



## Welcome to IGIA!

Thank you for your interest in joining the Iowa Grocery Industry Association. IGIA is your state trade association. We represent chain and independent supermarkets, convenience stores, wholesalers, brokers, manufacturers and distributors. Founded in 1899, IGIA has long served as the voice of Iowa's food industry, providing:

- Legislative support to protect member interests
- Resources to keep members informed about emerging issues
- Business-building volunteer opportunities and networking events
- Professional growth through education and training

When you become a member of IGIA, we go to work immediately connecting you to business-building resources and programs, diligently addressing your legislative and regulatory concerns, and rigorously seeking answers to your questions and solutions to help you overcome challenges. By working together and speaking with a strong, unified voice, IGIA members use the power of collaboration to build a positive business environment in Iowa.



"We feel like the value we receive from our IGIA membership is worth far more than the annual membership dues."

— Dan Mueller  
Mueller Yurgae Associates



## Retailer member benefits

Membership brings with it exclusive benefits.

Essential Services save you money.

- Coupon processing — American Coupon Services (ACS) has a history of more than 30 years of coupon redemption. Endorsed by IGIA, ACS offers special rates to retail members who become their customers.
- Natural gas savings program — Our exclusive natural gas purchasing program through CenterPoint Energy can lower your gas costs and provide greater budget certainty. Take control of your energy bills by joining this program.
- SHAZAM — Payment processing
- Insurance — IGIA-endorsed insurance provider, Federated Insurance, specializes in meeting the insurance needs of retail grocery and convenience stores. Federated offers property, liability, workers' comp and financial protection services.



"The IGIA's advocacy efforts on legislative and regulatory matters have undoubtedly helped our industry. Their efforts are bipartisan and thorough, which has led to positive policy changes like commercial property tax reform."

— Garrett Piklapp  
Fareway Stores, Inc.

Legislative and Regulatory Representation protect your prosperity.

IGIA is your voice at the Iowa State Capitol, and we have excellent relationships with both legislative and regulatory agencies. Our strong presence and active involvement have saved our member companies in the millions of dollars by fighting against excessive tax increases, crippling regulatory issues and other damaging legislation.

Industry Communications keep you informed.

You will get weekly updates during the legislative session on current and proposed legislation affecting the food industry, as well as subscriptions to the IGIA quarterly magazine *iowa grocer*, the weekly electronic newsletter *EScanner* and daily alerts.

(continued on next page)



## Retailer member benefits (continued)

### Compliance and education

IGIA keeps its members up-to-date on the latest food industry and compliance issues by providing training and materials for your business, including:

- Poster set — contains all required state and federal postings, keeping your business up-to-date and in compliance.
- Compliance training — offers programs, such as Food Protection Manager Certification and The Compliance Checklist, that you need to stay in compliance with state and federal regulations.
- Annual Leadership Institute — provides the education and training essentials participants need to become leaders within their organizations and our industry.
- IGIA Women's Network — provides education, support, encouragement, leadership and networking opportunities to advance women in the grocery industry. Launched in spring 2014, this group can help you develop female leaders within your business.

### Scholarships

- Established in 1992, the Iowa Grocers Education Foundation scholarship program has awarded 1,500 scholarships, totaling more than \$2.2 million since 2001, paving the way for youth to achieve their ultimate career goals within and outside of the grocery industry.
- Members also can “piggyback” on the existing IGIA scholarship program to offer their own scholarships and avoid the expenses that go along with administering a scholarship.

### Volunteer opportunities and networking events

Attending an IGIA event or joining one of IGIA's various committees is a great way to make connections that can pay off for your business. Attend one or all of six annual IGIA networking events or choose to serve on one or more IGIA committees (listed on the next page).



“The IGIA Women's Network affords our female members an opportunity to meet on a regular basis to network, to take part in educational and personal development opportunities, as well as to promote community involvement.”

— Roxanne Kanne-Roush  
Fareway Stores Inc.



“Participating in the Piggyback Scholarship program through the IGIA is a great way not only to promote post-secondary education but to encourage students to stay in this industry after graduation”

— Chris Yurgae  
Mueller Yurgae Associates  
Grimes, Iowa



## IGIA main events

Make connections with other retailers, suppliers and wholesalers across Iowa during the following Iowa Grocery Industry Association events.

2021 IGEF Scholarship Golf Classic | Tuesday, June 22, 2021  
Briarwood Golf Club & Otter Creek Golf Course | Des Moines, IA

2021 IGIA Fall Golf Classic | Tuesday, August 3, 2021  
Legacy Golf Club | Norwalk, IA

2021 Iowa Best Bagger Contest | Friday, August 13, 2021  
Iowa State Fairgrounds Susan Knapp Amphitheater | Des Moines, IA

2021 IGIA Get Connected Convention | September 1-2, 2021  
Iowa Events Center | Des Moines, IA

2021 IGIA Hall of Fame Dinner | Thursday, September 2, 2021  
Iowa Events Center | Des Moines, IA

## IGIA committees

- Advocacy Committee
- Ambassador's Committee
- Convention Auction Committee
- Convention Committee
- Fall Golf Classic Committee
- Government Relations Committee
- Membership Committee
- Scholarship Golf Classic Committee
- IGIA Women's Network



# IGIA Retailer Application



Owner's name:		Date:
Firm name:	Phone:	
Type of business:	No. of stores:	
Street address:		
City:	State:	ZIP:
Fax:	Email:	
Wholesaler:	City:	Store No.:

First and last names and emails of individuals to receive EScanner weekly newsletter and iowa grocer quarterly magazine:	
1.	2.
3.	4.
5.	6.
7.	8.
9.	10.

## Annual dues schedule

Check proper schedule based on weekly sales volume:

<input type="checkbox"/> Up to \$5,000.....\$65	<input type="checkbox"/> \$17,001 to \$25,000.....\$275
<input type="checkbox"/> \$5,001 to \$8,000.....\$100	<input type="checkbox"/> \$25,001 to \$50,000.....\$330
<input type="checkbox"/> \$8,001 to \$12,000.....\$135	<input type="checkbox"/> \$50,001 to \$100,000.....\$395
<input type="checkbox"/> \$12,001 to \$17,000.....\$200	<input type="checkbox"/> Over \$100,000.....\$530

Enclose check or bill through your wholesaler monthly:

- Associated Wholesale Grocers       SpartanNash

Based on weekly volume. C-Stores exclude gasoline sales.

Owners of more than one grocery pay for all stores. Pay full amount for flagship; additional stores' dues are \$165 each with \$6,000 cap. Convenience stores pay for all stores.

Contributions or gifts to the Iowa Grocery Industry Association are not tax deductible as charitable contributions for income tax purposes. However, they may be tax deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities. The Iowa Grocery Industry Association estimates that the deductible portion of your dues — the portion not allocable to lobbying is 62 percent. The non-deductible portion of your dues is 38 percent.

## Iowa Grocery Industry Association

2540 106th St., Ste. 102 | Urbandale, IA 50322 | 515.270.2628 | Toll free: 800.383.3663 | Fax: 515.270.0316  
iowagrocers.com

# IGIA contact information

The Iowa Grocery Industry Association (IGIA) is here for you. Please feel free to contact us with governmental and regulatory questions, for updates on current legislation affecting your business, to provide state and federal law interpretations and signage — and any other industry issue or question.

**Iowa Grocery Industry Association**  
**2540 106th St., Ste. 102**  
**Urbandale, IA 50322**

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