

Welcome



TEXAS RETAILERS
A S S O C I A T I O N

the Voice of Texas Retail

www.txretailers.org p. 512-472-8261 e. tra@txretailers.org



Welcome to the Texas Retailers Association – The Voice of Texas Retail

We are honored to count you among our members and look forward to your participation in TRA. With roots extending back to 1926, the Texas Retailers Association has long been recognized as the champion for the retailing industry in Texas. With members ranging from small independent stores to the largest retail chains, TRA maintains a powerful and full-time presence in Austin to protect and advance a positive business climate for all Texas retailers.

Member Benefits

- Government Affairs Representative at the State & Federal Levels
- Monthly TRA Newsletter
- Members Only E-mail Alerts
- A range of TRA endorsed programs and services to help you meet your business needs, such as business insurance products and electrical utility services.
- Access to Weekly Tax & Legislative Updates Call (Friday's during Legislative Session)
- Full Time Presence and Personal Service You Expect & Deserve

TRA has a powerful and full-time presence before our state's elected officials at the local, state and federal levels on your behalf, and we strive to provide our members the same courteous and prompt service you extend to your customers.

Thanks again for your membership and support of TRA. We encourage you to look over this packet for information on how to make the most of your TRA membership.

We look forward to working with you.

Sincerely,

George Kelemen
TRA/President/CEO

MEMBERSHIP BENEFITS

Texas Retailers Association's main function is to protect businesses before lawmakers and regulatory agencies. This means better protection for your business from burdensome laws, taxes, and other regulations that can affect your bottom line. TRA's legislative efforts save Texas merchants millions of hard-earned dollars.

Through your TRA membership, our Association is able to find programs that save you time and money. Retailers need to spend more time on the floor selling and not in the office on issues that are costly and unproductive. Because our members generate volume, TRA is able to find and endorse turnkey, money-saving programs and services to help you run your business.

National Retail Federation Membership

All members of TRA, with store locations solely in Texas, are eligible for a free membership to the National Retail Federation. This is a \$3,000 savings to eligible TRA members.

Loss Prevention Solutions: Texas ORCA Initiative

TRA sponsors the Texas Organized Retail Crime Affiliation to allow retailers and law enforcement to post information on subjects conducting Organized Retail Crime activity. This site aims to benefit all retailers and law enforcement across Texas; sponsorships are available.

Government, Advocacy, & Legislative/Regulatory Assistance

Protection of Texas retail business interests before regulatory agencies and our state's elected officials is TRA's primary function. When you join TRA, you hire a full-time lobbying team that provides expert advocacy on legislative and regulatory issues, whether it be at city council, state or federal government, to ensure fair treatment for the retail industry. This means better protection for your business from burdensome laws, taxes, and regulations.

Energy Solutions: Amerex

A TRA-endorsed service provider since 2002, Amerex is the largest OTC (wholesale) natural gas, electricity and emissions trader in North America. Their real-time involvement in the wholesale energy market and their customized service has consistently yielded significant cost savings to TRA members.

Contact: Brandi Peck, bpeck@amerexenergy.com, 281.340.5308

www.amerexenergyservices.com

Insurance Solutions: ANCO Insurance

ANCO insurance is TRA's endorsed provider for the full range of insurance coverages for your business, including property, general liability, auto, workers' compensation, occupational accident, life, group health and disability. You can count on an insurance program customized for your business with a commitment to serving TRA's membership and providing personal attention to each client. ANCO is known for superior customer service standards, quick response times to calls & emails, along with individual care.

Contact: Gina O'Hara, ohara@anco.com or Cassie Hager, hager@anco.com, 512.330.9836 x 6340

www.insuranceforretailers.com

Financial Services Solutions: KPMG

KPMG is TRA's endorsed provider for financial services. They are a global network of professional services firms providing audit, tax and advisory services. Their ability to combine deep sector knowledge, breadth of services and an integrated global network into a holistic offering that continuously delivers value to their clients is what makes them the leader in their industry.

