

Revised: March 3, 2010

RURAL AGENCY STORE PROGRAM

Information Package

**Liquor Distribution Branch
2625 Rupert Street
Vancouver, British Columbia V5M 3T5**

The *Rural Agency Store Program Information Package* provides interested parties with information about the Rural Agency Store Program, including the Program's Community and Business Criteria, General Operating Conditions, and *Authorization Terms and Conditions*.

If, after thoroughly reviewing the *Rural Agency Store Program Information Package*, you believe your community meets the Rural Agency Store Program criteria, please provide a written submission to the Senior Manager, Store Operations - Corporate at the address noted below.

The submission should address the following points/questions:

- The driving distance from your business location to the nearest liquor outlet(s), including government liquor stores, rural agency stores, and licensee retail stores.
- Is the community within city limits or municipal boundaries?
- Is there year round all weather road access to the community?
- What is the population of the trading area within 5 kilometres driving distance from the community?
- What business services and facilities exist in the community?
- Can the residents do the majority of their shopping in the community?
- What is the percentage of linear feet of the proposed liquor area? Please provide a breakdown by product category of your store's area product mix (by percentage of linear feet).

Upon receipt of this information, the Liquor Distribution Branch will assess the community for eligibility for a Rural Agency Store.

Thank you for your interest in the Rural Agency Store Program. For more information about the program, please contact Store Operations - Corporate by telephone 604-252-3324 or toll free at 1-866-888-3324, facsimile 604-252-3016, or e-mail: ras@beliquorstores.com.

Store Operations - Corporate
Liquor Distribution Branch
2625 Rupert Street
Vancouver, BC
V5M 3T5

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Section I

Background

BACKGROUND

The LDB established a program where an independently-owned full-service general grocery store may operate a Rural Agency Store (RAS) for the retail sale of liquor (spirits, wine, beer, cider and coolers) in a community that is not currently served by a Government Liquor Store (GLS), Licensee Retail Store (LRS) or Rural Agency Store. Only one Rural Agency Store can operate in a community.

Rural Agency Stores are full-service general grocery stores authorized by the LDB to sell liquor in communities where liquor service is not readily available.

The physical location of a Rural Agency Store must be a minimum of 10 kilometres driving distance from the nearest existing GLS, LRS, or RAS, where access is by all-weather road. Once a Licensee Retail Store application or relocation application has reached the pre-clearance stage of the licensing process, a competing Rural Agency Store application in any stage of the process will be turned down.

A RAS established prior to the 2004 criteria is considered to have “grandparent status”. Grandparent status allows RASs already in existence prior to 2004 to continue to operate, even though they may not meet the current program criteria. The grandparent status applies to the physical location of the RAS. Grandparent status will be terminated if the RAS moves to any other physical location. At the discretion of the General Manager of the LDB, a variance to the grandparent provision related to a relocation may be granted.

The RAS program is expected to deliver good customer service, economic benefits to the community, increased employment, overall broadening of the community's business base and promotion of small business in British Columbia.

The economic viability of a Rural Agency Store operation is secondary to its primary purpose as a full-service general grocery store. The policies and criteria of the Rural Agency Store program are designed to ensure that once a Rural Agency Store is authorized, liquor will be available, but it is not intended to be the core focus of the business.

The community is measured against the established Rural Agency Store criteria, as described below, to determine eligibility. If eligible, community support for a Rural Agency Store is determined in the following way:

- Placement of an advertisement in local newspapers inviting input from members of the community;
- Posting a notice in the proposed business in the area;
- Invitations for input are sent to local interest groups such as nearby First Nation Bands, local government and police.

The Liquor Distribution Branch will not consider written submissions for the establishment of a Rural Agency Store from business operators in other communities that are located within 10 kilometres of a community that is currently in the community input or applicant review stage.

- If there is evidence of community support, and there is no significant opposition to the establishment of a RAS, the Liquor Distribution Branch will provide an application package to potential businesses in the community. If significant opposition to the establishment of a RAS is expressed, the LDB will not proceed with the review further.

- The Liquor Distribution Branch will post an expression of interest in the local newspaper, and interested applicants will have 30 days to submit an application.
- Applications are evaluated against the Rural Agency Store criteria and must meet the minimum store standards as set out for the Rural Agency Store Program, to be considered for a Rural Agency Store.

