



ABLE BC 2017

POLICY PRIORITIES



INDUSTRY ISSUES

ABLE BC is advocating for the following industry-wide issues in 2017:

- Create transparent markup policy for hospitality products sold via, but not at, BC Liquor Stores
- Modernize inducement policy to better reflect business relationships with suppliers
- Continue to work with government partners to reduce red tape and promote logical business-friendly liquor policies
- Offer webinars and online training tools designed with the liquor store or pub owner and manager in mind. These tools will help members find new ways to increase profitability and grow their businesses in British Columbia's changing liquor landscape.

ADVOCATING FOR YOUR INTERESTS

The **Alliance of Beverage Licensees** is the voice of British Columbia's private liquor industry. Our primary goal is to help build a thriving and sustainable liquor industry in BC by advocating for your interests, protecting your investments, and proactively solving industry challenges.

Read on to find out the **key issues we are advocating for in 2017** on behalf of Liquor Primaries, Licensee Retail Stores, and Hotels.

HOTEL LIQUOR LICENSEES

ABLE BC is proud to represent the liquor policy interests of the BC Hotel Association. On their behalf we have advocated for the following positive policy changes:

- Guests at a hotel with LP or FP can take unfinished alcoholic beverages from bar or restaurant to their room
- Hotels and resorts with LP can serve one standard free alcoholic drink to guests in lobby or reception area at check-in
- New streamlined application process allows golf courses and ski hills to temporarily extend licensed area
- Liquor can now be delivered to hotel guests by room service 24 hours a day
- Licensees now have additional flexibility in liquor licensing for special events

LIQUOR PRIMARIES

ABLE BC is advocating for the following issues on behalf of Liquor Primaries in 2017:

- Implement LDB discount for hospitality customers
- Allow LP to purchase product from LDB Wholesale Customer Centre and get product delivered directly to their establishment
- Allow LP to sell and refill growlers
- Allow Video Lottery Terminals (VLT) in LP
- Expand eligibility for flexible hours of liquor service
- Create fixed and transparent markup policy for hospitality products sold via BC Liquor Stores
- Increase product selection available on buyABLE
- Allow LP to legally offer table bottle service

LICENSEE RETAIL STORES

ABLE BC is advocating for the following issues on behalf of Licensee Retail Stores in 2017:

- Allow LRS to sell to restaurants, pubs, and other licensees
- Allow LRS to retail recreational cannabis if legalized by the federal government
- Allow LRS to sell and refill growlers
- Increase product selection available on buyABLE
- Improve wholesale pricing system to protect fragile profit margins
- Improve LDB wholesale operations: access to live online inventory visibility and order tracking, improve in-stocks, reduce lead time on spec products, and enhance private sector demand forecasting
- Maintaining the 1 km distance separation and the LRS moratorium

buyABLE: online purchasing portal

buyABLE is ABLE BC's online purchasing portal for private liquor retailers. This web-based platform gives private retailers the group buying power necessary to compete in today's retail climate. ABLE BC members receive free exclusive use of buyABLE. Members use buyABLE to access exclusive product offers, preferred pricing, and profitability costing tools.

Agents and Manufacturers can promote priority brands by posting exclusive offers to private retailers on buyABLE. Save time, effort, and investment and get instant access to over 680 buyers in one centralized location. For more information visit: <https://ablebc.ca/membership/buyable/>.



ABOUT ALLIANCE OF BEVERAGE LICENSEES

The Alliance of Beverage Licensees is the advocacy organization representing British Columbia's private liquor industry. Our membership includes: private liquor retailers, pubs, bars, nightclubs, hotel liquor licensees, as well as various agents, suppliers, and benefit providers.

ABLE BC's primary goal is to help build a thriving and sustainable private liquor industry in BC by advocating for your interests, protecting your investments, and proactively solving industry challenges.

How to join: visit www.ABLEBC.ca and signup for your membership online or contact Danielle Leroux (Manager of Membership and Communications) at 604-688-5560 or danielle@ablebc.ca.