



*working with food & beverage sector since 1947, 1560 businesses, 26,300 jobs, \$1.3 billion sales*

Good Day Juanita,

May 8, 2020

I am writing to you on behalf of the members of the Restaurant Association of Nova Scotia (RANS). We would like to communicate an issue to the municipal units for consideration and action. The restaurant sector is arguably the sector that will be the most impacted by the pandemic, with over 3,000 food licences and 36,000 employees across Nova Scotia. The footprint of restaurants reflects that of the density of population across the province.

The *new normal* will be considerably different from our past reality prior to Covid-19. RANS is looking at every opportunity to partner and generate new ideas/methods of serving customers. In parts of the world where businesses (including restaurants) can open there are a variety of new concepts to help maintain a portion of the customer base. Most of our traditional markets will be gone for the season. The visitor market may reach 25% of last year's numbers if travel restrictions are lifted early enough. With all this in mind, we need to concentrate on our home marketplace to sustain our economy in 2020.

We want to create more opportunities for restaurants to extend to the outdoors, as getting outside allows for healthy options and customer service. It will offer more confidence for consumers and create foot traffic that will be effective for other retail operations. We are asking municipalities to do as much as they can to support this endeavour. Some examples are:

- extend sidewalks to be used as patios
- allow patios space even where there are no sidewalks
- lift any fees or costs for installation of patios
- use of alleyways and driveways
- restrict two-way roads to one way
- close certain streets where possible for the summer/fall months
- close streets certain times of days to create pedestrian walkways
- open water side boardwalks for food service



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There are not many options available to municipal units to develop assistance programs like the other levels of government. However, their collective actions at their local level can be a strong catalyst to assist the food and beverage operators (as well as be a stimulus for other sectors).

As a follow-up to this request, once the industry opens we will be doing a Dine Around program for restaurants across Nova Scotia and a Dine & Stay program to promote consumers/foodies to travel to different parts of the province, all while eating and staying at local accommodations.

As we emerge from the current closure, we look forward to your support, as well as that from the Nova Scotia Federation of Municipalities.

If you have any questions or if our association can assist in any manner, please don't hesitate to reach out to our office. Stay healthy!

Best Regards,

A handwritten signature in blue ink, appearing to read "Gordon Stewart", is written over a horizontal line.

Gordon Stewart  
Executive Director  
Restaurant Association of Nova Scotia