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Rep. Mac Gipson, sponsor of the back-to-school sales tax holiday, greets ARA Immediate Past Chairman Jerry Beasley at the bill signing ceremony at the Montgomery Target store.

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THE OFFICIAL PUBLICATION OF THE ALABAMA RETAIL ASSOCIATION

THE VOICE of Retailing in Alabama



MAKE IT YOUR BUSINESS to VOTE JUNE 6TH!

With all of the constitutional offices, all seven congressional seats, five of the nine Supreme Court seats, 11 appellate judgeships and all 140 seats in the Alabama Legislature on the ballot in 2006, the importance of this election year is clear. The makeup of the Alabama Supreme Court and the Alabama Legislature could change dramatically in ONE DAY. As an Alabama retailer, you have a deep interest in these branches of government. Alabama retailers can begin making their united **VOICE** heard during the **Tuesday, June 6th primary**. The

FULL VOTER'S GUIDE, p. 8-9

4,000 members of the Alabama Retail Association, their employees, their friends and their associates could make a huge impact on the outcome of these critical political races.

The first order of business is to make sure you and your employees are prepared to go to the polls. Then, make sure you have discussed with them who best will represent retailers in the halls of government and justice. For guidance, see the **VOTER'S GUIDE** inside.

CONSTITUTIONAL OFFICES



GOVERNOR
Bob Riley (R)



LT. GOVERNOR
Luther Strange (R)

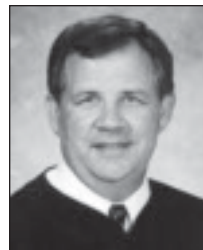


ATTORNEY GENERAL
Troy King (R)

ALABAMA SUPREME COURT



CHIEF JUSTICE
Drayton Nabers (R)



PLACE 2
Tom Woodall (R)



PLACE 3
Lyn Stuart (R)



PLACE 4
Glenn Murdock (R)

THE VOICE

THE VOICE OF
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PUBLISHER:
RICK BROWN

EDITOR:
NANCY KING DENNIS

2005-2006 ARA OFFICERS

CHAIRMAN:
KEN HUBBARD
Western Supermarkets, Birmingham

VICE CHAIRMAN:
DARRELL BOURNE
Ragland Brothers Retail Co. Inc., Huntsville

PRESIDENT:
RICK BROWN
Montgomery

VICE PRESIDENT:
ALISON WINGATE
Montgomery

TREASURER:
BOB AKERS
Montgomery

SECRETARY:
VIRGIE TODD
Montgomery

IMMEDIATE PAST CHAIRMAN:
JERRY BEASLEY
Beasley Honda, Ozark

2005-2006 ARC OFFICERS

CHAIRMAN:
JAMES ROTENSTREICH
JHF Holdings, Inc., Birmingham

TRUSTEES:
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Beasley Honda, Ozark

DARRELL BOURNE
Ragland Brothers Retail Cos., Inc., Huntsville

DAN EDGAR
Edgar's Foodland, Inc., Eutaw

BUD SKINNER
Jubilee Seafood, Montgomery

JIMMY SMITH
Jimmy Smith Jewelers, Decatur

WILLIAM "BILL" WAGNER
The Athlete's Foot, Tuscaloosa

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FROM THE PRESIDENT

R I C K B R O W N



If you haven't already, please circle Tuesday, June 6th, on your calendar. It's a day for all retailers to get out and flex their political muscle.

We all learned the importance of voting in American history class. We've been told over and over again that every vote counts. Yet somehow, some of us left that lesson in the classroom.

In Alabama, we get reminded of how important each voter can be when the dust settles after almost every election cycle. Elections here have been decided by extremely close margins. Who can forget the 1994 chief justice race that was decided by 261 votes. Perry Hooper Sr. certainly hasn't. In the 2004 primary, we lost one of our conservative justices on the Alabama Supreme Court by about 3,000 votes. The Alabama Retail Association has about 4,000 members. So our membership, if voting in concert, can decide an election. That's power.

There is power in the vote. The Alabama plaintiff trial bar understands this simple princi-

pal. They've put up a slate of candidates to upset the delicate 5-4 conservative balance now on the Alabama Supreme Court. You can count on them to turn out on Election Day to elect their candidates. **We must do the same!**

We can't afford to go back to the days of "Jackpot Justice," nor can we turn the Alabama Legislature over to those unfriendly to retailers. Your vote counts and the vote of your employees, neighbors, friends, associates and suppliers count. Study the Voter's Guide included on Pages 8 & 9. Take the Guides you received at your business and distribute them to your employees and friends. We can multiply our 4,000 votes tenfold. If another race is as close as the 6,767 votes that determined the 1998 attorney general race, ARA could be the catalyst that determines the winner. **MAKE IT YOUR BUSINESS to GET OUT THE VOTE on JUNE 6th and our candidates will win!**

ARA LOSES LONGTIME TREASURER

Longtime Alabama Retail Association treasurer and former chairman Robert S. "Bob" Query Jr. died Friday, March 3. He was 87.

Bob had served as the treasurer of ARA's board of directors since 1974 and had been a member of the board since 1970. He also served as a financial consultant to Alabama Retail Comp. He served as chairman of ARA from 1972 to 1973.

Before his retirement in 1982, he was vice president for Hudson-Thompson, a food retailer and wholesaler. Bob worked for more than 33 years in the food retailing and wholesaling industry.



"Bob was more than our trusted adviser and financial sounding board, he was our friend. He will be sorely missed," said ARA President Rick Brown.

Bob was an active member of Memorial Presbyterian Church and the Rotary Club. He volunteered at the Salvation Army, the Montgomery S.T.E.P. Foundation, START and other

MEMORIALS

Memorials may be made to:
Memorial Presbyterian Church
2130 Bell Road
Montgomery, AL 36117

or
S.T.E.P. Foundation of Montgomery
P.O. Box 241347
Montgomery, AL, 36124-1347

S.T.E.P., or Strategies to Elevate People, is an interracial/interdenominational organization that unites more than 25 Montgomery Christian churches representing 10 denominations with the area's community service agencies to serve the eight public housing communities in Montgomery.

Montgomery area organizations.

Bob was preceded in death by his wife, Chateau Black Query and a daughter, Kerrin Query McLendon.

He is survived by his daughter, Laurin Goldner and her husband, Nelson; grandchildren, Robert McLendon and his wife, Katherine; Melissa McLendon Gibson and Erin McLendon Holt; great grandchildren, Hannah and Rebecca McLendon, Thomas Gibson and William Holt; and his sister, Frances Query.

Bob Akers, vice president of **Davis Direct** in Montgomery, has been named to succeed Query as treasurer.

ARA NAMES SHELBY COUNTY DEPUTY 2005 LAW ENFORCEMENT OFFICER OF THE YEAR

By NANCY KING DENNIS
Editor, *The VOICE*

On Feb. 15, the Alabama Retail Association presented Shelby County Deputy Sheriff Jon Carr with the 2005 "Law Enforcement Officer of the Year," or LEO Award. A panel of former law enforcement officers, former LEO winners and retailers chose Carr from a group of 12 fellow law enforcement officers nominated from throughout the state.

A superior from local police departments, sheriff's offices, state trooper offices or other law enforcement agencies nominated each officer. Capt. Stan Chapman with the Shelby County Sheriff's Office in Columbiana nominated Carr.

On Dec. 4, 2005, a frantic neighbor, who later admitted to smoking crack, banged on the door of off-duty Deputy Carr's Waterford residence and told him a visitor at his home two houses away was holding the neighbor's wife at gunpoint and possibly raping her. The deputy had his girlfriend call 911 and told the neighbor to stay with his girlfriend. The deputy went to the neighbor's house to wait for the Calera police who had jurisdiction to arrive. However, the neighbor rushed back to his residence and began banging on his own garage door. When the garage door suddenly swung open, Carr saw a man holding a pistol to a woman's head and then saw the assailant turn the gun on the neighbor. Carr grabbed the man's arm, the woman escaped and the deputy disarmed the man, holding him until Calera police arrived.

