



Restaurant Association of Nova Scotia

Working with the food & beverage sector since 1947

3400 businesses - 26,300 jobs - \$1.3 billion sales

Visit our Website

Celebrating African History Month

This February *and beyond*, we celebrate Black history and Black futures. The 2023 provincial theme “Seas of Struggle – African Peoples from Shore to Shore” honours the resilience, strength, and determination of people of African Descent. This month is also about joy and celebrating the impact of Black Nova Scotians and People of African Descent across Mi'kmaki and what we now call Canada. Whether through art, athletics, advocacy, media, community impact, etc. - these invaluable contributions have helped pave the way, enriching our world.

By recognizing and celebrating African History Month, we can continue meaningful conversations and action to balance inequities, combat anti-Black racism, decolonize our spaces, and build just futures.

As we move *beyond* February: What's one action that you will commit to taking toward a just, equitable Nova Scotia?

(Adapted from Impact Organizations of Nova Scotia)

Black Future Cupcakes

Designs submitted by the students of [Nelson Whynder Elementary](#) in North Preston.





The Final Products!

Delectable Desserts created six Black Future Cupcake designs, which they have sold throughout the month to support Black Youth in the city. The cupcakes are available until March 10th, so don't forget to pick yours up today! Click [here](#) to order yours now!



UPDATES

Help Support the Staff of The Stubborn Goat Gastro Pub

The Stubborn Goat was damaged in a fire on January 30th. **Durty Nelly's** invites you to join them on **March 19th** for a fundraising event in support of the staff of the Stubborn Goat! Fundraiser will be open all day!



Budgeting Information

Power Rate Increases

Be prepared to brace your restaurant/bar for the new power rate increases. The Public Utilities Board approved a rate increase for NS Power for 6.9% for 2023 and 6.9% for 2024.

General Inflation

Inflation in Nova Scotia is 6.9%, versus national average 5.9%.

Over the last 12 months food prices up 10% & gasoline was up 6.9%.4

Item Count Changes over the Last Year

Nonalcohol Beverage +7.3%

Dessert +6.5%

Add-On +5.4%

Appetizer +5.2%

Entree +4.2%

Side +2.5%

Senior Menu +0.6%

Kids Menu -2.2%

Grow Your Business: Online Grant - Now Available!

The Grow Your Business Online grant helps small businesses across Atlantic Canada take advantage of e-commerce opportunities. Eligible businesses will receive a micro-grant of up to \$2,400 to help with the costs related to adopting digital technologies. They will also support a network of e-commerce advisors who will advise and help small businesses adopt e-commerce.

For more details and to apply: [Grow Your Business Online](#)

Let us support your business!

Did you know that **RANS** is on *social media*? If you are hosting an event, highlighting menu items, or generally promoting all the great things happening in your restaurant, remember to let us know! *We would love to help you spread the word*. Click on any of the following icons to connect with us.



Not on social media? Not a problem! Email heather@rans.ca if you want to put something out there.

Winter Health Reminders for Restaurants

As we all know Covid-19 had an **enormous impact on our sector** and forced our industry to **make changes in how we operate**. That impact continues today and what we have learned the most is **be prepared & have a plan of action** in case something does happen that could impact staffing levels or consumer confidence.

Three health issues we need to monitor this winter season

(1) Covid

(2) Flu

(3) RSV (Respiratory Syncytial Virus)

FAQ from Doctor Strang

Q: *What is the **waiting period** to return to work when experiencing symptoms of illness?*

A: Whether it's a cold, flu, or covid, a person experiencing acute symptoms (fever, chills, headache, etc.) should **stay home until symptoms subside**. Once they feel better and return to work, it is suggested that they **wear a mask for first 2-3 days** back. Even if they have covid, the waiting period is the same as above. Return once symptoms subside. Click [here](#) for instruction on testing for covid.

Q: *Is it still advisable for staff to wear masks?*

A: Yes, still advisable

Q: *Is there a number of cases that would trigger a change of masking policy?*

A: Not likely because it's not just about the number of cases. There would need to be a substantial change in the virus where we no longer had vaccine protection before we'd return to regulations we had in 2020-21. Hopefully we don't see that again.

Q: *With all these **new COVID variants**, will the **current test kits reveal** a positive result or are new tests being developed?*

A: While most experts say the *current rapid tests for COVID-19 remain an adequate tool* to detect the virus, the **World Health Organization** says the effectiveness of current tests *to detect newer variants are being reviewed*. "There is some variation in terms of the quality of the different (tests) that are on the market. So it does depend ... but this is something that we are looking at," said Dr. Maria Van Kerkhove, WHO's technical lead for the COVID-19 response.

What can people do to reduce the spread of illness this season?

