

# RETAIL'S BIG ISSUES

## SALES TAX FAIRNESS

NRF is pushing Congress to finally pass long-sought legislation requiring online sellers to collect sales tax the same as local stores. Lack of collection gives online sellers an unfair advantage that is making it difficult for some local stores to stay open and provide local jobs. It also costs states an estimated \$24 billion a year needed for essential jobs like police officers, firefighters and schoolteachers.

[www.retailmeansjobs.com/salestaxfairness](http://www.retailmeansjobs.com/salestaxfairness)

## CORPORATE TAX REFORM

Retailers benefit from few of the tax credits and deductions that ease other industries' tax burdens. NRF supports efforts to "broaden the base" by eliminating such provisions and using the revenue that would be generated to lower tax rates for all businesses. Doing so would make U.S. businesses more competitive and help create U.S. jobs.

## HEALTH CARE REFORM

NRF supported efforts to make health coverage more accessible by making it more affordable, but the reform law passed by Congress focused on mandates rather than cost reduction. One provision requires most employers to provide insurance at government-mandated levels or pay fines for not doing so. With retailers unable to absorb the added cost, many could have to reduce their number of workers as a result. NRF is working for repeal of that provision, and for reform of other provisions.

## LABOR REGULATIONS

NRF supports efforts to repeal recent National Labor Relations Board regulations allowing union organizing elections to be held in as little as 14 days rather than the current median of 37 days. "Ambush" elections would give employers little time to argue against unionization. NRF also wants to overturn a ruling allowing for "micro-unions" within a company. Organized labor wants to use both to target traditionally non-union industries like retail.

[www.retailmeansjobs.com/cardcheck](http://www.retailmeansjobs.com/cardcheck)

## ORGANIZED RETAIL CRIME

NRF continues to advocate for a national strategy to combat organized retail crime, which costs retailers as much as \$30 billion a year. As organized retail crime gangs become more advanced, criminal law needs to be updated to confront the problem. NRF is leading the retail industry's push for legislation that would define organized retail crime and make it a federal offense in order to distinguish it from ordinary shoplifting. [www.retailmeansjobs.com/cardcheck](http://www.retailmeansjobs.com/cardcheck)

## CYBERSECURITY

NRF is urging Congress not to expand cybersecurity legislation beyond its key purpose of protecting "critical infrastructure" like water supply systems and the electrical grid against Internet-based terrorist attacks. The legislation isn't aimed at retailers, but NRF is concerned that any online security bill could become a vehicle for proposals on issues such as behavioral advertising, data breach, data monitoring and broad privacy regulations. NRF supports self-regulation.

## MEMBERSHIP BENEFITS

### ADVOCACY

Fighting to protect the interests of the retail industry. What's important to you is important to us. NRF membership ensures your voice is heard among policymakers. NRF is the only retail trade association to be consistently ranked by *The Hill* as one of the most effective lobbying groups in Washington, DC.

Through NRF Membership:

- Connect with a team of expert lobbyists to share concerns, discuss issues or learn about the implications of specific legislation.
- Engage in committees addressing issues affecting compliance, employment law and employee benefits, finance, information technology, international trade, loss prevention, payment cards, privacy, supply chain, tax and much more.
- Leverage NRF's Retail Action Network and grassroots programs to communicate directly with Members of Congress.
- Lobby Members of Congress directly through visits arranged by NRF.
- Monitor issues through free subscription to *Washington Retail Insight*, *Retail Trade Issues*, and *PortTracker*.
- Monitor state legislative issues through free access to iState Link.

### COMMUNITIES & NETWORKING

Advancing your company and career success through dynamic information exchange. At NRF we know that tomorrow's successes come from today's collaboration. NRF provides the communities and events you need to recharge and drive innovation.

Through NRF Membership:

- Benchmark your business practices with those of your peers through nearly 50 NRF committees and task forces.
- Build and strengthen valuable relationships with other retail industry leaders.
- Participate in member-only conference calls and webinars.
- Receive complimentary membership in RAMA (Retail Advertising & Marketing Association).
- Save money on registration to NRF's must-attend conferences and events like the NRF Annual Convention & EXPO and the NRF Loss Prevention Conference & EXPO.
- Gain complimentary access to the invitation-only Retail Executive Summits for retail member CIOs, senior HR executives and senior LP executives.

