

Memorandum

To: FDFA Members
From: Barbara Barrett, Executive Director
Subject: Member Update: Data Collection
Date: March 27, 2019

CBSA will be discontinuing collection of key industry data. The change was included in the recent proposed **'Amendments to the Duty Free Regulations'** published in the Canadian Gazette Part 1. The amendments repeal section 17 of the Duty Free Shop Regulations, requiring DFS licensees to provide CBSA with monthly and annual data. This will remove reliable source of key metrics of size and scope of our industry.

There is a continued need for this data as mean to measure success, determine trends in the industry and as an integral part of our advocacy efforts. Governments make decisions in the public interest. If an issue doesn't have a clear public benefit, it has little chance of moving forward. Accurate and relevant data will show the government and stakeholders how duty free stores contribute to the local economy where they operate, to the tourism industry and to the Canadian economy.

The board has retained Oumar Dicko, senior policy advisor and economist at Impact Public Affairs to undertake the industry data collection. Member stores data will not be shared with the FDFA, Impact Public Affairs or a third party. Confidentiality and privacy will be maintained to ensure respective store data is not shared. A secure drive has been created to safely store and protect the stores information.

Please note that Duty Free stores are still required to submit monthly data to the CBSA until the new amendments are fully implemented, which could be as early as this fall. In the meantime, to ensure a smooth transition store operators can send form B117 to Oumar every month, when they send it to the CBSA, starting January 2019.

Gross sales data will be consolidated into East and West region and shared with all the members every 6 months as well as a report containing an analysis along with other key industry statistics (Tourism, Airport duty free data, Canadian travel statistics).

Those members with questions on the data collection process can contact Oumar Dicko at oumar@impactcanada.com or 613-233-8906.

Regards,



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