

ABLE BC 2021 LRS Survey Results

[View in Power BI](#) ↗

Prepared for ABLE BC by VARketing!/Paul Rickett

Last data refresh:
11/21/2021 8:41:51 PM UTC

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11/22/2021 9:12:32 PM UTC



2020 LDB Data shows that the LRS Channel grew by 24% in wholesale volume over 2019

2021 LRS Survey

2020 vs 2019

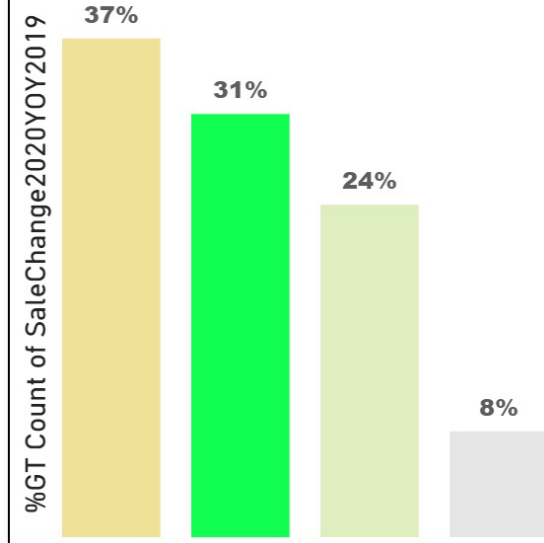
Filter for 2020 Sales Change Level

- Select all
- (Blank)

The 2021 LRS Survey asked how stores varied from the LDB overall average and averages by different product categories. In addition we asked about how 2021 is doing versus both 2020 and 2019 plus various questions on COVID impacts. The responses are summarised on the following pages.

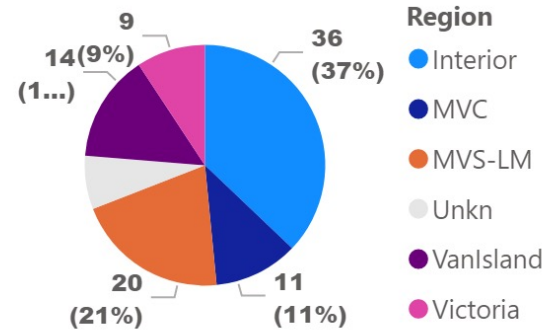
Click on any bar or pie and you will see how the data changes, for instance click on the "VI" (Vancouver Island excl. Victoria) pie segment and see how things change. You can do this on each page. on any graphic. Hover over graphic element to see values.

Overall Sales 2020 comp. to 2019 vs 24% Average Change for LRS (% of resps)

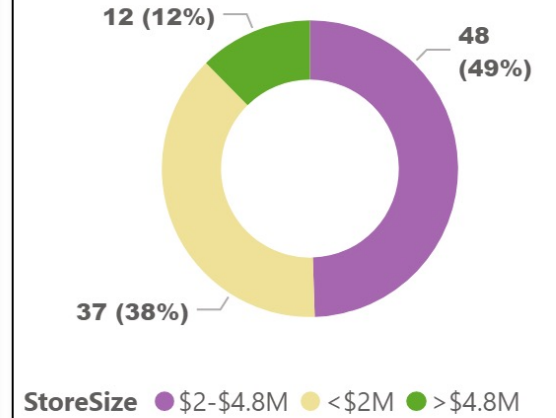


Sales Decreased or Increased below 21%	Sales Increased >27%	Sales Increased 21-27% (Average +/-3%)	No Response
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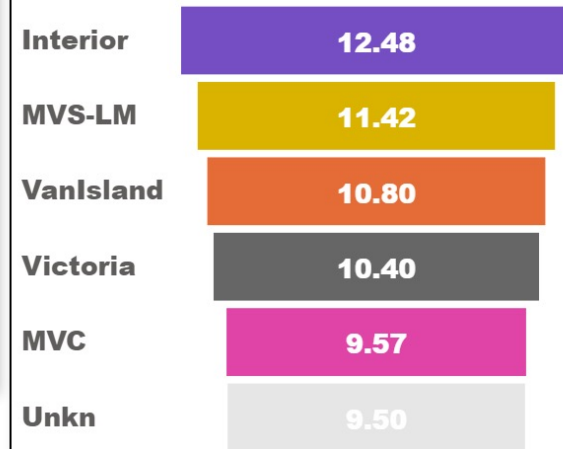
Responses By Region