1. Stay home when sick
2. Only return to work when symptoms have subsided and wear a masks for about 2-3 days
3. Restaurant servers – suggestion is that they wear masks
4. Wash hands
5. Stay on top of vaccines

STATS, TRENDS, INFO

Articles of Interest

Food safety remains top of mind in 2023





Food safety will continue to be a priority in 2023 as organizations that work with fresh fruits and vegetables strive to ensure that only healthful, wholesome products end up on supermarket shelves and in restaurants and foodservice establishments. Read the full article [here](#).







What can the data tell us about Black Canadians and the Labour market?

The LMIC (Labour Market Information Council) has conducted a three part series about this history of Black labor in Canada, and the current trends of the labour market. Check out the full article [here](#).

The employment rate of Black people of all ages is lower than in the rest of the population.

-  For those of working age (25-64 years old), the overall unemployment rate was 10.1% for the Black population compared to the Canadian average of 6.4% for the same cohort.
-  Black youth (15-24 years old) had a higher unemployment rate (24.3%) compared to the Canadian youth average (15.5%).
-  In 2016, the employment rate was 78.1% for Black men and 71.0% for Black women, compared with 82.6% and 75.5%, respectively, for their counterparts in the rest of the population.
-  The employment rate gap grew significantly during the COVID-19 pandemic. In July of 2021, the unemployment rate for Black Canadians was 16.8%, while the national average was 11.2%.

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From Employment and Social Development Canada

Atlantic Region Labour Market Brief - read it [here](#)

In the News (Atlantic Region) - read it [here](#)

Call for Nominations for Order of Nova Scotia

Nova Scotians are encouraged to nominate community members who have made outstanding contributions for the Order of Nova Scotia. Read the full news release [here](#).

Grab-and-Go

*"I often purchase grab-and-go items from restaurants
or other food service locations"*

Age 18-34 **19%**

Age 35+ **15%**

A 2023 survey conducted by [Technomic Inc.](#) highlights the following reasons why customers are turning to grab-and-go items:

Why are Grab-and-Go items important to consumers?



- Ordering carryout or delivery is convenient/saves me time
- More convenient amenities for carryout/delivery now than before
- I have less time to cook my own meals
- Delivery direct from restaurant is more widely available
- It's a good value for my money



Nova Scotia Loyal

No matter where you live in Nova Scotia – or how long you've lived here – we can all be proud to call this province home. And we have a lot to be proud of – our food, our culture, our diversity, our innovation, our vibrant communities, our people. The Department of Economic Development is leading the development and implementation of Nova Scotia Loyal. It is intended to be a buy local program like no other that will include a compelling call to action, be highly visible, and supported by a rewards program for consumers.

For more information, follow:

