
2021 EXECUTIVE COMPENSATION BC LIQUOR DISTRIBUTION BRANCH

The Liquor Distribution Branch follows the BC Public Service Compensation policy and guidelines as outlined below:

Compensation Philosophy

The executive compensation approach provides staff with a competitive total compensation package to attract and retain a qualified, diverse and engaged workforce that strives to achieve high levels of performance in delivering government services to the people of B.C. The compensation philosophy outlines the BC Public Service's objectives and guiding principles for compensation for Deputy Ministers, Associate Deputy Ministers and Assistant Deputy Ministers.

Objectives

The objectives of the BC Public Service compensation philosophy are to:

1. Support and retain individuals who demonstrate the BC Public Service leadership expectations, values and competencies needed to achieve the objectives of government.
2. Attract qualified, diverse and high-potential individuals to the BC Public Service.
3. Support a performance-based culture by providing in-range increases to employees to achieve results and exhibit superior performance.

Guiding Principles

The following principles guide the design, implementation and administration of BC Public Service compensation programs:

- Differentiation: Differentiation of salary is supported where there are differences in the scope of the position within a ministry or corporate context, and/or due to superior individual or team contributions.
- Performance: Compensation programs support and promote a performance-based organizational culture.
- Transparent: Compensation programs are designed, managed and communicated in a manner that ensures the program is clearly understood by employees and the public, while at the same time protecting individual personal information.
- Accountable: Compensation decisions are objective and based upon a clear and well documented business rationale that demonstrates the appropriate expenditure of public funds.

Guidelines for Administration

Market Comparators

The BC Public Service has identified the primary competitors for talent as:

1. BC public sector organizations (including Crown corporations, the health sector, the education sector, community social services, regional governments, municipalities, and various other public bodies);
2. Other provincial jurisdictions and the federal government (excluding northern territory jurisdictions); and
3. The private sector.

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Executive Compensation

The province's target position for executive compensation in the public sector market is to be from 3rd to 5th nationally amongst the provincial and federal governments. A determination is made respecting the appropriate ranking based on demographic and labour market trends, and economic variables.

Under the model introduced in 2008, the maximum attainable salary for BC Public Service Deputy Ministers and for Assistant Deputy Ministers is to be third among provinces and the federal government. Base pay for executives included a salary holdback that was tied to leading human resources to corporate outcomes.

In October 2018, holdbacks were discontinued and Executive Salary Ranges were updated; however, the maximum of the executive salary range remains \$299,215 for BC Public Service Deputy Ministers and \$348,600 for the Deputy Minister to the Premier.

The maximum achievable salaries for executives under the framework approved by Cabinet in 2008 was set at 83 per cent of federal equivalent levels, which reflects the recommendation of a 2001 analysis by the consulting firm Watson Wyatt.

Internal Relativity and Differentiation

Base pay is typically set at levels within scope of comparable positions within the BC Public Service. Differentiation of base pay reflects:

- Differences in the scope and responsibility of the work assignment in a corporate context;
- Recruitment and retention pressures;
- Emphasis on specific talent or unique skills that ministries require in order to meet service plan priorities;
- Relative performance in achieving work goals and objectives; and
- Relative experience in leadership roles.

Performance Based In-Range Movement

Performance based in-range movement provides the opportunity for Deputy Ministers to propose increases to their executives' salary over time, based on an annual review of their performance in their position. Performance based in-range increases are not an annual entitlement but are earned by demonstrating good and superior performance during the performance period and in the absence of government expenditure restrictions.

Due to concerns regarding the fiscal context as a result of the COVID-19 pandemic, Deputy Ministers voluntarily declined their performance pay in fiscal year 2019/2020. In addition, the Executive Compensation Guidelines were amended for the 2020/21 performance year to indicate there will be no increases or adjustments paid to executive-level employees for the 2020/21 performance year. This modification was made to reflect the direction from the Minister of Finance where all public sector organizations were directed to implement a compensation freeze for executives.



Leave Provisions

Deputy Ministers and Associate Deputy Ministers receive one additional week of vacation supplementary to the leave entitlements provided to all excluded managers in the BC public service.

