



## Restaurant Association of Nova Scotia

*Working with the food & beverage sector since 1947*

*1560 businesses - 26, 300 jobs - \$1.3 billion sales*

Visit our Website

## UPDATES

### **New Business Insurance Survey - Share Your Feedback!**

In follow up to our Fall 2020 Business Insurance Survey, [TIANS](#) is now conducting a follow-up survey.

We are continuing to hear from operators concerned with commercial insurance access, premium increases and limited liability coverage. Insurance is a fundamental element in the industry's ability to build back stronger post-pandemic.

In order to support our advocacy work on this important issue, we would ask you to please complete this updated, confidential survey regarding your experience over the past year with insurance for your operation.

The Survey will remain open until Thursday, February 11th - Please take a few minutes to provide input.

Click this link to go to the survey questions: <https://www.surveymonkey.com/r/KQL9XLZ>

<https://www.facebook.com/pg/voiceoftourism/posts/>

### **On behalf of Devonian Coast**

I am delighted to announce that Heather Nantes has joined the Devonian Coast Wineries team as General Sales Manager, all channels.

Heather comes with over a decade of beverage alcohol experience in key account sales and trade marketing, beginning in Ontario and Western Canada with Labatt, Molson Coors and Diageo (Breakthru Beverage Canada). She then moved back to Atlantic Canada as key account manager for World Wide Brands (import wine) and category manager for Harvest Wines. Heather is well versed as a wine professional with a level 2 WSET award in wines and is finishing her CAPS sommelier designation. Heather is a graduate of Gerald Schwartz School of Business (StFX) and International Business Studies in Lyon France. She is also a passionate Nova Scotia wine lover and promoter.

We are excited to have Heather on our team and feel that our customers, consumers and the industry as a whole will benefit from her market insight driven approach to the wine world.

Please join me in welcoming Heather Nantes to Devonian Coast Wineries and to the Nova Scotia Wine industry.

---

## Update WCB

There was update on MyAccount WCB (Workers Compensation Board which may impact on you. Please see below for details:

**COVID-19 – Updates:** <https://www.wcb.ns.ca/covid19.aspx>

**COVID-19 – Resources:** <http://www.worksafeforlife.ca/COVID19>

· The information displayed on the costs report generated from the “My History” tab in MyAccount is now accurate. Previously, these costs were not displaying correctly for some employers.

· The Messages tab in MyAccount will now display the most recent secure message at the top of the screen, with the correct date of receipt and most recent information in the preview. Previously, users had to click the message to see updated information. This will be impactful for employers who receive a high volume of messages.

---

## SUPPORTS & RESOURCES



### Common Restaurant Mistakes and How to Fix Them

Click [here](#) for more details.

---

### Employment Opportunities

Looking to post a job opportunity? Check out NSCC's link [here](#).

**WE'RE  
HIRING!**

---

### Subject: Safety Bulletin for Restaurant owners

Dear colleagues,

The Safety Branch of the Department of Labour and Advanced Education would like to inform restaurants owners on the safe use of patio heaters and open-flame appliances. Diligently following safety guidelines will help everyone enjoy outdoor dining while avoiding potential dangers such as carbon monoxide poisoning and fire.

There are important steps and precautions restaurant owners need to take when they use

patio heater and open flame appliances. Attached you will find a Safety Bulletin on Outdoor Patio Heater: DO'S and DON'TS.

More details [here](#).

---

## STATS, TRENDS, INFO

### **PARKS CANADA AGENCY REQUEST FOR PROPOSALS MOBILE FOOD AND BEVERAGE TRUCK VENDOR AT INGONISH BEACH DAY USE AREA CAPE BRETON HIGHLANDS NATIONAL PARK**

Parks Canada is inviting proposals for the provision of a Mobile Food and Beverage Truck Vendor at Ingonish Beach Day Use Area located within Cape Breton Highlands National Park, Nova Scotia, Canada.

Parks Canada will enter into a Licence of Occupation with the successful proponent for the provision of a mobile food and beverage truck vendor to the local and visiting public at Cape Breton Highlands National Park for one (1) operating season commencing in June 2021.