Instagram – NovaScotia.Loyal

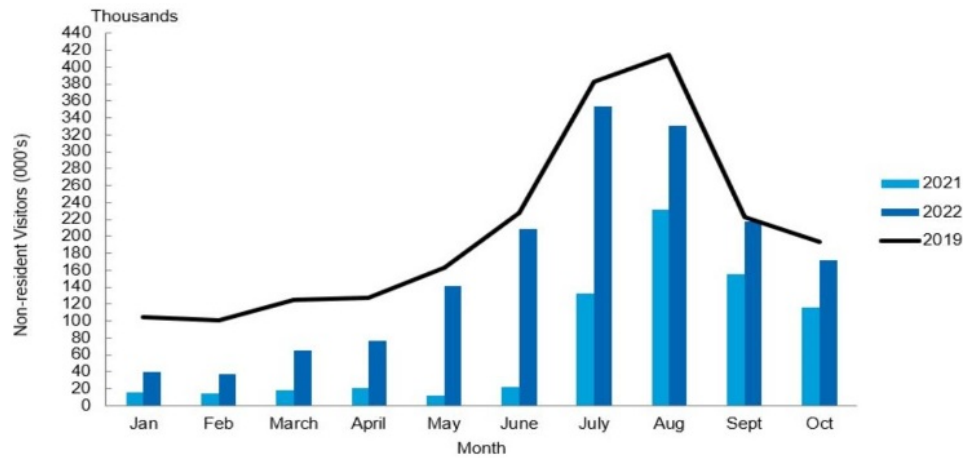
Twitter – @NovaScotiaLoyal

Facebook – @NovaScotiaLoyal

Snapshots

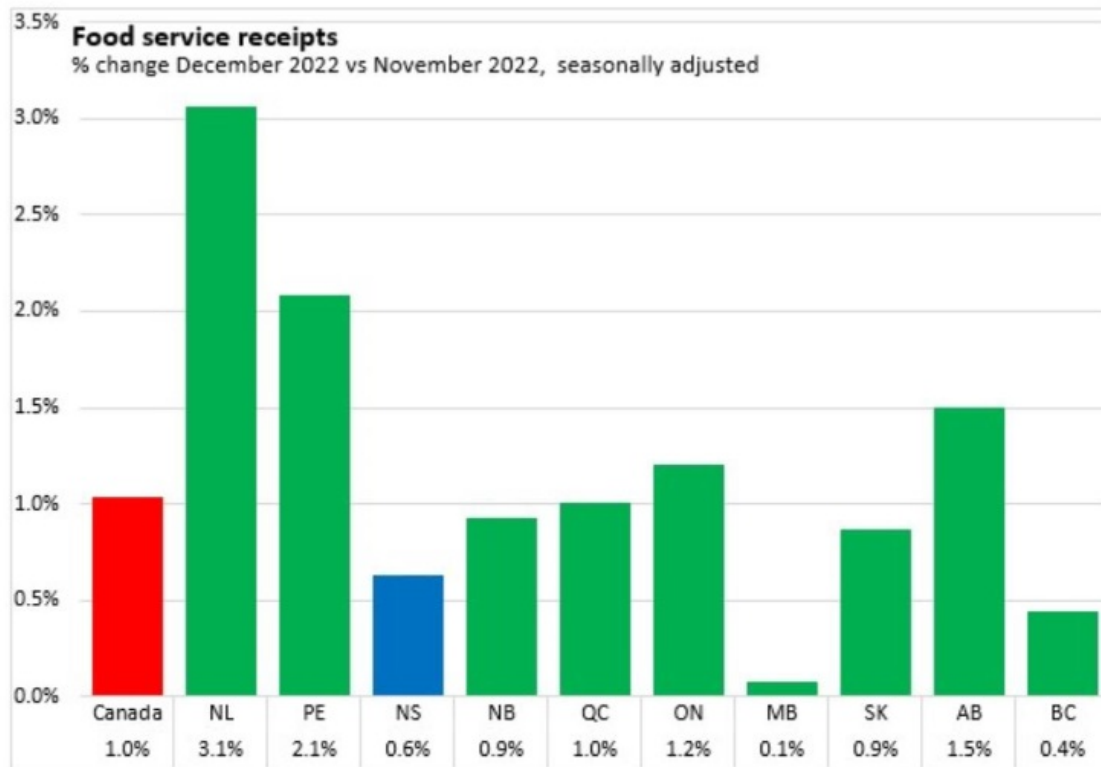
Visitors to Nova Scotia, as compiled over a three-year period

Snapshot of Visitation to NS



Month-over-Month (December 2022 vs November 2022, seasonally adjusted)

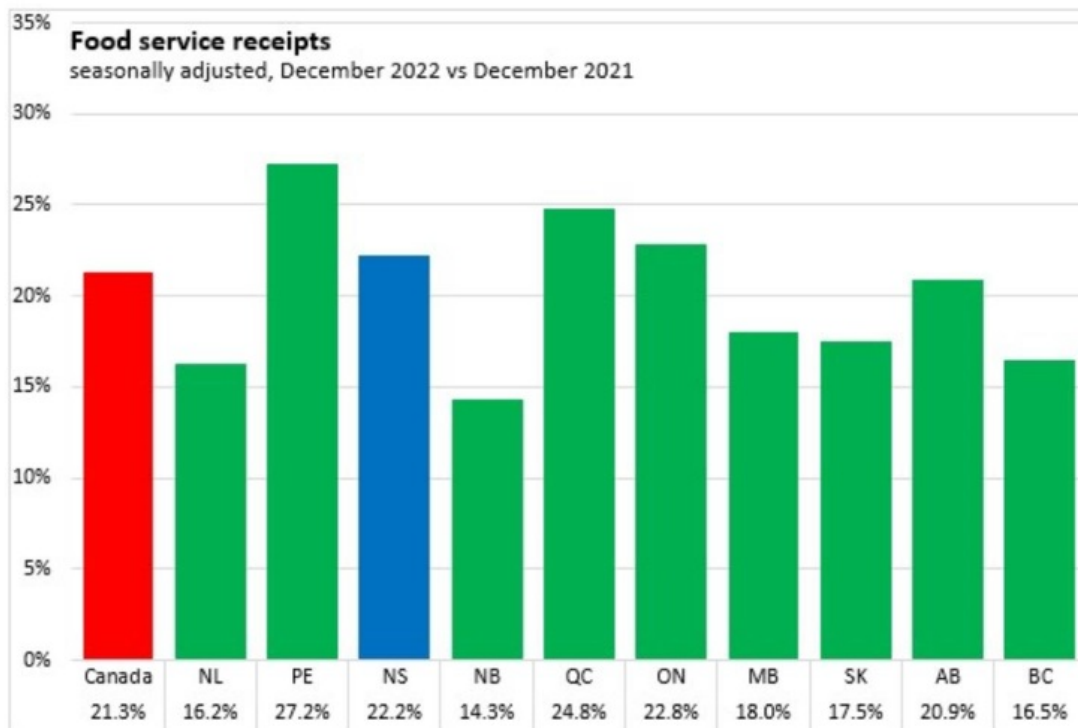
Nova Scotia food services and drinking places receipts increased 0.6% to \$172.5 million. Canada's food services and drinking places receipts increased 1.0% to \$7.3 billion. All provinces reported monthly increases in receipts for food services and drinking places, with Newfoundland and Labrador reporting the largest gain and Manitoba recording the smallest gain.