Responses by Store Size

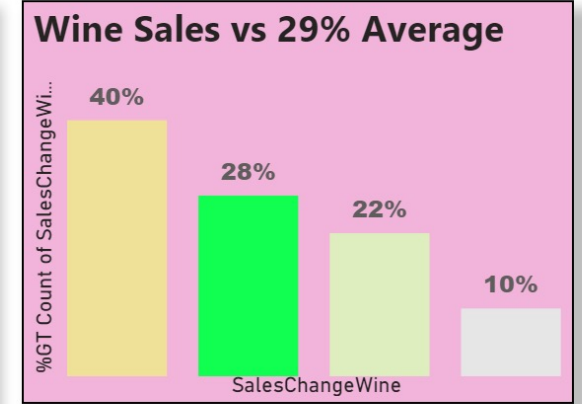
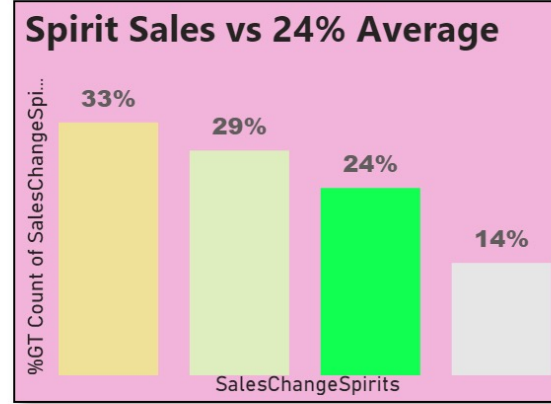
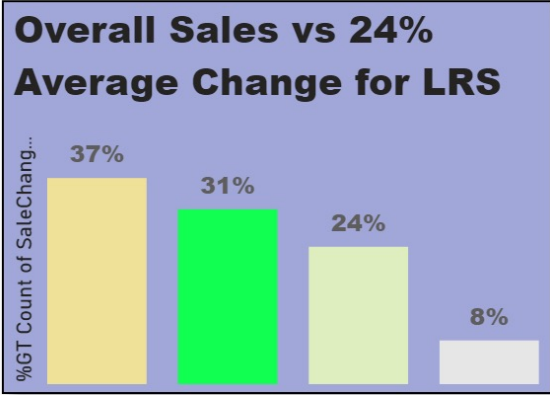


