



NACS: The National Association of Convenience Stores

NACS represents the \$696 billion convenience and fuel retailing industry by providing the knowledge, connections and advocacy necessary to assist its members in maximizing their effectiveness and profitability. Founded in 1961 as the National Association of Convenience Stores, it was shortened to NACS in 2007 to reflect its global scope and expansion beyond the convenience store industry into all elements of convenience retailing. NACS also added a qualifying statement that better defines its presence at the retail fueling level: The Association for Convenience and Fuel Retailing.

Today, NACS membership is comprised of 2,200 convenience and fuels retailing companies that operate 350,000 stores globally, as well as 1,600 companies that supply products and services to the industry. Its members are based in more than 50 countries.

While 47 of the top 50 U.S. convenience store chains are members of NACS, the majority of its members are small, independent operators. More than 70 percent of its total membership is comprised of companies that operate 10 stores or less. This membership base roughly tracks the industry as a whole. Of the 151,000-plus convenience stores in the United States, 63 percent are owned and operated by someone who only has one store.

NACS provides robust resources for its members and the industry, including:

- Comprehensive advocacy on Capitol Hill and with the media;
- The NACS Show — one of the largest annual trade shows in the United States — draws 24,000 attendees from around the world to a 1,000,000-gross-square-foot expo and comprehensive educational forum;
- Smaller conferences focused on leadership, category management and human resources, and educational and training programs spanning a range from store-level computer-based training to university-based CEO development programs;
- A comprehensive suite of State of the Industry data products, including full P&L financial performance benchmarking data through its CSX subsidiary;

The country's 151,282 convenience stores account for 34.3% of all retail outlets in the United States, according to Nielsen, which is significantly higher than the U.S. total of other retail channels including drugstores (41,378 stores), supermarket/supercenter (37,459 stores) and dollar stores (24,853 stores).

Beyond store count, convenience stores are an important part of the economy. They employed 2.2 million people and generated \$174.5 billion in federal, state and local taxes in 2013. Overall, convenience stores sales represent 4.0% — or one out of every 25 dollars — of the entire \$17.4 trillion U.S. gross domestic product.

On a daily basis, convenience stores serve 160 million customers per day — more than half of the country's 316 million population. It is America's primary source for motor fuels, selling 80% of the gasoline purchased. The convenience store industry also is increasingly a destination for on-the-go refreshment and meals. The average store has more than \$20,000 a month in "foodservice" sales.

The Association for Convenience & Fuel Retailing