

A vital piece of the puzzle

HFIA

The Hawaii Food Industry Association

RETAILER CATEGORY	DUES
Per location	
Convenience Stores (Less than 10,000 sq. ft.)	\$ 150.
Grocery Stores (Less than 25,000 sq. ft.)	\$ 250.
Super Markets (Less than 75,000 sq. ft.)	\$ 350.
Big Box Stores (Over 75,000 sq. ft.)	\$ 450.
Maximum Dues	\$1,250.

(Each firm holding a retail liquor license is assessed an additional \$20 per store (maximum \$160) for Retail Liquor Dealers Assn. Dues.)

SUPPLIER CATEGORY	DUES
00- 10 Employees	\$ 500.
11- 50 Employees	\$ 750.
51- 100 Employees	\$1,000.
101- + Employees	\$1,250.

ASSOCIATE MEMBERS

Per firm \$ 500.

It is our intention to allow small grocers the opportunity to obtain the necessary information to comply with laws, regulations, and industry mandates, while providing a cap in dues for all members.

Note: 10% of your dues is not tax deductible because it is budgeted for lobbying expense. The remainder is deductible as normal business expense.

Government and Industry liaison. Lobbying being the most important purpose and responsibility, followed by the dissemination of information on laws and regulations. To accomplish this purpose, HFIA maintains a constant voice within government to represent your views and interests. This is undoubtedly our greatest cost item.

Consumer Relations is an important aspect of our industry. HFIA works as a buffer, providing positive visibility, and as a sponge absorbing negative publicity. HFIA works with print and electronic media on most subject matters that affect our industry. This requires constant knowledge of what is happening in our industry.

Community Relations enhances the reputation of our industry by showing that we care. The main project in this area is the **Rainbow Fever Scholarships for Athletes Program**, that maintains a million dollar corpus to assure its perpetuity, while generating publicity and product movement for participants and our industry.

The **Made In Hawaii Festival** is the premiere Exhibit Show of Hawaii Products in the State, where sales for participants are estimated at over \$10 million including residual sales for resale, annually. The show is produced by HFIA with sponsors and partners.

Social Function allow camaraderie for both members and their families. Participation allows employees of suppliers, retailers, and support firms to meet, socialize, and share both knowledge and ideas, allowing for the creation of new partnerships and friendships.

Meetings to allow updates and exchange of ideas, problems, challenges, and new programs. Meetings include Board Meetings, General Meetings, and our Annual Convention, where members elect Directors, and receive the Annual Report.

The **(FMI) Food Marketing Institute & (NGA) National Grocers Assn. Connection** allows for the sharing of information between National issues and State issues. HFIA also sponsors group participation at FMI Conventions and conferences.

Golf is an integral part of our industry in that it allows HFIA to generate additional income for programs, while allowing industry members to share ideas in a relaxing atmosphere while visiting with other members.



HFIA Benefits & Programs continued

Email and Fax Bulletins are the fastest method that HFIA can disseminate information to members. This is done as often as necessary. HFIA continues to expand our email address database, as it allows for attachments that can include in-depth articles, and even more important, legislative bills in their entirety.

Much **research** is required to construct this information, which is one of the most important services the HFIA can provide. Members contact HFIA for technical information on laws and regulations on a regular basis. We suggest that email and fax be utilized, because it allows us to research the matter prior to responding.

The HFI (Hawaii Food Industry) Magazine is the only comprehensive magazine for the Hawaii Food Industry. It is supported by advertising, which serves a dual purpose in that it allows for local advertising to our local market, while providing HFIA with additional income to cover the costs of providing the information.

The HFIA Websites provide access to information 24/7, thus accessible at your convenience.

FREE Member Web Page with your membership. We are in the process of obtaining information from each member firm where members will have their own web page within the HFIA website "**hawaiiifood.com**". The site can provide basic information on your firm, and for those firms with their own website, a hyperlink to your own site within the "hawaiiifood.com" site.

For firms that do not have their own website, HFIA can provide special member pricing for the creation and maintenance of your own site own website. This will allow all members the affordability of having their own website, along with logos, product presentation, and email order forms.

Our **Made-In-Hawaii Festival website** allows firms with Made-in-Hawaii products the opportunity to market their products worldwide with their own web page along with a hyperlink to their own website if they have one. The difference between **hawaiiifood.com** and the **madeinhawaiifestival.com** site is the latter is aimed at wholesale and retail customers worldwide. The Festival markets itself to both the domestic and foreign buyers with special invitations to the show, while promoting the website which contains a listing of all exhibitors. Because the Festival includes all types of products, the scope is expanded far beyond food.

