



ACADIA FIRST NATION

Annual General Meeting

Inventory Department Update

October 18th 2014



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Contents

- Hot beverage update -NEW 2014
- Inventory systems update -NEW 2014
- Communications update -NEW 2014



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- Group vendor negotiations -NEW 2014
- Consulting services for retail stores -NEW 2014



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- NEW! 2014 Medway, Winner's World, Gold Nugget & Gold Reserves
- Vendor supplied fixtures and equipment
 - No cost to AFN
- Opening order included 15 cases of complimentary product for trial
- Vendor funded loyalty program
- Monthly replacement of coffee urns as opposed to store level maintenance
- Ongoing support as needed





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Hot Beverages results September 2014

Sales This Year - \$2,649.86

Sales Last Year- \$626.00

Gross Profit This Year \$1,191.01

Gross Profit Last Year \$327.40

- Next steps – refine assortment and provide additional vendor support to Gold Reserves and Gold Nugget
- Build Lunch business through coffee , snack combo offers





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Inventory systems update

Old registers A610 model - 1995 technology

- Constant break down issues
- Poor data collection due to dial up systems
- Parts no longer made for repair



New registers current 2014 technology

- “PC” based system
- High speed internet connections “real time” data
- User friendly and dependable
- Updatable as new software is made available





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Inventory systems update continued

WE NOW CAN...

- Run “2 for” promotions
- Run “Combo” or bundle promotions
- Run time sensitive discount promotions
- Track discounts for Vendor Payments
- Check inventories instantly as requested
- Have peace of mind with equipment stability
- Provide instant profit analysis as required

Installation schedule

- Winner’s World completed end of June
- Yarmouth Entertainment Center completed end of August
- Gold Reserves and Gold Nugget completed end of September
- Medway scheduled November 17th 2014
- Wildcat date to be determined





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Communications update

- Recently switched Band Office and all Yarmouth businesses to Fibre op lines
- Reduction of Bell Lines to flat \$30 per month rate from an average of \$45 to \$58 per line in ALL Communities
- Elimination of Dial –up and D-Link internet services at band office, Winner’s World and Yarmouth Entertainment Center
- Ongoing Audit to reduce overall communications expense
- Exploring Cloud Computing data back up with Membertou First Nation



Bell Aliant





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Group Negotiations on behalf of stores

- JTI Tobacco negotiations have recently lead to Gold Reserves being added to the volume discount program for Studio cigarettes – Lower retail more gross profit dollars
- Negotiating with PEPSI and COKE to leverage total Acadia First Nation sales volume to gain lower cost prices for stores
- New Vendor – MI'KMAQ BEVERAGES – providing 3 stores plus health and youth centers with lower cost ice and lower 18.9L water cost
 - As such AFN is supporting a growing Mi'kmaw Business
- Ongoing discussions with TRA to manage deep discount group buys for promotional programs in 2015



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Consulting services for retail stores

- Provide ongoing support to stores on recommended retail pricing to maximize gross profit dollars and maintain customer traffic counts
- Where asked will provide multi store price negotiations for common vendors
- Provide insight as to money losing businesses or money losing items with action plans to improve
- Share “WINS” from one store to another



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Most recent retail results from September 2014 (All stores combined results)

Province down 7%
in total retail
tobacco sales
*Stats Can Data

	Sales This Year	Sales Last Year	Dollars change	Percentage change	Gross Profit Dollars This Year	Gross Profit Dollars Last Year	Dollars change	Percentage change
Tobacco	\$428,756.99	\$456,205.34	(\$27,448.35)	-6.40%	\$38,554.52	\$38,122.65	\$431.87	1.13%
general merch	\$35,697.18	\$36,554.17	(\$856.99)	-2.34%	\$9,624.69	\$9,655.22	(\$30.53)	-0.32%
Beverages	\$15,752.61	\$14,955.15	\$797.46	5.33%	\$6,153.21	\$5,648.27	\$504.94	8.94%
Food	\$23,690.29	\$14,352.23	\$9,338.06	65.06%	\$7,737.90	\$6,482.68	\$1,255.22	19.36%
Total retail	\$503,897.07	\$522,066.89	(\$18,169.82)	-3.48%	\$62,070.32	\$59,908.82	\$2,161.50	3.61%

Retail sales were down 3.48 percent verses last year with overall profit improvement of 3.61% or an additional \$2,161 gross profit dollars in a declining tobacco retail economy



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THANK-YOU

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