Contact: Greg McCord, gmccord@kpmg.com, 713.319.2276

www.kpmg.com

Employment Law Advice: Fisher Phillips, LLP

TRA members can get discount services on employment law issues from our endorsed provider, Fisher Phillips. Get expert legal advice and representation from a trusted firm that can handle any labor & employment litigation in state and federal courts. One free call per member!

Collin Warren, Partner (Houston/Dallas), cwarren@fisherphillips.com, 214.220.9100

Pamela Williams, Partner (Houston), pwilliams@fisherphillips.com, 713.292.5622

www.fisherphillips.com

Business Personal Property Tax: Tax Advisors Group

Tax Advisors Group is TRA's endorsed provider for business personal property tax consulting. Tax Advisors Group (TAG) is known as the leader in Texas Business Personal Property market value tax filings. Tax Advisors Group TAG It™ system combines a proven market value analysis with third-party appraisal data to ensure that you do not pay more than your fair share of business personal property tax. Simply put, if you are just focused on compliance and not filing market value, you are losing money. TAG's results are unprecedented in the industry, with annual tax savings averaging more than 30 percent across the entire Texas client base over a fifteen-year period. Boosting the overall net income of your company is their focus.

Michael Reeves, mreeves@taxadvisorsgroup.com, 972.503.7506, Ext. 26

www.taxadvisorsgroup.com

Web Design & Social Media Management Solutions: BMUSED

BMUSED is TRA's endorsed provider for web design and social media management services. Massimo Vignelli said, "If you can design one thing, you can design everything." That's certainly the approach we take at BMUSED Imaging. TRA members get 10% off services.

Contact: Louie Carr, louie@bmusedimaging.com, 512.826.7749

www.bmusedimaging.com

Signage Solutions: Century Graphics

TRA members can save up to 27% on a wide variety of FedEx business to business and business to residential services and a minimum 70% discount on freight shipments with several leading national and regional carriers. Partnership delivers a shipping program that combines simplicity, excellent service and great savings, and provides TRA member companies with a dedicated company representative to address their particular shipping needs.

Contact: Harry Centa, hcenta@partnership.com, 800.599.2902 x 2242

www.PartnerShip.com

Shipping Solutions: Partnership, LLC

Century Graphics is TRA's endorsed provider for quality signage. They can help you stay compliant with Texas signage requirements and have an in-house team that can modify and format the signs to fit your specific store's needs.

Contact: Renee Wesbrooks, renee@centurygs.com, 281.389.7417

www.centurygs.com

NETWORKING OPPORTUNITIES

Your ability to meet other retail professionals through TRA allows you to expand your relationships, share ideas, and develop industry contacts. This professional association is your forum for keeping on top of happenings that may affect your business.

Texas Retailers Forum

The 2018 Texas Retailers Forum will be in Corpus Christi July 22-23, 2018 at the Omni Corpus Christi Hotel. The 2018 Educational Forum, hosted by the Texas Retailers Association and the Texas Retail Education Foundation, will provide retailers with timely, topical and quality program sessions and speakers. Attendees will meet with hundreds of retail industry leaders from across the state at networking functions such as our Awards Dinner, networking breaks, and, back by popular demand, our closing night party – aboard the U.S.S. Lexington.

Register: www.txretailers.org/forum

Biennial (Even Number Years): Texas Retailers Advocacy Summit - NEW

TRA's Advocacy Summit is a great opportunity to spend a weekend networking with Texas's most retail-friendly Members of the Texas Legislature and Members of Congress. Panels will target tax issues, state and federal legislative issues, the upcoming election year, and other topics.

Registration includes access to all panels, speakers, and attendees, all receptions, meals/breaks, and networking opportunities.

Biennial (Odd Number Years): Retail Industry Lobby Day

TRA's Biennial Retail Industry Lobby Day is a free event where Texas retailers gather at the Texas Capitol in Austin and visit with Members of the Texas Legislature, and their staff, to discuss the most important issues affecting the retail industry. Get exclusive access to legislative staff and elected officials on behalf of the retail industry. Network with decision makers of major and small businesses in Texas. Free transportation to/from Dallas or Houston. Sponsorships are available, and it is free to attend. Groups are welcome!

