North Carolina Retail Merchants Association

www.ncrma.org


The Voice of Retail in NC
Dear Prospective Member:

The North Carolina Retail Merchants Association (NCRMA) would like to invite you to join a single voice that carries with it the power of many.

As the premier advocacy organization for the retail industry in North Carolina, we are working to promote a successful and vibrant economy while protecting and advancing the interest of our members. NCRMA is the driving force behind passage of positive legislation and, most importantly, we work hard to stop legislation that could negatively impact retail business operations through taxes, regulations, or fees. Our members also have the exclusive privilege to call on our legislative team at any time to help understand the ever-changing laws and regulations that impact retail businesses.

For over 100 years our core mission has been to serve the needs of our member companies. Our staff works every day to shine the best possible light on our members, whether it be representing them before the North Carolina General Assembly, working with various state government agencies or keeping NCRMA members in compliance with new laws and regulation.

At NCRMA, we are here to listen, to help, and to make the voice of retailers heard in Raleigh. I invite you to join NCRMA and support the one group in North Carolina that reflects retailers both large and small. Often the most difficult part of finding a solution to a problem is knowing where to start or who to call - let NCRMA put our experience to work for you.

On the pages of this booklet you will find testimonials of the strength, leadership, and personal service that is NCRMA. Please feel free to contact me at (919) 832-0811 or andye@ncrma.org to discuss your company becoming the next member of NCRMA!

Sincerely,

Andy Ellen, President and General Counsel
North Carolina Retail Merchants Association

1 in 4 North Carolina jobs are retail jobs.

NCRMA's membership includes more than 25,000 stores from across the state.

Adding your store locations to this number will not only help in the effort to make North Carolina the best place to operate a retail business, but will also provide you with a great return on investment.
It is fair to say that Norman H. Johnson would not recognize today the organization he founded in 1902. What began in Burlington, North Carolina, as a means of protecting retailers from credit and trade abuse has grown into a mature organization that supports retailers statewide.

Over 100 years later, his vision has developed into a group that represents 75 percent of North Carolina’s retail sales volume and whose membership includes more than 25,000 stores.

The North Carolina Retail Merchants Association’s (NCRMA) membership is comprised of both large and small retailers from multi-state chains to local “Mom and Pops,” and all types of merchants including antique, apparel, art, automotive, book, carpet, department, drug, electronics, floral, furniture, grocery, hardware, jewelry, paint and variety stores.

The Association’s credibility lies in its longevity and its commitment to serving the ever-changing needs of its members. The that end there has been excellent stability within the Association since its inception with only five presidents in its 100-plus-year history.

Andy Ellen was named President on January 1, 2012, when Fran Preston retired after 30 years of service.
**Our Mission:**

The North Carolina Retail Merchants Association (NCRMA) is the leading advocate and business resource dedicated to promoting a positive legislative and regulatory environment for the retail industry - enhancing members’ opportunities for success.

**OFFICERS:**

Chairman, Executive Committee
Karl Hudson, Promark

Chairman, Board
Paul Imbrone, Macy’s

Chairman-Elect
Teross Young, Food Lion

Vice-Chairman
Mike Ayotte, CVS Caremark

Treasurer
Kirk Crawford,

FBI Chairman
Bo Biggs, K.M. Biggs

CFIC Liaison
Steve Hall, Lowes Food Stores, Inc.

Investment Committee Chairman
Mike James, Person Street Pharmacy

President & Corporate Secretary
Andy Ellen, NCRMA

**BOARD OF DIRECTORS:**

Bo Abbott, Bo’s Foods
Dale Abernathy, Target
Greg Adams, Piggly Wiggly
Larry Adams, Nash Finch
Rod Antolock, Harris Teeter
Steve Ashworth, Ashworth’s Clothing & Shoes
Susanne Barham, McDonald’s USA, LLC
Matthew Benedetti, Home Depot
Stephen Brophy, Dollar General
Harry Buntyn, Brand Source
Jennifer Burch, Central Pharmacy
Michael Byars, BI-LO, LLC
Randy Canonge, JCP
Casey Cesnovar, Walgreen Company
Harry Coleman, W.S. Badcock Corp.
Josh Cox, Tanger Outlet
Rob Edmund, PetSmart
Greg Floyd, Piggly Wiggly
Mark Gregory, Kerr Drug Inc.
Ronny Hayes, Walmart Stores Inc.
Debbie Hewitt, Best Buy
Hank Johnson, Kimbrell’s Furniture
Cliff Joyner, Joyner’s Supermarket
Jose Luis, Family Dollar
Scott Mason, Lowe’s Companies
Mark Micol, Sears
Luther Moore, Belk Store Services Inc.
Buddy Norwood, Village Market at Shelton
Russell Rhodes, Neuse Sports Shop
Gene Starnes, Starnes Jewelers
Larry Tinney, Royal Crown Leasing
Shannon Toth, Kroger
Gary Zimmerman, Sheetz
Effective Representation

