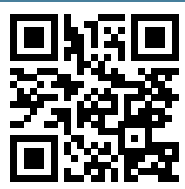


BottomLine



THE VOICE OF MIDWEST INDEPENDENT RETAILERS // VOL. 33, NO. 5 // MAY 2022



**MIRA Helping Retailers Put
Protocols in Place for Food
and Alcohol Deliveries**

pg

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■ Changes Illinois Retailers
Should Know // **PAGE 12**

■ The Status of E-Cigarettes
and Menthols // **PAGE 22**



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THE VOICE OF MIDWEST INDEPENDENT RETAILERS
VOL. 33, NO. 5 // MAY 2022

features



ILLINOIS LOBBYIST REPORT // CHANGES ILLINOIS RETAILERS SHOULD KNOW

During the final week, and final days, of the 2022 spring session, the Illinois General Assembly advanced the key priority issues the chamber leaders had indicated before the 2022 session began: (a) the FY23 operational and capital project budget; (b) tax relief for Illinois citizens; (c) a legislative "crime package"; and (d) renewal of the Illinois Medicaid/hospital/nursing home assessment programs.



COVER STORY // MIRA HELPING RETAILERS PUT PROTOCOLS IN PLACE FOR FOOD AND ALCOHOL DELIVERIES

Today, many independent retailers have created their own delivery service. However, demand for groceries, food, and other products purchased online and delivered directly to your door increased exponentially when the coronavirus forced many Americans to stay at home.



THE STATUS OF E-CIGARETTES AND MENTHOLS

In April 2021, the U. S. Food and Drug Administration (FDA) announced its intent to take significant action toward dramatically reducing tobacco-related disease and death in the U.S.



chairman's message

CLIFTON DENHA // MIRA CHAIRMAN

Inflation's Impact on Business

We all know you and everybody else are dealing with supply chain problems, escalating prices, and employee shortages. The latest inflation numbers reflect an annual inflation rate of 9.1%! This is the highest level that we have seen in over 40 years. And many economists believe that inflation will continue to rise and be with us for the foreseeable future. Furthermore, about half the population hasn't experienced this level of inflation and will be slow to recognize and react to its effects.

This situation is not limited to just certain areas of your operation. It effects the buying/selling aspect of your business along with the labor market of your business, and the operating expenses of your business. Think in terms of your cost of goods, maintenance, payroll, rent, credit card fees, plus all the additional costs you encounter to operate.

In the area of payroll think about the bright side if that's possible. While your payroll expenses have risen so have most all other employers. Meaning your customers have more money to spend at your store. And most of us are involved in essential businesses. One suggestion, stay current with wage trends and demands. You can drag your feet in granting wage increases, but you risk losing your employees to the store down the street.

You are going to need to keep an eye on your cost of goods on a more frequent basis with prices increasing more rapidly than ever. If you don't keep up with the costs you will fall behind in increasing retail prices. Operating expenses need to be monitored regularly also. Be on the lookout for "fuel surcharges" on your delivery invoices. These require price adjustments also.

Inflationary trends go up and come down, but it is impossible to predict how long this particular trend will last. So, you cannot fall behind the trend.

To help you I recommend you review the membership programs that MIRA offers to help you control your cost of goods and your operating expenses. The MIRA membership programs offer rebates, discounts, and/or special pricing. Take advantage of the programs that apply to your class of business. Watch for our mailings, go to our website www.miramw.org, and read our weekly newsletter emails where some programs are listed on a rotating basis. ■

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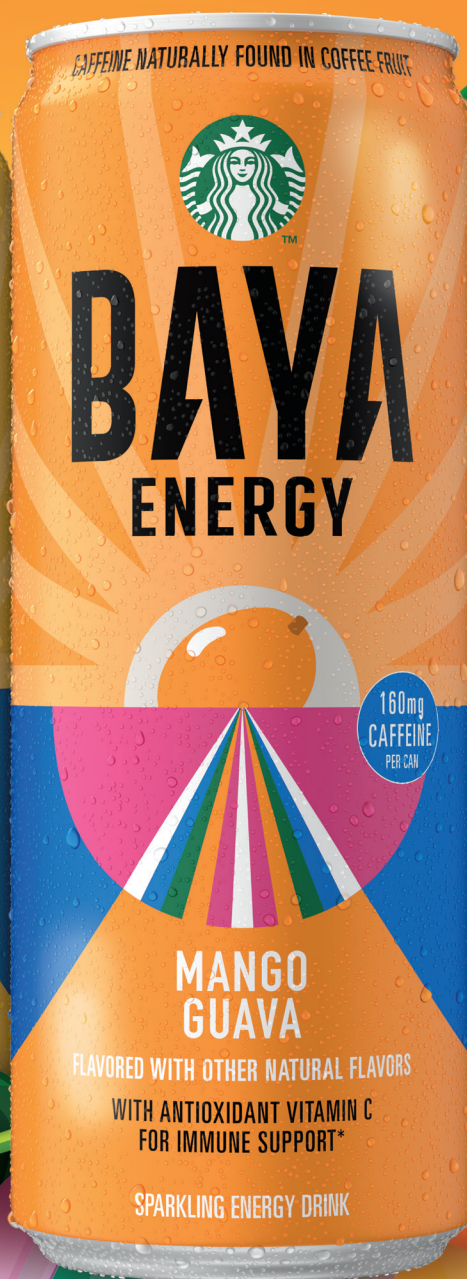
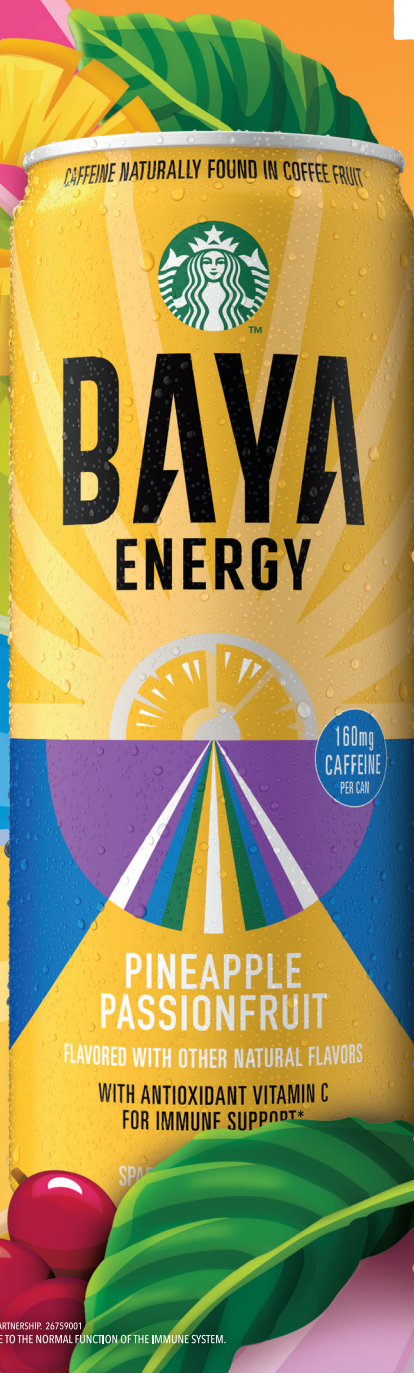


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c-store news & views

JIM GREEN // MIRA VICE PRESIDENT, PROGRAM DEVELOPMENT

Synthetic Nicotine

The U.S. Food & Drug Administration (FDA) had required that all manufacturers of tobacco products submit their Premarket Tobacco Applications (PMTA) by September 9, 2020, for any tobacco product that was not commercially marketed in the United States as of February 15, 2007. While this applies to all tobacco items meeting the criteria, the area of concern for most retailers is the Electronic Nicotine Delivery Systems (ENDS) which is e-cigs and vape products. Many manufacturers of disposable flavored vape products simply started using synthetic nicotine in their products instead of nicotine derived from tobacco to avoid the PMTA process. That all changed when President Joe Biden signed legislation in March that puts tobacco products that include synthetic nicotine under the FDA's regulatory control. This closed the synthetic nicotine loophole and required synthetic nicotine product manufacturers to submit premarket tobacco product applications (PMTAs) or remove their products from the market.