Documents may be obtained from the following location:

Laura Strong - Realty Advisor  
Telephone: (902) 943-3851  
Email: [Laura.Strong@canada.ca](mailto:Laura.Strong@canada.ca)

Sealed proposals marked "Solicitation Number: PCA-2021-02-CBHNP" will be accepted at the address noted in the Request for Proposal documents. Proposals must be received on or before 2:00 p.m. Atlantic Daylight Saving Time on Wednesday, April 7, 2021.

No proposal shall be considered unless it is accompanied by the required documents as stated in the RFP and received by the date and time specified above. Proposals received after the specified date and time will be returned unopened.

The highest or any proposal shall not necessarily be accepted.

---

### **Kitchen Rentals**

Are a restaurant owner in NS that periodically rents your kitchen space? If so, we are interested in compiling a list of establishments that may offer this. We often get requests from individuals looking for a shared commercial kitchen to help them launch their business.

If you are willing to rent your kitchen, we would love to hear from you. You can contact [natasha@rans.ca](mailto:natasha@rans.ca)

---

## PRODUCTS & SERVICES

### **Loans of Up to \$250,000 for Businesses Across All Industries Affected by COVID-19**

Accord Small Business Finance is pleased to announce [AccordExpress](#) – a lending solution designed to provide entrepreneurs with cash flow to maintain operations through the pandemic period. Supported by the [Business Credit Availability Program \(BCAP\)](#).

## Apply Online in 20 minutes or less! Loans from \$20,000 to \$250,000

Check out our AccordExpress explainer video: <https://www.youtube.com/watch?v=r1K6IVGZzdc>

### **HOW IT WORKS**

Our lending program has the following features:

- Loans from \$20,000 to \$250,000
- Online application process tailored to small business owners
- Funding in 3 business days or less
- Terms of either 36 or 48 months
- Interest payments for the first six months deducted from loan proceeds, meaning you have no cash outflow for payments until the 7th month
- Loans may be repaid early at any time without any penalty whatsoever.

### **USE OF FUNDS**

**Loan proceeds may be used for:**

- Business expenses including payroll, rent, inventory, operational expenses, financing accounts receivable, and making regularly scheduled debt payments such as bank loans, equipment loans, equipment leases, etc.
- Equipment required to adjust your operations to operate in compliance with COVID-19 health and safety regulations or to mitigate other COVID-19 effects on your business.

**Loan proceeds may NOT be used for:**

- Paying off or refinancing existing indebtedness – these loans are for working capital purposes.
- Paying staff or management bonuses, repaying shareholder loans, or to pay dividends.

Check out our [FAQ's](#) about AccordExpress

Visit [www.accordsmallbusinessfinance.ca](http://www.accordsmallbusinessfinance.ca) to learn more or access our [LIVE CHAT](#) and connect with our AccordExpress staff (not bots) from **MONDAY to FRIDAY 8:30 AM - 4:30 PM PST**

Click [HERE](#) to **APPLY NOW!**

[Accord Small Business Finance](#) is a subsidiary of [Accord Financial](#). We have been in the lending industry in Canada for over 40 years and we're a TSX-listed company (symbol: ACD)

---

### **Training Program**

The [Food Processing Skills Canada](#) has a new workforce training program called **Skills Training Atlantic Canada** that we will be delivering in Atlantic Canada (Only in NL, PE, NS and NB) for food and beverage manufacturers. It equates to \$25,000 per participant. The program is geared towards processors, but we are extending it to other food sectors if they are interested. For example we have a renewable energy company in New Brunswick who has registered.

This program, [Skills Training Atlantic Canada](#) (STAC) has received funding from the [Future Skills Centre](#). The program is a pilot and will provide online technical and social emotional training for up to 20 employees per company in the following categories - supervisors, frontline workers, and new hires & seasonal workers.

We are starting with Supervisors and the program is scheduled to start towards the end of March 2021.

The following is some information about the program. I think this program would be beneficial for the Restaurant Association of Nova Scotia (RANS) members. If any of them

are interested, they can register their company/farm for the program by going to this site - <https://stac-fpsc.com/apply>. When they register, they are registering the company/farm and then the next step will be to identify supervisors who would be interested, and they would register separately. When one of your members register, I will be alerted and then, I will initiate the next steps!

