

FDDA Office and Committee Report for Board of Directors – September 2016

Government Relations

Peace Bridge Lease Issue – Update and no decisions required at this time:

- Since the announcement of Peace Bridge Duty Free Store winning the recent RFP bid, the FDDA GR Committee has identified several key actions such as further insight into rental agreements from bid, identifying which recused stores will be re-joining the FDDA, etc.
- ACTION: Peter Brain is drafting a formal letter to Peace Bridge on the FDDA lease GR efforts and our request to know if and when they are rejoining the FDDA.
- GR Minutes reflecting these actions are noted as per the background material for board review.

Conflict of Interest Letter – Windsor Tunnel Duty Free:

Update/Recommendation:

- The Board is still considering who will oversee the conflict of interest situation before beginning the process of investigation.

Sales Statistics Update (FDDA/CBSA) – no actions required:

- Gerry Lee, Peter Brain, Philippe Bachand and Laurie Karson are set to meet with Brent McRoberts on September 14th and will at that time discuss again the future of the sales stats. We understand that CBSA is still reviewing this matter under Antoine Parker's responsibilities at CBSA.

U.S. Canada Pre-Clearance Test Sites – no actions required:

- Laurie Karson has sent a note to David Hurl, in Minister Goodale's office to identify any government consultations on land border as it pertains to US pre-clearance. Have not at this time received a response. It was noted from TSA that Mr. Hurl is responsible for this file. Laurie will follow up.

FDDA Association and Committee Update/Recommendations

Convention 2016 – Toronto Hyatt – Update:

Convention Registration as of Aug.31st:

Operators: 30 registered (11 land border stores, 3 airport/US companies). This = 60% of the forecast/budgeted registration. 10 land boarder, 2 airport stores are pending:

- Reminders have been sent to all operators multiple times in recent weeks.

- The forecast registration for operators included Peninsula and Peace Bridge (6 buyers). It is unknown at this time if they will be attending.
- IGL/Stanhope/de l'Est have not registered yet, which is unusual. Last year they registered 6 buyers representing 3 stores.
- IGL, Peninsula and Peace Bridge represent a total of 5 stores and up to 12 buyer registrations that were included in the forecast/budget. **This is equivalent to approx. \$6k in registration revenue plus loss of hotel room rebates estimated at \$2,500 and risk of penalties for not meeting contractual commitment.**

Suppliers registered: 103= 70% of anticipated registration.

Suites: are sold out. Although 2 supplier companies that reserved a suite have yet to register any delegates (both are aware they missed the early bird)

- Reminders have been sent to all – several have noted they are still trying to confirm how many company reps will attend.
- Distribution Fontaine has reserved 3 suites and will bring 4 delegates (all Fontaine employees).
- DFX has reserved one suite and registered 2 delegates for now (possibly 2 more) .

Trade Floor: 22 booths sold = 50% of target.

- Allison is currently working towards confirming several more suppliers and non-members in booths

Sponsorship: is at 84% of budget (\$196k budgeted).

- Still waiting for \$18k pending confirmation - which will take us to 93% of the targeted sponsorship funds

Members who have not registered – for Discussion

- Ambassador – Mike is “hoping” to attend and will know soon.
- BHT de l'Est/BHT de Stanhope/ IGL – they usually register in early August. Allison spoke to Justin – he noted that they are still reviewing the convention
- Kingsgate/Osoyoos – often late registering. Tried to contact Cam to find out if he is attending
- Peninsula – not currently members/unknown at this time although some suppliers have commented that they are shocked to hear from Chris that they are not attending.
- Peace Bridge – unknown at this time
- North Portal – are not attending this year

Gold Standards Committee Update:

- All Gold Standards Sponsors have been secured and the deadline for submissions is October 3rd, 2016

Communique and Website - Update:

- First soft-launch of new website will be mid-September 2016
- The draft Communique has been presented to the board. We are still waiting for the airport article and several articles have to be approved by supplier's legal teams i.e. JTI.

Next FDFA Board Meeting is being held via teleconference on

Tuesday, October 4th, 2016 at 1:00pm (EST)