



Minutes ALSA Board Meeting Video Conference Dec 6, 2023

1. Call to order 9:38 AM

Present: Adam Koziak, Steve Richardson, Joe Hudon, Jay Robinson, Alain Brandon, Allison Radford, Sunny Bhullar, Mike McDougall, David Owens

Regrets: Jennifer Biernaskie, Juanita Roos, Cori Norman

Staff: Ivonne Martinez, President, Margaux Burgess, ALSA Education, Howard Riddel, Member Services, Recording Secretary

The Chair Adam Koziak was unavoidably detained and Allison Radford Vice-Chair assumed the gavel and opened the meeting.

2. Approval of Agenda

Motion: to approve Agenda – Joe Hudon/Cori Norman – CARRIED

2.1 Motion to appoint Tank Vander from Sundial (Liquor Store Division) to the vacant Member-at-Large position on the Board until the next AGM. Sunny Bhullar/Joe Hudon - Carried

3. Approval of Minutes from August 23, 2023

Motion: to approve August 23, 2023, Minutes as presented – Michael McDougall/David Owens CARRIED

4. Financial Reports

a. Joe Hudon spoke to circulated financials statement to Nov 30, 2023. He noted the increase in revenue from ALIC also noted that several adjustments will be made as the fiscal year ends in December.

Motion: to approve financial report as circulated, David Owens/Michael McDougall - CARRIED

Adam Koziak joined the meeting and assumed the Chair from Allison Radford

5.1 Member Services Report

Howard spoke to the circulated report and noted that with the return of SNDL (Liquor Stores) revenue will be substantially increased to start 2024. There was additional discussion about a contacting all licensed liquor stores to increase membership providing critical information on

the industry threats and with additional incentives to join in 2024. Sunny Bhullar will also provide contact information on Bags with supplier interested in working with member stores.

5.2 President's Report

Government Update

Ivonne reported on the meeting with the Minister regarding the industry and the concern over the prospect of a major policy change regarding permitting liquor on in-store grocery shelves. The Minister indicated that there is no plan as yet, and consultation will occur. Much discussion occurred citing experiences in Europe, BC and Colorado and it was clear that the subject would dominate planning and research to be undertaken.

A new policy change regarding products in the warehouse longer than 12 months will come into effect April 1, 2023. Extra Slow Moving products (under 100 cases sold in 12 months will be subject to a new storage fee. High-value products with a unit price of \$100 or more will exempt.

Adam introduced a concern expressed to him of the recent trends in on-line retailers to list all products available whether in stock or not and many suggesting a retail price that is well below cost. The issue comes when customers are told the advertiser is out of stock but the customers look to other retailer to meet the promoted price. Much discussion occurred regarding this and similar experiences and Member are to advise the President who will pursue this practice to AGLC.

David Owens noted that he was meeting with AGLC in December around continuing issues regarding regulations on tasting events. He invited other members to give him more information if they had similar issues relating like getting cost recovery for event planning and other issues.

6. In Camera meeting

7. Next Meeting

Next meeting – call of the chair

8. The meeting adjourned by declaration of the Chair