

2017 Year End Report

PFMA Committees, Educational Webinars, and Membership Activities

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PFMA's Annual Spring and Fall Conferences

PFMA kicked off the annual spring conference with a friendly golf tournament on May 9 at the Hershey Lodge, followed by a dinner reception. Tom Ridge, former Governor of Pennsylvania and chairman of Ridge Global, was the special guest speaker, and honored each 2017 Ridge Scholarship recipients for their hard work and dedication. The following morning, attendees enjoyed Sauder's Eggs Omelets while hearing from special guest Mike Turzai, Speaker of the state House of Representatives, on his vision for the future of Pennsylvania.

Nine separate educational sessions were offered as well, featuring seminars on family business, entrepreneurship, legislation, and technological advancements in the industry. Mary Nicoletti from St. Joseph's University spoke on resolving conflict in a family business, and the mechanics of succession planning, while Howard Dorman from Mazars USA focused on tax issues that crop up during such transitions. For those interested in expanding their stores to include liquor sales, RJ O'Hara from Flaherty & O'Hara explained the license and permit process. He was followed by Katie Pelowski from Fetzer Vinyards, who discussed marketing and pricing products in today's wine environment, and Matt Solkowski and Jim Millar from the Pa. Department of Revenue, who explained how to collect and remit taxes on those products.

On October 9-10, 2017, PFMA hosted its annual Fall Legislative Conference and Agricultural Summit. Emily Iem joined us to go over the implementation of eWIC in Pennsylvania to date, and expectations moving forward. Later, Steve Kottak (RJ Reynolds) and Eric Barker (Altria) gave their opinions on the outlook of the tobacco category based on new legislative initiatives, especially at the local level. Barry Margolis of Cooper-Booth Wholesale served as the moderator.

Membership Activities

PFMA is happy to assist our members in any way possible. In addition to the annual conferences, committees, and educational opportunities provided to PFMA members, we also work hard to provide you with solutions to the challenges you face every day. In 2017, a sizable number of members contacted our office and received assistance with issues such as becoming a SNAP or WIC retailer, benefits disbursement dates, completing training requirements to become RAMP certified by the PLCB, and clarification on properly collecting and remitting sales taxes.