, PA

NRFtech 2020
July 12-14
Dana Point, CA

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