This FDA's authority over synthetic nicotine was effective April 14th. MIRA has sent out several updates notifying our members regarding this topic and the upcoming key dates that all retailers selling these products need to keep an eye on. The FDA has given manufacturers until May 14th to submit a PMTA for each synthetic nicotine product. If they do not their products must be pulled off the market on this date. If a PMTA is filed by May 14th and the FDA does not issue an order authorizing the sale of the synthetic nicotine product by July 13th the manufacturer must remove their product from the market. I will be the first to admit that I am not an authority when it comes to the intricacies of a properly filed PMTA, but I have spoken

with several people that are engaged in this process. They have informed me that the harsh reality is that it is impossible to create a full PMTA in less than 60 days and most of these companies that file will only do so for show, which will allow them to continue to sell their products for some additional time. They will likely never go anywhere, especially since some larger players pushing for synthetic nicotine to go away.

So, this has put many retailers that sell these products in the uncomfortable position of what to do now since the FDA does not allow for a sell through period. Many retailers do not want to abruptly stop selling these products and want to wait it out because of the sales and profit these items generate. If you are sourcing these products from your wholesaler (S. Abraham and Sons, Team Sledd, Eby Brown, Hackney, etc.), they should have verified that the manufacturers have submitted the PMTA's. You should verify with your wholesaler what their return policy is on the products you are sourcing if they become illegal. My best advice is to keep inventory levels low. If you are sourcing these products from a direct store delivery supplier, an internet supplier, or a nontraditional wholesaler, I strongly urge retailers ask for evidence of those products submissions and letter of acceptance by the FDA. If they cannot provide you with that documentation, I would recommend that you stop selling those items or keep inventory levels very low. Many of these companies will simply cease to exist once their products become illegal. Worse yet some will continue to try to sell their products to retailers willing to continue to sell their products because they don't know they are illegal.

I also want to mention that MIRA has a direct store delivery discount program with Mr. Vapor. Their products contain synthetic nicotine. They have informed us they will be filing PMTAs for their synthetic nicotine products, but those products are NOT guaranteed. These products have sold very well in the market. I strongly urge members that want to continue to sell these products to keep inventory levels very low.

Please continue to check your email for notices from MIRA in the coming months regarding this topic. We will continue to update our members as issues arise. ■



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government relations report

JUAN ESCAREÑO // MIRA DIRECTOR, GOVERNMENT RELATIONS & COMMUNITY OUTREACH

Your Investment in Change

“Practical Man, wherever found: these twin disabilities are an inability to define his own first principles and an inability to follow the consequences proceeding from his own action. Both these disabilities proceed from one simple and deplorable form of impotence, the inability to think.”

– HILAIRE BELLOC

We are dedicated to improving the conditions, laws, and structures that impact the retailer daily. We have tried since 1977 to overturn the bottle return law in Michigan to no avail. There has been an inability to change to the law because we have tied our hands when it comes time to act. We can blame others or worse, become so apathetic and just live with the system we all deplore.

As your trade association, we have decided to think, strategize, and act. We want to untie our hands and act in unison. The leverage you, and I, and 3000 other retailers have is our strength in numbers and resources. We can begin to chip away at the law and try to overturn it to bring curbside recycling to Michigan.

Sun Tzu quoted in the Art of War, “Attack is the secret of defense; defense is the planning of an attack.” Let us defend your stores from the expansion of the bottle return law. Let us untie our hands and act, otherwise nothing will change. Because we have large corporations and associations plotting to put the burden of sorting more recycling products on your shoulders. You are

being targeted in Lansing by special interest groups and politicians to help big recyclers sort their trash.

We continue to believe that the only solution to the bottle return problem in Michigan is to look for its overturn and replacement with comprehensive curbside recycling. But how do we get there? MIRA can’t do it alone. Hence, you are being asked to take part in the fight to overturn the bottle return law.

How can you, as a retailer, untie yourself and help us in the fight?

- Devote one (1) hour a month to be on our Stop the Trash in Our Stores Committee. You or a delegate will work with our government relations team to help educate legislators on the impact the bottle returns have on your employees and store. Our first call will be via Microsoft Teams on May 24, 2022. Please register by emailing Anoosha Vemulapati at avemulapati@miramw.org.
- The most important way you can help is by investing in our fight. How much do you spend a year as a retailer on bottle returns? How much does it cost to clean, sort, store, and handle bottle returns? How much is the space in your store dedicated today to bottle returns worth to you? We are asking every full-line grocer to invest \$1000 a year to our Political Action Committee to Stop the Trash in Stores. A personal check of \$1000 made out to AFPD PAC will give us the collective power to get politicians to act in your favor.

We have already started this campaign with retailers on your board of directors for MIRA. They have committed to invest in seeing us attempt to overturn the bottle return law in Michigan. It won’t be easy. It won’t happen overnight, or next week but over time. We look forward to the fight together. In the words of Shakespeare, “Once more unto the breach, dear friends, once more...” Let us take this opportunity to remove the trash from our stores together, dear friends. ■



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michigan liquor report

PAT GAGLIARDI // CHAIR, MICHIGAN LIQUOR CONTROL COMMISSION

Updates from the Michigan Liquor Control Commission

WELCOME COMMISSIONER BELTZER

We extend a warm welcome to Kristin M. Beltzer, of Grand Rapids, the MLCC's new administrative commissioner. She was appointed to the Commission as an independent by Gov. Gretchen Whitmer, and will serve for a term commencing April 11, 2022, and expiring on June 12, 2023. She succeeds Geralyn Lasher who resigned. Ms. Beltzer is currently the CEO and founder of KB Collaborative, a business and executive management consulting business. Prior to her current role, she served as the director of appointments for Gov. Rick Snyder and executive vice president and chief marketing officer for the Lansing Regional Chamber of Commerce. Additionally, Ms. Beltzer has been the director of communications for the Senate Republicans and executive director for the Posthumus Leadership Fund. She holds a Bachelor of Arts in Communications and Public Relations from Michigan State University and a Master of Public Administration from Western Michigan University. Her appointment is subject to the advice and consent of the Senate.

EASING SUPPLY CHAIN ISSUES

I want to thank the wholesalers, distributors and retailers who attended the MLCC's public meeting on April 6. We met to discuss the many factors contributing to ongoing supply chain disruptions resulting in out-of-stock liquor products. We appreciate their input and ideas toward developing a more equitable way of distributing spirits products that are in limited supply, particularly to smaller retailers, bars, and restaurants. The Commission is looking into several options now that will level the playing field on product availability and distribution. Future discussions are planned as we move forward on improvements.

LICENSEES CAN NOW PRINT THEIR OWN LICENSE

The MLCC made it easier, faster, and more convenient for licensees to renew their license(s) by May 1, 2022, with the recent ability to print their own license(s) whether they renewed online or by mail. Currently, only active renewal licenses that had no changes to their renewal application can be printed during the annual license renewal period. New licenses, licenses held in escrow or truck decals cannot be printed. We're working on expanding the functionality of our IT system to include the printing of new licenses. The MLCC renews more than 19,000 liquor licenses annually.

ROUND #2 OF MYSTERY SHOP RESULTS ARE IN

Results are in for the second round of mystery shops that this time, checked bars and restaurants (on-premises licensees) in Ann Arbor and East Lansing for checking IDs and not selling alcohol to underage individuals. Last fall, the *Michigan Alcohol Responsibility Program* (MI ARP) began the mystery shopper program in liquor stores (off-premises licensees) in these two college communities. Results show promise and areas for needed improvement:

- Ann Arbor: 82% compliance rate (liquor stores); 100% compliance rate (bars, restaurants)
- East Lansing: 96% compliance rate (liquor stores); 75% compliance rate (bars, restaurants)

The MI ARP was implemented by the Responsible Retailing Forum on behalf of the MLCC. The program is intended provide "teachable moments" for licensees and their employees in preparing them to pass a compliance check either by the MLCC or local law enforcement. The MI ARP mystery shops do not result in violations.

