
2022 EXECUTIVE COMPENSATION BC LIQUOR DISTRIBUTION BRANCH

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

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 at that time 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. In April 2021, Executive Salary Ranges were adjusted and any executive below the new salary range was brought up to the new minimum. The maximum of the executive salary range is \$311,300.14 for BC Public Service Deputy Ministers and \$362,700.23 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 reflected 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, impact 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.



LIQUOR DISTRIBUTION BRANCH

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. The compensation freeze applies to all members of corporate executive for the 2020/21 performance year which means that performance-based increases were not granted in 2021.

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 2022

| Name and Position | Salary | Holdback/Bonus/ Incentive Plan Compensation | Benefits | Pension | All Other Compensation (expanded below) | 2021/2022 Total Compensation | Previous Two Years Totals Total Compensation | |
|--|------------|---|-----------|-----------|--|------------------------------------|---|------------|
| | | | | | | | 2020/2021 | 2019/2020 |
| Robert Blain Lawson, General Manager & CEO | \$ 205,000 | - | \$ 10,568 | \$ 20,123 | \$ 23,573 | \$ 259,264 | \$ 258,468 | \$ 258,993 |
| Roger Bissoondatt, Chief Financial Officer (CFO) | \$ 155,384 | - | \$ 4,766 | \$ 15,317 | \$ 2,988 | \$ 178,455 | \$ 179,348 | \$ 182,637 |
| Gayle Corah, Executive Director Cannabis Operations | \$ 158,100 | - | \$ 9,240 | \$ 15,520 | \$ 6,709 | \$ 189,569 | \$ 182,081 | \$ 80,994 |
| Sairose Fisher, Executive Director, Wholesale Operations | \$ 155,384 | - | \$ 9,164 | \$ 15,252 | \$ 6,169 | \$ 185,969 | \$ 185,952 | |
| Michael Procopio, Executive Director, Retail Operations | \$ 155,384 | - | \$ 4,766 | - | \$ 16,932 | \$ 177,082 | \$ 179,442 | \$ 174,997 |

Summary Other Compensation Table at 2022

| 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) | \$ 2,988 | - | \$ 2,988 | - | - | - | - |
| Gayle Corah, Executive Director Cannabis Operations | \$ 6,709 | - | \$ 6,709 | - | - | - | - |
| Sairose Fisher, Executive Director, Wholesale Operations | \$ 6,169 | - | \$ 6,169 | - | - | - | - |
| Michael Procopio, Executive Director, Retail Operations | \$ 16,932 | - | \$ 16,932 | - | - | - | - |

Notes

| | |
|--|--|
| Robert Blain Lawson, General Manager & CEO | General Note: This position met criteria for inclusion in the 2020/21 executive compensation freeze, which came into effect on August 31, 2020. As a result, this individual was ineligible to receive a performance-based increase for the 2020/21 performance year. |
| Roger Bissoondatt, Chief Financial Officer (CFO) | General Note: This position met criteria for inclusion in the 2020/21 executive compensation freeze, which came into effect on August 31, 2020. As a result, this individual was ineligible to receive a performance-based increase for the 2020/21 performance year. |
| Gayle Corah, Executive Director Cannabis Operations | General Note: This position met criteria for inclusion in the 2020/21 executive compensation freeze, which came into effect on August 31, 2020. As a result, this individual was ineligible to receive a performance-based increase for the 2020/21 performance year. |
| Sairose Fisher, Executive Director, Wholesale Operations | General Note: This position met criteria for inclusion in the 2020/21 executive compensation freeze, which came into effect on August 31, 2020. As a result, this individual was ineligible to receive a performance-based increase of the 2020/21 performance year. |
| Michael Procopio, Executive Director, Retail Operations | General Note: This position met criteria for inclusion in the 2020/21 executive compensation freeze, which came into effect on August 31, 2020. As a result, this individual was ineligible to receive a performance-based increase for the 2020/21 performance year. |