



# RETAILER

# MEMBERSHIP APPLICATION

## COMPANY INFORMATION

COMPANY \_\_\_\_\_  
 DBA \_\_\_\_\_  
 PHYSICAL ADDRESS \_\_\_\_\_  
 MAILING ADDRESS \_\_\_\_\_  
 CITY/STATE/ZIP \_\_\_\_\_  
 COMPANY WEBSITE \_\_\_\_\_  
 COMPANY HEADQUARTERS PHONE \_\_\_\_\_  
 COMPANY HEADQUARTERS FAX \_\_\_\_\_  
 # OF STORES \_\_\_\_\_ # OF EMPLOYEES \_\_\_\_\_  
 ANNUAL SALES \_\_\_\_\_  
 NAME OF PRIMARY WHOLESALER \_\_\_\_\_  
 WHAT YEAR DID YOUR COMPANY OPEN? \_\_\_\_\_  
 FACEBOOK \_\_\_\_\_  
 TWITTER \_\_\_\_\_  
 STATES IN WHICH YOUR COMPANY OPERATES: \_\_\_\_\_

## PRIMARY CONTACT INFORMATION

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 DIRECT PHONE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### Please add me to the following email subscriptions:

- |   |   |
|---|---|
| <input type="checkbox"/> Express Lane Weekly Newsletter     | <input type="checkbox"/> Fraudulent Coupon Alerts                     |
| <input type="checkbox"/> Food Recalls                       | <input type="checkbox"/> "NGA Tax Return" Monthly Newsletter          |
| <input type="checkbox"/> Capitol Checkout (Gov't Relations) | <input type="checkbox"/> NGA Leadership & Education Weekly Newsletter |

### I am interested in learning more about the following:

- NGA Advocacy & Legal Fund
- Committee & Council Volunteer Opportunities
- Consumer Trends Survey & Financial Benchmarks Survey
- Grocers PAC
- NGA Online Training & Education Center
- Share Groups
- Women Grocers of America
- NGA Foundation
- Webinars

## WHO ELSE IN YOUR COMPANY NEEDS INFO?

### SENIOR MANAGEMENT/CEO

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### COMMUNICATIONS/PUBLIC RELATIONS

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### FINANCE

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### FOOD SAFETY

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### GOVERNMENT RELATIONS/LEGAL

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### HUMAN RESOURCES

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### TECHNOLOGY

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### MARKETING

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

### MERCHANDISING

NAME \_\_\_\_\_  
 TITLE \_\_\_\_\_  
 EMAIL \_\_\_\_\_

PLEASE CHECK HERE IF YOU DO NOT WANT TO RECEIVE INFORMATIONAL EMAILS FROM OTHER NGA MEMBERS.

# WHAT YOU NEED TO KNOW ABOUT NGA MEMBERSHIP

## QUALIFICATIONS FOR RETAIL MEMBERSHIP

Any privately held, independent and/or family owned and operated grocery retailer or ESOP can join NGA as a retail member. Retail members shall be firms primarily eNGaged in the retail distribution of food and related products.

## WHAT IS THE BILLING CYCLE FOR MEMBERSHIP DUES?

NGA membership is based on a calendar billing cycle for all members (January 1 to December 31). Contact NGA to determine proration eligibility. New memberships received after September 15 will be valid until December 31 of the following year.

## DUES VERIFICATION

To ensure the accuracy of member dues, NGA may ask members to provide supporting information. All information provided will be kept strictly confidential.

## RENEWAL

Invoices for membership dues renewal are sent to all members in mid-September for the next calendar year. Dues invoices are payable January 1. Member benefit information is sent after full payment is received.

## PAST DUE TERMS

Members whose dues are not paid after 90 days will be considered past due and all subscriptions and services will be suspended. Membership privileges will be reinstated at any time during the remaining months of the year after the full payment is received. Past due invoices for services rendered will also be cause for suspension, even if membership dues have been paid in full. This includes past due advertising and exhibitor fees. Membership will be reinstated after full payment of outstanding invoice(s). In order to receive discounts on conferences and events, membership dues must be paid in full before the event, or non-member fees will apply.

## TAX DEDUCTION

In accordance with the provisions of the Omnibus Budget Reconciliation Act of 1993, 82.5% of NGA membership dues are deductible under Section 162 of the Internal Revenue Code as ordinary and necessary trade or business expenses. NGA membership dues are not deductible as charitable contributions for federal income tax purposes. NGA estimates that the nondeductible portion of your dues allocable to lobbying is 17.5%. Campaign contributions are tax deductible as ordinary business expenses, although not as charitable contributions.

## QUESTIONS

If you have any questions about this membership application or your membership benefits please contact Tom Dozier, Senior Director, Membership Services at [tdozier@nationalgrocers.org](mailto:tdozier@nationalgrocers.org) or call 703.516.0700.