"The neighbor and his wife credit Deputy Carr with saving their lives," Capt. Chapman said in his letter of nomination. "Deputy Carr acted in a professional manner and ... displayed initiative and courage in a dangerous situation."

The 30-year-old Carr has served as a Shelby County deputy sheriff since 2002. A Collierville, Tenn., native, Carr earned his bachelor's degree in criminology from Auburn University in 1999.

Since being employed with the Shelby County Sheriff's Office, Carr has received two commendations, one for apprehending fleeing burglary suspects



PHOTO BY NANCY DENNIS

Shelby County Deputy Sheriff Jon Carr, second from left, describes for ARA President Rick Brown, far left, how a visitor to his neighbor's house drew a gun on the neighbor while holding the neighbor's wife hostage. Brown had just presented Carr with the Law Enforcement Officer of the Year Award, in part, for his role in disarming the suspect. To the right of Carr is Shelby County Sheriff's Capt. Stan Chapman, who nominated Carr for the award.

and one for the described hostage situation that occurred in his neighborhood while he was off duty.

The LEO Award was presented at the Capital City Club in Montgomery. Deputy Carr received a crystal trophy and a roster plaque to hang at the sheriff's office until the 2006 Officer of the Year is named. ARA also made a \$1,000 donation in his name to the River Region Advisory Council of Kid One Transport, a Homewood-based nonprofit that gives children and expectant mothers free rides to non-emergency medical appointments.

Prior to the award presentation, Attorney General Troy King spoke to ARA board members and law enforcement officials about the sacrifice and service of Alabama's 15,000 law enforcement officers. He told the officers present, "What you consider just doing your job, we consider the definition of heroism."

ARA President Rick Brown told the officers, "Alabama law enforcement performs an invaluable service to retailers throughout our state. The Law Enforcement Officer of the Year Award, which the Retail Association began seven years ago, is just one small way that we say, 'Thank you.'"



2005 LEO AWARD NOMINEES

- **Sgt. Douglas Todd Draper**, Tuscaloosa County Conservation Enforcement Area, Alabama Department of Conservation and Natural Resources, Wildlife and Freshwater Fisheries Division
Nominated by: Lt. Clifton A. Robinson, Northport
- **Trooper Gary Hicks**, Alabama Department of Public Safety Driver License Division Fraud Unit
Nominated by: Lt. Ricky Dale, Decatur
- **Investigator John Lee**, Prattville Police Department
Nominated by: Prattville Police Chief Alfred Wadsworth
- **Sgt. Stanley F. Lemon**, Alabama DPS Driver License Division, Assistant District Commander, Jacksonville District
Nominated by: Lt. Roosevelt Cook, Birmingham Driver License District, Alabama Department of Public Safety
- **Sgt. Lee D. Peacock Jr.**, Alabama DPS Driver License Division, Post Commander, Mobile District
Nominated by: Lt. Thomas Ford
- **Trooper Jay R. Penton**, DPS Highway Patrol Division, Montgomery District
Nominated by: Sgt. Jack W. Clark
- **Officers N.A. Schnupp and A.C. Burr**, Montgomery Police Department
Nominated by: Maj. Brenda M. Mitchell
- **Trooper Clarence Terry**, DPS Driver License Division, Tuscaloosa
Nominated by: Cpl. Christopher Robertson
- **Trooper Robert Thompson**, DPS Driver License Fraud Unit
Nominated by: Lt. Terry Tate, Montgomery
- **Investigator Frank Vickery**, Montgomery District Attorney Office
Nominated by: District Attorney Ellen Brooks, 15th Judicial Circuit of Alabama
- **Cpl. Jessie Williams**, Alabama DPS Driver License Division, Dothan District
Nominated by: Lt. Jack Waller, Dothan

ALABAMA RETAIL 2006 REGULAR SESSION REPORT

WHAT WE DID

In the legislative arena, defense often is as important as offense. And your Alabama Retail Association has one heck of a defensive line! In 2006, however, we stepped up our offensive game and thanks to your support scored more legislatively for retailers than we have in decades.

- ✓ **CREATE A BACK-TO-SCHOOL SALES TAX HOLIDAY:** On Aug. 4th, 5th and 6th and every first weekend in August from now on, Alabama consumers can shop for clothes valued up to \$100; school supplies that sell for up to \$50 each; all books worth up to \$30; and computers and computer equipment valued up to \$750 and **NOT PAY ONE PENNY IN STATE SALES TAX.**
- ✓ **COLLECT THE UNCOLLECTED:** Require any vendor who has a contract with a state department or agency to collect and remit sales taxes for everything that company sells within the state of Alabama.
- ✓ **MAKE ORGANIZED RETAIL THEFT A CRIME**



From left, Rep. Mac Gipson, ARA lobbyist Al LaPierre, ARA VP Alison Wingate, Charlie McDonald, John Bishop with Saks Inc., Gov. Bob Riley, Keith Ladd with Target Inc., Rep. Alan Boothe, Speaker of the House Seth Hammett and ARA President Rick Brown at the bill signing for the Organized Retail Theft bill.

PHOTO BY ROBIN COOPER/GOVERNOR'S STAFF

- ✓ **ALLOW YOU TO BE CHARITABLE AND BE TAX FREE:** Any donation of inventory valued at less than \$10,000 is no longer a taxable event after July 1.
- ✓ **REFORM CITY BUSINESS LICENSES:** The Municipal Business License Reform Act of 2006 will become effective by the first of 2008.
- ✓ **MAKE MORE PHARMACISTS AVAILABLE** by allowing the licensing of foreign-trained pharmacists in our state.
- ✓ **REQUIRE EMPLOYEE LEASING COMPANIES TO REGISTER**
- ✓ **MAKE STEALING SOMEONE'S IDENTITY A FELONY,** punishable by one to 10 years in prison.

WHAT THEY DIDN'T DO

No legislation that would have been detrimental to retailers made it through the legislative process in 2006. Blocking bad legislation is as important, if not more important, than passing good legislation.

- ✗ **MAKE COOL COOL:** Legislation requiring country of origin labeling (also known as COOL) for seafood items in "food service establishments" never made it to the floor of either chamber for debate.
- ✗ **TURN MANUFACTURER REBATES INTO RETAILER DEDUCTIONS:** ARA vehemently opposed legislation that attempted to transform a mail-in cash rebate from the manufacturer into an in-store coupon.
- ✗ **CARD DIETARY SUPPLEMENT USERS:** ARA persuaded a sponsor not to pursue legislation that would have required retailers to ask for valid identification from those who tried to purchase dietary supplements containing certain ingredients and who appeared to be younger than 18.
- ✗ **TAKE THE PARTY OUT OF ELECTIONS:** ARA remained firmly planted in its deep-rooted opposition to nonpartisan election of judges in Alabama.
- ✗ **MANDATE HEALTH COVERAGE:** In its continuing effort to contain escalating health insurance costs, ARA maintained its opposition to all new healthcare mandates.

WHAT'S LEFT TO DO

Some issues weren't addressed by lawmakers in 2006 and must be revisited next year.

- **TORT REFORM:** ARA will continue to support bills, which would reduce the post-judgment interest rate, cap mental anguish and limit product liability awards. ARA also will be back advocating legislation to abolish frivolous obesity lawsuits.
- **SALES TAX HOLIDAYS FOR ENERGY EFFICIENCY AND HURRICANE SUPPLIES:** ARA will be back supporting two other sales tax holidays, an energy savings month and a hurricane and other weather emergencies month.
- **STREAMLINED SALES TAXES:** ARA will continue to lobby for streamlined sales taxes, a simplified sales tax system that requires all sellers – brick-and-mortar, catalog and Internet – to collect and remit sales taxes.