The North Carolina Retail Merchants Association's number one priority is legislative protection for our members’ interests before the North Carolina General Assembly as well as the myriad state regulatory agencies. Our 100-plus-year history is one in which many legislative battles have been fought and won on behalf of retailers in this state.

It is our lobbyists’ job to learn about retailers’ concerns and to present those concerns to each legislator in the General Assembly. Our team maintains a daily presence at the state legislature, attending hundreds of committee meetings and walking the halls, going door-to-door lobbying during the legislative session.

We do this so that you don’t have to.

Our professional and highly capable government relations team together have over 30 years of lobbying experience. NCRMA President and General Counsel Andy Ellen has been named one of the top three most effective lobbyists in North Carolina by the North Carolina Public Policy Institute for the last two legislative sessions.

The staff not only works to ensure the passage of positive legislation and the defeat of laws that impede retail store operations, they also make sure that what happens in Raleigh is translated to our members in a way that is easily understandable and of genuine operational value.

When you are making decisions about where to invest your dollars for maximum return, look no further than NCRMA for effective legislative representation in North Carolina!

Legislative Success is the result of a keen focus on building consensus, professional leadership, and positive political efforts.

NCRMA’s Top Ten of the Last Ten Years:

1) Leading the fight for E-fairness
2) Restricting Contingency-Fee Audits
3) Tightening Laws on Organized Retail Crime
4) Creating a Sales Tax Holiday for NC
5) Getting 53-foot Trucks back on the road and passing Express Permitting through DOT
6) Passing Beer & Wine Tastings for NC
7) Granting Retailer access to Distressed areas during Emergencies and Natural Disasters
8) Passing Tort and Workers’ Comp Reform
9) Passing a NC Worker Opportunity Tax Credit
10) Defeating Labor Mandates (paid sick leave, minimum wage, etc.)
“At Belk, we recognize that North Carolina is a key state for our growth and profitability. We need to have the most effective representation at the state house. For more than 20 years, we have recognized NCRMA as the solution to our legislative and regulatory issues. I know when I pick up the phone and call NCRMA with a question, I will get an answer and it will be the right one.”
Luther Moore, Belk Store Services

The North Carolina Retail Merchants Association provides great support to Walmart and helps us better understand the issues that impact our business. We have found the NCRMA to be a professional and well managed organization that delivers exceptional service to its members. It offers true value to us and all retail in North Carolina.
Brooke Mueller - Walmart
Community Pharmacies have long been one of the largest trade groups represented by NCRMA. In 2012, NCRMA officially launched the Retail Community Pharmacy Council of North Carolina to better focus its energy on matters of importance to North Carolina's pharmacies. The Retail Community Pharmacy Council is comprised of all of North Carolina’s chain pharmacies as well as many independent pharmacies as well.

In North Carolina, independent and chain pharmacies collaborate and work hand-in-hand on issues of importance to your local brick and mortar pharmacy. NCRMA provides zealous advocacy on the issues that matter to pharmacies – Medicaid reimbursement, State Health Plan Reimbursement, Pharmacy of Choice, Controlled Substances, Medication Therapy Management, Methamphetamines, Privacy, Durable Medical Equipment etc. Additionally, NCRMA has developed long-term relationships with those that regulate the pharmacy industry including the North Carolina Division of Medical Assistance, the North Carolina Board of Pharmacy and the North Carolina Department of Agriculture and Consumer Services.

“My industry is highly regulated. The NCRMA staff has invested the time and effort to learn my industry so they can better protect my bottom line.”

When we moved from Pennsylvania to North Carolina in 1998 and took over Kerr Drug we knew absolutely nothing about the State Legislature or Government. We joined NCRMA and it has been the best investment our company has made on so many fronts. The NCRMA team learned complex issues that are involved with running a pharmacy and then helped us effectively tell our story to policy makers.