CRACKDOWN ON ILLEGAL ALCOHOL SHIPPERS CONTINUES

Injunctions and fines have been levied against three more out-of-state companies for illegally shipping

MICHIGAN LIQUOR
continued on next page.



Kratom Regulation

Kratom is one of those products that has been cultivated and utilized as herbal medicine for centuries in other parts of the world. It's indigenous to Thailand, Indonesia, Malaysia, Myanmar, and Papua New Guinea, and has found its way onto our shores, where it's often utilized to combat opioid usage or withdrawals. Users typically chew the leaves, ingest capsules filled with ground leaf powder, or make tea to feel the effects. Its leaves contain the chemical mitragynine, which mimics opioids such as morphine, however it lacks regulation, an issue that Representative Lori Stone's (D-Warren) HB 5477 would like to correct.

In April, she testified in front of the House Rules and Competitiveness Committee as to why she believes that regulation is the best route, as opposed to outright banning the product altogether. The process and reasoning was compared to the recent Delta-8 package. The intention here is to ensure a safe and quality product for Michigan's consumers, instead of denying them outright, as some other states have. As others wait for the World Health Organization (WHO)

to ban the product before working to enact legislation, Representative Stone would prefer to be on the forefront of overseeing proper manufacturing and quality checks regarding the product, especially as the WHO has stated that there is currently a lack of scientific research and evidence to back such a ban.

The states that have banned it outright are:

- Alabama
- Arkansas
- Indiana
- Rhode Island
- Vermont
- Wisconsin

Mac Haddow from the American Kratom Association showed his support for the bill virtually, pointing out that the danger in the product is in its lack of regulation. Although the risk is ultimately low, the biggest threats by far to consumers are from contaminated products. 138 people have gotten seriously ill and 35 people have died from consuming tainted or contaminated kratom products across 38 states, with a majority of them being from salmonella poisoning. This bill, he testified, would keep consumers safe by ensuring that the product is made in certified facilities with quality ingredients, which would be listed on the packaging for customers to read.

The bill was moved out of committee unanimously and heads to the House floor for a full vote. ■

MICHIGAN LIQUOR

continued from previous page.

wine direct to Michigan consumers without a license. The businesses, all located in California, are: Vinoce Vineyards, LLC, \$25,000 fine; Beverly Hills Liquor & Wine, \$12,500 fine; and Cellar Collections Inc., \$10,000 fine. To date, Attorney General Nessel's Alcohol and Gambling Enforcement Division, working in partnership with the MLCC's Enforcement Division, has secured more than \$100,000 in fines against illegal alcohol shippers. Another 17 lawsuits have been filed, with more

on the way. In addition, hundreds of entities' efforts to violate state liquor license laws have been thwarted. The Commission will continue to protect state-licensed wholesalers and retailers from unfair competition by unlicensed, out-of-state companies' excessively low prices. ■

The mission of the Michigan Liquor Control Commission (MLCC) is to make alcoholic beverages available for consumption while protecting the consumer and the general public through regulation of those involved in the sale and distribution of these alcohol beverage products.



ohio lobbyist report

TERRY FLEMING // TC FLEMING & ASSOCIATES

Drawing The Line

Johnny Cash had a huge hit record called “I walk the line”. The Ohio state legislature has been walking the reapportionment line back and forth to the Ohio Supreme Court for over 4 months because the Chief Justice of the Supreme Court, Maureen O’Connor, a republican in name only, keeps siding with the 3 democrats on the court. They have continuously rejected the revised state maps for the new legislative districts. The commission that was charged with drawing the new districts is controlled by republicans and naturally they drew districts that favor their party. Had democrats won elections that would have given them control of redistricting, they’d done the same thing. The May primaries have been canceled for state Senate and House elections because nobody knows what their district will look like. If the court keeps rejecting the maps then we are entering a real dilemma.

The other “map” is to draw lines for U.S. Congress. Currently we have 16 members of congress but due to population not growing much we will lose one seat so a new congressional map is required. The last map submitted to court was delayed till late May, so the State will move forward with primary elections based on that map in May. Thanks to Chief Justice O’Connor, there will be two primaries costing the state millions of dollars.

While all this has been going on, the Ohio House and Senate have been doing very little in terms of new legislation, although they did pass one bill that will benefit some businesses. SB 47 would eliminate travel, regardless of how, to and from work and performing routine tasks from being subject to overtime pay. Like most of the U.S., their focus seems to be on education, especially critical race theory and gender identification, but until a redistricting proposal is accepted that’s where the main focus is.

As we’ve pointed out before, an association or business must not lose contact with key legislators, even when there is little to discuss and MIRA continues to stay in touch since you never know when a controversial bill will pop up. ■



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illinois lobbyist report

STEPHEN S. MORRILL // MORRILL & ASSOCIATES, PC

Changes Illinois Retailers Should Know

The 2022 spring legislative session was scheduled to begin on January 3, 2022 and adjourn on April 8, 2022. COVID forced the Illinois General Assembly to begin January 5, 2022 and cancel all remaining spring session days during the month of January. On the final “session day,” the Illinois General Assembly held session for a record 19.5 hours straight – with the Illinois Senate adjourning at 3:00am on Saturday, April 9, and the Illinois House adjourning at 6:00am Saturday morning.

The 2022 spring session was intentionally scheduled to adjourn on April 8 (though it adjourned in the early morning of April 9) for two reasons: (a) the 2022 primary election was delayed until June 28, 2022, and the leaders wanted to provide sufficient time for incumbent legislators to be back in the district before the election (as all 177 legislators are up for re-election in 2022); and (b) the State Capitol building begins its next phase of major renovation that will completely remodel the entire north section of the Capitol building (where the Senate offices and Senate chamber are located) for the next two years. The Senate is expected to convene session in the Howlett Building for the upcoming 2022 veto session and the spring/veto sessions for 2023 and 2024.

During the final week, and final days, of the 2022 spring session, the Illinois General Assembly advanced the key priority issues the chamber leaders had indicated before the 2022 session began: (a) the FY23 operational and capital project budget; (b) tax relief for Illinois citizens (e.g., one-year suspension of motor fuel tax or sales tax imposed on gas, suspend sales tax on groceries, and property tax rebates); (c) a legislative “crime package” – including measures to address increases in retail theft and carjackings; and (d) renewal of the Illinois Medicaid/hospital/nursing home assessment programs.

Below are the most relevant bills – for MIRA

members in Illinois – that have been approved by the Illinois General Assembly during the 2022 spring session:

- **SB 157 (Hastings/Zalewski)** – Estimated \$1.8 billion “consumer tax relief” package that includes: (a) one-year freeze of the state’s 1% sales tax on groceries (local taxes still apply); (b) six-month freeze of the state’s gas tax at \$.39/gallon (July 1, 2022 through Jan. 1, 2023); (c) new 10-day sales tax holiday on back to school items in August 2022; (d) limited income tax rebate to eligible taxpayers who will receive direct payments of \$50 per adult and \$100 per child; (e) property tax rebate of up to \$300 for qualifying homeowners; and (f) expansion of the Earned Income Tax Credit (EITC) from 18% to 20% of the federal credit.
- **HB 1091 (Buckner/Hilton)** – Initiative to enhance penalties for retail theft to deter smash-and-grab thefts and moves to resell stolen goods online. HB 1091 creates a new organized retail theft crime and gives the Attorney General and local prosecutors additional tools to prosecute offenders.
- **HB 3205 (LaPointe/Feigenholtz)** – Creates the Fair Food and Retail Delivery Act to regulate third party delivery services by requiring these platforms have contracts with entities they advertise and creates a private right of action if an online entity conducts pickups or deliveries without a contract.
- **SB 3189 (Joyce/DeLuca)** – Creates a new property tax incentive program – of up to a 50% reduction of assessed value – to “reactivate” commercial properties within the south suburbs of Cook County.

