



From corner store to city supermarket, our Association proudly supports a grocery industry that nourishes the nation's most populous state. Whether by creating hundreds of thousands of jobs or by providing healthy food options, we believe food creates communities and connects all Californians.



**RETAILER  
MEMBERSHIP  
BENEFITS**

Join Today!



# Government Relations

CGA is your **proactive partner** for government advocacy at both local and state levels.

Representing the industry's interests before the State Legislature, the Governor's administration, state agencies, and local regulatory entities, our lobbying team and network of members monitor pending legislation, work directly with lawmakers to draft bills and testify on the impact on your business. In addition, CGA educates members on the intricacies and implications of proposed laws and regulations.

## STATE GOVERNMENT RELATIONS

Nearly 5,000 bills are introduced during each two-year legislative session. Our team evaluates and actively engages on approximately 200 industry-specific bills each year.

## LOCAL GOVERNMENT RELATIONS

A key membership benefit is comprehensive representation before city councils, county boards of supervisors and local regulatory agencies in the cities your stores are located.

Priority issues include shopping cart ordinances, packaging restrictions, sugar-sweetened beverage taxes, alcohol and tobacco licensing, and labor ordinances.

## REGULATORY AGENCIES

In addition to legislative advocacy, we work with state and local regulatory agencies to ensure industry concerns are understood and addressed. These agencies include:

- Alcoholic Beverage Control (ABC)
- Women, Infants & Children (WIC)
- California Environmental Protection Agency (CalEPA):
  - Department of Resources, Recycling & Recovery (CalRecycle)
  - Air Resources Board (CARB)
  - Office of Environmental Health Hazard Assessment (OEHH)
- Department of Health Care Services
- Department of Public Health
- Division of Occupational Safety & Health (Cal/OSHA)

If you have an issue with one of these agencies, contact CGA to discuss the matter.

## GOVERNMENT RELATIONS COMMITTEE

The committee meets every other week via conference call during the legislative session to prioritize issues, clarify positions and develop industry strategies. An in-person meeting is held annually to review the legislative session and discuss strategies for the coming year.





# Communications

Members are kept well-informed and up-to-date on industry and Association information including the latest legislative changes, market trends, emerging issues and new innovations via the following publications:

- *California Grocer* — our award-winning, quarterly magazine
- *Checkout* — CGA's weekly e-newsletter
- "CGA News in Two Minutes" — twice-monthly quick-hitting breaking news and industry issues video series
- Emergency Alerts — timely updates on emergency related situations including public safety and California wildfire power shutoffs

## CGA WEBSITE

Visit us online at [cagrocers.com](http://cagrocers.com). Use the website as your first source for Association information, to register for CGA events and to read *California Grocer* online. Logging in with your credentials will provide you access to the "members-only" resources. You can also access the CGA Strategic Conference and the CGA Educational Foundation websites via this site.

## SOCIAL MEDIA

CGA maintains a robust social media presence to support the Association's advocacy efforts and to promote industry activities.

- Facebook: [facebook.com/CAGrocers](https://facebook.com/CAGrocers)
- LinkedIn: [linkedin.com/company/california-grocers-association](https://linkedin.com/company/california-grocers-association)
- Twitter: [twitter.com/CalGrocers](https://twitter.com/CalGrocers)
- Instagram: [instagram.com/calgrocers](https://instagram.com/calgrocers)

## MEDIA RELATIONS

CGA actively engages with news organizations statewide and serves as the collective voice for the industry. Media inquiries can be forwarded to our Sacramento office and we will respond on behalf of the industry.



# Independent Focused

## **INDEPENDENT OPERATORS COMMITTEE**

With independent operators representing 80 percent of CGA membership, the Association's Independent Operators Committee is charged with monitoring and assessing the unique needs of the independent retailer.

## **STORE LEADER SEMINARS**

These one-day regional seminars are customized for store leaders and designed to provide meaningful strategies and practical tips to succeed in today's highly competitive grocery industry. Attending these seminars will enhance the effectiveness of store leadership teams and offer profitable new strategies to implement immediately. Recommended for: owners, store directors, assistant store directors, and department managers.

## **CART + COUPON SERVICES**

Through a partnership with CGA, Retail Marketing Services (RMS) offers shopping cart retrieval, shopping cart maintenance and coupon redemption services to Association members.