### EDUCATION & RESEARCH

Providing you tools and resources to make informed business decisions. Knowledge is power and access to data is critical. NRF provides you and your entire company with the information you need.

Through NRF Membership:

- Stay current on the latest industry news and consumer trends through *NRF SmartBrief*, *NRF Global SmartBrief*, and the NRF website.
- Obtain data and statistics from NRF's specialty newsletters and studies such as *Retail Sales Outlook*, *Retail Horizons*, *Retail Industry Indicators* and the *Retail Compensation and Benefits Survey*.
- Learn from thought-provoking educational sessions at NRF conferences and events.
- Access thought leadership, original research and case studies from the NRF Retail Reference Center.
- Download RFP templates to shorten your development time for new implementations in POS, warehouse management and workforce management, among others. (Free for NRF Members/\$5,000 each for non-members.)

### NRF SPECIAL-INTEREST MEMBERSHIPS

NRF Membership affords discounts on special interest memberships:

- ARTS (Association for Retail Technology Standards) — \$250 dues discount and \$250 initiation fee waived for this retailer-driven membership organization dedicated to creating an international, barrier-free technology environment for retailers. **[www.nrf-arts.org](http://www.nrf-arts.org)**
- SHOP.org — 25% dues discount on membership in Shop.org — the nation's only trade association that focuses exclusively on Internet retailing and direct-to-consumer marketing technologies. **[www.shop.org](http://www.shop.org)**

**NRF Membership is company-wide.**

**When you join NRF, your entire staff joins NRF.**

Questions? 202.626.8123

[ViatorJ@nrf.com](mailto:ViatorJ@nrf.com)

**[www.nrf.com/membership](http://www.nrf.com/membership)**

## PARTIAL MEMBER LIST

Aeon Co., Ltd.	Darden Restaurants, Inc.	METRO AG
Almacenes Simán S. A.	Denny's Inc.	Murphy USA
Arby's	Dick's Sporting Goods	Omaha Steaks Stores
Auntie Anne's Pretzels	DineEquity Inc.	Outback Steakhouse
Bargain Barn Inc.	Domino's Pizza Inc.	Papa John's International
Beverages & More!	Donatos Pizza	Ritchie Feed & Seed, Inc.
BI-LO	Dunkin' Brands	Royal Ahold N.V.
BJ's Wholesale Club, Inc.	El Corte Inglés, S.A.	Safeway Inc.
Bloomin' Brands Inc.	Godiva Chocolatier, Inc.	Shopper's Stop Ltd.
Bob Evans Farms, Inc.	Harris Teeter, Inc.	Sonic Corp.
Bonefish Grill	Harry & David	Starbucks Coffee
Brinker International	Hi-Lo Food Stores	Company
Burger King Corporation	IKEA North America	Total Wine & More
Chick-fil-A, Inc.	Services, LLC	Vitamin Shoppe
Choice Mart Super	In-N-Out Burger	Industries
Market	International Dairy Queen,	Waffle House Inc.
Carrabba's Italian Grill	Jack in the Box Inc.	The Wendy's Company
CKE Restaurants, Inc.	The Kroger Co.	Werner's Trading
Comark	Lindt & Sprüngli	Company
Cost Plus, Inc.	Little Caesar Enterprises	Whataburger Restaurants
Cracker Barrel Old	Marriott International	White Castle System, Inc.
Country	Meijer, Inc.	Whole Foods Market, Inc.
Crate and Barrel	McDonald's Corporation	Winn-Dixie Stores, Inc.

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# NRF U.S. GROCERY MEMBERSHIP APPLICATION

Companies principally engaged in retailing are eligible for membership in the Federation. Under NRF's bylaws, each member must pay dues based on total annual sales volume as reported in the most recent fiscal year. Total Sales must include sales received from all retail operations including stores, catalogs, online stores and franchise fees.

Dues are payable in advance (in U.S. currency). NRF dues are not deductible as charitable contributions for U.S. federal income tax purposes; however, a portion of your dues may be deductible for NRF members as an "ordinary and necessary" business expense.