While SB 157 will create some administrative burdens for MIRA stores in Illinois, the other bills are designed to address business concerns of public safety, business protections, and economic development incentives.

Efforts for MIRA in Illinois will now focus on two primary endeavors: (a) creating a permanent property tax incentive program for grocery stores/food deserts in Cook County – building off of SB 3189; and (b) working to ensure elected officials in Illinois support efforts in reducing the regulatory burdens upon Illinois businesses. ■

— DISCOUNTS —



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MIRA Helping Retailers Put **Protocols in Place** for Food and Alcohol **Deliveries**



■ BY EPIPHANY COMMUNICATIONS AND COACHING*

Many home-delivery services like Instacart, Grubhub, DoorDash, and Amazon existed before the COVID-19 pandemic. Today, many independent retailers have created their own delivery service. However, demand for groceries, food, and other products purchased online and delivered directly to your door increased exponentially when the coronavirus forced many Americans to stay at home. MIRA is taking a look at the protocols that need to be in place for home deliveries including delivering liquor.

LIQUOR LIABILITY WITH HOME DELIVERY

There is one product that comes with liability and that is liquor. At times, you may get orders containing alcoholic beverages. “When agreeing to sell on a third party platform you must agree to their terms and conditions,” said Jim Green, MIRA vice president of program development. “Those terms and conditions are written to protect and favor these large platforms. Retailers should be aware that they still may have exposure and can be held liable with many of those agreements if a third-party carrier delivers alcohol to a minor or someone who is visibly



intoxicated.” MIRA’s general counsel confirmed that the store owner’s liability does *not* end when he hands the alcoholic beverage over to the delivery service for delivery. “As a store owner, you could be held liable if your staff or your delivery service delivers alcohol to a minor or someone who is visibly intoxicated, so it’s important that you follow this process fully to protect yourself and the customer.”

“It’s the reason we launched *MIRA Orders to Go*,” said Green. “Retailers have the option to allow orders to be delivered by DoorDash or they can have their staff deliver product.”

MIRA Orders to Go gives our members, the retailer, the ability to sell any beer, liquor and food or anything else in their store online off of their own website. If they don’t have a website, the MIRA program can create one for the retailer. “It’s part of the program,” said Green. “We had a soft launch at the trade show, and it went well. We had about several retailers sign up for the initial program.”

Currently, the MIRA software developer is in the final stages of creating the program. MIRA’s attorney has negotiated a unique addendum for MIRA members with DoorDash to address these concerns and to reduce our members exposure to liability for the delivery.

“Once they are able to sell online through their website, all their products can be integrated onto the DoorDash platform if they want to,” said Green. “You as the retailer can sell online via your website, offering curbside and home delivery.”

A store owner has three options: curbside, delivery with your staff or third party delivery, DoorDash. These options can be turned on and off by the retailer at any time.

Currently there are several MIRA members who are interested in the program and right now there is a wait for the developer to create the registration link for the website. Also, they are finishing the legal documents that MIRA’s attorney, Burt Kassab, has finalized to minimize the retailer’s risk for the actions of the delivery service. “Unfortunately, many don’t read the small print,” said Green. If a store owner uses the third party platforms, they have already agreed to terms and conditions to sell on places like DoorDash. “There is a liability that could come back to haunt any retailer. We are working hard to get the liability changed for our *MIRA Orders to Go* program. DoorDash wanted to use their standard third party language in their App for MIRA members, but that didn’t work for us, there was too much risk associated with it for our members.” Kassab said “how often do you simply click the

accept button for the terms and conditions of an agreement without actually reading what you just accepted; thanks to MIRA’s efforts, we reviewed the so called ‘standard terms and conditions’ and required several modifications to protect MIRA members who take advantage of the third party delivery service.” Kassab further explained that there is power in numbers, “MIRA’s considerable size gives it the bargaining power to negotiate terms and conditions that the large delivery services would never concede to an individual retailer. That’s a huge benefit for the MIRA members”

Alcohol orders are for 21+. The delivery service on the *MIRA Orders to Go* platform will be required to verify the age of the recipient when they deliver the alcohol and must also confirm that they are not intoxicated. MIRA had the association’s attorney write language that addresses these concerns for the MIRA members.

“We are working on legislation,” said Juan Escareno, MIRA director of business development. “We need to ensure that drivers, these independent contractors get formal training. They need to know what to look for when delivering alcohol. For instance, a store can’t sell to someone who is drunk or who doesn’t have ID, can’t verify age – these drivers need to follow the same laws as the stores have to adhere to.”

Typically, a delivery driver is not an employee of the store owner or a third party facilitator; “they come and go, there are no set compliance training for delivery drivers,” said Escareno. “We want to change that -there are laws in place to have liquor liability training for delivery companies and drivers”

“When your third party platform uses your data, they can eventually create their own stores now that they have the data they need,” said Escareno. “To avoid this, stores can create their own delivery services and not use third party vendors. If you create your own delivery systems, you know your neighborhood and not the third party.” Kassab, MIRA’s attorney, further noted that he added modified language for MIRA’s delivery program which includes a provision that the delivery service cannot use the retailer’s customer data for its own benefit “unless the customer is already a customer of the delivery service through other sources.”

THE IMPACT OF DOOR DELIVERY ON THE FOOD RETAIL INDUSTRY

Long before smartphones and internet technology was available, cousins Sabri Denha and Mike Denha were de-

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livering groceries from their store Super Fair in Detroit, Michigan. “We catered to Motown musicians who lived in the neighborhoods near our store,” said Sandra Denha Jolagh, Sabri’s eldest daughter who worked at the store as a teenager. “With their celebrity status, it was a challenge for them to shop at the store in person, so we would deliver groceries to them.”

The Denhas were adamant that all customers were treated with respect and that their fame didn’t get in the way of how they serviced their clients. “My dad knew more about the grocery products they bought than their actual music,” said Denha Jolagh. “He would sometimes special-order items for them. We had celebrities like Aretha Franklin, Gladys Knight and the Pips and Diana Ross and the Temptations.”

Today, while some retailers embark on creating their own home delivery service, others are relying on third party vendors like DoorDash and others. “The challenge with this is that retailers risk giving up their data to another company,” said Escareno. “These ghost stores pop up. They are not actual retail businesses but are typically fulfillment centers and by delivering for independent retailers, they collect data on the customers and open their own stores. You risk losing business.”

At the same time, Escareno says there is possibility of gaining business you normally wouldn’t have if you didn’t deliver to homes and businesses. “With a delivery system in place, you can tap into a new clientele, but you still want to control your data.”

A third party can acquire valuable customer information like credit card data, home and work addresses as well as email addresses. “DoorDash created a fulfillment center,” said Green. “They target these consumers for the core products, and they stock the top 1,500 items in their facilities and then market directly to customer of a retailer. They cut out the retailer from the sale.” However, “this risk is minimized if you work with the *MIRA Orders to Go* program” said Kassab.

Door Dash and other delivery companies are becoming retailers as well. “They are creating like mini-Amazon’s if you will,” said Green. “Amazon has an entire team of people who analyze what sells on Amazon. If there is a product that does well, they will manufacture their own Amazon product and when someone searches the site, the Amazon product shows up first and cheaper than the other labeled

products. Bottom line - they private label products that are high volume and easily convertible to the consumer.”

Meanwhile, large retailers are creating their own apps to keep their data out of the hands of the third party platforms. “Hot and prepared food is not really the issue,” said Green. “You run the risk of losing your customer base when it comes to non-perishable items.” MIRA’s software developer doesn’t recommend retailers put their full store of items online. A list of their top items would be beneficial but beyond that it gets complicated.