Save the Date: March 2019

Independent Retail Business Events

Join your fellow retail business owners for free networking and education events from the Texas Retailers Association. Topics include: "How to leverage social media and your website to drive sales for Small Business Saturday", "Are you Black Friday ready?", and much more.

We also provide free tips and tricks to promote your store and increase your sales. Additionally, TRA Staff will provide a legislative update on items that could affect your store. These events are typically hosted in different cities across Texas.

Sponsorships of these events are available!

For more information on the next event please contact us!

ACTIVE TRA MEMBERS

A&S Supermarkets, LLC	Flower's Bakeries	Novolex	TOSCA
Academy Sports & Outdoors	Food King	Oak Farms Dairy/Dean Foods	Toy Industry Association
Advantage Sales & Marketing	Foodworld	Patrick S. Molak Corp.	Tractor Supply Company
Albertsons (Safeway/Tom Thumb)	El Globo Supermarkets	Payless Supermarket	Tres Mariposas
Alcoholic Beverage License Service	FTS Solutions, Inc.	Pepsi Bottling Houston	TRUNO Retail Technology Solutions
Altria Client Services, Inc.	Galveston Battery and Electric	Pepsico/Frito-Lay	United Supermarkets
Amber's Designs	GE Foodland, Inc.	Petco	Varsity Bookstore of Lubbock, Inc.
Amway-Alticor	General Mills	PetSmart	Village Foods & Pharmacy
ANCO Insurance	Golden Flake Snack Foods Inc.	Pier 1 Imports	Walgreens Drug Stores
Arlan's Market's Hill Country	Goodwill Industries Houston	Potter's Western Store	Waller Lansden Dortch & Davis LLP
Arlan's Markets, Gulf Coast	Grocers Supply Co., Inc.	Precision Camera & Video	Wally's Menswear
Associated Wholesale Grocers	Grocery Manufacturers Association	Pyburn's Farm Fresh Foods	Walmart
Auto Care Association	HAC, Inc	Quantum Mottle	Watson's of Fredericksburg
AutoZone	Hal Martin's Watch & Jewelry	Randalls Food Markets	Ziegler's Foods
Avalara	HEB	Read's Food Store	
Avangard Innovative, LP	Hiland Dairy	Red Horn Coffee House and Brewing Co.	
Barron's Books	The Home Depot	Red Wing Shoes	
Baywood Foods, Inc.	Hops & Grain Brewing	Rehkopf Enterprises, Inc.	
Best Buy	Hous Vuong Corp/Jim's Supermarket	Retail Equation	
Bimbo Bakeries	Houston Distributing Company, Inc.	Reynolds American, Inc.	
Blue Bell Creameries, Inc.	Houston Jewelry, Inc.	Rice Epicurean	
Bodega Latina dba El Super	iGPS	Royal Coin	
Book People	Innovative Fixture Solutions	Saenz Mini Mart	
Bracken Textiles dba Clothes Mentor	Jabberwocky	Savers Cost Plus	
Brad Duren DDS	Jake's Finer Foods	Scott's Miracle-Gro Company	
Brazos Glassworks	JC Penney	Sears Holdings Management	
Brenham Saddle Shop	Junior's Supermarkets	Sellers Brothers	
Brookshire Brother's Food & Pharmacy	Kinney County Wool & Mohair, Inc.	Silver Eagle Distributors	
Brookshire Grocery Company	Kohl's Department Store, Inc.	Sol Supermarket	
Carniceria Carmelita	Kroger Company	Stage Stores, Inc.	
Cavenders	Lawrence Brothers/MAL Enterprises	Suit Mart	
CC Creations	Lewis Food Town #1/Gerlands	Super Mercado Tamaulipas	
Chan's Super Value Inc.	Lidl	Supermercado del Pueblo	
Coca-Cola Southwest Beverages	Livengood Feeds, Inc	Susan Eisen Jewelry	
Coreveillance	Lowe's Inc	Target	
Cox's Foodarama	Luggage Shop of Lubbock	Tax Advisors Group	
CVS Caremark	Macy's	Texas A&M Center for Retailing Studies	
DCR Point of Sale Solutions	Madlyn's Inc.	Texas Aggieldand Bookstore	
Plato's Closet	Market Basket	Texas Federation of Drug Stores	
Dessert Gallery Bakery & Cafe	Mary Kay Inc.	Texas Petition Strategies	
Dollar General Corporation	Melvin's Menswear	Texas PWICS Association	
Dumac Business Systems, Inc.	Migalito's Supermercado	Texas PWICS Association	
ECRS	Music Mountain Water Company	Texas Retailers Education Foundation	
Faust Distributing Company	Neiman Marcus	The Hen House Boutique	
Fech, Inc./Best Mini Market	New Canaan Farms, Inc.	Three Brothers Bakery	
Fiesta Mart, Inc.	North Country Business Products	Tokyo Gardens Catering LLC	
FirstCash Inc.	Northgate Market	Top Dog Fireworks/ Richway Fireworks Center, LLC	
Fisher Phillips	Nothing Bundt Cakes/ Doxa Ventures LLC	Top Dog Halloween Madness	