Weighted Sales Change Score by Region

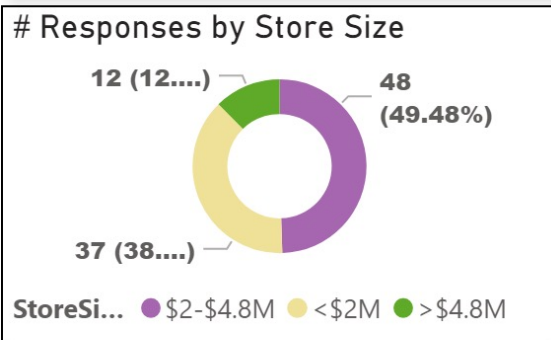
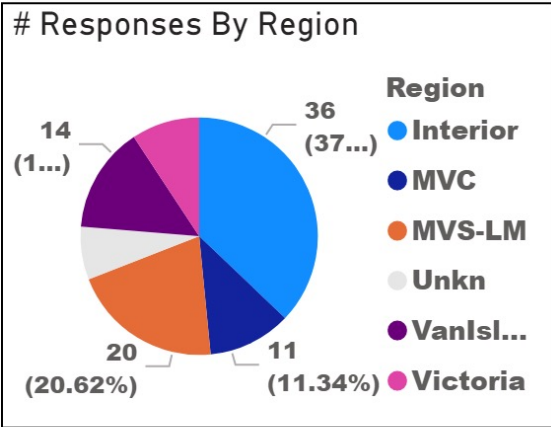
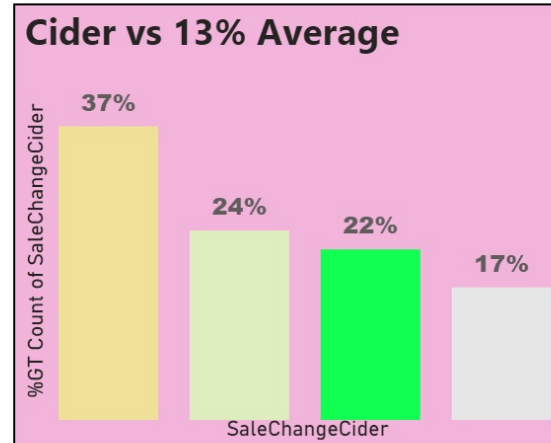
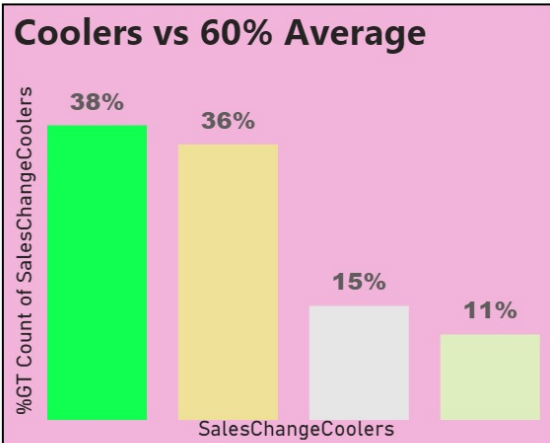
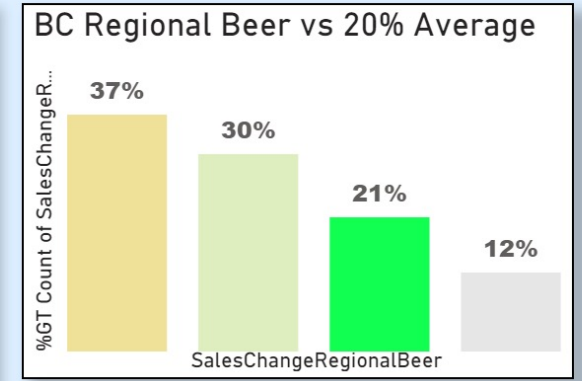
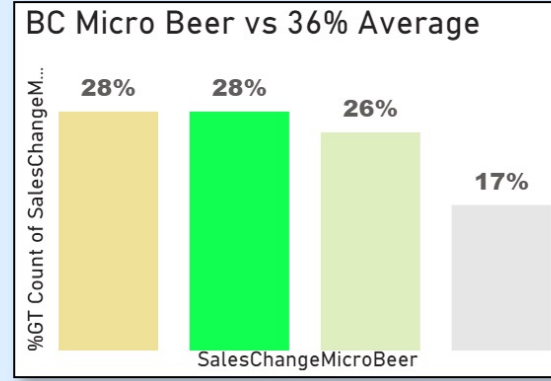
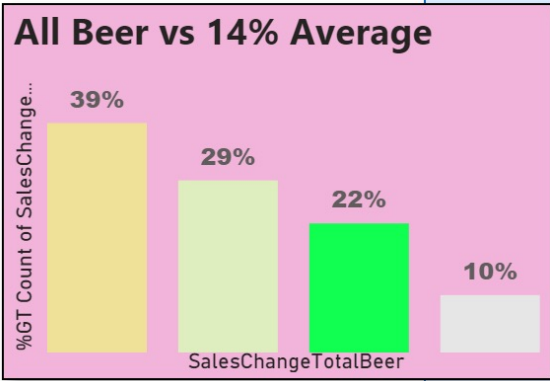