“It can become too much of a cluster, too confusing and too much information for the consumer,” said Green. “Hot foods, liquor, beer and wine and your top items are the safest approach. I had to become an expert in the delivery space in the last 15 months.”

Even though MIRA has invested thousands of hours over the last year and half developing the *MIRA Orders to Go* program, it’s a simple program. There may be independent retailers who don’t use back office systems, yet they would greatly benefit from an electronic system to transport and upload the items you want to sell into the system. The issue could be with whether or not the retailer has the technology in the store to do this delivery system. The backend needs to talk to your register, and your back office should have the data like your price book to get items up into the system.

MIRA is still collecting the data on how many of their members have such systems in place. “You don’t need a back office system to make it work if you are primarily focusing on your food menu,” said Green. “If you have 15 items, it can work, but if you have 400 items or more, you’re going to need to automate this and that will be determined by the system you have. The dedicated team of people that will walk MIRA members through the on-boarding process will review these steps with MIRA members based on the technology members are using. It depends on what you are trying to accomplish – if it is hot food, you can make it work, but if you are a retailer who wants to sell beer, wine and liquor, you need a back office system.”

MIRA members can sign up for *MIRA Orders to Go* on our website and work with the on-boarding team at the end of May. Questions? Please call Jim Green at (800) 666-6233 or email jgreen@miramw.org. ■

**Writers with Epiphany Communications and Coaching are content creators for Bottom Line.*



Celebrating Cinco de Mayo at Prince Valley Market

■ BY EPIPHANY COMMUNICATIONS AND COACHING*

Prince Valley Market, in Detroit, Michigan, has become a major player in the Hispanic food world for nearly a half a century.

Employees are hired from within the Latino community surrounding the store's location and they celebrate all Latino holidays including Cinco de Mayo. Cinco De Mayo is celebrated by all and not just Latinos. "For many years we did many things in the parking lot such as having a DJ playing music, face painters, free food, petting zoo, clowns, balloons, giveaways, blow up slides, etc. Because of COVID-19, we had to stop, but we plan on a parking lot event this year," said Joe Gappy, owner of Prince Valley.

Prince Valley Market is an example of our membership catering to their customer base. For example, Gappy knows that Latinos love their bread. "Latinos eat baked goods all day long unlike Americans who only have a donut in the morning. Latinos eat their baked goods with their meals or eat their breads alone as a meal," said Gappy. "We start at 5:00 a.m. seven days a week making baked goods. These are single serve pieces that are purchased singly or in large assortment containers."

The pastry department makes tres leches cakes, which is a Latino favorite. "We have a mix of milks that is poured on the cake when it comes out of the oven so it can absorb the liquid," said Gappy. "It comes in original, cappuccino, strawberry, and pina colada."

At Prince Valley Market they make many things from scratch. They are known as having some of the best guacamole, pico de gallo and salsas that are made fresh every day. "Our chips are fried everyday as well," said Gappy. "Our hot food "grab-and-go" station has many Latino favorites such as made from scratch tamales, enchiladas, and pork al pastor. People who want the food and don't have the time or the experience to make it are pleased every day at Prince Valley Market."

Gappy, a Chaldean, recognizes that Chaldeans and Latinos have much in common. "In general, they are



great family people who work very hard doing many hard labor jobs and earn a good wage," he said. "They are very respectful and religious and regard others who attend church. Many of them spend most holidays at their homes, throwing huge barbecue parties and eating and celebrating together."

The Gappy family has a close relationship with their customers. "After spending the last 46 years here with them, we are known as the store that provides many needs to our community," said Gappy. "Many stores also offer community-based items, but we have a relationship with our area where we offer more than most do. Whether it's the fresh and amazing food departments or the financial department."

Their specialty items that they are most known for are homemade chips, pico de gallo, salsas, guacamole, freshly made cakes, freshly made baked goods, tres leches cakes, choco flan, flan; "I am proud to say that we have an outstanding grab-and-go hot food department of a huge selection of produce and marinated meats that are ready for grilling," said Gappy. "Besides all these great departments, we have now doubled our inventory of produce offers. We probably have the largest produce offerings in the city of Detroit." ■

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SAAD SALEM HALABO

■ BY EPIPHANY COMMUNICATIONS AND COACHING*

The family of Saad Salem Halabo, 54, is seeking justice as they mourn the loss of the beloved business owner who was killed inside his Detroit, Michigan store on March 18th.

On March 21st, Wayne County Prosecutor, Kym Worthy, announced a Detroit man had been arrested for the fatal shooting.

Paul Clifton McColor, 53, was arraigned on murder, larceny, felon in possession of a firearm and two felony firearm charges in connection with the killing of Halabo, of West Bloomfield Township, Worthy's office said in a release.

Halabo was shot at his check-cashing business in the 13930 block of Woodward on a Friday afternoon. McColor is accused of entering the employee area of the store, arguing with Halabo before the shooting and then fleeing the store after the owner was shot, prosecutors said. Police found Halabo inside the store dead with a gunshot wound to the face. McColor was arrested Saturday following an investigation by Michigan State Police.

McColor was arraigned in the 30th District Court in Highland Park, Michigan and remanded to jail.

Halabo is the most recent victim of violence against store owners. In 2012, MIRA put up a \$50,000 reward for the arrest and conviction of the person responsible for the murder of longtime MIRA member and former board chairman, Fred Dally, who was shot and killed during a robbery outside his liquor store on Dexter Avenue at West Chicago Boulevard, in Detroit. His murder is still unsolved.

There has been some effort in recent years to deter criminals; on January 1st of 2016, the Detroit Police Department (DPD) partnered with eight gas stations that have installed real-time camera connections with police headquarters as part of a ground-breaking crime-fighting partnership between local businesses, the City of Detroit and a community group called *Project Green Light Detroit*.

"Since the inception of the project, crime has gone down," said

Sgt. Daran Carey, retired Detroit Police Officer and consultant to MIRA and the DPD. "I realize many store owners have cameras but in this program the cameras are directly linked to the police department so it's extra security. Officers are monitoring the cameras in real time."

This project is the first public-private-community partnership of its kind, blending a mix of real-time crime-fighting and community policing aimed at improving neighborhood safety, promoting the revitalization and growth of local businesses, and strengthening DPD's efforts to deter, identify, and solve crime.

Detroit police have long touted Project Green Light as a partnership program with Detroit businesses which has led to a 23% reduction in violent crime at those sites, police claim, "It has had a tremendous impact in specific crimes at those business, carjackings, street robbers, and early on a significant impact in shootings," Chief James White said to Fox 2 Detroit last month. "The benefit of a green light is tremendous because we've been able to catch some violent predators who are victimizing our community, maybe even down the street from a green light," he added. "So, the hope is that if crime is a business, that people look at it (Green Light businesses) and say, '*I don't want to commit a crime in that area.*' One less victim for us is a win."

"It deters criminals except for those real brazen ones," said Sgt.

Carey. "It also makes customers feel safer."

Project Green Light's measured success is still not enough to erase some skepticism about DPD's work in the community. Topics about its surveillance of Detroit, including the department's controversial facial recognition program, have drawn scrutiny from civil rights activists wary of a police department infringing on the liberties of citizens.

The American Civil Liberties Union argued against the software's use, claiming the tool is inaccurate enough it has led to false arrests.

White, who previously led the Michigan Department of Civil Rights prior to being selected as Detroit's new police chief, explained that striking the balance of civil rights and liberties with maintaining safe community standards can be a blurred line.

"I'm always concerned with the balance of civil liberties and civil rights. The lion share (of my career at the Detroit Police Department) was spent in civil rights, literally, and the consent judgement," he said to Fox 2.

He explained he has a responsibility to keep this community safe, so the responsibility then is to ensure you have strong policy that doesn't violate civil rights and civil liberties.

Former Police Chief Craig also faced questions about the facial recognition program multiple times. He responded by offering the media a tour of the department that uses the software. He previously said the software only operated as one of many tools the department uses during its investigations. In

explaining how the software works, White doubled down on the claim that it doesn't violate any civil liberties.