MEMBER INITIATES BILL NOW LAW

One member can make a difference. When state auditors told **Bromberg & Co.** in 2000 that the company owed \$500 in back taxes and interest on items the company had donated to charity, Ricky Bromberg, president of the Birmingham-based jewelry company, said it never occurred to him that his company owed taxes on charitable donations, and he didn't think it was right for the state to tax such donations.

"We were trying to do the right thing, and then were penalized for doing it," said Bromberg.

As an active Alabama Retail Association member, the jewelry president knew where to turn to get legislative results.

Enter ARA and its lobbying team. It took a few years, but the Inventory Reduction for Charitable Purposes Relief Act is now law. Any donation of inventory valued at less than \$10,000 is no longer a taxable event after July 1. Thanks to Bromberg and the bill's sponsors, all ARA members can now feel free to donate inventory to the charity of your choice!

"I'm pretty proud that it really passed!" said Bromberg. "As a matter of fact, I called the lady who did our audit back in 2000. She's not with the state anymore, but we have remained in touch.

"She was glad to hear the bill passed and agreed that it was a good bill. She had no choice but to enforce it when she was an auditor. I told her that her audit of us started all this!"

Bromberg expressed his gratitude to **Rep. Jack Williams**, R-Vestavia Hills, **Sen. Jabo Waggoner**, R-Vestavia Hills, and **Sen. E.B. McClain**, D-Midfield, for working so hard for the bill's passage.



From left, Ricky and Nancy Bromberg, Rep. Jack Williams, Charlie McDonald, Gov. Bob Riley, Sen. E.B. McClain, Sen. Jabo Waggoner, ARA VP Alison Wingate and ARA President Rick Brown at the bill signing for the Inventory Reduction for Charitable Purposes Relief Act.

PHOTO BY ROBIN COOPER/GOVERNOR'S STAFF

BACK-TO-SCHOOL SALES TAX HOLIDAY LANDS ON TARGET®



From left ARA Vice President Alison Wingate, ARA President Rick Brown, Target team members, state Sen. Zeb Little, Rep. Jay Love and Rep. Terry Spicer listen as Gov. Bob Riley address the media at a news conference immediately before the governor signed the back-to-school sales tax holiday legislation.

PHOTO BY NANCY DENNIS

With school supplies as a backdrop, Gov. Bob Riley signed into law ARA-backed legislation that creates Alabama's first statewide sales tax holiday for back-to-school shoppers.

"At a time when families need it most, this change will let them keep more of their hard-earned dollars. It will offer tax relief to Alabama families from the burden of the state's sales tax on items their children need for school," the governor said April 25 from a podium set up in an aisle at the Montgomery **Target** department store. The bill's sponsors and supporters, including several representatives from the Alabama Retail Association, flanked the governor as he made his remarks in front of the back-to-school display arranged by ARA-member Target.

Jeremy Walker, the Montgomery Target store team leader, said the store will have about as many employees working for the tax-free weekend, Aug. 4-6, as it would for an after-Thanksgiving sale.

"It will be a great weekend," he told reporters gathered for the bill-signing news conference.

The sales tax holiday – which will fall on the first Friday, Saturday and Sunday in August of each year – is expected to save Alabama consumers \$3.3 million annually based solely on the savings from the 4 percent state sales tax. That amount of expected taxes means the state's financial gurus expect \$87.5 million in sales. Cities and counties also have the option of participating in the sales tax holiday.

Riley encouraged all cities and counties to join in, creating "a tax-free zone" for parents getting their children ready for school.

At press time, numerous local governments already had indicated their interest in participating including Montgomery County, Jefferson County, Baldwin County, St. Clair County, Hoover, Auburn, Opelika, Demopolis and Decatur.

The governor called for instituting the sales tax holiday during his State of the State Address in January. **Rep. Mac Gipson**, R-Prattville, who sponsored the legislation in the House, had introduced legislation to create a sales tax holiday for three years. The Senate sponsor was **Sen. Zeb Little**, D-Cullman.

"If this doesn't make the customers happy, I don't know what will," Gipson said at the news conference.

The holiday applies to:

- clothes valued up to \$100;
- school supplies that sell for up to \$50 each;
- all books worth up to \$30;
- and computers and computer equipment valued up to \$750.

The governor also recognized the Alabama Retail Association and President Rick Brown for his leadership during the news conference and bill signing, which was witnessed by ARA's Immediate Past Chairman Jerry Beasley, owner of **Honda**, **Yamaha**, **Kawasaki** in Ozark and board member John M. Wilson with **Big Bear of Luverne Inc.**

ARA, PUBLIC SAFETY RECOGNIZE 2005 EXAMINER OF THE YEAR

By NANCY KING DENNIS
Editor, *The VOICE*

At a luncheon April 19th at the Capital City Club in Montgomery, The Alabama Department of Public Safety and the Alabama Retail Association presented the "Examiner of the Year Award" for excellence in recognizing fraudulent activity. The presentation was part of the continuing partnership between the public agency and our private association to curtail driver license fraud.

In 2005, almost 2,700 Alabamians were victims of identity theft, and it was the top consumer complaint filed with the Federal Trade Commission last year. Identification fraud is one of the fastest growing forms of robbery costing financial institutions, businesses, government, and consumers billions of dollars annually. Examiners working in the Department of Public Safety are on the frontline every day working diligently to protect all of these entities and individuals.

Those within the department who excel at recognizing fraudulent activity and go the extra mile to fight deceptive criminals and prevent fraud receive this annual award. This year's recipient is Regina Hardy, a driver license specialist with the Birmingham District, Birmingham Driver License Office. In determining the award recipient, a point system is used, with five points allocated for each misdemeanor arrest and 10 points for each felony arrest. In 2005, Hardy was responsible for the arrests of 109 individuals, with 25 felony and 105 misdemeanor charges, for a total of 626 points.

Another high scorer, Driver License Specialist Carolyn Spain finished second with 466 points. She is also with the Birmingham Driver License Office. Driver License Specialist Sharon Dees from the Mobile District, Mobile Driver License Office, placed third with 400 points. Dees was recognized earlier as the examiner award winner for the first quarter of the year.

Hardy was the winner for the second, third and fourth quarters of the year.

"Alabama's driver license examiners are vital to preserving the integrity of this state's driver license," said Maj. Roscoe Howell, chief of the Driver License Division. "They are skilled in detecting persons who attempt to fraudulently



George Wilder, president of The Locker Room, right, presents 2005 Examiner of the Year Regina Hardy of Birmingham with her award during a ceremony Wednesday, April 19th, at the Capital City Club. Other Montgomery area Alabama Retail Association board members on hand to congratulate her were from left, Bob Akers, vice president of Davis Direct and ARA Treasurer, and Ross Ryals, president and chief executive officer of Collegiate Bookstores Inc.

PHOTO BY NANCY DENNIS

Alabama Department of Public Safety DRIVER LICENSE DIVISION ARREST RECORD 2000 - 2005

Arrests in this division have increased approximately 400 percent since the year 2000. The department did experience a slight decrease in fiscal year 2005; this decrease in arrests could be an indicator that criminals are beginning to realize criminal activity will not be tolerated in Alabama, said Capt. Harry Nail, chief examiner. The annual totals are as follows:

2000	963
2001	1,218
2002	2,505
2003	4,986
2004	4,801
2005	3,601

obtain a license, and their efforts have a direct impact on protecting businesses and individuals from becoming the unwary victims of these criminals." During his luncheon presentation, he also said Alabama is one of only three states that run a criminal background check on an individual when they apply for a state driver license.

The partnership between the Alabama Department of Public Safety and the Alabama Retail Association saves

thousands of lost retail dollars by preventing individuals from obtaining false identities or stealing an individual's identity and using that identification to obtain checking and credit accounts for unlawful purposes. In fact, Public Safety's Driver License

Division has seen its arrest record increase 400 percent since the inception of the awards program in 2000.