LISH Partnership—HFIA contracts with LISH (Legislative Information Services of Hawaii) to provide professional services. Along with this agreement comes a variety of important benefits and programs. The first of which is complimentary research on government regulations, rules, and laws. The most valuable service currently available in this area is the LISH Website www.lish.info. Because the

vast majority of the information requires heavy research, creation, and writing, the site requires code access to download materials. As an HFIA member, you are eligible for your own code access of **over a hundred bulletins, signs, posters, and reports**. Codes are assigned upon request to any HFIA member at no additional cost.

The LISH Report—is a publication produced by LISH covering laws, regulations, rules, and labor related information. The LISH Report is published at least four times annually, and is complimentary with your HFIA dues. New laws are always covered in The LISH Report, assuring HFIA members that they are always up to date on new laws.

Medical Plans—Small firms can offer a variety of medical plans to all employees, with cost sharing for drug, dental, and vision coverage, while limiting coverage to new employees to the basics required by law.

LISH offers both HMSA and Kaiser plans, with open enrollment each August where employees can switch plans as they choose. For new participating firms, there is a three month waiting period to avoid adverse selection.

A Truck Driver Improvement Program (DIP) is a legal requirement in Hawaii for any driver of a vehicle rated over 10,000 GVW. LISH provides these classes on each major island annually to meet this requirement, simplifying compliance, while reducing costs by pooling employees in group classes, or providing special classes at your own firm.

Forklift Certification Program is a legal requirement under both OSHA and HIOSH. Certification programs with wallet certificate cards are available through LISH. Certification is required for every new forklift driver, while re-certification is required every three years at your firm with your high lifts. LISH provides a highly qualified instructor that will come to your firm to meet the legal requirements.

Labor Information—For small firms who do not have Human Resource Managers, LISH provides information, rules, and copies of laws. This helps employers make decisions based on knowledge and options. This information is available to members as a part of your dues.

Retail Liquor Licensee's representation is a part of your benefits. RLD is a separate non-profit organization representing retail liquor licensees. RLD dues are included as a separate line item along with your HFIA dues, at \$20 per store, with a maximum dues of \$160. RLD participates in each Annual Liquor Commission Conference where industry representatives have the opportunity to present retail issues, problems, and challenges directly to the Statewide Conference. RLD provides the retailer with input into rule changes, as well as legislative proposals that are instituted by the Commissions.



HFIA Membership Application

Dues are for one twelve month period. Firms will be invoiced on the same month each year for the following year's dues. HFIA membership includes all of the benefits of HFIA, and complimentary membership in LISH with access to all programs provided by both organizations.

Ninety per cent of HFIA Membership Dues for Regular Members are tax deductible as normal business expense. The remaining ten per cent is earmarked for lobbying purposes, which are not a deductible expense under the Internal Revenue Code. If your firm has a policy prohibiting any payment to be earmarked for lobbying expenses, please advise us, and we will not include any of your dues to be utilized for lobbying purposes.

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ASSOCIATE MEMBERS

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Note: 10% of your dues is not tax deductible because it is budgeted for lobbying expense. The remainder of your dues is deductible as a normal business expense, and not as a charitable contribution, in accordance with the IRC (Internal Revenue Code). This does not apply to Associate Member Dues, where 100% of Associate Dues are deductible.

Mail this application along with your check made out to HFIA or Hawaii Food Industry Assn. to:

HAWAII FOOD INDUSTRY ASSOCIATION
1188 Bishop Street, Suite 608
Honolulu, Hawaii 96813

Phone: 808-533-1292
Fax: 808-599-2606
Email: psalish@aol.co
HawaiiFoodInd@aol.com

RETAILER CATEGORY

Convenience Store(s) # of stores ____ Dues Amount \$ _____

Grocery Store(s) # of stores ____ Dues Amount \$ _____

Super Markets # of stores ____ Dues Amount \$ _____

Big Box Stores # of stores ____ Dues Amount \$ _____

Retail Liquor Licenses # of stores ____ Dues Amount \$ _____

Totals ...(Note Maximum dues of \$1,250 + \$160 for liquor licensees)...\$ _____

SUPPLIER CATEGORY

0-10 Employees \$ 500 Dues Amount \$ _____

11-50 Employees \$ 750 Dues Amount \$ _____

51-100 Employees \$ 1,000 Dues Amount \$ _____

101 + Employees \$ 1,250 Dues Amount \$ _____

ASSOCIATE MEMBERS

(Not associated with the sale and distribution of product)

Associate Member \$500 Dues Amount \$ _____

100% of Associate Member's Dues are deductible as a normal business expense. None of Associate Dues are allocated for lobbying expense.

Company _____

Member Name _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____ Website address _____

I _____ authorize HFIA to invoice my company for HFIA dues per this application.

Print Name

I hereby authorize HFIA and/or LISH to fax or email me information relating to association business, laws, or regulations.