"I'm part of the committee that wrote the policy. I'm part of the committee that oversees the policy," he said. "I get a report every week on the facial recognition numbers and when it is used to insure it is used in accordance with our policy. There are no cameras that are rolling and using facial recognition throughout the community."

White explained that facial recognition is deployed as a tool in a violent crime investigation after the fact. The camera that is using facial recognition is the camera that you may have at your house. Your Ring doorbell - that photo is taken - it's called a probe photo - it's given to the investigator for the purpose of seeing if it can be run through facial recognition pursuant to our policy. ■

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CHIEF JAMES WHITE IN DETROIT'S REAL TIME CRIME CENTER



CRIME ANALYST MONITORING VIDEO FROM PROJECT GREEN LIGHT DETROIT LOCATIONS CENTER



The Status of E-Cigarettes and Menthols



■ BY EPIPHANY COMMUNICATIONS AND COACHING*

In April 2021, the U. S. Food and Drug Administration (FDA) announced its intent to take significant action toward dramatically reducing tobacco-related disease and death in the U.S.

The agency is advancing that initiative by prohibiting menthol as a characterizing flavor in cigarettes and another prohibiting all characterizing flavors (including menthol) in cigars. “Given that each year nearly half a million people in the U.S. die prematurely from tobacco-related diseases, reducing the appeal of cigarettes and cigars will have an extraordinary public health impact,” wrote Mitch Zeller, J.D., Director, Center for Tobacco Products.

“It is important for every retailer to be aware of what the negative impact that this will have on the cigarette category for convenience store operators,” said Jim Green, MIRA vice president of program development; he has been actively educating members on the issue. “I have heard different opinions on what impact a menthol ban could have on convenience store sales. Various people feel consumers will simply start smoking non-menthol cigarettes. Some believe those consumers that switch to non-menthol cigarettes will simply smoke less.”

Meanwhile, MIRA is sharing statistics on this issue. Over the last 55 years, adult smoking rates have declined from 43% to 14%, but that progress hasn’t been experienced by everyone equally. Data from multiple national studies show that:

- In the U.S., it is estimated that there are nearly 18.6 million current smokers of menthol cigarettes. But use of menthol cigarettes among smokers is not uniform: Nearly 85% of all non-Hispanic Black smokers smoke menthol cigarettes, compared to 30% of non-Hispanic white smokers who use menthols.
- Among youth, from 2011 to 2018, declines in menthol cigarette use were observed among non-Hispanic white youth but not among non-Hispanic Black or Hispanic youth.
- In 2020, non-Hispanic Black high school students reported past 30-day cigar smoking at levels twice as high as their non-Hispanic white counterparts.

“Menthol cigarettes make up 37% of the cigarette market in the United States,” said Green. “I could see an environment where convenience store operators experience a 50% decline from menthol cigarette smokers once the ban is put in place. What this means is if you are a convenience store that sells one hundred cartons per week there is a good chance you will see an 18 carton/180 pack per week decline in sales. Assuming you sell 1.5 packs per transaction, you stand to lose 120 transactions per week!”

Since April 15, 2022, the FDA has regulatory authority over synthetic nicotine. Manufacturers of synthetic nicotine have until May 14, 2022, to either submit a premarket tobacco

product application (PMTA) or pull their products from the market,” said Jim Green, MIRA. “If a manufacturer submits a PMTA by the deadline, they can continue marketing their products until July 13, 2022. After that date, the products must be removed from retail shelves unless the FDA has issued a marketing granted order.

This has created uncertainty for retailers around the disposable flavored vape products. Retailers potentially may need to stop selling the products they are stocking or may be subject to FDA enforcement.

MIRA recommends you take the following action:

- If you are sourcing these products from your wholesaler (S. Abraham and Sons, Team Sledd, Eby-Brown, Hackney, etc.), they should have verified that the manufacturers have submitted the PMTA’s. You should verify with your wholesaler what their return policy is on the products you are sourcing if they become illegal.
- If you are sourcing these products from a direct store delivery supplier, an internet supplier, or a nontraditional wholesaler, we strongly urge that all retailers ask for evidence of the PMTA submissions and review what the return policy is for these products should they become illegal.
- Maintain minimal inventory levels. MIRA has a discount program with Mr. Vapor for all members that order product direct. Mr. Vapor has informed us that they are submitting PMTAs for their products and their products are NOT guaranteed to retailers. ■

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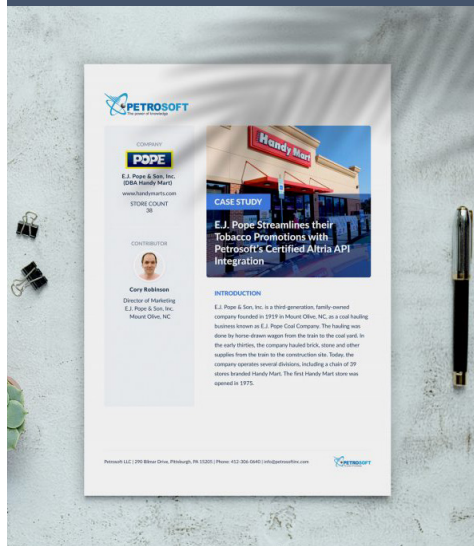
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**Based on the FTC Cigarette Report for 2019*



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■ BY SEDGWICK

Much of the discussion about workers' compensation surrounds group rating programs and group retrospective rating programs. Both programs can effectively reduce the amount of premium that you pay to the Bureau of Workers' Compensation (BWC). The group programs provide premium discount and rebate opportunities for employers. Qualifying for a premium discount or rebate depends on claim costs relative to an employer's size. Generally, employers qualify for the group programs by having a safe workplace with limited workers' compensation injuries and costs. The best injury is one that never occurs. If you do have a workers' compensation injury, there are strategies to help get the injured worker back to work. The goal should be to facilitate a prompt, safe return to work, limiting lost workdays and helping injured employees recover. A quick, safe return to work benefits both the injured worker and the employer.

Ohio's workers' compensation system is complex. A work injury can be an unsettling and stressful time for your employee and you. Sedgwick, as the administrator of

our workers' compensation program, is here to consult with you about any specific workers' compensation questions, and we also offer various educational opportunities to help employers navigate Ohio's workers' compensation system.

There are numerous workers' compensation educational opportunities available to you from Sedgwick, the BWC and other sources. We recommend that you explore the educational opportunities that are available to you, which can help you implement strategies for a safer workplace and reduced workers' compensation costs. If you do have an injury, these educational opportunities will review ways to manage the injury to help the injured worker quickly get back to work and productivity.

Sedgwick has developed training options for our clients to assist in educating you on strategies to prevent an injury or limit the costs if an injury occurs. The resources page on the Sedgwick website (www.sedgwick.com/ohiotpa) includes safety resources and sample 'Toolbox Talks' to help you improve safety at your workplace. Additionally, Sedgwick holds webinars throughout the year on various workers' compensation and safety subjects. Our workers' compensation educational series is designed to familiarize you with Ohio's workers' compensation system and show you how to maximize your program. Webinar topics include:

- Introduction to Ohio workers' compensation
- Understanding your rate calculation
- Destination Excellence

- Seven steps to a successful workers' compensation program

- Cost containment strategies

The BWC's Division of Safety & Hygiene is also an excellent resource for training opportunities. You can find ample BWC training options on their website (info.ohio.bwc.org). Additionally, the BWC holds an annual Ohio Safety Congress & Expo each year. Typically, Safety Congress takes place in the first quarter of the year. The

Ohio Safety Congress & Expo, which began in 1927, is the largest free workplace safety conference in the United States.

Additional training resources are Safety Councils which are located throughout Ohio. The BWC's Division of Safety & Hygiene sponsors Safety Councils across the state, organized through local safety-minded organizations. These Safety Councils provide their local communities with quality programs addressing occupational safety and health, workers' compensation and risk management education and information.

