



Member Services – Feb 2017

Statistical Review

The following chart illustrates where all stores are by Region and ALSA members as of Dec 31. 2016.

Region	Total Stores	ALSA 2016
Calgary	437	151
Edmonton	393	162
North	174	66
Central	285	93
South	140	63
Out of Province		2*
	1429	538

* Out of Province NWT and Sask

Current Statistics for renewal

Invoices Prepared	189	(representing 538 member stores plus 10 new members and 7 former members)
Renewed to date	418	(Feb 15, 2017) (77.7% return rate)
New Members	14	(15/2/17)
Total Membership	432	(15/2/17)

Partnership Update

Marketing Contracts Prepared 8

Contracts confirmed 6 (15/2/17)

New Partner – Alberta Treasury Branch Phase 1

Prospective Partners – Canada Best Store Fixtures, Way Pay, 3 Alberta agencies

Not yet renewed: Liquor Accessories, AMA Grant Ventures

Coke renewal offers significant savings on the previous rates and offers product to new members and to stores achieving certain sales volumes.

The Westmount agreement offers free GST on all purchases from ALSA Members in 2017.

The Hub Program this year includes coverage for cybercrime protection which includes many features including business interruption coverage.

The ATB program will start with a package of Group Financial Assistance aimed at all employees of ALSA Members and even stores with fewer than 4 employees. It starts immediately and will be jointly promoted. It is aimed at personal banking for employees and offers a full range of services including excellent savings on costs of transactions. There is a short term bonus until the end of March entitling new account holders a bonus of \$350.

The next phase to be developed will be with business customers. There is lots of planning involved in this phase including ATB determining which current active members are already customers.

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