Sales Change Score By Size





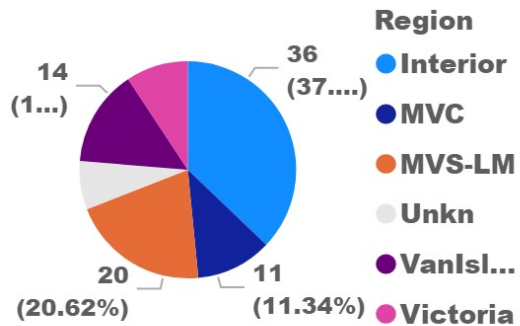
2020 vs 2019 by Product Category



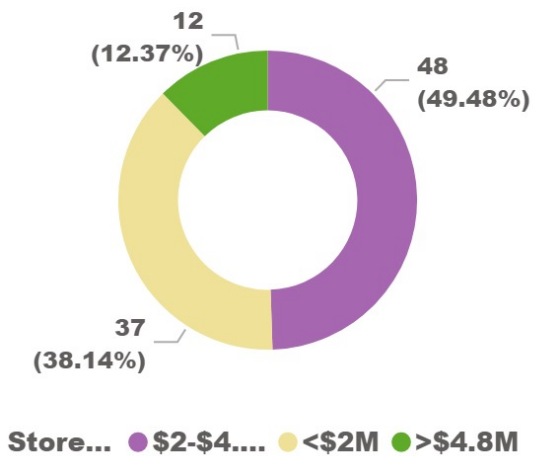
Data and Reports compiled by Paul Rickett, VARKeting! November 2021 using Microsoft Power BI. Contact pdrickett@gmail.com for more info or help.



Responses by Region



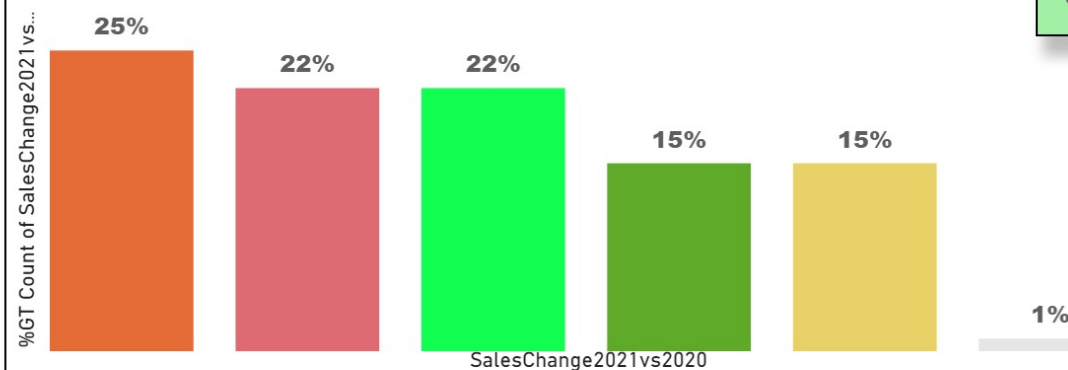
Responses by Store Size



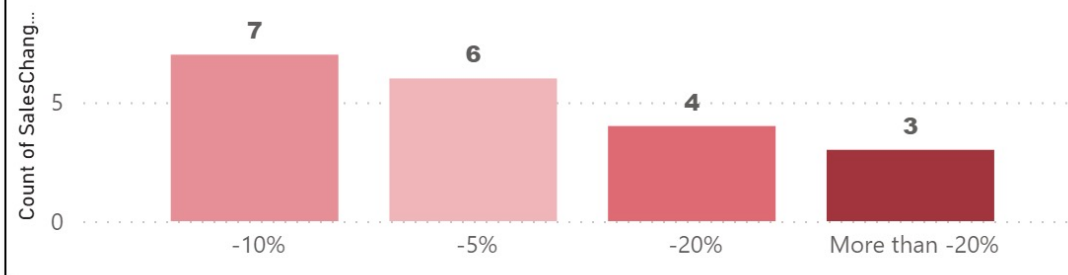
2021 vs 2020 & 2019

Filter for 2020 Sales Change L...

Sales Change in 2021 vs 2020 and 2019



Change in 2021 vs 2020: Down By... (# of Responses)



