

# GACS: Keeping You Informed and Saving You Money!

**C**onvenience store customers expect good service—and fast! Shouldn't you expect the same from an association? Since 1973, when it was started by a group of convenience store owners concerned with Sunday Blue Laws, the Georgia Association of Convenience Stores (GACS) has sought to keep you informed on issues that have a bottom line impact on your business. Recently when Hurricanes Gustav and Ike caused a State of Emergency, GACS members were instantly informed, saving them from possible charges of price gouging. GACS has grown beyond its legislative roots and now provides a full range of services to members, taking advantage of group rates on everything from insurance to background checks. Be sure to check out the many benefits listed below and join many of your fellow retailers as GACS members.

## Legislative Support and Information

For GACS, legislation is *Job One*. As an association whose roots stem from legislative issues, we are very much aware of how the industry can be uprooted with the mere stroke of a legislative pen. State legislation moves quickly and cannot be monitored from afar. As such, GACS maintains a daily legislative presence at the State Capitol when the Georgia General Assembly is in session. Members are immediately notified when potential legislation is in the works that requires grassroots responses to local officials. Beyond "defensive" tactics, the association has been involved in pro-active legislation such as increased penalties for underage alcohol and tobacco attempted purchases, new penalties for gasoline drive-offs, and lower unemployment taxes for businesses. The association has also been a leader in seeking to change Georgia's antiquated laws regarding Sunday off-premise sales of alcohol beverages. Our political action committee, GACSPAC, works to support candidates with positions favorable to the industry. The GACS annual legislative reception is free and open to all members, providing an opportunity to meet with your legislator when the Georgia General Assembly is in session.

## Education

GACS recognizes the importance of employee training and that various companies have different needs, based on their resources. As such the association provides free training seminars at the Southern Convenience Store and Petroleum Show, as well as other free programs on a stand alone basis in the important areas of robbery prevention and controlling sales of age-restricted products. Other outside programs and seminars are also provided during the year at affordable rates and the annual convention features educational programs for members. As a GACS member you also have many networking opportunities with fellow members to share business experiences.

## Health/Workers' Compensation Programs

Providing health insurance can be a major cost for convenience store operators. GACS has partnered with WillisHRH/Aetna/MetLife to create a program that can provide a variety of coverage, from limited benefit plans to traditional insurance. In addition, we offer an endorsed workers' compensation program that provides access to coverage for c-store operators that meet underwriting criteria. Additional programs are being developed to meet the needs of GACS members.

## C-Buying

GACS is not a buying organization, however members have access to the national buying group C-Buying. C-Buying has been developed to strengthen the financial position of retailers by combining the purchasing power of store operators throughout the United States to increase savings, gain greater leverage with suppliers and achieve additional profits.

## Tax Credits/Background Checks

Looking for additional bottom line dollars? GACS members participating in the association's endorsed program have earned thou-

sands of dollars of credits to help their bottom line from an unusual source—the employees they hire. The GACS program helps with both state and federal credits that can be earned from numerous sources, including location, training, and employee background/history, plus there is no cost for members: you only pay a portion of earned credits. A new member benefit added in 2008 will also provide member savings on a host of employment services, including criminal background, educational, credit, MVR, and social security verification.

## Web Page

The GACS web page, [www.gacs.com](http://www.gacs.com) contains the latest information for members. The site is updated daily with convenience store news headlines specifically related to Georgia's retailers. Members can access event information, register online, download applications, view Georgia's C-store industry events calendar, link to other members websites, apply for GACS scholarships, link to state and federal government agencies, track key legislation and even find your state and federal representatives. Make [gacs.com](http://gacs.com) your home page today!

## Convention and Trade Show

The GACS Annual Convention is usually held in June of each year and provides an opportunity for all members to network, attend educational sessions and enjoy outstanding entertainment and recreational options. Members also have the chance to sample new products at the tabletop exhibits held in conjunction with the convention. The 2009 convention will be held May 31-June 2, 2009 at the Marriott Hilton Head Resort and Spa in Hilton Head, South Carolina. **As a new retail member you receive one free registration to your first convention after joining, a \$295 value.** In addition to the annual convention, GACS is the co-sponsor of the *Southern Convenience Store & Petroleum Show*, the largest convenience store show in Georgia. The 2009 show will be held September 2-3, 2009 at the Macon Centreplex. Both the show and associated educational programming are free for retailers.

## Publications

Our quarterly publication, *GACS Today*, covers industry issues, government regulations, and highlights association members and events. Our annual directory is a valuable tool for those seeking key industry data for Georgia. The association also uses broadcast e-mail and faxes to keep you updated on breaking events.

## Other Services

GACS member employees and their family members are eligible for scholarships provided by the GACS Educational Foundation. GACS is also the source for members needing regulatory signs for their stores. Other services for members are being added based on member feedback.

## Retailer-Led Organization

**GACS was created by retailers** and is governed by a Board of Directors made up of 18 retailer leaders from throughout the state. In addition, the GACS Membership Committee, headed by **Clint Hancock** from Jet Food Stores, is constantly looking at other services that can be developed to increase your business success. The Association's 2009 Chairman of the Board is **David Dill** from Gate Petroleum. Additional information on association leadership can be found on the GACS web site. For more than 35 years, retailers have worked together at GACS for the common good of the convenience store industry. If you have any questions regarding the value of either becoming a member or any services offered, be sure to contact the GACS office.



# GACS Retailer Membership Application

168 N. Johnston Street • Suite 209 • Dallas, GA 30132 • 770.736.9723 • Toll Free 1.877.294.1885 • Fax 770.736.9725 • www.gacs.com

We wish to participate as a RETAILER MEMBER in the activities of the Georgia Association of Convenience Stores. Enclosed is our payment for annual membership dues.

## Membership Listing

Company Name \_\_\_\_\_  
DBA \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_ Dedicated: Y N  
Email \_\_\_\_\_ Web Page \_\_\_\_\_  
Name for Key Representative \_\_\_\_\_  
Title \_\_\_\_\_

## Additional Company Representatives (Attach additional names if necessary)

Name (1) \_\_\_\_\_ Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_  
Name (2) \_\_\_\_\_ Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_  
Referred by \_\_\_\_\_

## Dues Investment Schedule for 2009 and Store Information

| # of Stores        | Dues Investment |
|--------------------|-----------------|
| 1 store in Georgia | \$325 per year  |
| 2 stores           | \$425 per year  |
| 3 stores           | \$500 per year  |
| 4 stores           | \$575 per year  |
| 5-9 stores         | \$675 per year  |
| 10-24 stores       | \$1075 per year |
| 25-49 stores       | \$1175 per year |
| 50 or more stores  | \$1675 per year |

How many stores do you operate? \_\_\_\_\_  
How many stores are in Georgia? \_\_\_\_\_  
How many Georgia stores have gasoline? \_\_\_\_\_



## Membership Dues and Payment Information

Make Check Payable to GACS

Check enclosed | Credit card:  Visa  Mastercard  American Express

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature: \_\_\_\_\_ Name (print) \_\_\_\_\_

Contributions or gifts to GACS are not deductible as charitable contributions for Federal Income Tax purposes. However, 24% of dues payments are deductible by members as an ordinary and necessary business expense. Please check with your tax or financial professional for advice concerning tax deduction matters.