1005 North Glebe Road, Suite 250  
Arlington, Virginia 22201  
703.516.0700

# RETAIL INVESTMENT SCHEDULE

Companies eligible for RETAIL membership with NGA must primarily be eNGaged in grocery retailing. Under NGA's bylaws, each member company must pay dues based on total US Grocery annual sales volume as reported in the most recent fiscal year. Please use the following table to calculate your dues.

SALES	FIXED	VARIABLE
Sales up to \$3 million	\$550	
Sales at least \$3 million but less than \$10 million	\$550	+ \$25.75 for each million in sales over \$3 million
Sales at least \$10 million but less than \$25 million	\$735	+ \$28 for each million in sales over \$10 million
Sales at least \$25 million but less than \$50 million	\$1,160	+ \$15 for each million in sales over \$25 million
Sales at least \$50 million but less than \$100 million	\$1,550	+ \$8.50 for each million in sales over \$50 million
Sales at least \$100 million but less than \$200 million	\$1,850	+ \$8.50 for each million in sales over \$100 million
Sales at least \$200 million but less than \$500 million	\$2,750	+ \$8.50 for each million in sales over \$200 million
Sales at least \$500 million but less than \$1 billion	\$5,500	+ \$8.50 for each million in sales over \$500 million
Sales at least \$1 billion but less than \$2 billion	\$9,750	+ \$8.50 for each million in sales over \$1 billion
Sales at least \$2 billion but less than \$4 billion	\$18,250	+ \$8.50 for each million in sales over \$2 billion
Sales over \$4 billion	\$35,000	+ \$5 for each million in sales over \$4 billion

# ANNUAL INVESTMENTS

- Enter your company sales for your most recently completed fiscal year** \$ \_\_\_\_\_
- Investment payment** (Based on your actual sales. Dues calculation table above.) \$ \_\_\_\_\_
- NGA Advocacy & Legal Fund** \$ \_\_\_\_\_  
(This fund champions pro-business initiatives that ensure a level playing field for NGA members.)
 

<input type="checkbox"/> Golden Eagle .....\$50,000	<input type="checkbox"/> American Statesman .....\$2,500
<input type="checkbox"/> Founding Father .....\$25,000	<input type="checkbox"/> American Advocate .....\$1,000
<input type="checkbox"/> American President .....\$10,000	<input type="checkbox"/> Concerned Citizen .....\$ _____
<input type="checkbox"/> American Patriot .....\$5,000	
- NGA Research and Education Foundation Donation** \$ \_\_\_\_\_  
(The Foundation conducts research and develops education and training programs to enhance the competitiveness of the independent sector. Qualifies as a 501c3 tax deductible donation)
- Grand total** (Add lines 2 through 4) \$ \_\_\_\_\_

# PAYMENT

**Amount Enclosed** \_\_\_\_\_ **Name as it appears on card** \_\_\_\_\_

**Please indicate payment method:**  
 Check (made payable to National Grocers Association)  
 Credit card (please check one)  
 VISA  MasterCard  Discover  Amex

**Card Number** \_\_\_\_\_

**Expiration Date** \_\_\_\_\_

**Is this a corporate card?**  YES  NO

**Billing Address** (if different from company) \_\_\_\_\_

## SIGNATURE

## DATE

The signatory of this form agrees to accept and pay all applicable charges, including adjustments to reflect correction of arithmetical error. Moreover, the signatory specifically authorizes NGA to charge any such amounts to the credit card referenced on this form.

# GROCCERS PAC AUTHORIZATION

I authorize Grocers PAC, the political action committee of the National Grocers Association, to solicit and send Grocers PAC updates to myself, the executive and administrative personnel and the shareholders of my company for participation in Grocers PAC for the designated years below.

2019 Authorizing Signature \_\_\_\_\_ 2020 Authorizing Signature \_\_\_\_\_ 2021 Authorizing Signature \_\_\_\_\_ 2022 Authorizing Signature \_\_\_\_\_ 2023 Authorizing Signature \_\_\_\_\_

**NOTE TO NGA MEMBERS:** A corporation may grant prior approval to only one trade association federal PAC per calendar year and federal election regulations require a signature of an authorizing agent of the company for each year. The National Grocers Association (NGA) may not solicit contributions from approved executives and administrative personnel of member companies without receiving prior approval. Signing this form does not prevent you from making a personal political contribution to a federal or corporate PAC or to a state PAC that supports candidates for state and local office.

Political contributions are not tax deductible for federal income tax purposes. Contributions to the Grocers PAC are voluntary and individuals have the right to refuse to contribute without fear of reprisal. Federal law requires NGA to use best efforts to collect name, mailing address, occupation, and name of employer of individuals whose contributions exceed \$200 dollars per calendar year.

# SEND COMPLETED APPLICATION

**FAX** 703-812-1821  
**EMAIL** Accounting at [accounting@nationalgrocers.org](mailto:accounting@nationalgrocers.org)

**MAIL** NGA Membership  
 Attn: Accounting  
 1005 North Glebe Road, Suite 250  
 Arlington, Virginia 22201