Liquor Distribution Branch

Summary Compensation Table at 2021

Name and Position	Salary	Holdback/Bonus/ Incentive Plan Compensation	Benefits	Pension	All Other Compensation (expanded below)	2020/2021 Total Compensation	Previous Two Years Totals Total Compensation	
							2019/2020	2018/2019
Robert Blain Lawson, General Manager & CEO	\$ 205,000	-	\$ 9,775	\$ 20,120	\$ 23,573	\$ 258,468	\$ 258,993	\$ 267,420
Roger Bissoondatt, Chief Financial Officer (CFO)	\$ 155,384	-	\$ 4,404	\$ 15,170	\$ 4,390	\$ 179,348	\$ 182,637	\$ 175,343
Todd Cooper, Executive Director, Wholesale Operations	\$ 18,165	-	\$ 1,357	\$ 1,771	-	\$ 21,293	\$ 180,915	\$ 179,680
Gayle Corah, Executive Director Cannabis Operations	\$ 158,100	-	\$ 8,546	\$ 15,435	-	\$ 182,081	\$ 80,994	
Sairose Fisher, Executive Director, Wholesale Operations	\$ 155,384	-	\$ 8,475	\$ 14,649	\$ 7,444	\$ 185,952		
Michael Procopio, Executive Director, Retail Operations	\$ 155,384	-	\$ 4,404	-	\$ 19,654	\$ 179,442	\$ 174,997	\$ 184,731

Summary Other Compensation Table at 2021

Name and Position	All Other Compensation	Severance	Vacation Payout	Paid Leave	Vehicle / Transportation Allowance	Perquisites / Other Allowances	Other
Robert Blain Lawson, General Manager & CEO	\$ 23,573	-	\$ 23,573	-	-	-	-
Roger Bissoondatt, Chief Financial Officer (CFO)	\$ 4,390	-	\$ 4,390	-	-	-	-
Todd Cooper, Executive Director, Wholesale Operations	-	-	-	-	-	-	-
Gayle Corah, Executive Director Cannabis Operations	-	-	-	-	-	-	-
Sairose Fisher, Executive Director, Wholesale Operations	\$ 7,444	-	\$ 7,444	-	-	-	-
Michael Procopio, Executive Director, Retail Operations	\$ 19,654	-	\$ 19,654	-	-	-	-

Notes

Robert Blain Lawson, General Manager & CEO	General Note: The BC Liquor Distribution Branch provided a 0.065% performance based increase to the maximum annual salary of \$205,000 effective July 1, 2020 for the 2019 performance year. As the executive freeze was implemented on August 31, 2020, the executives of the BC Liquor Distribution Branch will forgo standard performance based increases for the 2020/21 performance year
Roger Bissoondatt, Chief Financial Officer (CFO)	General Note: The BC Liquor Distribution Branch provided a 2% performance based increase effective July 1, 2020 for the 2019 performance year. As the executive freeze was implemented on August 31, 2020, the executives of the BC Liquor Distribution Branch will forgo standard performance based increases for the 2020/21 performance year.
Todd Cooper, Executive Director, Wholesale Operations	General Note: Mr. Todd Cooper retired May 4, 2020.
Gayle Corah, Executive Director Cannabis Operations	General Note: The BC Liquor Distribution Branch provided a 2% performance based increase effective July 1, 2020 for the 2019 performance year. As the executive freeze was implemented on August 31, 2020, the executives of the BC Liquor Distribution Branch will forgo standard performance based increases for the 2020/21 performance year.
Sairose Fisher, Executive Director, Wholesale Operations	General Note: Previously acting in role of Executive Director Wholesale Operations since April 1, 2020. Promoted into role as of Nov 22, 2020. As the executive freeze was implemented on August 31, 2020, the executives at the BC Liquor Distribution Branch will forgo standard performance based increases for the 2020/21 performance year.
Michael Procopio, Executive Director, Retail Operations	General Note: The BC Liquor Distribution Branch provided a 2% performance based increase effective July 1, 2020 for the 2019 performance year. As the executive freeze was implemented on August 31, 2020, the executives of the BC Liquor Distribution Branch will forgo standard performance based increases for the 2020/21 performance year.