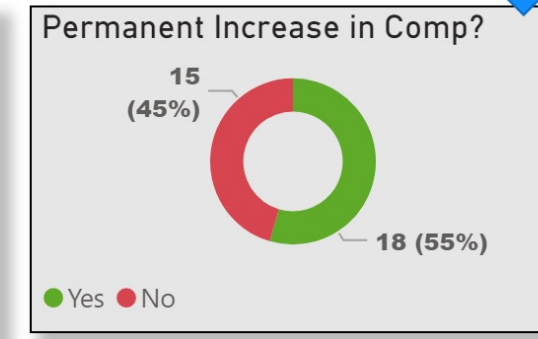
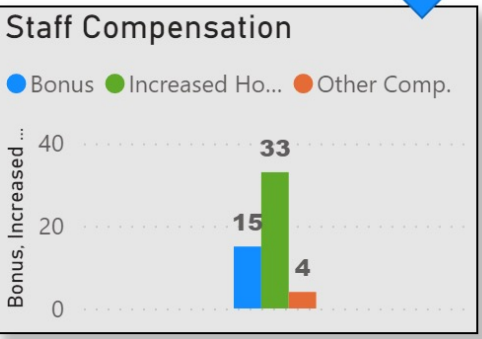
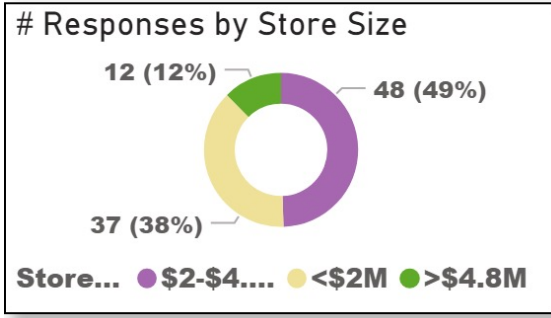
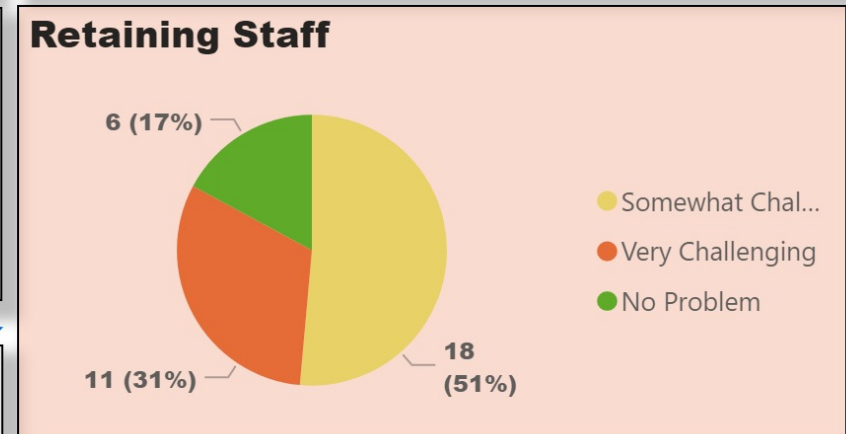
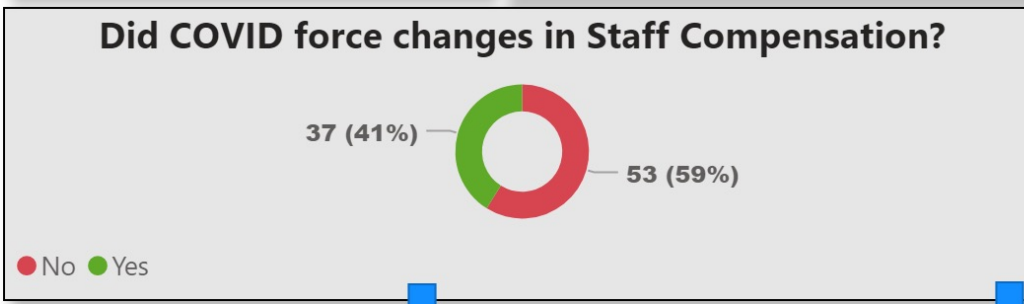
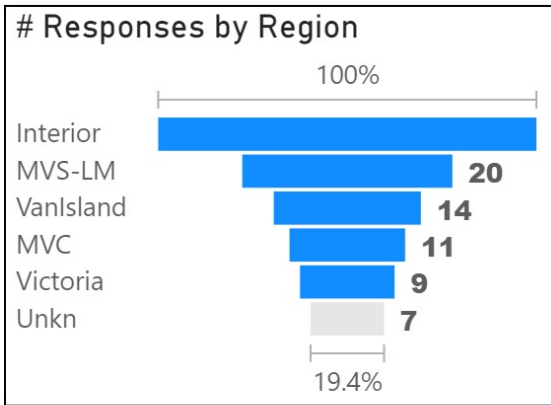
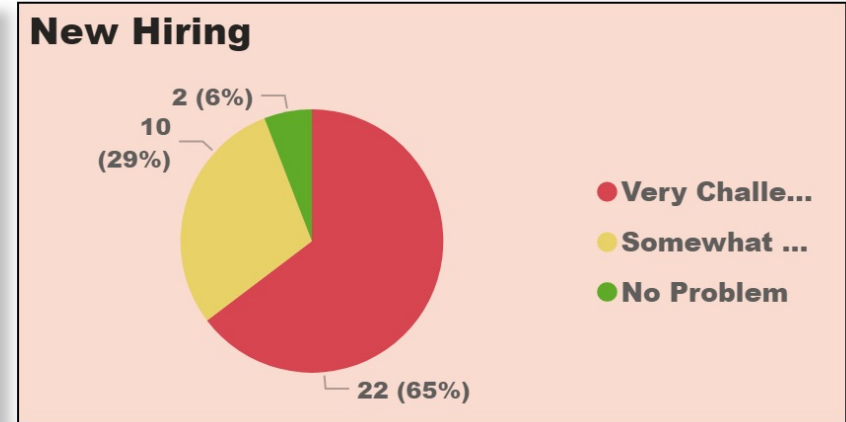
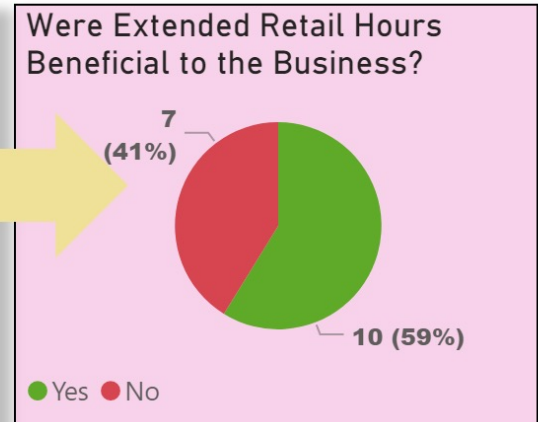
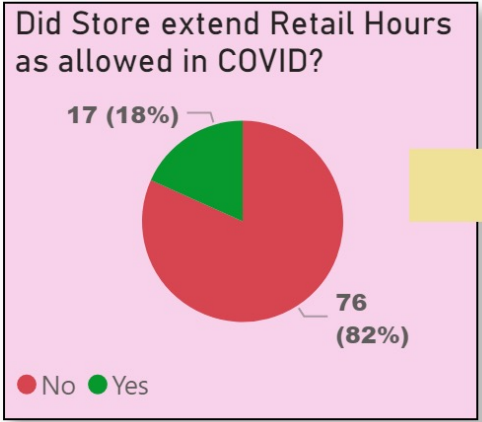
BECAUSE OF COVID RELATED

