

Minutes

ALSA Board Meeting, September 6, 2017

AHLA Boardroom

Call to order 9:30 AM

Present: Adam Koziak, Gerald Proctor, Allison Radford, Grant Graves, Bob Richardson, Don McConkey, Ranjan Kumar, Grant Graves

Regrets: Jay Robinson, Marc LeBlanc, Chris Doell, Paul Howe

Staff: Ivonne Martinez, President, Howard Riddel & Lovedeep Kaler, Member Services

2. Approval of Agenda

- Motion to approve the Agenda as distributed: **Brent Newman/ Gerald Proctor, CARRIED**

3. Approval of Minutes from March 1, 2017

- **Motion to approve Minutes of March 1, 2017 Don McConkey/Gerald Proctor, CARRIED**

4. Financial Statements and 2017 Budget

Allison provided comments on the Profit and Loss statement to August 31, 2017 indicating that we are well ahead of budget to this stage of the year. She noted some anomalies that are likely misallocated by the Accounting team to date. With ALIC income and expense still to come, it still looks like we will have a larger than budgeted surplus at year end.

- **Motion to approve financials and budget Allison Radford/Brent Newman, CARRIED**

5. Member Services Report

Howard and Lovedeep prepared a report indicating membership is higher than the end of last year with 37 new members so far in 2017. Partnerships are at 7 currently several of who will be sponsors for ALIC as well.

Stores have reported that they are pleased with the increased minimum orders, are concerned about increasing wages. Interesting is increasing as the Cannabis discussion continues. Many stores would like to see a cap on licenses and better distance bylaws in smaller communities.

6. Industry Liaison Report

- Margaux pre-circulated a report on many of the projects on which she is working.

7. President's Report

Ivonne had pre-circulated her report and highlighted details on the following topics:

AGLC

AGLC Board - New chairperson Gael McLeod who will attend ALIC

Price Schedule changes now done on Thursday not Saturdays

Special Event Licensing is moving to AGLC on-line with a 60 day phase in. Stores can continue issuing licenses in the interim or simply defer to the on-line system. Old materials will be requested at the end of the test period.

Product-Tastings – a revised policy on Tastings was circulated and discussed. It was generally acceptable except there was a recommendation to increase the maximum for full staffing costs from the proposed \$20 to a more reasonable \$35 in view of all related costs including the minimum wage increases over the next two years.

New Regulation for Alberta Manufacturers

Farmers Markets- although most requirements are the same manufactures will not have all the same regulatory demands Liquor Stores

Taproom Licenses – Manufacturers are now permitted to operate restaurants and bars away from where the produce.

ALIC

Ivonne reported on the attendees confirmed and on the fact that sponsorships have exceeded budget already. There will be a strong AGLC presence as this conference coincides with an AGLC Board Meeting. Some members of Government have committed. Strong focus on cannabis should encourage higher attendance as well.

Cannabis

Ivonne reviewed activities to date and included the ALSA presentation to the Cannabis Secretariat. There is a great deal of interest and speculation on what will finally evolve but ALSA is fully in the mix as many associates and some producers have supported our interest. One Alberta producer would like to partner with ALSA and restrict distribution of their product to ALSA member stores. ALSA has been invited to speak to an institutional investor's conference in Toronto to familiarize investors with Alberta's regulatory process. By way of promotion, a letter with a brochure will be sent to MLA's with a planned follow up of direct visits and discussion.

8. In Camera Session

- The Board held a brief In Camera and determined the need to change the date of the next Board Meeting .

9. Next Meeting

- The next Meeting will be the AGM on October 16 and next Board Meeting December 6, 2017.
- Motion for next Meeting **Gerald Proctor/Ranjan Kumar, Carried**

10. Adjournment

Motion to adjourn the meeting: **Gerald Proctor**