U.S. Sen. Jeff Sessions, who happened to be in

Montgomery at the time of the award presentation and stopped by, told

the examiners present they should be proud of their phenomenal arrest record. "Your work exhibits highly efficient use of the taxpayers' money and shows criminals that the system is going to get you!" he said. "You are part of establishing the rule of law that makes us all safer."



U.S. Sen. Jeff Sessions poses with Regina Hardy, the 2005 Examiner of the Year.

ARA JOINS AARP ALABAMA AND OTHER INDUSTRY LEADERS IN 55+ WORKFORCE INITIATIVE

In a first-of-its-kind collaboration, government, business and industry leaders have joined AARP Alabama in a statewide initiative to help employers understand, plan for and create workplaces that successfully recruit and retain workers aged 55+.

By tackling this issue now, Alabama employers will have a competitive advantage as the labor force ages and the labor market tightens. By 2010, nearly one in three workers in the United States will be age 50+. In Alabama, between 2005 and 2015, all of the growth in the working-age population will be among people who are age 55 and older. Their ranks will increase by more than 267,000, or 24 percent, while the number of workers age 55 or younger is projected to decline by nearly 115,000, or almost 5 percent. More info at: <http://cber.cba.ua.edu/pdf/ab2006q2.pdf>, pages 7 & 8.

At the same time, these workers must be prepared to adapt to the changing workplace and meet the skills in demand of the 21st century workplace.

Among the methods being used to gather information, AARP commissioned a soon-to-be-released statewide survey of employers.

ALLIANCE MEMBERS

Besides the **Alabama Retail Association**, other member organizations that belong to the Alabama 55+ Workforce Initiative Alliance include:

- Alabama Association of Chambers of Commerce
- AARP
- Alabama Department of Industrial Relations
- Alabama Department of Senior Services
- Business Council of Alabama
- National Federation of Independent Businesses
- Society for Human Resource Management
- Senior Community Service Employment Program (SCSEP)

The survey will take place during the early summer. **If your business is contacted and**

questioned about the needs and status of your workforce in regard to your older employees, please cooperate and participate.

The information you provide could prove invaluable to employers statewide.

AARP Alabama State Director Joan Carter, whose organization initiated the formation of the group, said the initiative will serve as a catalyst for bringing government, employers and employees together, while at the same time, educating workers and the public about these issues.

"In the past decade, Alabama has become known as a competitor in the global economy. To maintain that competitive edge, companies must recognize the changing workforce and put in place innovative, sustainable policies and practices that are beneficial to employers and 50+ workers," Carter said.

AARP Alabama is a nonprofit, nonpartisan membership organization that helps people 50-plus have independence, choice and control in ways that are beneficial and affordable to them and society as a whole. It has more than 440,000 members in Alabama.

CRUISE GIVEAWAY CAPS YEAR-LONG CAMPAIGN REWARDING HUNDREDS OF ALABAMA RETAILERS WHO REFUSED UNDERAGE SALES

Retailer Recognition Campaign Offers Message: "What's Recognized Gets Repeated"

Mark Bagley, co-owner of Lakeside Landing Marina in Cropwell, recently won a four-day vacation cruise on Carnival Cruise Lines as the grand prize winner of the We Card program.

The year-long, statewide rewards program used positive reinforcement to promote retail compliance with Alabama minimum-age sales laws for tobacco products and alcoholic beverages.

Bagley was one of hundreds of retailers throughout the state who received positive rewards through the Retailer Recognition Campaign, including eligibility to enter the grand-prize drawing, after passing a state-run compliance check.

Throughout 2005, retailers who passed checks conducted by the Alabama Alcoholic Beverage Control (ABC) Board received a rewards packet, including a commemorative pin, T-shirt, and an opportunity to enter the grand-prize drawing.

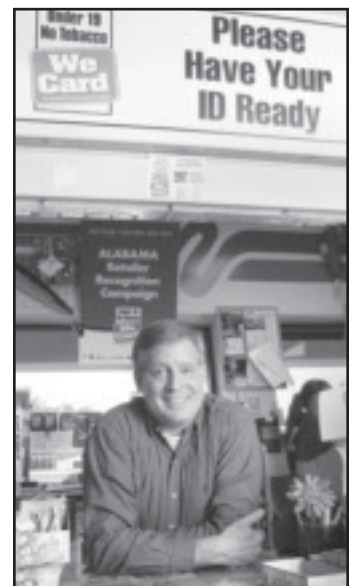
"My wife and I are ... pleasantly surprised

about winning the cruise. We are equally gratified that our commitment to keeping adult products out of the hands of underage customers has been rewarded," said Bagley. "We take the issue of preventing underage sales seriously because it is part of our job, but it's always nice to get some positive recognition for a job well done."

The Retailer Recognition Campaign is a collaborative, public-private effort supported by the We Card program, the **Alabama Retail Association**, the Alabama ABC Board, the Petroleum and Convenience Marketers of Alabama and the Alabama Grocers Association.

"The hundreds of retailers who passed checks in 2005 serve as an example to other retailers that compliance has many rewards," said Jan Byrne, education coordinator for the Alabama ABC Board.

The Alabama ABC board conducts more than 4,000 tobacco and alcohol checks each year. You never know when a check could happen in your store!



Mike Bagley, co-owner of Lakeside Landing Marina, won a Carnival Cruise after passing his 2005 Alcoholic Beverage Control Board check.

RETAIL VOTER'S GUIDE

HOW ALABAMA RETAILERS CAN BE INVOLVED IN THE JUNE 6TH PRIMARY

The makeup of the Alabama Supreme Court and the Alabama Legislature could change dramatically in the 2006 elections. As an Alabama retailer, you have a deep interest in both of these government arenas. The 4,000 members of the Alabama Retail Association, their employees, their friends and their associates could make a huge impact on the outcome of these critical political races.

HOW CAN YOUR COMPANY MAKE A DIFFERENCE?

■ ENCOURAGE ALL OF YOUR EMPLOYEES TO REGISTER TO VOTE.

The deadline is **Friday, May 26th** for the Tuesday, June 6th primary and **Friday, July 7th** for the July 18th primary runoff.

■ ENCOURAGE THOSE WHO CAN'T GO TO THE POLLS TO VOTE

ABSENTEE. Sometimes it is impossible to get to the polls on Election Day. If your employees work shifts of 10 hours or more that coincide with polling hours or if they will be not be in the county on June 6th or July 18th, they can vote absentee. Since the primary falls in the first week of June, we believe many people will be on vacation. Please think ahead and apply for an absentee ballot. Once the application is completed, take it by **Thursday, June 1st**, to the absentee election manager (usually the circuit clerk) at your local courthouse to receive an absentee ballot. The ballot is then due back by **5 p.m. Monday, June 5th**. The absentee ballot application deadline for the primary runoff is **Thursday, July 13th** and the ballot deadline is **5 p.m. Monday, July 17th**.

■ GIVE YOUR EMPLOYEES TIME OFF TO VOTE. It's the law.

Under legislation approved during the 2006 regular session, you have to give your employees up to an hour off of your choosing to vote. However, this law doesn't apply if an employee begins work at least two hours after the opening of the polls or their shift ends at least one hour before the closing of the polls. Polling hours in Alabama are 7 a.m. to 7 p.m. Even if you don't give your employees time off to vote, encourage them to vote before or after they come to work.

■ EXPLAIN TO YOUR EMPLOYEES HOW A FAVORABLE POLITICAL AND LEGAL CLIMATE HELPS PROVIDE A STABLE RETAIL CLIMATE.

Ask your employees to support the candidates on these pages, being particularly careful to explain that no adverse action will be taken against any employee based on his/her political views.