Consumers were stocking up on alcohol more in 2020

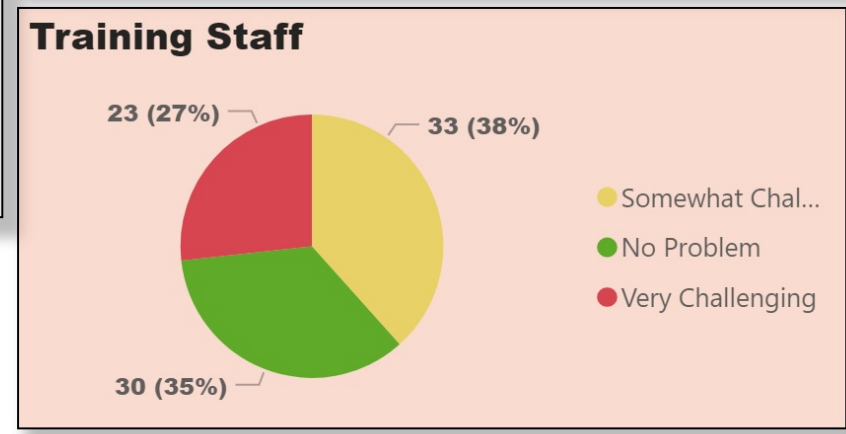
COVID - people stayed at home and snowbirds stayed longer

Filter for 2020 Sales Change L...