Mark Gregory, Kerr Drug
Chain Restaurant Council

In 2012, NCRMA formed the Chain Restaurant Council of North Carolina (CRCNC) within its membership. Building on NCRMA’s 110-year history, CRCNC will serve as an effective legislative and regulatory advocate for Chain Restaurants operating in North Carolina.

In many ways chain restaurants have the same exact issues as a traditional retailer - unemployment insurance, food safety, minimum wage, paid sick leave, workers’ compensation, tort reform, obesity, sustainability, sales and use tax, alcohol, getting your restaurants back open and running during a disaster etc.

All of these issues impact a store operation's bottom line, which is why NCRMA is front and center when these issues are discussed in downtown Raleigh. Not only do we have a seat at the table of the North Carolina Emergency Management ..., we have been instrumental in legislation passed for workers’ compensation reform, tolls on 1-95, forced tax combination and much more.

“I cover multiple states for McDonalds and it is important that I receive timely and relevant information that I can circulate through my company. NCRMA does that.”

Susanne Barham, McDonalds Corp.
Organized in 2004 when the North Carolina Food Dealers Association (founded in 1927) and the North Carolina Retail Merchants Association (founded in 1902) merged, the Carolinas Food Industry Council (CFIC) was formed and serves the retail and wholesale food industries in both North and South Carolina.

The Council serves more than 2,500 grocers in the Carolinas and is headquartered in Raleigh. A division of the North Carolina Retail Merchants Association, CFIC elects its own board of directors, controls its own budget, and has a full-time staff representing the grocery industry’s interests in North and South Carolina.

Annual events include a convention in Myrtle Beach, SC, and a golf tournament in Hickory, NC.

**OFFICERS:**
- President - Mike Byars, BI-LO
- 1st Vice President - Greg Floyd, Piggly Wiggly
- 2nd Vice President - Hugh Smith, Turbeville IGA
- 3rd Vice President - Ken Honeycutt, Piggly Wiggly
- Treasurer - Greg Adams, Piggly Wiggly
- Chaplain - Mack McLamb, Carlie C’s IGA
- Executive Director - Lindsey Kueffner, CFIC
- Ex Officio - Ricky Knighton, Fresh Air Galaxy

**BOARD OF DIRECTORS:**
- Bo Abbott, Bo’s Food Stores
- Larry Adams, Nash Finch
- Rod Antolock, Harris Teeter
- Tony Bonds, Elgin IGA
- Greg Fisher, Piggly Wiggly
- Steve Hunt, Market Basket Food Stores
- Christopher Ibsen, Piggly Wiggly Carolina Co.
- Robert Ingle, Ingles Markets
- Omar Jorge, Compare Foods
- Cliff Joyner, Joyner’s Supermarket
- Scott Kelly, C&S Wholesale
- Landy Laney, W. Lee Flowers
- Billy Matthews, Piggly Wiggly
- James Messer, Merchants Distributors Inc.
- Craig Moore, Lowes Foods
- Tom Robinson, Food Lion
- James Thompkins, IGA
- Preston Taylor, Piggly Wiggly
- William Wilder Jr., Piggly Wiggly
- Mark Yambor, Marcin Stores

**ADVISORY COMMITTEE:**
- Cathy Green Burns, Food Lion
- Steve Hall, Lowes Foods
- Robert Masche, Piggly Wiggly Carolina Co.
- Fred Morganthall, Harris Teeter
Formed in 2006 when the South Carolina Merchants Association dissolved, the South Carolina Retail Association (SCRA) is a non-profit trade association that is managed by the North Carolina Retail Merchants Association.

Much like NCRMA, SCRA represents the interests of individual merchants before the members of the South Carolina General Assembly and serves as a vital link between retailers and state government departments and agencies. The association has a full-time lobbyist in Columbia as well as two contract lobbyists who work aggressively to promote the retail industry in South Carolina.

OFFICERS:
Chairman - Teross Young, Food Lion, Inc.
Vice Chairman - Christopher Ibsen, Piggly Wiggly
Treasurer - Mike Ayotte, CVS Caremark
Secretary - Michael Mitchell, Publix Super Markets, Inc.

BOARD OF DIRECTORS:
Casey Cesnovar, Walgreen Company
James Johnson, W. Lee Flowers Company
Barbara L. Merritt, Sears, Roebuck and Company
Gene Wise, Target
Bruce Steadman, BI-LO, LLC
Brooke Mueller, Walmart
Aubrey Port, Best Buy Company, Inc.
Personal Service