

June 3, 2009



## Member News

[Steve Draeger](#) named United Hardware President and CEO.

[Nelson True Value](#) earns top national award.

## Sharp Tips



### [Three Ways to Get Good People](#)

Bill Sharp lets us in on the secret to developing good employees.

[See Bill Sharp at MHA's 113th Annual Convention!](#)

[Register Here!](#)

## Pricing Survey

### [Lawn/Garden Tools](#)

## Classifieds

[View the latest MHA Member](#)

## MHA CONVENTION

JUNE 22-24, 2009

KALAHARI RESORT

WISCONSIN DELLS, WI

still time to  
register

There is no better opportunity to combine a great getaway at a premier Midwestern resort with the opportunity to meet and join with fellow hardware dealers. Regardless of wholesale affiliation, market size, or number of stores, the MHA Convention brings all dealers together to share and learn from one another. Take advantage of this great member benefit. Make plans to attend the 113th Annual MHA Convention. We hope to see everyone in the Dells!

[Click here for details](#)

## Vote on Plan of Merger Takes Place at Annual Business Meeting

The Annual Business meeting of the Midwest Hardware Association, Inc. will take place on June 24, 2009, at 12:15 p.m. in the Convention Center Room B at the Kalahari Resort, Wisconsin Dells, Wisconsin.

At this meeting, a Plan of Merger between the Midwest Hardware Association, Inc. and the Minnesota-Dakotas Retail Hardware Association will be voted upon along with changes to the MHA Bylaws and Articles of Incorporation which will allow for the merger to take place.

In February, the MHA Board of Directors voted unanimously to approve the merger and to move ahead with a vote by the full membership. As outlined in the Plan of Merger, MHA will be the surviving entity, with the name of the organization remaining the same and all existing programs, existing staff, and day-to-day activities continuing without interruption.

All MHA members are encouraged to attend the Annual Meeting and vote on the Plan of Merger. If you are unable to attend, you may also vote by PROXY.

[classified ads here!](#)

### Quick Links

[MidwestHardware.com](#)

[MyLocalHardwareStore.com](#)

[RetailFinancialServices.biz](#)

Join Our Mailing List!

Links to the Plan of Merger, Amended Articles of Incorporation and Bylaws, PROXY Instructions, and other information on the merger may be found at the bottom of this article.

If you have any questions about the merger, or your voting rights and privileges, you are encouraged to contact Managing Director John Haka at the MHA office.

[Read the Plan of Merger](#)

[Read the Proposed Revised MHA Articles of Incorporation](#)

[Read the Proposed Amended MHA Bylaws](#)

[Read the PROXY Instructions](#)

[Read the Merger Frequently Asked Questions](#)

## Here Comes the State Budget

by Doug Johnson, MHA General Counsel

The Wisconsin state budget is on its way to the State Assembly now in the hands of Democrats who just a year ago wrestled power away from Republicans who held that House for 14 years. New Democratic legislators face tough votes on highly visible state and local issues as Republicans aim at issues to regain control of that House in next year's elections.

[read more](#)

## Sales Trends - April 2009

Here are the most recent Illinois and Wisconsin hardware store sales trends, gathered from association members using the MHA's monthly accounting service.

	Month	YTD
Illinois	-7.51%	-1.02%
Wisconsin	-5.90%	-3.74%

## Unemployment Insurance Agreement

by Rob Karr, MHA

Consistent with the practice of Governors in Illinois since 1982, an "agreed bill process" was called by Governor Patrick Quinn to hammer out an agreement on the federal stimulus requirements to change Unemployment Insurance (UI) concerning standards for several categories of UI claims. The stimulus package provided incentives to states to "modernize" the UI system. In order to receive the \$300 million of incentive money to the Unemployment Insurance Trust Fund, Illinois was required to enact three out of five optional categories of benefit changes. Illinois qualified immediately for \$100 million because of the "alternate base period" for calculating benefits. That left the challenge of dealing with two of the four options for the remaining \$200 million.

[read more](#)

## Be Wary of New Tax Credit

If you are the type of person who counts on receiving a big federal income tax refund every year, or at the very least expects to owe very little in taxes, you may need to do some homework. A new tax credit which went into effect earlier this year decreased the amount of tax withheld from most taxpayer's paychecks. However, it turns out that the new withholding tables published by the IRS don't take into account several situations which are common to many workers. As a result, some employees may now be having too little withheld from their paychecks, leading to an unwanted surprise at the end of the year. To find out if you could be affected, and what to do about it, [click here to read the full article.](#)

[read more](#)

## Minimum Wage Rates Change in July

Illinois, Wisconsin, and Federal minimum wage rates change in the month of July. Illinois increases to \$8.00 per hour on July 1, 2009, while Wisconsin and Federal rates increase to \$7.25 per hour on July 24, 2009.

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