Year-over-year (December 2022 vs December 2021)

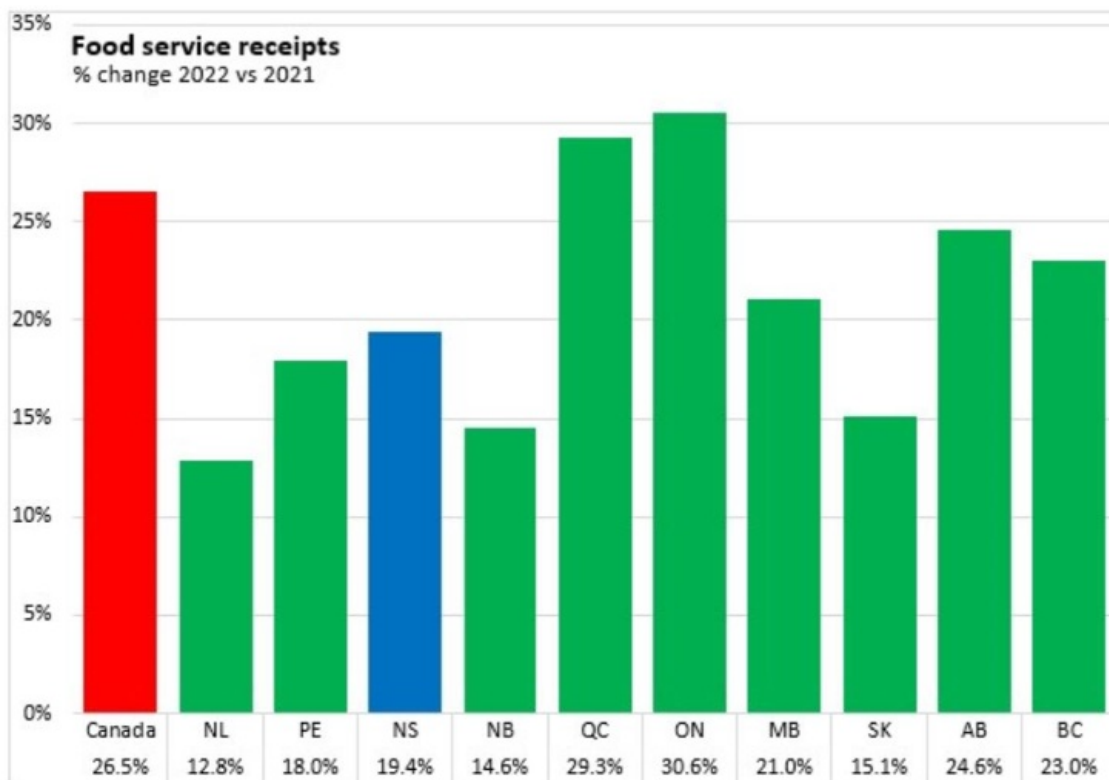
Nova Scotia food services and drinking places receipts increased 22.2%. Canada's food

services and drinking places receipts increased 21.3%. All provinces reported year-over-year increases in food services and drinking place receipts, with Prince Edward Island and Quebec reporting the largest gains. New Brunswick reported the smallest gain.