Here you will find *RetailPAC's* endorsed candidates in selected state and legislative races. You also should have received or will soon receive pocket VOTER'S GUIDES you can post on message boards, distribute with paychecks, deliver through internal mail and hand-deliver at meetings. Feel free to share them with suppliers and vendors who rely on you for their livelihood. If retailers do their job on Election Day, over the next four years we'll see even more gains in strengthening the retail market in Alabama!

STATEWIDE OFFICES

VOTE JUNE 6TH FOR THESE CANDIDATES:

GOVERNOR

✓ **Bob Riley** (R) (I)

LIEUTENANT GOVERNOR

✓ **Luther Strange** (R)

ATTORNEY GENERAL

✓ **Troy King** (R) (I)

ALABAMA SUPREME COURT

Chief Justice

✓ **Drayton Nabers** (R) (I)

Place # 2

✓ **Thomas Woodall** (R) (I)

Place # 3

✓ **Lyn Stuart** (R) (I)

Place # 4

✓ **Glenn Murdock** (R)

ALABAMA COURT OF CIVIL APPEALS

Place # 1

✓ **Terry Moore** (R)

Place # 3

✓ **Bill Shashy** (R)

2006 ELECTION CALENDAR

May 26:	Voter Registration Deadline for Primary
June 1:	Absentee Ballot Applications Due for Primary
June 5:	Primary Election Absentee Ballots Due
June 6:	PRIMARY ELECTION Independent /Third-Party Ballot Access Deadline
July 7:	Voter Registration Deadline for Primary Runoff
July 13:	Absentee Ballot Applications Due for Primary Runoff
July 17:	Primary Runoff Absentee Ballots Due
July 18:	PRIMARY RUNOFF
October 27:	Voter Registration Deadline for General Election
November 2:	Absentee Ballot Applications Due for General Election
November 6:	General Election Absentee Ballots Due
November 7:	GENERAL ELECTION <i>Polls open 7 a.m. - 7 p.m.</i>

Make certain these dates are on your calendar and that you are communicating with your employees and customers about any important upcoming milestones for the 2006 election year!

JUNE 6, 2006, PRIMARY

SENATE

HOUSE OF REPRESENTATIVES

THESE CANDIDATES ARE OPPOSED IN THEIR PRIMARY RACES

If you vote in the Democratic Primary, *Alabama RetailPAC* suggests you vote for the candidates indicated with a (D).

If you vote in the Republican Primary, *Alabama RetailPAC* suggests you vote for the candidates indicated with the letter (R). (I) = Incumbent

District 1	Bobby Denton (D) (I) Muscle Shoals	District 5	Ronnie Coffman (R) Elkmont	District 57	Merika Coleman (D) (I) Midfield
District 3	Arthur Orr (R) Decatur	District 6	Sue Schmitz (D) (I) Toney	District 58	Oliver Robinson (D) (I) Birmingham
District 5	Charles Bishop (R) Jasper	District 9	Scott Stone (R) Hartselle	District 59	Mary Moore (D) (I) Birmingham
District 11	Jim Preuitt (D) (I) Talladega	District 10	Mike Ball (R) (I) Madison	District 61	Allen Layson (D) (I) Reform
District 13	Gerald Dial (D) (I) Lineville	District 11	Jeremy Oden (R) (I) Vinemont	District 64	Greg Albritton (R) (I) Excel
District 14	Hank Erwin (R) (I) Pelham	District 14	Ken Guin (D) (I) Carbon Hill	District 67	Yusuf Salaam (D) (I) Selma
District 17	Jack Biddle (R) (I) Gardendale	District 18	Johnny Mack Morrow (D) (I) Red Bay	District 69	James Louis Thomas (D) (I) Selma
District 18	Rodger M. Smitherman (D) (I) Birmingham	District 22	Albert Hall (D) (I) Gurley	District 70	Bryant Melton (D) (I) Tuscaloosa
District 19	E. B. McClain (D) (I) Brighton	District 25	Ray Garner (R) (I) Madison	District 71	Artis "A.J." McCampbell (D) Gallion
District 24	Bobby Singleton (D) (I) Greensboro	District 43	Mary Sue McClurkin (R) (I) Indian Springs	District 73	David Grimes (R) (I) Montgomery
District 25	Larry Dixon (R) (I) Montgomery	District 45	Albert Morton (R) (I) Birmingham	District 75	Greg Wren (R) Montgomery
District 31	Jimmy W. Holley (D) (I) Elba	District 47	Jack Williams (R) (I) Birmingham	District 78	Michelle Browder (D) Montgomery
District 34	Chris Pringle (R) Mobile	District 48	J. Gregory "Greg" Canfield Vestavia Hills	District 79	Mike Hubbard (R) (I) Auburn
District 35	Ben Brooks (R) Mobile	District 55	Eric Major (D) (I) Fairfield	District 88	H. Mac Gipson (R) (I) Prattville
		District 56	Priscilla Dunn (D) (I) Bessemer	District 103	Joseph C. Mitchell (D) (I) Mobile
				District 105	Spencer Collier (R) (I) Irvington

For **FREE** VOTER'S GUIDES to distribute to your employees, please contact Nancy Dennis at:

1-800-239-5423 or (334) 263-5757, Ext. 101 or ndennis@alabamaretail.org

[ALABAMA RETAILPAC](http://WWW.ALABAMARETAILPAC.ORG)

FOR MORE ON HOW YOU CAN GET OUT THE VOTE, GO TO:

"How Alabama Retailers Can Be Involved in the June 6th Primary" at WWW.ALABAMARETAILPAC.ORG

'06 RETAIL GROWTH PREDICTED TO HIT 4.7% NATIONALLY; OVERALL ALABAMA ECONOMY EXPECTED TO GROW 3%

By NANCY KING DENNIS
Editor, *The VOICE*

National and state economists gazed into their crystal balls and saw growth for 2006. The National Retail Federation in its 2006 forecast predicted retail industry sales (which exclude automobiles, gasoline stations, and restaurants) will increase 4.7 percent from last year. Meanwhile, the Center for Business and Economic Research at the University of Alabama expects Alabama's economy to grow by slightly more than 3 percent in 2006 and for the state to add 26,000 new jobs.

Last year, the state added 17,400 jobs, 500 classified as retail with another 3,300 added at restaurants and drinking places. Consequently, those two sectors accounted for 22 percent of the state's job growth in 2005.

A stronger than expected 2005 saw retail sales increase 6.1 percent nationally, slightly higher than the 5.6 percent gain the National Retail Federation had been forecasting. However, rising energy costs and a slowdown in the housing market have caused the national federation of retailers to expect subdued retail sales growth in 2006. However, so far in 2006, based on sales tax receipts, retail sales in Alabama exceed national growth levels.

Through March, Alabama sales tax collections were up more than 2.5 percent over the previous March and up 9.16 percent year to date, according to the Tax and Policy Research Division of the Alabama Department of Revenue. The University of Alabama economists project sales tax receipts will increase by more by 5 percent for all of 2006.

The National Retail Federation expects 2006 first quarter retail sales to increase 5 percent, compared to gains of 6.5 percent in the fourth quarter of 2005. According to the Alabama Business Leaders Confidence Index, 59 percent of the 400 panelists expect Alabama



economic growth in the second quarter of the year, while only 9 percent of the respondents anticipate a slowdown in the second quarter.

Nationally, several categories of specialty retailing should continue to achieve solid sales growth. They include clothing and accessory stores (which include shoe stores and jewelry stores), food and beverage retailers and health and personal care retailers. These categories are expected to see steady sales gains in the 4 percent to 5 percent range, according to the National Retail Federation.

The highest growth last year was achieved by building material stores, warehouse clubs, and electronic shopping. The National Retail Federation expects building-related outlets and furniture stores to lose some momentum as housing softens.

WORKER CREDENTIALING PLAN ON THE LAUNCHING PAD

Alabama will launch a statewide worker credentialing plan this summer. The Career Readiness Certification System grew out of the South's economic development strategy to emphasize technology and talent in its recruiting efforts, according to the credentialing plan developed by the Alabama Workforce Development Planning Council.