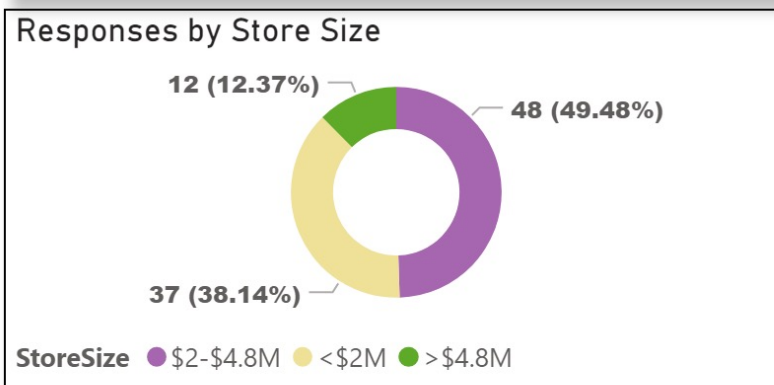
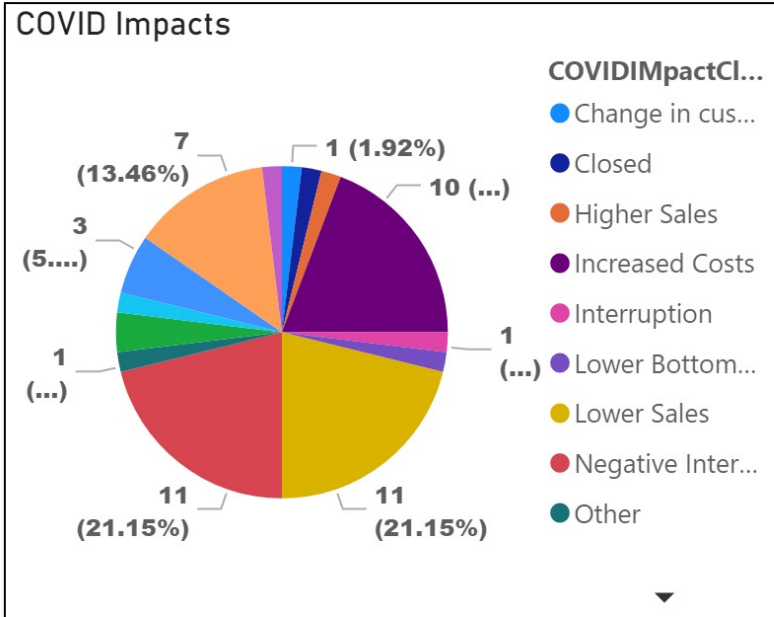
All



Wide Variation in method but hourly wages mostly went up \$1-\$2/Hour. Some of this may have been incurred anyway due to Min. Wage changes in 2020



All of the above has impacted staffing.
 all of the above, staffing was not an issue until about June 2020 then hiring retaining has been a challenge
 CEPR definitely impacting employees availability/willingness to work my staff has grown in numbers but hardly anyone i



| A lot of issues

| As said, 2020 saw a 25% DECREASE in my business from 2019. Things are slowly rebounding to 2019 levels, but cost of staff...

| changed peoples dining habits , less 19 to 35 year olds coming in.

| Costs of everything has increased; packaging, labour, benefits, products...everything.

| Costs up - payroll and cleaning/protective materials

| Could not run some activities that involved fund raising.

| couldn't open the door/ Loss staff/ people worried about COVID-19 and won't comw our to eat/CERB keeps people at home a...

| Covid does make it stressful for current employees that are dealing with enforcing masks, even though they are doing what ...

| Customer abuse over government rules. Extra cost ppe that the customers expect to be free

| Devastated our business. 95% of our clients are from other countries, and weren't allowed to cross the border into Canada

| Expenses have gone up. Purchasing a slew of new covid related items (masks, sanitizer, plexi, signs) and also in wages.

| extra expenses for hand sanitizers, masks, cleaning product etc

| Government changing regulations around COVID-19 with very little notice and very difficult information as to modification an...

| Government regulation is strangling small business

| grey hair sleepless nights

| Growing sales through Uber delivery. Larger operating costs related to providing PPE to staff and customers. Pressures on ...

| Harder to work wearing a mask ! Impersonal and tougher to interact with costumers under new protocols