## **INDEPENDENT OPERATORS SYMPOSIUM**

Experts will tell you that to move your business forward you occasionally have to step back to gain a new perspective on how your company operates. The CGA Independent Operators Symposium was built with this idea in mind. Hosted annually in Hawaii, the event is the ideal atmosphere for removing yourself from your day-to-day operation to relax, recharge and challenge yourself with new perspectives for building your business.

Topic experts share inspirational ideas and leadership lessons to successfully grow your company, discuss challenges and opportunities with fellow business owners, and connect with industry colleagues. You will come away with a renewed spirit and fresh ideas that will benefit your business for years to come!

## **MEMBER INSURANCE PLANS**

CGA offers member-only employer's dental and vision insurance products at competitive rates. Premier PPO and HMO dental plans are offered through Delta Dental, and the vision plan is administered through Vision Service Plan (VSP).



# Networking & Events

As a relationship-driven industry, CGA delivers numerous opportunities to network, learn and collaborate with fellow colleagues.

## **CGA STRATEGIC CONFERENCE**

The CGA Strategic Conference is the most productive, well-attended, annual gathering of the California grocery industry. From innovative speaker presentations to roundtable discussions led by industry experts and thought leaders, attendees leave with inspiration and tools to improve and advance their businesses.

## **GROCERS DAY AT THE CAPITOL**

Grocers Day at the Capitol is our signature member advocacy event. Grocery retailers from throughout California participate in this one-day lobbying event that includes presentations from key lawmakers and regulatory officials along with customized meetings with state legislators and staff in the Capitol.

## **GOLF TOURNAMENTS**

CGA and the CGA Educational Foundation hosts annual golf events for industry peers to build professional relationships and support great causes.

## **ENTERPRISE RISK PROTECTION COMMITTEE**

The Enterprise Risk Protection Committee is a member-driven network of professionals working in the areas of loss prevention, safety and risk management. Our committee members add substantial value to both the profession and the industry by developing best practices and collaboratively resolving challenges through professional development and continuous learning opportunities.

## **HALL OF ACHIEVEMENT**

The CGA Educational Foundation Hall of Achievement is a prestigious award program that honors individuals who have contributed to the benefit and enhancement of California's food industry.

Award recipients are recognized at the annual Hall of Achievement Awards dinner, which serves as the Foundation's primary fundraiser in support of tuition reimbursement, college scholarships and industry education programs.





# CGA Educational Foundation

California grocers are committed to their associates and families, which is why CGA created an educational foundation to provide college scholarship and tuition reimbursement opportunities to member-company employees and their dependents, alongside other educational programs.

## **BENEFITS FOR YOUR EMPLOYEES**

The California Grocers Association Educational Foundation (CGAEF) supports our industry's belief that today's workforce will shape the future of California's grocery community. Through CGAEF, member-company employees pursuing career development opportunities can apply for tuition reimbursement up to \$2,400 annually. Employees and family members, who are high school seniors or already enrolled in a secondary education program, are eligible for a variety of college scholarships.

## **TOOLS TO REMAIN COMPLIANT**

As a large state that is home to nearly 40 million consumers, California business operators have to make sense of a robust regulatory environment. To assist our retail members, we've created a Grocery Compliance Toolkit with accompanying educational

resources to explain retailer regulatory obligations.

Regulations covered in our Toolkit include:

- Hazardous Waste Disposal
- Americans with Disabilities Act
- Labor and Employment Law
- Proposition 65
- Workers' Compensation
- Food Safety Modernization Act

## **WORKPLACE HARASSMENT PREVENTION TRAINING**

The Foundation has created a first-of-its-kind workplace harassment prevention training that is customized for the grocery industry. It's a convenient, easy-to-use and affordable way to fulfill your mandated training requirements while preparing your employees to address real-world harassment issues.

Two modules are available: a two-hour workplace harassment prevention training for supervisory employees and a one-hour training for non-supervisor employees.



# California Grocers Association Retailer Membership Application

Available Online: <https://www.cagrocers.com/membership-payment/>

## Company Information

Parent Company/Corporate Headquarters

COMPANY NAME

STREET ADDRESS

CITY

STATE

ZIP CODE

COMPANY PHONE NUMBER

COMPANY FAX NUMBER

COMPANY E-MAIL ADDRESS

WEBSITE

Mailing Address (if different than street address)

STREET ADDRESS

CITY

STATE

ZIP CODE

Company Classification:

TYPE OF RETAILER (I.E. SUPERMARKET CHAIN, INDEPENDENT GROCERY, DRUG STORE, MASS MERCHANT, WHOLESALE CLUB, CONVENIENCE STORE.)