The first three considerations in determining an economic development site location or expansion are workforce productivity, workforce availability and workforce costs, according to a January 2005 Louisiana State University

study. For that reason, the Council decided Alabama needs a way to measure and communicate the skills of its workers to its existing and potential employers.

Some of the reasons for a worker credentialing program are to:

- provide job-skills-based credentials to Alabamians to help them get jobs;
- provide employers with workers who have documented skills;
- create a pool of credentialed applicants employers can hire with confidence;
- better match job seekers with appropriate jobs; and
- redirect job-training programs to the skills being sought.

The credentialing process will be based on the Focus Industry Training curriculum and/or ACT WorkKeys, a job skills assessment system measuring "real-world" skills that employers believe are critical to job success. The Office of Workforce Development will coordinate and administer the overall program and maintain a comprehensive database.

Tim Alford, director of that office, said the coursework for the credentialing will be available to potential employees by early summer. The goal is to have all employers seek only credentialed employees. "We are hoping to get the word out to employees through

associations and other public relations efforts," said Alford.

Workers can seek the credentials through their career and adult education centers and community colleges or they can take the courses directly over the Internet. Once they've been certified, their names will go into the database.

The database will be accessible to employers and economic developers. The Council expects the database to be available by July of this year.

The Alabama Workforce Investment Board approved the timeline for the credentialing system at its Feb. 9th meeting. **Alabama Retail Association** Vice President Alison Wingate is a member of that board.

KATRINA VICTIMS HAVE UNTIL LATE AUGUST TO FILE TAXES

While April 17 was the tax-filing deadline for most, the Internal Revenue Service has extended its deadline to Aug. 28 for Hurricane Katrina victims.

Residents of the hardest-hit counties in Louisiana and Mississippi automatically qualify for the extended deadline. The new deadline also applies to 11 Alabama counties, but it is not automatic. Alabamians must write "Hurricane Katrina" in red ink at the top of the return when filing, to identify themselves as storm victims. Individual, corporation, partnership, estate, trust, S-corporation, generation-skipping, employment and certain excise tax returns qualify for the extension.

The extended deadline applies to Baldwin, Choctaw, Clarke, Greene, Hale, Marengo, Mobile, Pickens, Sumter, Tuscaloosa and Washington counties.

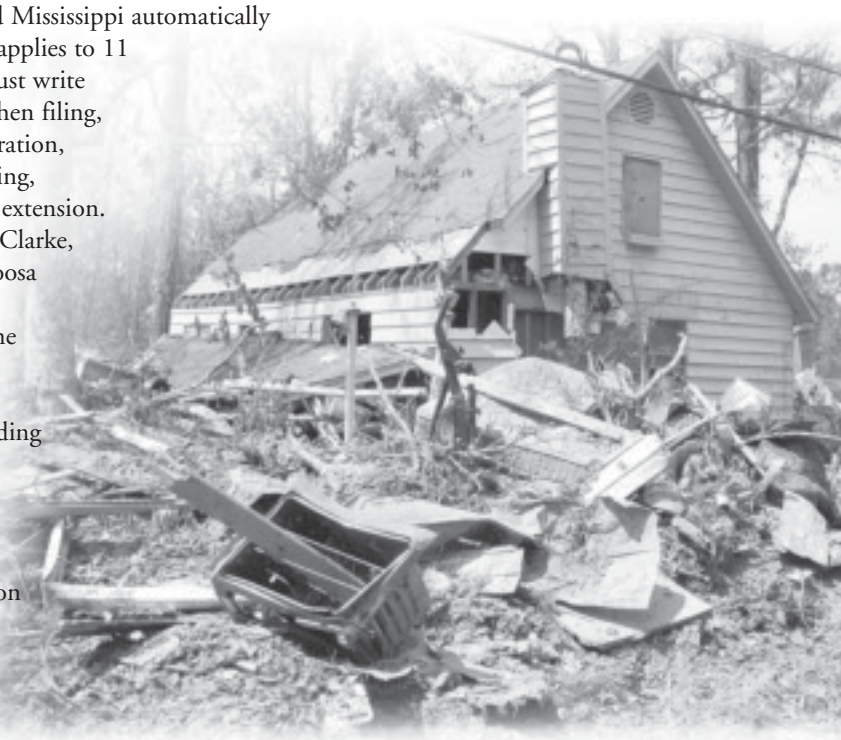
Those with questions can call the IRS Disaster Hotline at 1-866-562-5227.

Along with most types of tax returns and paperwork, most tax payments are also extended until Aug. 28, according to the IRS.

Any person living in the 11 counties can wait to file taxes, so long as the person identifies victim status, in red ink, when sending in a return by Aug. 28.

There are no guidelines on how much damage a person must have sustained to claim to be a Katrina victim and qualify for the extended deadline.

For people who plan to e-file, tax software allows a hurricane notation at the top.



GULF BUSINESSES RECEIVE TAX BREAKS AS RESULT OF 2005 HURRICANES

Small businesses and employers in the Gulf region receive a variety of tax breaks and incentives under the Gulf Opportunity Zone Act of 2005. Highlights of the new tax law provisions include:

• **Expensing for Small Businesses Increased.**

Certain small businesses affected by Hurricane Katrina can annually deduct up to \$200,000 in qualifying property expenditures made in the disaster area. This is double the amount otherwise allowed for small business expensing. In addition, the phase-outs for level of investment increased from \$400,000 to \$1 million, allowing more small businesses to use this tax benefit. These provisions apply to property placed in service in the Gulf Opportunity Zone (GO Zone) after August 27, 2005, and before January 1, 2008.

• **Special Bonus Depreciation to Help Businesses Rebuild.**

Businesses of all sizes affected by Hurricane Katrina can take a special first year depreciation deduction for qualified property placed in service after August 27, 2005, and before January 1, 2008. The special deduction is equal to 50 percent of the property's depreciable basis.

• **Deduction for Demolition and Clean-up Costs.**

Taxpayers may choose to take a deduction for 50 percent of any qualified GO Zone clean-up costs that would otherwise be included in the basis of property. The deduction is allowed for the tax year in which the taxpayer paid or incurred the costs. Qualified GO Zone clean-up costs means amounts paid or incurred after August 27, 2005, and before January 1, 2008.

"Information for Taxpayers Affected by Hurricanes Katrina, Rita, and Wilma" is available on IRS.gov. It highlights the changes businesses need to know about, such as a special depreciation allowance for qualified Gulf Opportunity Zone property, an increase in the amount affected businesses can expense instead of depreciating and new net operating loss rules for losses in the GO Zone. To read this publication, go to: <http://www.irs.gov/pub/irs-pdf/p4492.pdf>

• **Net Operating Loss Carryback Extended.** The carryback period is extended from two to five years for net operating losses attributable to Hurricane Katrina. This provision will allow some businesses affected by the hurricane to obtain a refund of taxes paid in earlier tax years. Special carryback rules are also provided for certain timber losses and public utility casualty losses.

• **Work Opportunity Tax Credit for Hurricane Katrina Employees.** The Work Opportunity Tax Credit provides businesses with an incentive to hire individuals from groups that have a particularly high unemployment rate or other special employment needs. The credit is expanded to include persons affected by Hurricane Katrina as a targeted group of employees.

• **Income Exclusion and Employer Credit for Housing Employees in the Region Affected by Hurricane Katrina.** Up to \$600 per month is excluded from an employee's income for employer-provided housing in the region affected by Hurricane Katrina. Employers are also entitled to a significant tax credit for providing such housing.

PUBLIC HEALTH ASKS CHAIN DRUG STORES TO CONTACT DEPARTMENT AFTER HURRICANES

In its preparations for the upcoming hurricane season, the Alabama Department of Public Health has asked that chain pharmacies be prepared immediately after a major storm passes to forward the name, address and phone number of all open stores in Alabama to State Pharmacy Director Charles Thomas.