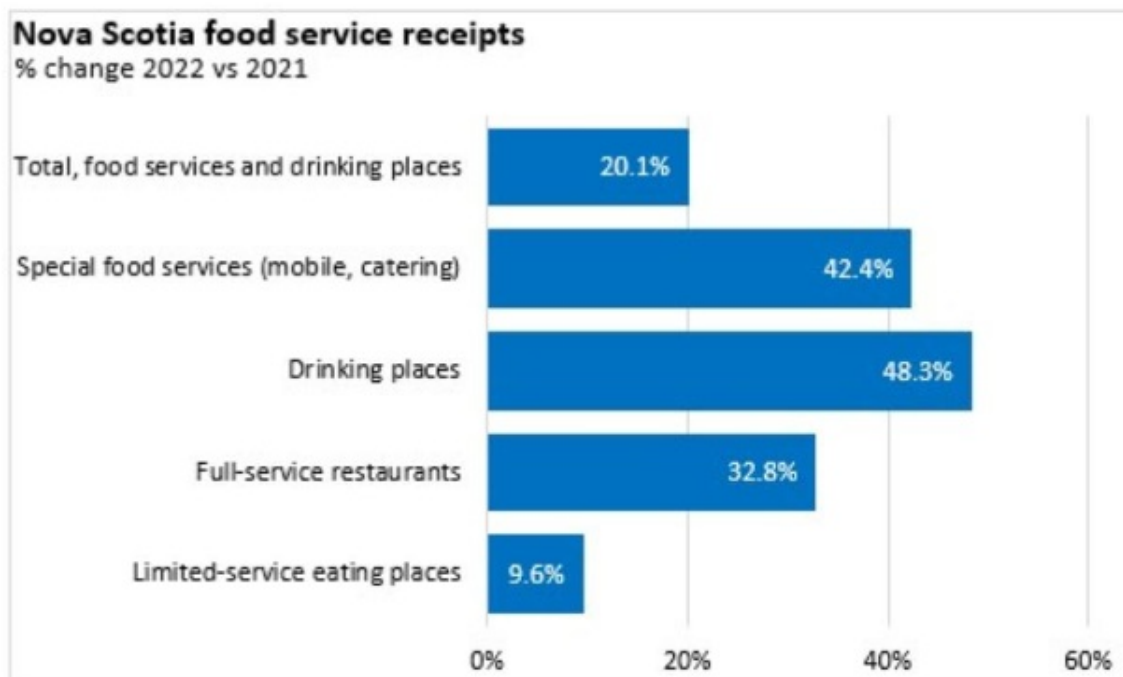
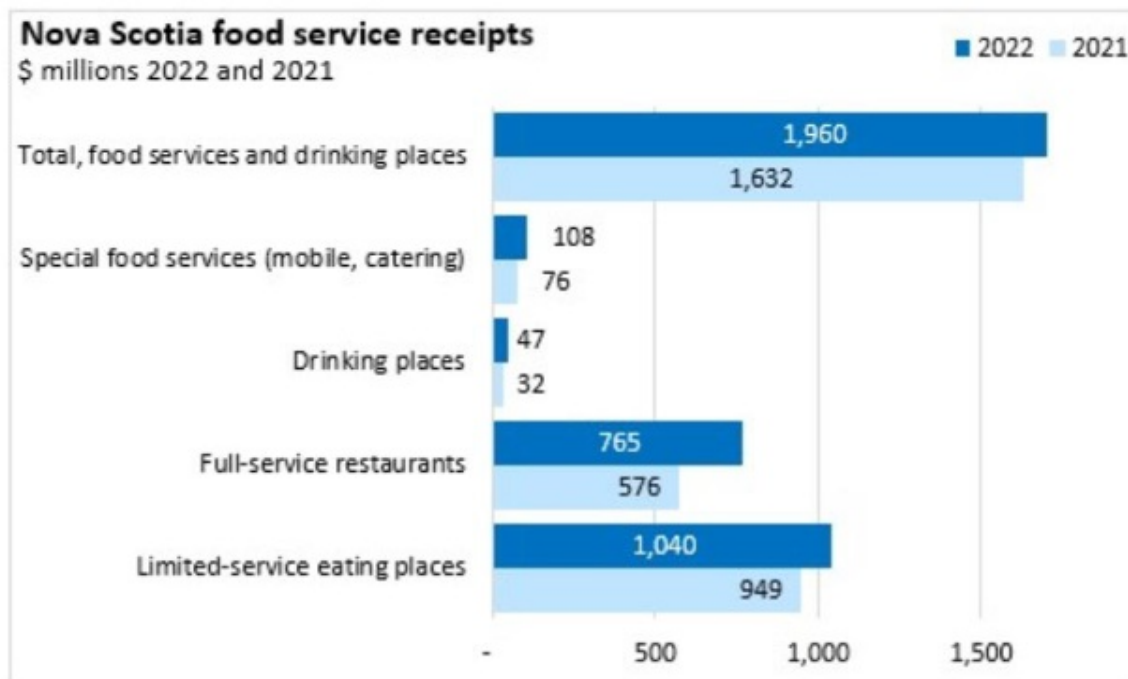
Annual (2022 vs 2021)

Nova Scotia food services and drinking places receipts increased 19.4%. Canada's food services and drinking places receipts increased 26.5%. In 2022, all provinces reported increases in food services and drinking place receipts compared to 2021, with Ontario and Quebec reporting the largest gains and Newfoundland and Labrador reporting the smallest gain.