Persons (Operators) granted an Authorization to operate a Rural Agency Store must comply with all applicable laws or by-laws affecting the Operator's business (see *Authorization Terms and Conditions*). This includes complying with all local zoning bylaws.

No Authorization will be granted until the applicant satisfies the LDB that there is in place the appropriate zoning to sell beverage alcohol from the applicant's designated premises.

A letter from the local municipality or regional district confirming that the applicant's designated premises are in compliance with all local zoning by-laws will be acceptable. If the applicant cannot obtain a letter from the municipality, other evidence of compliance may be acceptable and should be discussed with the Senior Manager, Store Operations - Corporate.

Authorized RAS Operators have access to all products that are available for sale in the province, including wholesale products supplied by the LDB, wine supplied directly by British Columbia wineries and all beer supplied directly by beer suppliers.

Authorized Operators are required to comply with their *RAS Authorization Terms and Conditions* which constitute the operating procedures for a RAS.

Section II

Community and Business Criteria

I. COMMUNITY CRITERIA

The Rural Agency Store program is designed for two types of communities – rural communities and major tourist destination resorts.

Only one Rural Agency Store authorization in a community or tourist resort is permitted.

At the discretion of the General Manager, an exception to the community criteria may be granted in extenuating situations such as waterbound locations.

The Liquor Distribution Branch reserves the right to authorize the establishment of a Rural Agency Store in any community where a Government Liquor Store ceases to operate.

1. Criteria for Rural Communities:

Distance: The proposed location is a minimum of 10 kilometres driving distance from the nearest existing Government Liquor Store, Licensee Retail Store, or Rural Agency Store, where access is by all-weather road. A Rural Agency Store will not be authorized within city limits or within the municipal boundaries of an urban community.

Size: The rural community is too small to warrant the establishment of a Government Liquor Store. The population being served by the trading area is a minimum of 300 persons [except for communities without all weather road access]. The trading area is defined as an area within 5 kilometres driving distance from the community.

Community services: The area must be a bona fide community, as evidenced by the existence of a variety of business services and facilities, such as a church, post office, school or community hall.

Suitable business: There is a suitable business to accommodate a Rural Agency Store, that is an independently-owned full-service general grocery store, which has been in business for at least one year, not associated in any manner with a chain store operation, and that stocks a sufficient quantity and variety of food groups and staples to meet the basic shopping needs of the community.

Community support: The community must support the establishment of a Rural Agency Store.

2. Criteria for Major Tourist Destination Resorts:

Distance: The proposed location is a minimum of 10 kilometres driving distance from the nearest existing Government Liquor Store, Licensee Retail Store or Rural Agency Store, where access is by all weather road. A Rural Agency Store will not be authorized within city limits or within the municipal boundaries of an urban community.

Size: The resort is too small to warrant the establishment of a Government Liquor Store.

Tourist services: The resort must have substantial permanent accommodation for tourists.

Suitable business: There is a suitable business to accommodate a Rural Agency Store; i.e. an independently-owned full service general grocery store, which has been in business for at least one year, whose business is not associated in any manner with a chain store operation, and that stocks a sufficient quantity and variety of the basic food groups and staples to meet the basic shopping needs of the tourist destination resort.

Community support: The community must support the establishment of a Rural Agency Store.

II. BUSINESS ELIGIBILITY CRITERIA

Type of Business

In addition to meeting the community or tourist destination resort criteria, successful Rural Agency Store applicants must demonstrate that their business provides basic shopping services. An independently-owned full-service general grocery store would normally meet this condition, as residents can meet basic shopping needs without travelling outside their community.

A store that only stocks “convenience” type products (chips, pop, chocolate bars, etc.) would not be considered a suitable location for a Rural Agency Store.

Applications will not be accepted from any business presently listed for sale.

The criteria used to determine the suitability of a business for a Rural Agency Store Authorization include:

Groceries and Product Mix

- Dairy products
- Fresh/frozen meat/poultry/fish
- Fruits/Vegetables – fresh/frozen
- Grain products– bread/baked goods/pasta/rice
- Canned goods – soups, vegetables, etc.
- Household staples – flour, sugar, cleaning supplies, toiletries, pet food, etc.
- Frozen products
- Miscellaneous items

Additional Services

- Post office
- Lottery outlet
- Fishing/hunting licenses
- Propane/gas

Store Appearance and Layout

Interior

- Premises clean and well-maintained
- Fully stocked shelves
- Knowledgeable, helpful, courteous staff
- Store layout facilitates access to products
- Store hours posted at entrance
- Proposed area for liquor sales separate from other products sold and visible to customers
- Space and shelving adequate to display a suitable range of liquor products
- Refrigeration units available