There are many options to help you successfully manage your workers' compensation program. Leveraging your resources can help prepare you to minimize costs and preserve premium savings options. Additionally, leveraging your resources can help you position your employees to return home from work each day in the same healthy condition in which they came to work.

For more information, contact our Sedgwick program manager, Julia Bowling at (513) 218.4062 or email julia.bowling@sedgwick.com ■

A close-up, profile view of a smiling woman with dark hair, looking towards the left. She is holding a black sign with the word 'OPEN' in white capital letters. The background is a blurred boxing ring with ropes and spectators. The DTE logo is in the top left corner, and the text 'POWERING POSSIBILITY' is in the middle right. A paragraph of text is in the bottom right.

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Harvest Sherwood (313) 659-7300

Wolverine Packing Company (313) 259-7500

ENERGY, LIGHTING & UTILITIES



Inovis Energy (313) 600-1458



Running Right (248) 884-1704

AGI – Architectural Graphics Inc. (313) 600-1453

DTE Energy 1-800-477-4747

DTE Your Energy Savings 1-855-234-7335

Westside Solutions 1-866-467-1711

ENVIRONMENTAL ENGINEERING

BLDI Environmental Engineers (734) 838-0008

FOOD EQUIPMENT, MACHINERY & KIOSKS

Taylor Freezer/Broaster Chicken (734) 525-2535

GAS STATION BRANDING & MAINTENANCE



Oscar W Larson Co. (248) 620-0070

BLDI Environmental Engineers (734) 838-0008

GASOLINE WHOLESALE

High Pointe Oil Company, Inc. (248) 474-0900

Markham Oil Company, Inc. (517) 861-7366

Obie Oil, Inc. (937) 275-9966

GREETING CARDS



Leanin' Tree 1-800-556-7819 ext. 4183

GROCERY WHOLESALE



Lipari Foods, Inc. (586) 447-3500

D&B Grocers Wholesale. (734) 513-1715

P&L Food Wholesalers. (734) 451-2760

SpartanNash (616) 878-2248

T.I. Spices, Inc./Amal Distributing (586) 790-7100

UNFI West Region. (262) 942-3387

HOTELS, CONVENTION CENTERS & BANQUET HALLS

Penna's of Sterling. (586) 978-3880

Suburban Collection Showplace (248) 348-5600

ICE CREAM SUPPLIERS



Prairie Farms Ice Cream Program

..... 1-800-399-6970 ext. 200



Velvet Ice Cream Co. (740) 892-3921

Blue Bunny Ice Cream (616) 453-6358

Pointe Dairy Services. 1-800-858-7707

ICE PRODUCTS



U.S. Ice Corp. (313) 862-3344

Arctic Glacier Premium Ice. 1-800-327-2920

Home City Ice (513) 598-3738

Taylor Ice Co. (313) 295-8576

INSURANCE SERVICES: COMMERCIAL



Conifer Insurance Company (Liquor Liability) (248) 559-0840

Canopy (313) 662-3522

Insurance Advisors, Inc. (248) 694-9006

INSURANCE SERVICES: HEALTH & LIFE



BCBS of Michigan (313) 448-2756



Blue Care Network (248) 799-6300

Business Benefits Resource, LLC. (248) 482-8282

CBIZ Insurance. (216) 392-6296

INSURANCE SERVICES: WORKERS' COMPENSATION



Conifer Insurance Company (248) 559-0840



Sedgwick 1-800-837-3200 ext. 7188

LEGAL SERVICES

Cummings, McClorey, Davis & Acho, PLC. (734) 261-2400

Kullen & Kassab, PC (248) 538-2200

Willingham & Cote, PC (517) 351-6200

LIQUOR SHELF TAGS

 **Saxon, Inc.** (248) 398-2000

LOTTERY

All-Star Gaming (855) 772-4646
Michigan Lottery (517) 335-5648
Ohio Lottery 1-800-589-6446

MILK, DAIRY & CHEESE PRODUCTS

 **Borden Dairy** (855) 226-7336
 **Lipari Foods, Inc.**(586) 447-3500
 **Prairie Farms Dairy Co.** (248) 399-6300
Harvest Sherwood (313) 659-7300
Pointe Dairy Services 1-800-858-7707

MONEY ORDERS

 **Retailers Express Money Orders** 1-800-666-6233

MORTGAGE LENDERS

National Mortgage Home Loans (248) 864-2200

OFFICE SUPPLIES & PRODUCTS

 **Office Depot**(855) 337-6811

PAYROLL SERVICES

 **ConnectPay Payroll Services** (248) 594-6900




PET SUPPLIES MISC.

 **Great Lakes Pet Treats**(810) 715-4500

PIZZA SUPPLIERS

 **Omni Food Concepts**   1-888-367-7829
Hunt Brothers Pizza (615) 259-2629

POINT OF SALE & RETAIL TECHNOLOGY

 **Great Lakes Data Systems** *(LOC Software)* (248) 356-4100 ext. 107
 **Petrosoft LLC**(412) 306-0640
 **Success Systems/Smokin' Rebates** .. 1-800-653-3345
BMC-Business Machines Company (517) 485-1732


PRINTING, PUBLISHING & SIGNAGE

 **Saxon, Inc.** (248) 398-2000
Ahearn Signs, Inc. (734) 699-3777
EGI Solutions (586) 978-9630
Pace Custom Printing. (248) 563-7702

PRODUCE DISTRIBUTORS

Anthony Marano Company (773) 321-7500

PROPANE

 **Tank Traders Midwest**(877) 429-5797
Planet Propane (248) 647-0000

REAL ESTATE

 **Sell Your Business Program.** 1-800-666-6233

REFRIGERATION SOLUTIONS (COMMERCIAL)

Raves Cooler Doors (248) 887-0648

RETAIL FIXTURES, DISPLAYS & FLOORING

 **Display Max.**(810) 494-0400


RESTAURANT EQUIPMENT & SUPPLIES

All American Restaurant Equipment (313) 369-5331

REVERSE VENDING MACHINES & SERVICE

UBCR, LLC. (248) 529-2605

SECURITY, SURVEILLANCE & MORE

 **Defense Alarm Systems.**(586) 777-7222
Netco Services (248) 850-2228

SODA POP, WATER, JUICES & OTHER BEVERAGES

 **Faygo Beverages, Inc.** (313) 925-1600
 **Reyes Coca-Cola** *(Metro Detroit program)*
..... **Metro Detroit**  (313) 868-2008
..... **Belleville**  (734) 397-2700
..... **Flint**  (810) 237-4000
..... **Cleveland**  (216) 690-2653
Monster Energy Company (800) 426-7367
Pepsi Beverages **Detroit** 1-800-368-9945
..... **Howell** 1-800-878-8239
..... **Pontiac** (248) 334-3512
..... **Cleveland** (216) 252-7377
..... **Twinsburg** (330) 963-5300



TOBACCO ALTERNATIVES

Swisher International (904) 607-7405

TOBACCO COMPANIES & PRODUCTS

Altria Client Services (513) 831-5510
PMI Global Services Inc. (810) 923-9732
R.J. Reynolds Tobacco Company (336) 741-0727

UNIFORMS, LINENS & SUPPLIES

 **Socks Galore Wholesale**(248) 545-7625
 **UniFirst Corporation** (888) 256-5255 ext. 232

WASTE DISPOSAL & RECYCLING

Commercial Waste Systems *(Cardboard recycling buyers)*
..... (219) 663-5678
Midwest Recycling *(Clothing recycle boxes)* (313) 304-9099

WINE & SPIRITS COMPANIES

Benchmark Beverage Co..... (734) 744-6132
Cornerstone Wine Distributor (586) 839-2552
Endless West (313) 590-7491
Heaven Hill Brands (248) 885-5664
Luxco (313) 333-4637
Proximo Spirits (810) 278-0599
Tito's Handmade Vodka (248) 885-3424