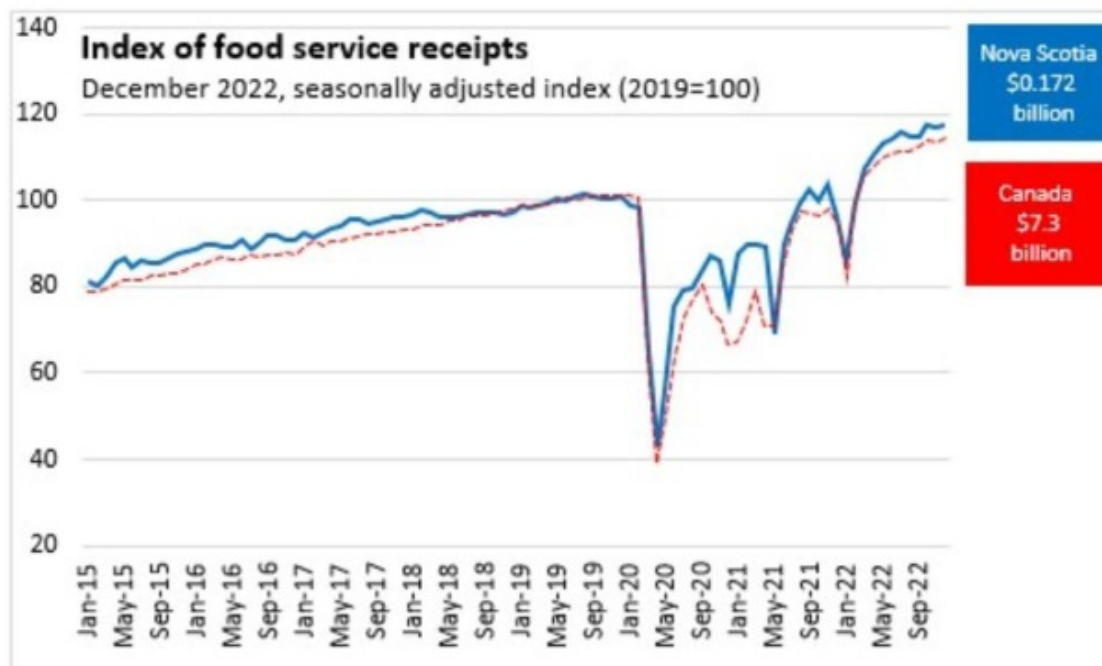
Nova Scotia Food Service Receipts

Nova Scotia's 2022 gains in food service receipts are primarily attributable to the increases in limited service eating places as well as full-service restaurants. In percentage terms, however the gains were faster for drinking places and special food services.