Number of Stores/Locations:

List of all subsidiaries and holdings included in dues calculation that are to receive membership benefits.

## Contact Information

Main Contact

☐ ADDRESS SAME AS CORPORATE LOCATION

MAIN CONTACT NAME

TITLE

STREET ADDRESS

CITY

STATE

ZIP CODE

CONTACT PHONE NUMBER

CONTACT E-MAIL ADDRESS

Billing Contact

☐ ADDRESS SAME AS CORPORATE LOCATION

BILLING CONTACT NAME

TITLE

STREET ADDRESS

CITY

STATE

ZIP CODE

CONTACT PHONE NUMBER

CONTACT E-MAIL ADDRESS

## Referral

How did you hear about CGA?

# Dues Investment

Gross Sales Volume: \$ \_\_\_\_\_ States Included in Sales Volume: \_\_\_\_\_

CALIFORNIA SALES VOLUME	FIXED FEE	VARIABLE FEE
Up To \$4.9 Million	\$420	None
\$5 - \$9.9 Million	\$420+	\$81 for each full million over \$5 million
\$10 - \$49.9 Million	\$825+	\$54 for each full million over \$10 million
\$50 - \$149 Million	\$2,985+	\$38 for each full million over \$50 million
\$150 - \$499 Million	\$6,785+	\$27.25 for each full million over \$150 million
\$500 Million to \$1.49 Billion	\$16,325+	\$12.75 for each full million over \$500 million
\$1.5 - \$2.49 Billion	\$29,075+	\$13.50 for each full million over \$1.5 billion
\$2.5 - \$3.49 Billion	\$42,525+	\$13 for each full million over \$2.5 billion
Maximum	\$98,000	

Dues are based on annual California sales from the most recent fiscal year. Gasoline sales may be excluded. Only California operations receive membership benefits. The sales volume of stores operating outside of California must be included in dues calculation for those stores to receive benefits.

Contributions or gifts to CGA are not tax deductible as charitable contributions for income tax purposes, but may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities. CGA estimates the nondeductible portion of your dues allocatable to lobbying is 50%. CGA Tax ID# 94-0361110.

Total Membership:

\$ \_\_\_\_\_ + \$ \_\_\_\_\_ = \$ \_\_\_\_\_

FIXED FEE VARIABLE FEE TOTAL MEMBERSHIP

# Contributions & Donations

Pursuant to the Political Reform Act, contributions are not tax deductible for any purpose and are voluntary (CGA GROPAC FPPC ID #760914 & IEC #1276215). CGA Educational Foundation is a 501(c)3 non-profit organization (tax ID: #68-0264745). All donations are tax deductible.

GROPAC Contribution (Maximum: \$9,100) \$ \_\_\_\_\_

Independent Expenditure Committee (IEC) Contribution (Unlimited) \$ \_\_\_\_\_

CGA Educational Foundation Donation (Recommended \$1,000) \$ \_\_\_\_\_

# Total Investment Calculation

\$ \_\_\_\_\_ + \$ \_\_\_\_\_ + \$ \_\_\_\_\_ + \$ \_\_\_\_\_ = \$ \_\_\_\_\_

TOTAL MEMBERSHIP GROPAC CONTRIBUTION IEC CONTRIBUTION CGAEF DONATION TOTAL INVESTMENT

# Payment Information

Total Payment Amount: \$ \_\_\_\_\_ AVAILABLE ONLINE: [HTTPS://WWW.CAGROCERS.COM/MEMBERSHIP-PAYMENT/](https://www.cagrocers.com/membership-payment/)

Payment Type: ☐ CHECK PAYABLE TO CALIFORNIA GROCERS ASSOCIATION ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS ☐ DISCOVER ☐ ELECTRONIC FUNDS-TRANSFER/ACH PAYMENT (CONTACT CGA FOR ACCOUNT INFORMATION)

PREPARED BY	TITLE		
E-MAIL ADDRESS	PHONE NUMBER		
CARD NUMBER	EXPIRATION DATE	SECURITY CODE	
BILLING ADDRESS ASSOCIATED WITH CARD	CITY	STATE	ZIP CODE
NAME ON CARD	SIGNATURE		