Exterior

- Exterior of building in good condition
- Well-maintained/landscaped, free of debris
- Easy access to store
- On site parking

Business Location

- Facilitates one stop shopping
- Centrally located in the community

Section III

Definitions

The following definitions apply to the terms and abbreviations used in this document:

<i>applicant</i>	person, partnership or corporation applying for an Authorization
<i>authorization</i>	an Authorization to operate a Rural Agency Store. An Authorization is personal in nature and cannot be sold, transferred or assigned by the operator
<i>BDL</i>	Brewers Distributor Ltd.
<i>discount</i>	reduction of the purchase price of liquor
<i>display price</i>	the price at which liquor is sold to a customer; the RAS display price being 10% plus or minus the GLS display price plus the 10% Social Services (provincial sales) tax and the 5% Goods and Services Tax
<i>Distribution Centre</i>	Vancouver Distribution Centre or Kamloops Distribution Centre
<i>general manager</i>	the General Manager of the Liquor Distribution Branch
<i>general grocery store</i>	commercial store offering basic food supplies to retail customers
<i>GLS</i>	government liquor store
<i>grandparent status</i>	a RAS established prior to the 2004 criteria is considered to have “grandparent status”. Grandparent status allows RASs already in existence prior to 2004 to continue to operate, even though they may not meet the current program criteria. The grandparent status applies to the physical location of the RAS. Grandparent status will be terminated if the RAS moves to any other physical location
<i>independently-owned</i>	businesses not associated in any manner with a chain store operation (for example, Safeway, IGA, Thrifty Foods, etc.)
<i>LCLB</i>	Liquor Control and Licensing Branch
<i>LDB</i>	Liquor Distribution Branch
<i>licensed establishment</i>	establishment licensed under the <i>Liquor Control and Licensing Act</i> , such as a pub or a restaurant
<i>liquor</i>	beverage alcohol - spirits, wine, beer, cider and coolers
<i>Liquor Control and Licensing Act</i>	<i>Liquor Control and Licensing Act</i> , R.S.B.C. 1996, c.267
<i>Liquor Distribution Act</i>	<i>Liquor Distribution Act</i> , R.S.B.C. 1996, c.268
<i>Licensee Retail Store (LRS)</i>	private liquor store licensed under the <i>Liquor Control and Licensing Act</i>
<i>operator</i>	the individual, partnership or corporation responsible for operating the RAS
<i>physical location of RAS</i>	the street address of the store that the RAS is operating from

<i>product</i>	all product available for sale in the province, including wholesale products supplied by the LDB, wine supplied directly by British Columbia wineries and all beer supplied directly by beer suppliers
<i>relocation</i>	at the discretion of the General Manager, a variance to the grandparent provision related to a relocation may be granted
<i>retail price</i>	in relation to liquor, the price at which liquor of that type is to be sold at a government liquor store but does not include the provincial tax or federal Goods and Services Tax
<i>rural agency store (RAS)</i>	the business of selling liquor in conjunction with an independently owned full service general grocery store
<i>rural community</i>	a community that is 10 kilometres driving distance from the nearest existing GLS, LRS, or RAS, where access is by all weather road; the population being served by the trading area is a minimum of 300 persons (except for communities without all weather road access) and it is too small to warrant the establishment of a GLS; the community typically has a variety of business services and facilities such as a church, post office, school or community hall
<i>signage</i>	any publicly displayed information that is presented in the form of words, symbols and/or pictures
<i>site</i>	legal description of the Operator's physical location
<i>special occasion license (SOL)</i>	authorization permitting the applicant to serve, sell and consume alcohol at a special event, celebration, or community festival
<i>special orders</i>	liquor product orders not sold in GLSs and ordered through LDB permitted channels
<i>store</i>	the building, business, fixtures, machinery, equipment, materials, goods and chattels or part thereof at the site, owned or leased and used by the Operator for the retail sale of liquor as governed by the Authorization Terms and Conditions
<i>supplier</i>	a manufacturer (brewer, vintner or distiller), importer, distributor or bottler of liquor
<i>10 per cent shareholder</i>	a shareholder holding 10 per cent or more of the shares of a corporate applicant
<i>trading area</i>	an area within five kilometres driving distance from the community