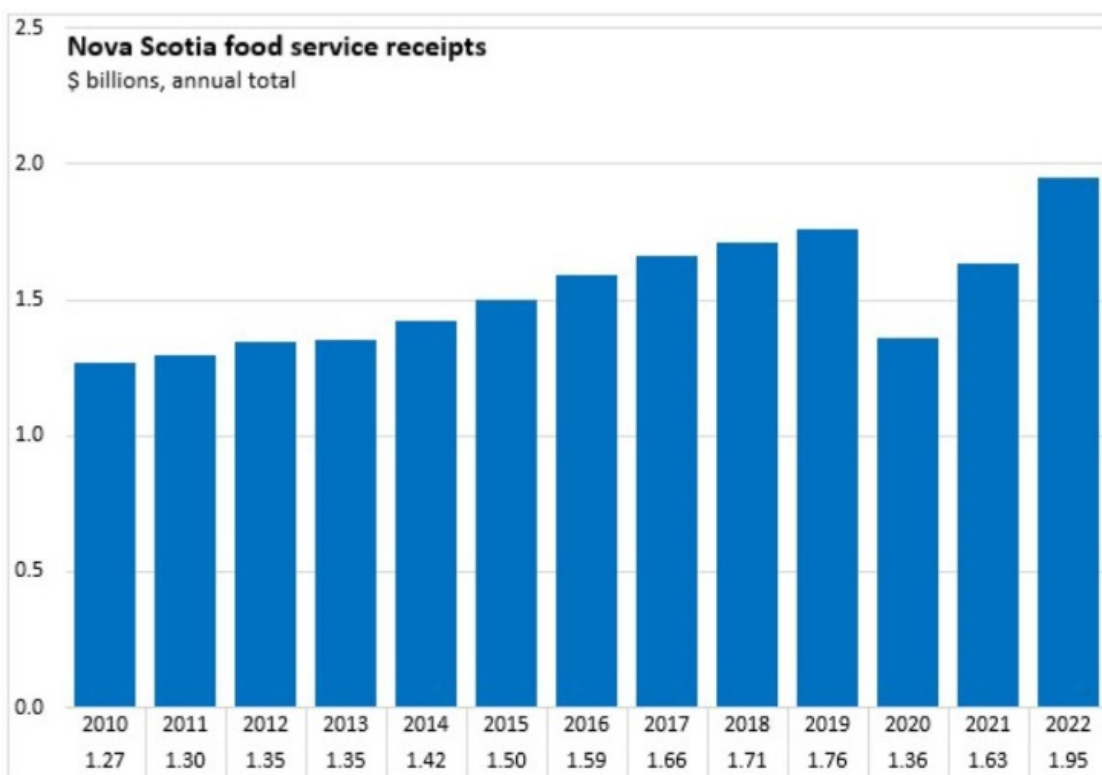


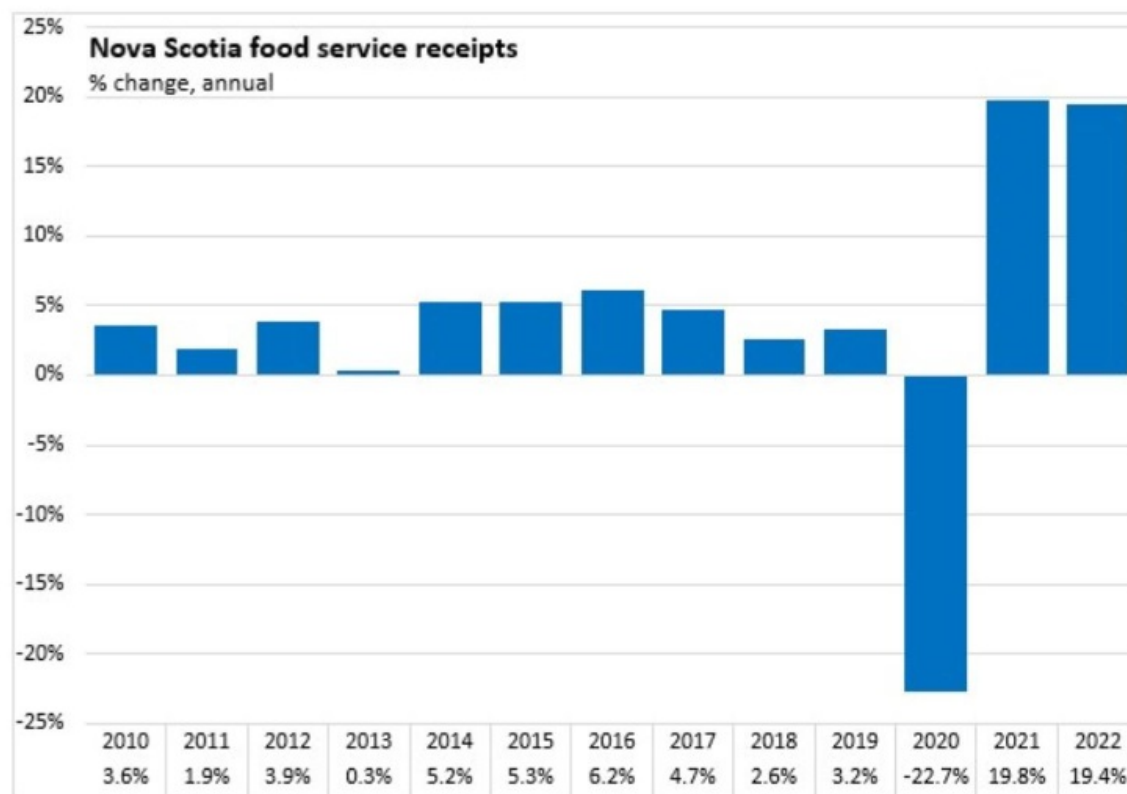
Trends

Food services and drinking places have reported repeated downturns during imposition of COVID restrictions. As these restrictions eased, food service receipts have rebounded, and Nova Scotia has surpassed its pre-pandemic levels.



Nova Scotia food services and drinking places receipts gradually increased from 2010 to 2019 while declined in 2020. Food services and drinking places receipts rebounded in 2021 and continued strong growth in 2022. In 2022, food services and drinking places receipts increased 19.4% to \$1.95 billion.





SUPPORTS & RESOURCES

CEBA Repayment and Forgiveness Information for Borrowers

All applicants that meet **CEBA eligibility criteria** will have the following repayment terms:

Interest:

- 0% per annum interest until December 31, 2023
- 5% per annum interest starting on January 1, 2024; interest payment frequency to be determined by your financial institution

Repayments & Maturity:

- No principal repayment required before December 31, 2023
- If loan remains outstanding after December 31, 2023, only interest payments required until full principal is due on December 31, 2025

Debt Forgiveness:

- If the outstanding principal, other than the amount of potential debt forgiveness, is repaid by December 31, 2023, the remaining principal amount will be forgiven, provided that no default under the loan has occurred

What are the Terms of Forgiveness?