WINE & SPIRITS DISTRIBUTORS

Great Lakes Wine & Spirits 1-888-860-3805
RNDC of Michigan 1-888-697-6424

FOOD RESCUE / FOOD BANKS

MICHIGAN

Feeding America West Michigan Food Bank
..... (616) 784-3250
Feeding America West Michigan Food Bank -
Benton Harbor (269) 926-2646
Feeding America West Michigan Food Bank -
Cadillac (231) 779-0056
Food Bank of Eastern Michigan (810) 239-4441
Food Bank of South Central Michigan .. (269) 964-3663
Food Gatherers (734) 761-2796
Forgotten Harvest (248) 967-1500
Gleaners Community Food Bank (866) GLE-ANER
Greater Lansing Food Bank (517) 908-3680
Kalamazoo Loaves & Fishes (269) 343-3663
The Manna Food Project (231) 347-8852
Western Upper Peninsula Food Bank ... (906) 482-5528

OHIO

Akron-Canton Regional Foodbank (330) 535-6900
Cleveland Foodbank (216) 738-2265
Freestore Foodbank (513) 482-3663
Mid-Ohio Foodbank (614) 277-FOOD
SE Ohio Foodbank & Kitchen (740) 767-4500
Second Harvest Food Bank of Clark, Champaign and
Logan Counties (937) 325-8715
Second Harvest Food Bank of North Central Ohio
..... (440) 960-2265
Second Harvest Food Bank of the Mahoning Valley
..... (330) 792-5522
Shared Harvest Foodbank (513) 874-0114
The Foodbank, Inc. (937) 461-0265
Toledo Northwestern Ohio Food Bank ... (419) 242-5000
West Ohio Food Bank (419) 222-7946

ILLINOIS

Central Illinois Foodbank (217) 522-4022
Eastern Illinois Foodbank (217) 328-3663
Greater Chicago Food Depository (773) 247-3663
Northern Illinois Foodbank (630) 443-6910
Peoria Area Food Bank (309) 671-3906
River Bend Foodbank (563) 345-6490
St. Louis Area Foodbank (314) 292-6262
Tri-State Foodbank (812) 425-0775





MAY 20, 2022

MIRA'S 3RD ANNUAL CHICAGO METRO GROCERS GALA

With a "Saturday Night Fever" theme, enjoy fine cuisine, network, dance and enjoy live entertainment with more than 500 industry leaders. Black tie recommended.

Sponsorship opportunities available.

The Empress // Addison, IL



JUNE 14, 2022

MIDWEST INDEPENDENT RETAILERS FOUNDATION'S 14TH ANNUAL SCHOLARSHIP LUNCHEON

Every year, the Midwest Independent Retailers Foundation awards academic scholarships in the amount of \$1,500 each to extraordinary and deserving students in Michigan, Ohio and Illinois. Help the MIR Foundation invest in the leaders of tomorrow. Tickets and sponsorship opportunities available.

Detroit Athletic Club // Detroit, MI



JULY 20, 2022

MIRA'S 46TH ANNUAL MICHIGAN GOLF OPEN

A day on the course includes breakfast, lunch, 18 holes of golf and samples at every hole! Last year we sold out! Sponsorship opportunities are available.

Fox Hills Golf & Banquet Center // Plymouth, MI



AUGUST 9, 2022

MIRA'S 17TH ANNUAL OHIO GOLF OUTING

This outing is a social event where retailers, wholesalers, manufacturers and service providers all come together to have a little competitive fun. A day on the course includes breakfast, dinner and 18 holes of golf!

Shale Creek Golf Club // Medina, OH

publishers statement

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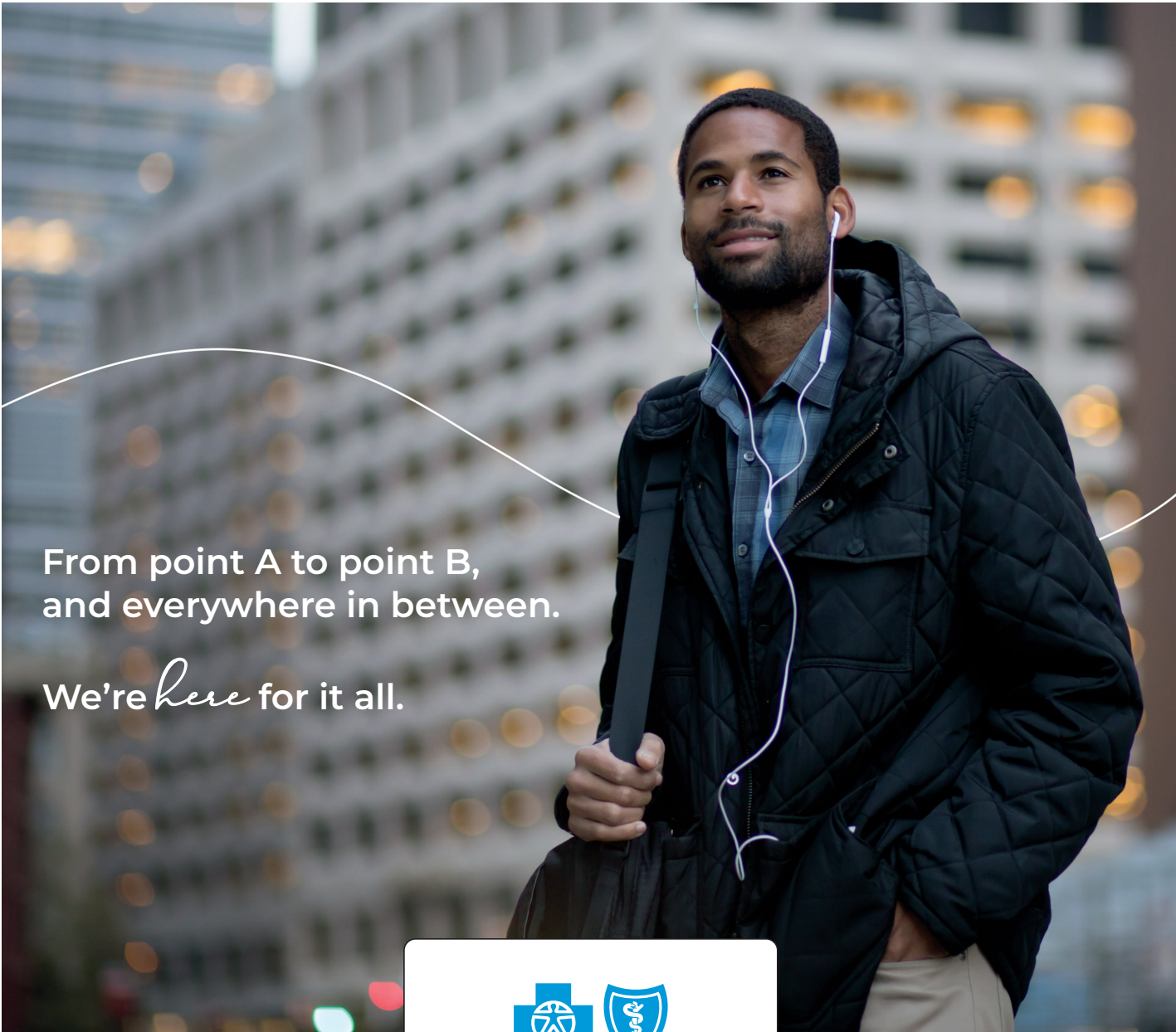
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With over **\$18 MILLION** in total commissions you'll want to keep plenty in stock, because what's fun for players means sales for you
Put a little payout play in your day!



Overall odds of winning \$10 Million Cash Payout: 1 in 4.69. Overall odds of winning \$25 Million Cash Payout: 1 in 4.08. Overall odds of winning \$40 Million Cash Payout: 1 in 3.83. Overall odds of winning \$80 Million Cash Payout: 1 in 3.50. Knowing your limits is always the best bet. Call the Michigan Problem Gambling Helpline for confidential help at 1-800-270-7117.





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