The Department of Public Health will compile this information and distribute it to hospitals, emergency rooms, emergency operations centers and local health departments so officials at those locations can direct patients to pharmacies that can serve them.



Contact information for State Pharmacy Director Charles Thomas:

Phone: 334-206-5666

Fax: 334-206-5663

e-mail: charliethomas@adph.state.al.us



Associated Grocers VP of Sales Retires

Phil Cruce, vice president of sales for the **Associated Grocers of the South** in Birmingham, retired in April. Cruce enjoyed a 28-year career with Associated Grocers, where he began as print shop supervisor. After several promotions, he was appointed to sales manager in 1997 and vice president of sales in 2003. Since that time, Associated Grocers has enjoyed steady sales growth under his leadership. In 2004, Cruce was honored by his peers in being named Wholesaler of the Year by the Alabama Grocers Association.



Phil Cruce

Cruce plans to spend time traveling with his wife, Kay, visiting their grandchildren and improving his golf game. Associated Grocer's President and Chief Executive Officer Gerry Totoritis, has cautioned Cruce that he will still be needed for occasional "special projects" as his always candid and positive approach will be missed by his co-workers and supermarket owners throughout the Southeast.

SOURCE: Associated Grocers of the South

Bruno's Supermarkets Introduce In-Store Health-Care Centers

Bruno's stores at 335 Summit Blvd. in Birmingham and 3780 Riverchase Village in Hoover have opened Wellspot Health and Wellness centers to meet the health-care needs of their customers.

Family nurse practitioners provide treatment and diagnosis for routine conditions at the Wellspot Health and Wellness centers. The clinics also provide prescription services, diagnostic tests, immunizations, vaccinations, physicals, illness management and wellness counseling. Initial visits cost \$49, excluding tests or other services, and most insurance plans are accepted. Repeat visits are \$39.

BI-LO/Bruno's president and chief executive officer Dean Cohagan told the *Birmingham Business Journal* the centers were designed with "a mom's convenience in mind."

BI-LO Holdings LLC, the parent company of BI-LO LLC and **Bruno's Supermarkets Inc.**, employs about 26,000 people at 340 stores in Alabama, Florida, Georgia, Tennessee, South Carolina and

North Carolina.

SOURCE: *Birmingham Business Journal*

Vestavia Hills Chamber Chooses Contri as 2005 Retailer of Year

Contri Brothers Gift Basket recently was named as Vestavia Hills Chamber of Commerce's 2005 retail business of the year. It was honored for fostering good employer-employee relations and employee-customer relations; supporting the chamber's work program; and demonstrating civic involvement.

Contri Brothers store manager Scott Perry, grandson of founder Raymond Contri, currently serves as chairman of the chamber's ambassador program. According to the chamber, Contri Brothers has been a vital part of promoting business in Vestavia Hills since it was founded in 1985. Besides the Vestavia store, Contri Brothers has two other Birmingham area locations, one in Greystone and one downtown.

Web site: www.contribros.com

SOURCE: *Birmingham Business Journal*

Sylacauga Jewelry Store Closes After 70 years in Business

Frank House Jewelers in Sylacauga closed April 8th after about 70 years in business. Michael Wood, who had owned the store for the past 10 years, told the *Sylacauga Daily Home* that the store had shown a profit every year, but it had become more difficult to compete with larger retail stores.

Frank House Jewelers began in 1938, but before that, the original owner, Frank House, operated a watch repair shop there. He and his wife owned the store until the late 1970s. ARA sadly says goodbye to a fine member.

Publix Introduces 'The Little Clinic' in Selected Cities in GA/Florida

Publix Super Markets announced in February that it will open medical clinics within some of its stores. The company has signed an exclusive deal with The Little Clinic, LLC, to open for business in the Lakeland, Fla.-based grocer's chain, providing basic medical care seven days a week. The first clinics will open in Atlanta, Miami, Orlando

Publix.

and Tampa this year. Nurse practitioners in each clinic will diagnose and treat common illnesses and injuries. Most services will cost less than \$50.

Publix operates 875 stores in Alabama, Florida, Georgia, South Carolina and Tennessee. It employs 135,000 people and reported 2004 sales of \$18.6 billion.

SOURCE: *Birmingham Business Journal*

Restaurant CEO is Sorority Woman of the Year

Jean Baughman Wessel Templeton, chief executive officer and chairman of the board of **Wesfam Restaurants Inc.** in Huntsville, a franchisee of Burger King Corp., is Delta Zeta's Woman of the Year for 2005.

Wesfam is a member of the Alabama Retail Association and the company was named Alabama Retailer of the Year in 2000. Wesfam recently received the North Alabama Chapter of the Society of Financial Service Professionals' Ethics in Business Award for its commitment to its employees and to its communities. Templeton also has received Burger King's Franchisee of the Year award for a five-state region.



Jean Templeton

Templeton was initiated into Delta Zeta's Gamma Sigma Chapter at Eastern Michigan University in 1956. In 1973, the Huntsville alumnae chapter recognized her as the alumnae chapter's Ideal Alum.

The Woman of the Year Award is the highest award given by the sorority to an alumna. Criteria for the award include service to honorary or professional organizations (including honors and recognition), community activities, volunteer positions held, and service to Delta Zeta Sorority (including offices and chairmanships held at the local and national level, and honors and recognition).

SOURCE: Delta Zeta

SEND ARA MEMBER NEWS CONTRIBUTIONS TO:
ARA Member News, P.O. Box 240669,
Montgomery, AL, 36124-0669 or e-mail
ndennis@alabamaretail.org or fax (334)
262-3991. Photos welcome. Electronic
photographs should be 300 dpi or higher.

WELCOME NEW MEMBERS

Anita G, L.L.C.	Warrior	Dr. Mike Johnson	Decatur
Apogee Corp.	Huntsville	Earth Angel, L.L.C.	Spanish Fort
As-Is Furniture Inc.	Bessemer	Elbert M. Lee, D.M.D., P.C.	Auburn
Auburn Culinary Center, L.L.C.	Auburn	Employee Benefit Services Inc.	Birmingham
Aum Enterprises Inc.	Hoover	Environmental Design Studio Inc.	Vestavia Hills
Better Business Solutions of Alabama Inc.	Homewood	Family Subs Inc.	Jacksonville
BG's Restaurant	Tuscaloosa	Five Diamond Corp.	Riverside
Blue Creek Food Group, L.L.C.	Dadeville	FNB Mortgage Services, L.L.C.	Hamilton
BTAAA Inc.	Trussville	Food Services Inc.	Opp
Burgess Pizza Inc.	Ohatchee	Four Seasons Photography	Mobile
C&R Enterprises, L.L.C.	Daphne	Friendly G's	Georgiana
C&S Subs Inc.	Anniston	Friend's Diner.	Maplesville
Camps Inc.	Pelham	Gobble Food Stores Inc.	Florence
Central Storage, L.L.C.	Florence	Goldendale Inc.	Gardendale
Christian Medical Clinics	Springville	GRA Payroll, L.L.C.	Homewood
Christopher	Opelika	Guardian Anesthesia Service, P.C.	Opelika
City Diner, L.L.C.	Trussville	Harbison's Tire & Auto Service Inc.	Trussville
Coalition of Independent Music Stores, L.L.P.	Birmingham	Heart Group of The Eastern Shore, P.C.	Fairhope
Coco's Inc.	Birmingham	Highview Deli, L.L.C.	Vestavia Hills
Cornerstone Catering, L.L.C.	Montgomery	Hillcrest Foods, L.L.C.	Mobile
Courtesy Dry Cleaning.	Centreville	Hornaco Italian Pie Group Inc.	Huntsville
Creekside Restaurant, L.L.C.	Enterprise	Java Jimz Cafe	Bessemer
Custom Ceramics Dental Lab	Hartselle	JMP Enterprises Inc.	Montgomery
Custom Pizza, L.L.C.	Talladega	John H. Barry Inc.	Hampton Cove
D Squared, L.L.C.	Vestavia	K.E.P., L.L.C.	Springville
Dairy Queen Elba Inc.	Elba	Ken's Restaurant.	Owens Crossroads
DGSG Inc.	Birmingham	Key West Bar & Grille, L.L.C.	Lanett
Dominic's Fine Foods, L.L.C.	Pike Road	Kim Kidd Inc.	Centre

