

# IRS Workshop

November 9, 2006 - Houston, Texas- The mainstream of the GHRA members make their businesses susceptible to financial crimes chiefly because they offer money services such as money transfer, money orders, and check cashing. It is extremely crucial that the Money Service Businesses (MSB) abide by the Bank Secrecy Act (BSA) Law, since they are a part of the nation's financial society. Law enforcement identifies unlawful activities such as money laundering with the help of the BSA.

The GHRA directors worked with the IRS trainers to understand everything, so in the long run, the members could benefit from this information. Finally after some time, a seminar was scheduled for the GHRA members. "Since there are only five of us nationwide who travel to give this training it does sometimes take months to schedule this," says one of the Bank Secrecy Act specialists from the IRS, Terri Malone. Terri has been working with the IRS and travels throughout the



year to educate and guide people who are involved with money transfer businesses. These businesses could be of a variety such as Grocery and Convenience Stores, Service Stations, Jewelers, CPAs, Pawn Brokers, and Bankers.

Compliance with the law will help guarantee that a business is not taken advantage of by money launderers to advance criminal enterprises. The community depends on voluntary compliance of the citizens to help spot and prevent criminal activities.

The BSA law requires that all MSBs be thorough and meticulous in not only registration, but record keeping, and filing. A business could be potentially subject to civil or criminal



penalties for not following the law.

About 200 GHRA members were soon gathered which represented close to 500 stores and were instructed in detail with what the requirements were to be in compliance. We would like our members to be accurate and attentive in recordkeeping requirements by the law.

The materials needed for the workshop were sent to the GHRA office well in advance by Terri. She preferred the seminar to be an interactive one in which the members could ask questions during the seminar and not wait until the very end of the training session. The members came in for an informative, wearisome seminar but Terri Malone kept the seminar going with her energy and the workshop ended in approximately two hours. She explained what was required by law and answered any questions or doubts that the members had. Terri clarified exactly what an MSB is and how members can comply with the law. She also described the significance of registration, re-registration, and the renewal of registration.

At the end of the training session, Terri was readily willing to answer any questions that came up later by email or by phone.

Karim Dhukani

# TABC Corner

Hello GHRA Members!

In our last segment of the TABC Corner we discussed the elements of a BQ Permit (Wine & Beer Retailer's Off-Premise), and as promised this month we will discuss a Q Permit (Wine-Only Package Store). If you hold only a Wine-Only Package Store Permit (Q), you may sell wine, not to exceed 24% alcohol by volume, and malt liquor and ale: Monday through Saturday 10 A.M. to 9 P.M. NOTE: CLOSED: Sunday, Thanksgiving Day, Christmas Day, and New Year's Day. If Christmas or New Year's Day falls on Sunday, then close the following Monday.

Note: You may sell beer, if you also hold a Beer Retailer's Off-Premise License (BF).

If you hold a BF (beer license) and a Q, sales hours for wine, beer, ale and malt liquor are: Monday through Friday: 7 A.M. to midnight (wine up to 17%, beer, malt liquor and ale) 7A.M. to 10 P.M. (wine containing more than 17% alcohol by volume) Saturday: 7 A.M. to 1 A.M. (Sunday) (wine 17% or less, beer, malt liquor and ale) 7 A.M. to 10 P.M. (wine containing more than 17%) Sunday: noon to midnight (wine 17% or less, beer, malt liquor and ale. NO SALES of wine more than 17% alcohol by volume.)

Deliveries: You may accept deliveries of beer, ale, malt liquor and wine from beer distributors and liquor wholesalers: Monday through Friday: 5 A.M. to midnight (beer from distributors) 5A.M. to 9 P.M (wine, malt liquor and ale from wholesalers except Sunday and Christmas day) Saturday: 5 A.M. to 1 A.M. (beer only) 5 A.M. to 9 P.M. (wine, malt liquor and ale) Sunday: noon to midnight (beer only) 5 A.M. to midnight with a BF license or 5

A.M. to 9 P.M. without a BF (beer, ale, malt liquor, and wine not to exceed 17% alcohol by volume) may be stocked and rotated by distributors/wholesalers. Note: wine, malt liquor and ale may not be delivered on Sunday.

Authorized Activities: You are authorized only to possess and sell wine not to exceed 24 % alcohol by volume, and beer if you hold a Beer Retail Dealer's Off-Premise License (BF).

Neither you, your employees nor your customers may consume any alcoholic beverages or possess an open container of alcoholic beverages on the premise. You may sell alcoholic beverages to go only.

# Greater Houston



2006 Recap

# NACS SHOW 2007

In October, 2006 at Las Vegas, Nevada, representatives of the Greater Houston Retailer Association (GHRA) were among the countless numbers of convenience store retailers that attended the huge three day trade show of the National Association Convenience Stores (NACS). This trade show was held in the Las Vegas Convention Center in Las Vegas, NV. The NACS show is a very large and useful event featuring over 1,400 exhibitors and 375,000 square feet of exhibit space. This show is a very useful opportunity for retailers to discover the new products that will be offered, learn about the advances in technology, and different ways to increase profits and increase their business. This long three day trade show offers so much to store retailers that the amounts of positive things are endless and are all profitable in some way or another.

All the participants of this trade show walked endlessly throughout this enormous convention center

learning new things where ever they would look and brought back many new ideas and a better idea of what is expected in the future. The Board of Directors walked tirelessly throughout the different departments and wanted to take advantage of every single exhibitor booth and not



miss out on a single thing.

PepsiCo group invited all the PepsiCo customers for an appreciation party on October 8, 2006 which also included all Texas Trade Associations and the whole nation too. The NACS show allows an opportunity for us to meet with existing vendors and build our relationships with them. PepsiCo also hosted a large get-together at Caesars Palace for all the Trade Associations affiliated with the National Alliance Trade Association (NATA). The PepsiCo group is much appreciated for their efforts to build the relationship with the Trade Association by hosting this get-together.

GHRA Board of Directors also attended the dinner which was hosted by Anheuser-Bush represented by Mr. Tom Demont, and to discuss the beer category management program for 2007 which helps them and us to increase the sales through category management program and discuss in details the upliftment of sales in general.

The phenomenal sales growth in SOBE drink, which is part of the Pepsi Family, has made the SOBE representative graciously approve the funding donation to AKF from 10 cents to 20 cents in 2007.

The NACS show is a great way to interact with all the retailers,

wholesalers, and the manufacturers related to the store industry under one roof all together. This allows us to explore opportunities and discuss different ways to bring the convenience store industry to a new level and to bigger and better things. The NACS show in 2005 had over 22,000 participants and this year the attendance is expected to be 25,000.

The Trade Show allows for all TAs to catch up with latest products and trends in the convenience store industry. This show is very profitable and is good for anyone that goes. It helps store owners greatly and would benefit all the convenience store owners that attend this show. We also recommend that every store owner should visit the Trade Show to improve their business opportunity by leaps and bound.

Karim Dhukani.