Section IV

Rural Agency Store Authorization Terms and Conditions

RAS AUTHORIZATION TERMS AND CONDITIONS

The *Authorization Terms and Conditions* describe the manner in which you (as a RAS operator) must conduct your Rural Agency Store (“RAS”) business. Your signature indicates acknowledgement that you have read, understood, and agreed to comply with the following terms and conditions:

Premises

1. The Authorization Certificate must be publicly displayed at all times in the retail store premises.
2. According to the [Liquor Distribution Act](#), all employees involved in the sale of liquor in the RAS must be at least nineteen (19) years of age (**NO EXCEPTIONS**).
3. Liquor inventory and/or displays cannot be co-mingled with any other products available for sale. The Operator must display liquor products for sale in a separate area of the store premises.
4. According to the [Liquor Distribution Act](#), the Operator's hours of sale of liquor in the RAS must be set between 9:00 a.m. and 11:00 p.m. The RAS may be open for business any day of the year (subject to municipal, regional or district bylaws).
5. RAS operators must comply with all federal, provincial, municipal or regional requirements; the *Liquor Distribution Act* and *Liquor Control and Licensing Act*, including the prohibition against sales to minors or intoxicated persons.

Product Ordering and Payment

6. RAS Operators have access to all products that are available for sale in the province, including wholesale products supplied by the LDB, wine supplied directly by British Columbia wineries and all beer supplied directly by beer suppliers.
7. All products must be paid for prior to taking possession of the product. The method of payment for purchases and order/pickup terms and conditions, and transportation if provided, should be arranged with the LDB supplying store and BDL.
8. RAS operators must purchase liquor at the LDB's established discount from the retail price. An example as to how this discount is calculated is in [Appendix A](#). The discount on RAS sales is ten per cent (10%) of the retail price. The Operator must pay applicable Goods and Services Tax on all purchases after the discount has been calculated.
9. For RAS guidelines on product payment, pick-up and delivery, breakage, returns and refunds, refer to the *Product Ordering Guide for Rural Agency Stores*.

Freight

10. RAS Operators have access to one no-cost liquor delivery per week for products that are supplied by the LDB. RAS operators may opt to pick up their weekly order and a pick-up reimbursement will be issued monthly. Specific details are provided to each RAS Operator. This will not affect the direct beer service you may currently be receiving from BDL or other beer suppliers.
11. The RAS Operator will transport or arrange for the transportation of liquor to the RAS and at his/her sole cost and risk for any deliveries exceeding one delivery per week.

Sale of Product

12. RAS operators may sell liquor to:
 - retail customers;
 - establishments licensed under the *Liquor Control and Licensing Act* ("licensed establishments") with the prior written approval of the LDB;
 - special occasion license holders upon presentation of the license (SOL holders) with the prior written approval of the LDB.
13. All products must be paid for by cash, debit, or credit card prior to the customer taking possession of the product. No other forms of payment are accepted.
14. RAS operators may sell liquor products to retail customers at 10% plus or minus the GLS's display price (includes provincial sales tax and goods and services tax). A RAS price calculator is located under the Resources tab on the Wholesale website at www.ldbwholesale.com. Prices must be posted in a visible location in the RAS.
15. At the operator's option, a chill charge may be added for liquor sold chilled. A reasonable selection of non-chilled product must also be available for sale at all times. The chill charge must be clearly displayed as a separate amount. Provincial sales tax and goods and services tax must be added to a chill charge.
16. RAS operators will be provided with a store specific price change report showing the new product price set by the LDB for each financial period. Price change reports are posted under the Resources tab on the Wholesale website at www.ldbwholesale.com a minimum of ten days prior to the next price change.
17. As per the [Liquor Control and Licensing Branch](#) liquor delivery terms and conditions, RAS operators may deliver any liquor product to their retail customers.
18. RAS operators authorized to sell liquor to licensed establishments must sell at the GLS display price less the 10% provincial sales tax. Each order of liquor sold to a licensed establishment must be recorded on a "Licensee Agency Order Form" and sent to Finance Data Management at the end of each financial period. The RAS Operator must maintain records and other reporting requirements to ensure sales to licensed establishments are properly accounted for.

In addition to the repayment of the discount afforded you, if you sell liquor to a licensed establishment without the prior written consent of the LDB, your RAS Authorization will be suspended for 30 business days (first unauthorized sale) and 60 business days (second unauthorized sale). A third sale to a licensed establishment without prior written permission of the LDB will result in the termination of this Authorization.

