

DRAFT MINUTES

FDFA BOARD OF DIRECTORS MEETING, FEB 19, 2019 TELECONFERENCE

Board Members Present: Abe Taqtaq (Chair), Tania Lee, Simon Resch, Philippe Bachand, Cam Bissonnette and Barbara Barrett.

Absent: none

Others Present: Allison Gardner (FDFA), Oumar Dicko (IPA).

Call to Order: Chair called the meeting to order at 1:00pm

Agenda: Meeting agenda was reviewed, no additions requested.

MOVED BY: Philippe Bachand

SECONDED BY: Cam Bissonnette

THAT the January 14/2019 meeting agenda be approved as presented.

No opposition – **CARRIED**

Minutes: Prior meeting minutes were reviewed, no comments/corrections.

MOVED BY: Simon Resch

SECONDED BY: Cameron Bissonnette

THAT the January 14/2019 meeting minutes be approved as presented.

No opposition – **CARRIED**

CBSA Meeting

The Board discussed the CBSA meeting scheduled for April 9th in Ottawa with Doug Band, DG. Abe confirmed he would like to attend this meeting, Philippe will double check his schedule to confirm availability. The Board asked Barbara to draft topics for the meeting agenda for the Board to review, prior to the GR Committee reviewing and approving.

ACTION: Barbara will draft GR topics for CBSA meeting agenda and share with the Board prior to reviewing with GR committee.

Semi-annual Operator Meeting

The dates were reviewed and concerns around reduced time allotted for the operator meeting was discussed. Agenda topics were discussed, and it was noted that we are waiting for CBSA to confirm attendance.

ACTION: Barb to send a draft Semi-annual operator meeting agenda for board review. Registration forms will be sent to the operators this week.

Hill Day

The Hill Day schedule and process was reviewed. Impact will set up meetings, prepare packages for operators, tailored to each location, with schedule, map and MP BIOS. Board requested the package be provided in advance. Talking points for reception will also be provided, however Impact wants to keep it a casual mingling event. It was noted that Marion Gladu sponsored the MP reception.

Committees

The expression of interests list for the committees was reviewed along with the mandates previously determined. It was agreed that the committees will select their Chairs during the first meeting. Barb will establish initial meetings for each committee.

Mandates: The Board added that the Convention and Gold Standards Committees will work to find additional value for top sponsors, i.e. Imperial Tobacco.

The Board struck the committees as provided.

ACTION: Allison update mandates to reflect process of selecting committee Chairs.

GR

Barbara provided an update on meetings with Government, where she is bringing awareness for duty free and advocating for a visitor rebate program (VRP). She is working on a submission for the new tourism committee which should be ready before end of month. Barbara is also in contact with RCC, keeping up momentum of the message. FDFA will have opportunity to review RCC's white paper before it is submitted. Election campaign meetings will start in a few months, opposition leaders will be targeted. They are also revising the Parliamentary Partners Program for board's review before sending to members. Barbara reviewed her visits with MP Nicholson and MPP Gates, at Niagara and Queenston-Lewiston duty frees. More store visits are planned, she noted they are very educational, each store has specific needs.

CFIA: concerns are growing as the Canadian Food Inspection Agencies (CFIA) prepares to update the vodka standards. Concerns there is potential to create/update other flavour standards. Pressing for an exception recognising duty free as an export was discussed.

NEW BUSINESS:

Allison requested the Board provide updated confidentiality/disclosure forms.

GIC investment rates from Windsor Family Credit Union (WFCU) were reviewed and the board discussed the option of a non-redeemable term given the higher rates vs the 1-year cashable GIC. Treasurer recommended the board consider a 2 or 3-year fixed term providing there is an option to redeem early with reasonable penalties.

ACTION: Allison will confirm if non-redeemable GIC's can be redeemed early. If possible, the rates and implications on redeeming 2-year and 3-year non-redeemable GIC early. Allison and Simon will discuss and forward their recommendation, based on the information received, as a motion to the Board with a vote email.

Fuel: A board members asked for board's opinion on exploring diesel fuel sales. Ambassador is selling diesel fuel in their shop

Next Meeting: will be scheduled via teleconference April 9, 2019.

Meeting adjourned at 2:25pm