



ADVOCACY WORK
**SUPPORTING
YOU DURING THE
COVID-19 CRISIS**

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ADVOCACY WORK

SUPPORTING YOU

It has now been six months since the global COVID-19 pandemic began wreaking havoc on Canada's economy and disrupting our way of life. We certainly don't need to tell you that BC's hospitality industry was hit first – and hit hardest – by the COVID-19 pandemic.

Since the start of the pandemic, ABLE BC has been working hard every single day to advocate for your interests, protect your businesses, and help ensure the survival of our industry. In the past few months alone, we've helped ensure that liquor retail was declared an "essential service" and secured discounted wholesale pricing for our LP members.

Please read on more for information about our advocacy work during COVID-19.

01

KEEPING YOU INFORMED

Daily and now weekly email updates giving you the information you need to know - in a clear and concise format.

70+ COVID-19 liquor industry updates and 30+ urgent updates sent since March 13.

02

HEARING YOUR CONCERNS

TWO

Virtual
Happy
Hours

EIGHT

Zoom calls to update you on policy changes and get your input on reopening BC's hospitality industry

FOUR

Surveys on the impact of COVID-19 on your business and federal funding programs

03

BEING YOUR VOICE

During the COVID-19 crisis, ABLE BC has been an active participant on multiple committees focused on managing the crisis and reopening the province, including:

- BC COVID-19 Cabinet
- Metro Vancouver Tourism and Hospitality Response and Recovery Task Force
- ABLE BC and BCRFA Patio Committee
- Coalition of BC Businesses
- Vancouver's Hospitality Sector Roundtable
- Business Technical Advisory Panel

We also speak with senior officials at all levels of government on a daily and weekly basis to advocate for your interests and share your concerns.

Please see page 6 and item 10 for a detailed list of policy changes we have advocated for at all levels of government.

04

SUPPORTING THE REOPENING OF OUR INDUSTRY – IN A SAFE AND LOGICAL WAY

- › Worked with Provincial Health Officer and WorkSafeBC to establish sensible reopening guidelines for liquor primaries
- › Working with BCRFA, BC Craft Brewers Guild, Chefs Table Society of BC, and BCWI on a public campaign to build consumer confidence for tasting experiences
- › Worked with Provincial Health Officer to amend public order for liquor and food primaries:
 - Increase the number of events allowed per day at your establishment and extend event hours.
 - Remove 1.2 m height requirement for barriers
- Remove foodservice requirement for liquor primaries to reopen
- Remove 50% capacity limit
- Permit all liquor primaries to reopen
- › Sent urgent letter to government, surveyed members, and called on PHO to consult industry and Premier to intervene when devastating changes were made to food and liquor-serving premises on September 18, including ending liquor sales at 10:00 pm. We are continuing to work with government, so government can implement practical recommendations that will achieve Dr. Henry's stated objectives while balancing the financial realities of our industry.

05

LIQUOR POLICY CHANGES TO SUPPORT YOUR BUSINESSES

A number of policy changes made during the COVID-19 crisis are in direct response to the advocacy work of ABLE BC, the Business Technical Advisory Panel, and our industry partners

- › Temporary authorization for hospitality customers to sell their existing liquor stock
- › Temporary extension of patio and service areas (extended policy deadline to October 31, 2021)
- › Extension of license expiry date for licenses expiring between March 31 and June 30
- › Liquor primaries allowed to reopen for takeaway or delivery – focused on food services
- › Liquor and food primaries can sell alcohol with takeaway and delivery meals (extended policy deadline to March 31, 2021)
- › Temporary extension to liquor store hours (extended policy deadline to January 31, 2021)
- › Authorize delivery services to purchase liquor on behalf of customer (extended policy deadline to January 31, 2021)

06

TOOLS & RESOURCES TO SUPPORT YOUR BUSINESS

- › Liquor Primary reopening best practices
- › Liquor Retailer recommendations for operating during COVID-19
- › Free downloadable signage and templates
- › COVID-19 email updates
- › Connecting you with other free industry resources, checklists, and webinars
- › Discounts with industry suppliers for PPE and other COVID-19 related products and services

07

SECURING A HISTORIC WIN FOR OUR INDUSTRY: HOSPITALITY PRICING

Effective July 20, hospitality customers can now temporarily purchase products at full wholesale price. This policy will remain in place until March 31, 2021, at which time the program will be reviewed.