19. In accordance with LCLB regulations, any RASs that supply liquor for a SOL event are required to accept returns of any unopened liquor left over after the special occasion ends.

Providing Safe and Responsible Service

20. It is against the law to sell, serve or supply liquor to a minor. It is expected that you and your staff will put in place effective systems to meet this objective. If you or an employee allow a minor to purchase liquor, your RAS Authorization privileges could be jeopardized, and you risk prosecution.
21. When you verify a customer's age, you and your employees must ask for **two** pieces of identification.

The first piece of identification must:

- be issued by a government agency (e.g. a passport or driver's license), and
- include the person's name, signature, birth date and picture.

The second piece must:

- include an imprint of the holder's name (e.g. a credit card or Care Card), and
- include the person's signature and/or picture.

If the person cannot produce two pieces of acceptable identification that proves they are 19 or older, you must refuse them service.

22. You must not let a person who is intoxicated or apparently under the influence of alcohol or drugs enter or remain in your store. You must refuse the person service, have the person removed and see that he or she departs safely.
23. You must not allow violent, quarrelsome, riotous or disorderly conduct or unlawful activities take place in your store. This includes behaviour that might cause a reasonable person to believe his or her safety is threatened.

If you know or suspect that this kind of behaviour has taken place, is currently taking place, or may take place, then you must notify the police immediately.

Empty Containers Deposit and Refund

24. All brands of spirits, wines, beer, cider and coolers are sold in containers where a deposit fee must be charged at the time of sale, as per the regulations of the [Environment Management Act](#).

25. The Operator must refund to customers the deposit fee upon return of any empty containers of products that they sell. Operators are required to accept up to two dozen empties, per customer, per day of the brands of products that they sell. RAS operators must arrange, at their cost, for the delivery/collection and redemption of all other empty liquor containers, to a designated bottle depot or their supplying store if there is no local bottle depot.
26. The LDB compensates RAS operators for the storing and transporting of returned empty wine and spirit containers. RAS operators are reimbursed 10 cents per container (plus GST) based on purchases of wine and spirit containers. This reimbursement is calculated and paid every three financial periods (months) and is based on wine and spirit container purchases for those three financial periods.

Records and Reports

27. The Operator must keep accurate financial records, prepared in accordance with generally accepted accounting principles, relative to the purchase and sale of liquor that are necessary, customary and appropriate for a like-sized retail business. All sales to licensed establishments must be recorded and documented as required by the LDB. Upon request, the Operator must be able to provide financial records to the LDB for inspection or audit to ensure compliance with the Terms and Conditions.
28. The Operator must separate and identify the sales of liquor (including chill charges and empty container refunds) from the other sales of the business. The applicant must describe the method proposed to accomplish this separation.

Enforcement

29. Failure to:
 - (a) comply with these *Authorization Terms and Conditions*, or
 - (b) comply with any general provincial requirements concerning the sale of alcohol, including the sale of alcohol to minors or intoxicated persons, may result in any one or more of the following at the discretion of the General Manager, Liquor Distribution Branch:
 - (i) the LDB may give you reasonable notice to remedy the non-compliance;
 - (ii) the imposition of additional conditions for the operation for your RAS;
 - (iii) the suspension or termination of all or any part of these *Authorization Terms and Conditions*.

Failure to meet any requirement imposed under (i) and (ii) may result in the suspension or termination of your Authorization. Any costs associated with any investigation into compliance with these terms and conditions or any provincial requirements, as reasonably determined by the LDB, will be payable by you.

Advertising

30. As per the [Liquor Control and Licensing Branch](#) liquor advertising rules, the Operator may advertise:

- the name and location of the store;
- hours of sale;
- names of liquor manufacturers or brands;
- liquor prices.

Advertisements may not:

- encourage people to drink liquor or drink irresponsibly;
- show people drinking liquor, or anyone who is either intoxicated or behaving irresponsibly or illegally;
- associate liquor with driving;
- be directed at minors or placed in locations used or visited mostly by minors, such as video arcades and playgrounds;
- depict liquor as:
 - one of life's necessities;
 - key to social acceptance or personal success;
 - central to the enjoyment of an activity;
 - a status symbol.

