



The following is a meeting guide for spokespersons meeting with MLAs.

- All industry representatives should begin by thanking MLA for agreeing to meet and each representative should introduce themselves, their business and how many people they employ.
- A representative should then walk MLA through Restaurant Industry 101 leave behind piece. Make the point that restaurants are labour intensive, highly competitive, low margin businesses and that due to the labour intensive nature of our businesses labour cost increases impact our industry more than others.
- Representatives should then provide MLA with a macro overview of the current economic and employment challenges the industry is facing using the challenging times leave behind piece and follow up with individual experiences on the double whammy declining sales and double digit operating cost increases including food cost, liquor costs (due to two 2015 liquor tax increases) and labour cost (due to the 2015 \$1.00 and \$1.50 liquor server wage increases).
- Follow up economic and employment challenges with impacts including increased menu prices and the challenges associated with raising menu prices when sales are already declining, reducing staff hours and/or benefits, reduced hours of operation, poorer service, layoffs, reduced charitable contributions, etc. Point out that most operating costs are fixed and the only control operators have are through menu price and labour cost adjustments. Use backgrounder leave-behind piece to help make the arguments.
- Then discuss our proposed solutions to freeze minimum wage increases until economy improves, maintain the liquor server wage and introduce a new youth wage. Point out that we are not opposed to minimum wage increases based on predictable indicators such as CPI and average wage inflation but cannot afford large artificial minimum wage increases without negatively impacting the very people the increases are intended to help. Representatives should then make the case for both introducing a youth wage and maintaining the liquor server wage. Use the differential leave behind piece to help make the argument.
- At this point engage in an open discussion with MLA addressing any questions they may have on the issue. If not sure of the answer make note of the question and promise to have Restaurants Canada follow up.
- Conclude the meeting by thanking MLA for their time and asking the MLA to raise our concerns and discuss our solutions with Caucus colleagues and government decision makers.