COMPANY		
PARENT COMPANY (IF APPLICABLE)		
ADDRESS		
CITY	STATE	ZIP CODE
PHONE	FAX	
EMAIL ADDRESS	WEBSITE	
NUMBER OF RETAIL UNITS		
ANNUAL SALES VOLUME		
CONTACT NAME	JOB TITLE	
SIGNATURE	DATE	

## METHOD OF PAYMENT (NRF EIN# 13-5582627)

- ☐ CHECK ENCLOSED
- ☐ VISA      ☐ DINERS CLUB      ☐ MASTERCARD
- ☐ DISCOVER      ☐ CARTE BLANCHE      ☐ AMERICAN EXPRESS

CREDIT CARD NUMBER	EXPIRATION DATE	
CREDIT CARD BILLING ADDRESS		
CITY	STATE	ZIP CODE
CARDHOLDER'S NAME (PLEASE PRINT)		
SIGNATURE		

## FOR OFFICE USE ONLY

SALES VOLUME \$	
RETAIL	
MEMBER TYPE	
DUES CODE	
TYPE OF BUSINESS	
PAID THRU DATE	
DUES \$	AC CODE

# RETAIL MEMBERSHIP DUES - FOOD RETAIL OFFER 70% OFF FOR COMPANIES WITH REVENUES OF \$100MN & UP!

OPEN TO ALL GROCERY OPERATORS, LOCATED WITHIN OR OUTSIDE THE UNITED STATES.

UNDER NRF'S BYLAWS, EACH MEMBER MUST PAY DUES BASED ON TOTAL SALES VOLUME AS REPORTED IN THE MOST RECENT FISCAL YEAR.

1	up to \$1,000,000	\$175
2	\$1,000,001 to \$2,000,000	\$232
3	\$2,000,001 to \$4,000,000	\$351
4	\$4,000,001 to \$6,000,000	\$470
5	\$6,000,001 to \$8,000,000	\$589
6	\$8,000,001 to \$10,000,000	\$708
7	\$10,000,001 to \$15,000,000	\$946
8	\$15,000,001 to \$20,000,000	\$1,184
9	\$20,000,001 to \$25,000,000	\$1,422
10	\$25,000,001 to \$30,000,000	\$1,541
11	\$30,000,001 to \$35,000,000	\$1,660
12	\$35,000,001 to \$50,000,000	\$1,779
13	\$50,000,001 to \$60,000,000	\$2,017
14	\$60,000,001 to \$70,000,000	\$2,374
15	\$70,000,001 to \$80,000,000	\$2,612
16	\$80,000,001 to \$100,000,000	\$2,970
17	\$100,000,001 and up	(see below)

## RETAILERS WITH ANNUAL SALES GREATER THAN \$100 MILLION:

ENTER YOUR COMPANY'S  
TOTAL ANNUAL SALES:

USE THE FOLLOWING FORMULA TO CALCULATE YOUR ANNUAL DUES:

THE FIRST \$100 MILLION= \$2,970

\$11 PER MILLION FOR EACH MILLION OF  
SALES FROM \$101 MILLION UP TO \$2 BILLION  $\$11 \times \underline{\hspace{1cm}} = \$\underline{\hspace{1cm}}$

\$4 PER MILLION FOR EACH MILLION OF  
SALES OVER \$2 BILLION UP TO \$10 BILLION  $\$4 \times \underline{\hspace{1cm}} = \$\underline{\hspace{1cm}}$

\$1 PER MILLION FOR EACH MILLION OF  
SALES OVER \$10 BILLION UP TO \$20 BILLION  $\$1 \times \underline{\hspace{1cm}} = \underline{\hspace{1cm}}$

\$.50 PER MILLION FOR EACH MILLION OF  
SALES OVER \$20 BILLION  $\$.50 \times \underline{\hspace{1cm}} = \underline{\hspace{1cm}}$

ADD LINES 1 THROUGH 5 TO DETERMINE YOUR  
DUES:

FOOD RETAIL OFFER: 30% of TOTAL \$                     

QUESTIONS? CALL THE MEMBERSHIP DEPARTMENT AT:  
202-626-8123 OR EMAIL: [VIATORJ@NRF.COM](mailto:VIATORJ@NRF.COM)