If you borrowed \$40,000 or less:

Repaying the outstanding balance of the loan (other than the amount available to be forgiven) on or before December 31, 2023 will result in loan forgiveness of 25 percent (up to \$10,000).

If you borrowed more than \$40,000 and up to \$60,000:

If you received a \$40,000 loan and subsequently received the \$20,000 expansion, the terms of your forgiveness have changed and are described here.

Repaying the outstanding balance of the loan (other than the amount available to be forgiven) on or before December 31, 2023 will result in a single tranche of loan forgiveness up to \$20,000 based on a blended rate:

- 25 percent on the first \$40,000; plus

- 50 percent on amounts above \$40,000 and up to \$60,000.

For more information, visit [Canada Emergency Business Account \(CEBA\) \(ceba-cuec.ca\)](https://ceba-cuec.ca)

CREW STEAM Apprentice Program

SKILLED TALENT EMPLOYMENT ADVANTAGE METHOD (STEAM) is a Federal government-sponsored program led by CCRW (Canadian Council on Rehabilitation and Work) aimed to break down barriers for motivated individuals to become apprentices or further themselves toward a **Red Seal Trade**.

Employer Benefits:

- access to certified-track apprentices
- access to potential wage subsidies (Approval on a case by case basis)
- cost assistance with educational materials and culinary supplies
- barrier removal support services to allow your staff to succeed. OR support with accommodation implementation
- promotion for your business across all CCRW channels

Apprentice Benefits:

- Support for basic equipment and supplies
- Barrier removal services that are tailored to each apprentice.

could include:

- personalized barrier removal plans
- transportation costs
- tuition supports.
- study aids
- exam fees
- muscular support equipment

Find the application [here](#)!

DigiPort

Delivered in partnership between Tourism Nova Scotia and Digital Nova Scotia, DigiPort is an online hub where you can connect with qualified digital service providers for one-on-one support and access to articles, videos, tip sheets, webinars and more to help you be more visible online, reach more potential customers, and close the sale.

DigiPort is available to tourism businesses and organizations that are based in or regularly conduct business in Nova Scotia. There is no cost to register for DigiPort.

You can register for a login at: <https://nsdigiport.ca/>

PRODUCTS & SERVICES

SilverChef

SilverChef provides flexible equipment finance for hospitality businesses. Where other financiers moved away from hospitality during COVID, we're still here championing your success. We've been behind you since 1986, proudly investing more than \$1bn into the hospitality industry - and counting. We're also a proud certified B Corp; a new kind of business that balances purpose with profit, changing the world for the better.

Click below to start your application today!

Preserve your cash flow
with Rent-Try-Buy.
Get approved for up to
\$50,000 in funding
in less than 5 minutes.



Apply now

WELCOME

A warm RANS welcome to our new
restaurant members!!



Welcoming SilverChef to the RANS Family!

We are pleased to welcome SilverChef as a new supplier member to RANS. They are here to support your team and your entrepreneurial dreams! See the **Products and Services** section of our newsletter for more detail, or take a look [here](#).

Welcome Atlantic Bar Solutions!

Atlantic Bar Solutions is the leading innovator in liquor control management for

restaurants and bars. They offer products with technology that connects seamlessly to your POS, printer equipment, and internet, leads staff through easy-to-read recipes, and tracks all liquor poured in your establishment. This allows you to get better profit margins on every pour, making your bar more profitable. Click [here](#) for more information.

Atlantic Bar SOLUTIONS

Atlantic Bar solutions is pleased to offer a 15% discount to RANS members!

Join RANS!

If you are not already a member of RANS, contact natasha@rans.ca for all the great benefits the association has to offer. We are here to help!

Check out our [website](#) for more information!



Join RANS

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](#) - contact us for your member code today!
- Print and design [KKP](#)
- Financial services [Stream Financial](#)
- Business & general insurance [Gateway](#)
- Home & auto insurance [MyGroup](#)
- Group benefits: health/medical [Gallagher Benefit Services](#)
- Glassware [Jymline Glassware Ltd](#)
- Advertising discount [SaltWire Network](#)
- Point of sales systems [Pineapple Bytes](#)
- Pest and wildlife control [Orkin](#)
- Expertise in IT solutions [Codoholics Consulting Inc.](#)
- Commercial kitchen cleaning [Crystal Clean](#)

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 or 902-429-5343 ext 1.

Additional Member Benefits

Park'N Fly

RANS members are entitled to an exclusive discount through [Park n'Fly!](#) This offer extends to **owners, managers and restaurant employees!** Contact us today to receive your information package, and **exclusive discount code** for your restaurant.

OUR SPONSORS

RANS Sponsors



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.

We are excited to see them!