This is the most important and significant liquor policy change in a generation. The pricing change will help thousands of neighbourhood pubs and restaurants walk

back from the brink of bankruptcy and give them a legitimate chance at surviving the COVID-19 crisis.

ABLE BC estimates that this new pricing structure will reduce the cost of liquor products for pubs and restaurants by up to 20 per cent, which could translate into about five per cent savings that goes directly to their bottom line.

08

COORDINATING WITH INDUSTRY ON THE BUSINESS TECHNICAL ADVISORY PANEL

Throughout the COVID-19 crisis, ABLE BC has continued our work on the Business Technical Advisory Panel. The panel played a significant role in pushing through many of the policy changes discussed in this report.

In June, government released Deloitte's final report on BC LDB Wholesale Operations. BTAP previously received a detailed briefing on the report and also made recommendations on changing the LDB distribution system, based on Deloitte's feedback.

When the PHO announced sweeping changes for food and liquor serving premises on September 8, BTAP sent an urgent letter to government, highlighting the devastating impacts of the changes. Shortly after, BTAP released a press release calling on the Premier to intervene and the PHO to consult with industry. BTAP is continuing to work with government, so they can implement practical recommendations that will achieve Dr. Henry's stated objectives while balancing the financial realities of our industry.

09

ENSURING FEDERAL SUPPORT PROGRAMS WORK FOR YOU

- › Get the liquor and cannabis industries access to BDC loans
- › Submitted detailed recommendations to Canada Emergency Wage Subsidy Consultation, resulting in extension of and positive changes to the program.
- › Connected with Federal Minister of Small Business to underscore issues with Canada Emergency Wage Subsidy and Canada Emergency Response Benefit



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FIGHTING FOR YOUR INTERESTS AND THE LONG-TERM SURVIVAL OF OUR INDUSTRY

AT ALL LEVELS OF GOVERNMENT

10

OTHER POLICY CHANGES WE'VE PUSHED FORWARD

We speak with senior officials at all levels of government on a daily and weekly basis to advocate for your interests and share your concerns.

Here are some of the other issues ABLE BC has played a key role in advocating for and pushing forward - to help ensure the long-term survival of our industry:

MUNICIPAL

- › Worked with dozens of BC municipalities to secure flexible, innovative, and expedited patio permitting
- › Worked with municipalities to delay or defer property tax increases
- › Helped increase capacity at Vancouver liquor primary establishments by fixing outdated occupancy load calculations

FEDERAL

- › Supported the call for comprehensive Federal Paid Sick Leave Program
- › Connected directly with Federal Minister of Small Business, Minister of Finance, and Prime Minister's Office to underscore significant crisis in BC's hospitality industry and urgent need for liquidity and rent support

PROVINCIAL

- › Secured extension of temporary layoffs provisions to August 30, 2020, giving businesses the time they need to restart operations, bring workers back, and help revive our economy
- › Ensured liquor stores were defined as an essential service in BC, preventing their closure during the pandemic
- › Requested a delay to minimum wage increase on June 1
- › Advocated to allow businesses to defer Employer's Health Tax and PST payments

- › ABLE BC and more than 40 sector submissions signed off on a submission to government requesting \$680 million in recovery funds for the tourism and hospitality industry. We also called on the Province to provide recovery funds in the form of working capital grants or low interest/no interest loans to help businesses address liquidity.

On September 17, BC government released its new recovery package. While it stops short of our request, the plan's grants and loans for tourism businesses to address fixed cost expenses, tourism marketing opportunities for regions, and community infrastructure investment for tourism projects will provide much-needed relief in the short-term. A new tourism taskforce has also been formed.