WELCOME NEW MEMBERS

Klassic Kar Wash, L.L.C.	Daphne	Serendipity of Pinedale Inc.	Montgomery
La Hacienda Mexican Restaurant Inc.	Decatur	Siblings Enterprises Inc.	Madison
La Herradura	Roanoke	Simply Delicious	Decatur
Lee Enterprises, L.L.C.	Dothan	Solid Rock Cafe	Piedmont
LHR Enterprises, L.L.C.	Huntsville	Solutions Associates Inc.	Prattville
Marion Foodvalu Inc.	Marion	Sound Services, L.L.C.	Birmingham
Melton Automotive Inc.	Alabaster	Springville Subway, L.L.C.	Talladega
Metrofitness, L.L.C.	Montgomery	Square Root Solutions Inc.	Montgomery
Mobile Premier Pediatric Dentistry, L.L.C.	Mobile	Stlbluesfan Inc.	Mobile
Murari Inc.	Hanceville	Sub-Line Associates Inc.	Boaz
Muscle Shoals Peppers L.L.C.	Muscle Shoals	TBN Inc.	Birmingham
My-Bet Inc.	Anniston	The Ad Firm Inc.	Troy
New South Architects Inc.	Pelham	The Courtyard Restaurant	Decatur
No. 1 Chinese/Brewton	Brewton	The Drive In	Jackson
Noah Development, L.L.C.	Elkmont	The Galley, L.L.C.	Roanoke
North Central Neurology Associates, P.C.	Cullman	The Lending Store Inc.	Leeds
Nudraulix Automation Inc.	Mobile	The New Natural Bridge Restaurant.	Lynn
Nutech Medical Inc.	Homewood	The Pita Hut Inc.	Birmingham
Part Two, L.L.C.	Tuscaloosa	The Po-Boy Factory Inc.	Huntsville
Pilates and More, L.L.C.	Northport	The Powell Accountancy Group, P.C.	Vestavia
PJ's Grill	Waugh	The Ranch House Cafe, L.L.C.	Elba
Prattville Meat & Grocery, L.L.C.	Prattville	The Rental Place	Cullman
R & R Business Solutions Inc.	Tuscaloosa	The Tin Top, L.L.C.	Bon Secour
Radha Enterprises Inc.	Gadsden	Todd A. Askew, P.C.	Tuscaloosa
River Region Management Inc.	Wetumpka	Tricoast Restaurants, L.L.C.	Mobile
Romel Foods Inc.	Huntsville	Two Stix Inc.	Alpine
Sadie K. Inc.	Pelham	William Rowell O'Neal Sr., DMD, P.C.	Mobile
Selma Animal Hospital, P.C.	Selma	WSW, L.L.C.	Demopolis



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ARA

BOARD BULLETIN



ARA COMPLETES '06 OFFICERS, DIRECTORS

The Alabama Retail Association has completed its slate of officers and board of directors for 2006. The officer and board slate was rounded out during its Feb. 15 and May 17 board meetings.

The ARA officers for 2006 are:

CHAIRMAN: Ken Hubbard, **Western Supermarkets**, Birmingham;

VICE CHAIRMAN: Darrell Bourne, **Ragland Brothers Retail Co. Inc.**, Huntsville;

PRESIDENT: Rick Brown, Montgomery;

TREASURER: Bob Akers, **Davis Direct**, Montgomery;

SECRETARY: Virgie Todd, Montgomery.

Hubbard, Bourne, Akers and Brown serve as the ARA's executive committee along with Immediate Past Chairman Jerry Beasley of **Beasley Honda** in Ozark and Jimmy Ray Smith of **Jimmy Smith Jewelers** in Decatur, who is the executive committee designee.

The 2006 directors for the Alabama Retail Association are:

■ Wogan Badcock, III, **W. S. Badcock Corp.**, Mulberry, Fla.;

■ Chris Birdsong, **Premiere Entertainment, LLC**, Montgomery;

■ Bill Drinkard, **Drinkard Development Inc.**, Cullman;

■ Bobby Efurd, **Efurd and Sons Inc.**, Cowarts;

■ Don Faith, **Publix Supermarkets Inc.**, Hampton, Ga.;

■ Dale Fanton, **Target Corp.**, Birmingham;

■ Steve Garmany, **Alabama Power Co.**, Birmingham;

■ Mickey Gee, **The Pants Store**, Leeds;

■ Mike Herring, **Movie Gallery**, Dothan;

■ David Kahn, **DMK Entertainment Inc.**, Birmingham;

■ J. Ford Laumer, **Auburn University**, Auburn;

■ Bill Long, **JCPenney Co.**, Jasper;

■ Greg Newton, **Sears, Roebuck and Co.**, Montgomery;

■ Jeff Parker, **Super Sav Inc.**, Dadeville

■ Melissa Parker-Paul, **Yancy Parker Lifestyles Inc.**, Enterprise;

■ Irvine Porter, **CVS Pharmacy**, Bessemer;

■ Robert A. Robicheaux, **University of Alabama at Birmingham**, Birmingham;

■ Tammy Rogers, **Rite-Aid**, Lillian;

■ Fred Roth, **Best Buy Co. Inc.**, Alabaster;

■ Ross Ryals, **Collegiate Bookstores Inc.**, Montgomery;

■ Dennis Stewart, **Piggly Wiggly Alabama Distributing Co. Inc.**, Bessemer;

■ Jack A. Taylor, **Birmingham-Southern College**, Birmingham;

■ Gerry Totoritis, **Associated Grocers of the South**, Birmingham;

■ Bill Wagner, **The Athlete's Foot**, Tuscaloosa;

■ Dianne Wammack, **Cameras Brookwood**, Birmingham;

■ George Wilder, **The Locker Room**, Montgomery; and

■ John M. Wilson, **Big Bear of Luverne Inc.**, Luverne.

The director emeritus is Morris Mayer with the University of Alabama in Tuscaloosa.

Ex-officio directors, which includes past presidents and chairmen, include: Rodney Barstein, **Simply Fashion Stores**, Birmingham; O.H. Delchamps Jr., Mobile; Greg Gregerson, **Gregerson's Foods**, Gadsden; Claude "Bud" Kitchin IV, **SalePoint Inc.**, Anniston; Bobby Little, **Rite Aid**, Tuscaloosa; and Charles Parker of Dadeville.

OFFICERS ATTEND NATIONAL SYMPOSIUM

Three ARA officers, along with ARA President Rick Brown, flew to Chicago for a week in April for the American Society of Association Executives Leadership Symposium. ARA Chairman Ken Hubbard, Vice Chairman Darrell Bourne and executive committee designee Jimmy Ray Smith attended the conference intended to foster communication between the association's volunteer and paid leadership. As a result of the trip, the executive committee has made it a priority to maintain ARA's aggressive legislative agenda while expanding member services. More to come on that goal as those plans develop.

CHAIRMAN GAINS NEW FAMILY MEMBER

ARA Chairman Ken Hubbard has a new grandbaby. Layton Hubbard weighed in at 8 pounds and 13 ounces and was born Feb. 13. He is the son of Brian and Amy Hubbard. Grandpa couldn't be prouder. Looks like **Western Supermarkets** has another manager in training!



**ALABAMA RETAIL
ASSOCIATION**

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