GET INVOLVED!

Texas Retailers Education Foundation (TREF)

TREF is the charitable educational foundation of TRA. It is funded by TRA members to make available educational opportunities through programs, seminars, partnerships and scholarships for the next generation of retail professionals in Texas.

The Texas Retailers Education Foundation (TREF)

- Works toward improving the Texas workforce through the funding of scholarships and educational opportunities.
- Supports the Center for Retailing Studies at Texas A&M University.
- Supports the Retailing and Consumer Science Department at the University of Houston.
- Supports the Retail Management Program at the University of Houston Downtown.
- Supports and helps fund the Center for Retail Enterprises at the University of Texas Tyler.
- Supports the Retail Management Program at Houston Community College.
- Supports and helps fund the Retail Management Program at Tyler Junior College.
- Supports the Retail Industry Program of the Houston Independent School District.
- Hosts the Annual TREF Scholarship Golf Tournament.

Texas Retailers Association Committees

Join the Texas Food Council, or Tax/Lege committees to get the most out of your membership with TRA. Members are encouraged to join these committees to stay informed and participate by sharing their views and opinions that can provide business expertise and perspective to any regulatory or legislative issue in their respective industry. Let us know if you are ready to be a part of a committee in the Texas Retailers Association!

Plastic Container Theft Task Force

Established in 2013, a small group of TRA members formed a task force to cut down on losses of plastic containers used for distribution. TRA has launched the Operation Stop Theft of Plastic Products (S.T.O.P.P.) in response to the overwhelming losses retailers report as a result of organized crime targeting plastic material. These thefts affect profit margins and are costs offset by the consumer. Contact us to find out more about supporting the Plastic Container Theft Task Force and spreading awareness of the Operation S.T.O.P.P Initiative.

TRAPAC (State Candidates) & TRA FEDPAC (Federal Candidates)

TRAPAC and TRA FEDPAC are the Political Action Committees (PAC) of TRA. They are organized to take a bipartisan, non-ideological approach to contributing to candidates for political office whose voting records and/or stated positions are supportive of the key issues of importance to the membership of the Texas Retailers Association. TRAPAC and TRA FEDPAC funds go toward direct expenses relate to legislative and regulatory initiatives. Contact us to find out how you can contribute to TRAPAC and TRA FEDPAC!

Retail Advocacy Fund (RAF)

TRA's Retail Advocacy Fund (RAF) is organized to support expenses related to advocacy events. Corporate funds in support of legislative advocacy are accepted. Contact us to donate to RAF!



TEXAS RETAILERS
ASSOCIATION

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