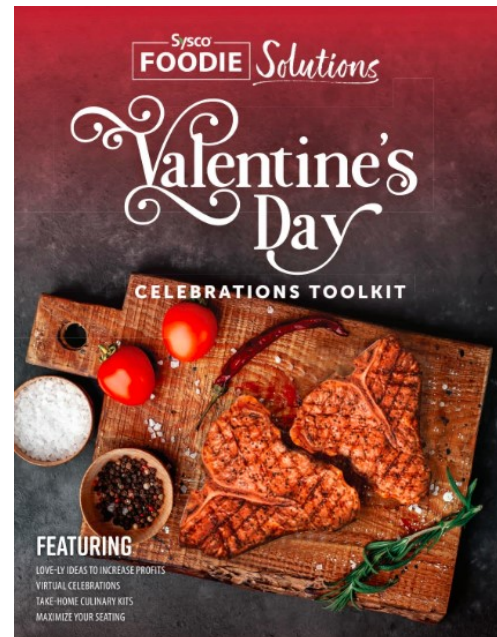
Here is the website: <https://stac-fpsc.com/>

---

## Celebrations Toolkit

Click [here](#) to flip through the full toolkit.

Brought to you by [Sysco](#).



**Corporate Websites**

Mobile Apps Development - SEO - Web Hosting

Project Management

[www.codoholics.ca](http://www.codoholics.ca)  
902-495-6143  
[info@codoholics.ca](mailto:info@codoholics.ca)

CONSULTING . EXPLAINER VIDEOS . INTERNET MARKETING . SEO . WEB HOSTING . WEB DEVELOPMENT . E-COMMERCE . MOBILE APPS

We want to hear about your IT needs. Please take a moment to complete this survey to help us better understand what we can offer our members in terms of IT support.

[SURVEY](#)

---

## Winemaker's Tavern For Sale

An exciting opportunity to own a popular restaurant, winery, café, and events facility in the

heart of the Annapolis Valley. Currently specializing in fruit wine and mead, Beaver Creek Winery is situated on 88 acres of land in Lawrencetown, NS. The property includes a fully-restored Victorian residence, a 25'x80' wedding barn, a wine and craft beer production facility, café, gift shop, and commercial and catering kitchens. Located on the nearby Evangeline Trail, the Winemaker's Tavern would make an excellent tandem business. Backing on the Annapolis River, and fully-renovated over 2018-2019, the tavern has a loyal, built-in customer base. These are well-maintained, turn-key businesses with endless opportunity for growth and revenue expansion.

Email [Brady.crewe@fullcirclerealty.ca](mailto:Brady.crewe@fullcirclerealty.ca) or 902-476-9934 for more details.

## MEET OUR BENEFIT SUPPLIERS

We are able to offer our members a wide range of services and support thanks to our benefit suppliers:

- Preferred credit card rates [SONA](#)
- Print and design [KKP](#)
- Financial services [Stream Financial](#)
- Business & general insurance [Gateway](#)
- Home & auto insurance [MyGroup](#)
- Group benefits: health/medical [SBW](#)
- Glassware [Jymline Glassware Ltd](#)
- Advertising discount [SaltWire Network](#)
- Point of sales systems [Pineapple Bytes](#)
- Pest and wildlife control [Orkin](#)
- Draught system design & installation [BeerTech](#)
- Expertise in IT solutions [Codoholics Consulting Inc.](#)

If you are currently a member of RANS or would like to become a member and access the discounts, rates, and services provided; please contact [natasha@rans.ca](mailto:natasha@rans.ca) or 902-429-5343 ext 1.

## OUR SPONSORS



## NSLC PROMOTIONS

**Our Promotions - January 4 - February 21, 2021 (P8)**

[Licensee Only Offers](#)  
[Limited Time Offers](#)  
[Air Miles® Offers](#)  
[Sales Events](#)

# SUBMISSIONS

We are in search of Business Bite submissions from our members! If you have an event, new product/service, or interesting trends/stats to add to one of the newsletters and/or our social media, please send to [natasha@rans.ca](mailto:natasha@rans.ca).

We are excited to see them!