As indicated in the [Liquor Control and Licensing Branch](#) liquor advertising rules, advertisements may be placed in newspapers, magazines and periodicals, or on television, radio, or the Internet, and published in pamphlets and brochures.

Signage

31. Any signs, including the sign bearing the name of the business, must comply with local by-laws. Signs are considered to be advertisements and must comply with the advertising terms and conditions outlined in the [Liquor Control and Licensing Act](#).

All signs, whether inside or outside the RAS, must be approved by the LDB prior to use.

Authorization - Sale of RAS/Termination

32. The Authorization to sell liquor is personal in nature and cannot be sold, assigned, or transferred by the Operator, either directly or indirectly. A RAS authorization will terminate upon the sale of the business, the change in partners, or the sale of 10 per cent of the shares of any company running the business. The purchaser may be granted a temporary authorization to operate the RAS business upon the completion of the sale of the business.

33. A RAS Authorization will be terminated on the sale of the business conducted from the store premises. The LDB must be advised of any proposed sale as soon as a purchaser has been identified.

34. RAS operators must advise the LDB of any change(s) in their shareholders or partners.
35. Should a RAS Authorization be terminated for any reason, the RAS operator must sell to the LDB all the liquor inventory that the LDB considers in a saleable condition.
36. If a RAS authorization terminates due to the closure of a business, any future requests for the establishment of a RAS in the community will be subject to the RAS criteria applicable at the time. If a GLS or LRS is located in the community, the LDB will not consider a temporary or permanent RAS authorization.

Grandparent Status

37. A RAS established prior to 2004 is considered to have “grandparent status.” Grandparent status allows RASs already in existence prior to 2004 to continue to operate, even though they may not meet the current program criteria. The grandparent status applies to the physical location of the RAS. Grandparent status will be terminated if the RAS moves to any other physical location. At the discretion of the General Manager of the LDB, a variance to the grandparent provision related to a relocation may be granted.

General

38. These *Authorization Terms and Conditions* do not create a partnership or joint venture with the LDB. The LDB is:
 - limited to acting as a supplier of liquor, and
 - responsible for establishing these Terms and Conditions and ensuring compliance with the Terms and Conditions, and is
 - responsible for ensuring the public interest is served.

I acknowledge that I fully understand the responsibilities and obligations with respect to the operation of the Rural Agency Store and agree to abide by these terms and conditions.

AGREED TO on this _____ day of _____ 20____, by the

Applicant (person, partnership, corporation in
whose name the authorization is to be issued)

(please print)

Signature (authorized signatory of
company)

Applicant (person, partnership, corporation in
whose name the authorization is to be issued)

(please print)

Signature (authorized signatory of
company)

Applicant (person, partnership, corporation in
whose name the authorization is to be issued)

(please print)

Signature (authorized signatory of
company)

Business Name: _____

Business Address: _____

For Example Only - Do Not Complete

Appendix A - Revised

Rural Agency Store Discount

The LDB display price (selling price in BC Liquor Stores) includes GST and SST. The Rural Agency Store discount removes the provincial sales tax (10%) and allows RASs to purchase liquor products at a 10% discount from the LDB retail price (excluding GST and SST). The Operator must pay applicable GST on all purchases after the discount has been calculated. SST is remitted directly by the RAS.

RAS Factors based on 5 percent GST are calculated as follows:

	RAS current pricing	RAS minimum pricing (less 10%)	RAS maximum pricing (plus 10%)
Display Price (includes GST & SST)	\$ 230.00	\$ 207.00	\$ 253.00
Retail Price (excludes GST & SST)	\$ 200.00	\$ 200.00	\$ 200.00
Less: Purchase Discount	<u>(20.00)</u>	<u>(20.00)</u>	<u>(20.00)</u>
Subtotal	\$ 180.00	\$ 180.00	\$ 180.00
Add 5% GST	<u>\$ 9.00</u>	<u>\$ 9.00</u>	<u>\$ 9.00</u>
Total Amount Paid	\$ 189.00	\$ 189.00	\$ 189.00
Reduction from display price (display less amount paid)	\$ 41.00	\$ 18.00	\$ 64.00
Discount factor	17.826%		
GST Factor	3.913%		

- \$230.00 **Display price** x 17.826% = \$41.00. **Display price** \$230.00 - \$41.00 = \$189.00 **to pay the LDB (product cost and GST).**
- The empty container deposit is applied to the price of the product after the discount factor and after taxes have been calculated.