



SUMMARY FROM APRIL 29th BARRHAVEN BUSINESS VIDEO CONFERENCE

Dear BBIA Members,

Thank you to all businesses who joined us for our Week 5 call on Wednesday. I have compiled the following summary in response to the questions and concerns raised during our discussion. We hope you will all join us **next** week. Please use the following link to participate:

BBIA Open Video Call for Businesses- Week 6

Time: May 6, 2020 10:00 AM

Join Zoom Meeting:

<https://us02web.zoom.us/j/81472828139>

Meeting ID: 814 7282 8139

One tap mobile

+13017158592,,81472828139# US (Germantown)

+13126266799,,81472828139# US (Chicago)

Find your local number: <https://us02web.zoom.us/u/kyY81n4Tq>

SUMMARY OF RESOURCES AND INFORMATION FROM WEEK 5 DISCUSSION TOPICS

1. OCECRA- Rent Abatement Update

Last week, the Prime Minister and Premier announced rent support program for small businesses that will apply to April (retroactive), May and June **gross rent** (base rent with other costs associated like property taxes, utilities, etc). While the program offerings are good, there have been some issues flagged by tenants.

Here are some issues that have been raised by local stakeholder groups;

- Could the program offer tiered-support to those who are working hard to stay afloat, making just over 30% of their usual revenue, but not enough to pay all of the bills? Those falling into the 30-50% are also not eligible for the 75% wage subsidy and many are now questioning why they don't just close and apply for the assistance programs.
- Some businesses are not on the non-essential list but closed because of lack of employees, customers, etc. Do they still qualify?
- Some tenants are worried that their landlord will opt out as they won't want to pay the 25% and forego profit. We are monitoring this activity with our fellow business stakeholder groups.
- OCOBIA is drafting a letter, in collaboration with its local business stakeholder partners, recommending an immediate 6-month moratorium on evictions on all commercial leases for any tenant who was in good standing on March 13, 2020. Alternatively, or in conjunction, they are asking that the applicant of the program instead be the tenant. Tenants would apply for the funding and offer the landlord 75% of their gross rent (if meeting the eligibility requirement).

2. Ontario/Quebec border

As Quebec opens up, will the border be opening up more to allow Quebec residents to cross into Ontario? Ottawa has not policed vehicles coming into Ottawa from Quebec to date. It is not certain if this will continue since the Province is reopening schools and businesses in a week and may experience an increase in new cases.

3. Provincial Re-opening Strategy

The 1st phase of the provinces reopening strategy will most likely not look much different than things are now, focusing on physical distancing, curbside pick-up and deliveries. Businesses should be putting into place how they will deal with a possible 2nd or 3rd closing if we have another spike in COVID cases.



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4. PPE Bulk Purchasing

- The Province announced today that it has developed a series of sector/industry guidelines and requirements that will be in place for when businesses reopen to the public.
- BBIA has asked Ottawa Public Health to consider a bulk purchasing program for PPE for local businesses (as most will need some). They are very hard to source and many companies have prioritized selling to government and hospitals only.

5. Food services industry webinar by Ipsos

The Path Forward: The New Foodservice Landscape

This week, I participated in this webinar, presented by Ipsos, with a special focus on the foodservice sector. *The Path Forward* webinar discussed post COVID business recovery strategies and provided some recent industry data;

- There was a 47% decline in sales in March 2020 at a loss of \$2.6 billion. This is an average of all take-out and table-service restaurants (would be higher for table-service). They are anticipating a 60% decrease for April 2020.
- There has been a 39% decrease in traffic (439 million fewer people) for March 2020
- In 2019, consumer confidence was already down due to an increase of debt amongst patrons and food costs steadily increasing
- Proposing 3 different models for 2020;
 - “L” curve – they estimate sales will be down until the Fall (44% contraction in sales)
 - “U” curve – sales will pick up in the summer and be on a continual, gradual increase (26% contraction in 2020 sales)
 - “W” curve (most-likely) – sales will pick up slowly in June but consumers will be very cautious with possibly minor slowdowns due to spikes in COVID cases (37% contraction in 2020 sales)

The webinar was recorded and can be viewed on demand by clicking here: <https://www.ipsos.com/en-ca/knowledge/consumer-shopper/Foodservice-Landscape>

Remember, you are not alone: we can all work together to get through this. Please contact us at any time, with any question, concern or idea. If you would like to be put in touch with your business neighbours during this time of social distancing, we can connect you. Please, reach out. Take good care!

Sincerely,

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