



Restaurants
Canada

The voice of foodservice | La voix des services alimentaires

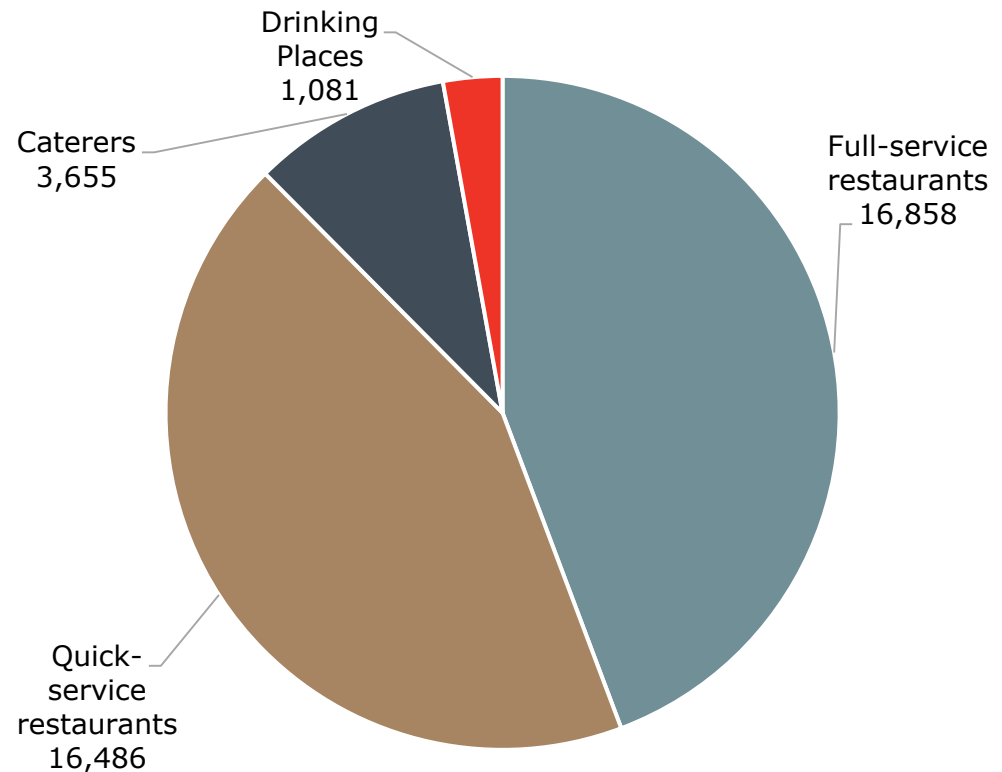
TABIA Member Presentation

April 27, 2021

Ontario's Restaurant Industry Before COVID-19

- \$38 billion in sales
(Commercial + non-commercial)
- Every dollar spent at a restaurant generates an additional \$1.85 of spending in the rest of the economy
- 38,079 establishments

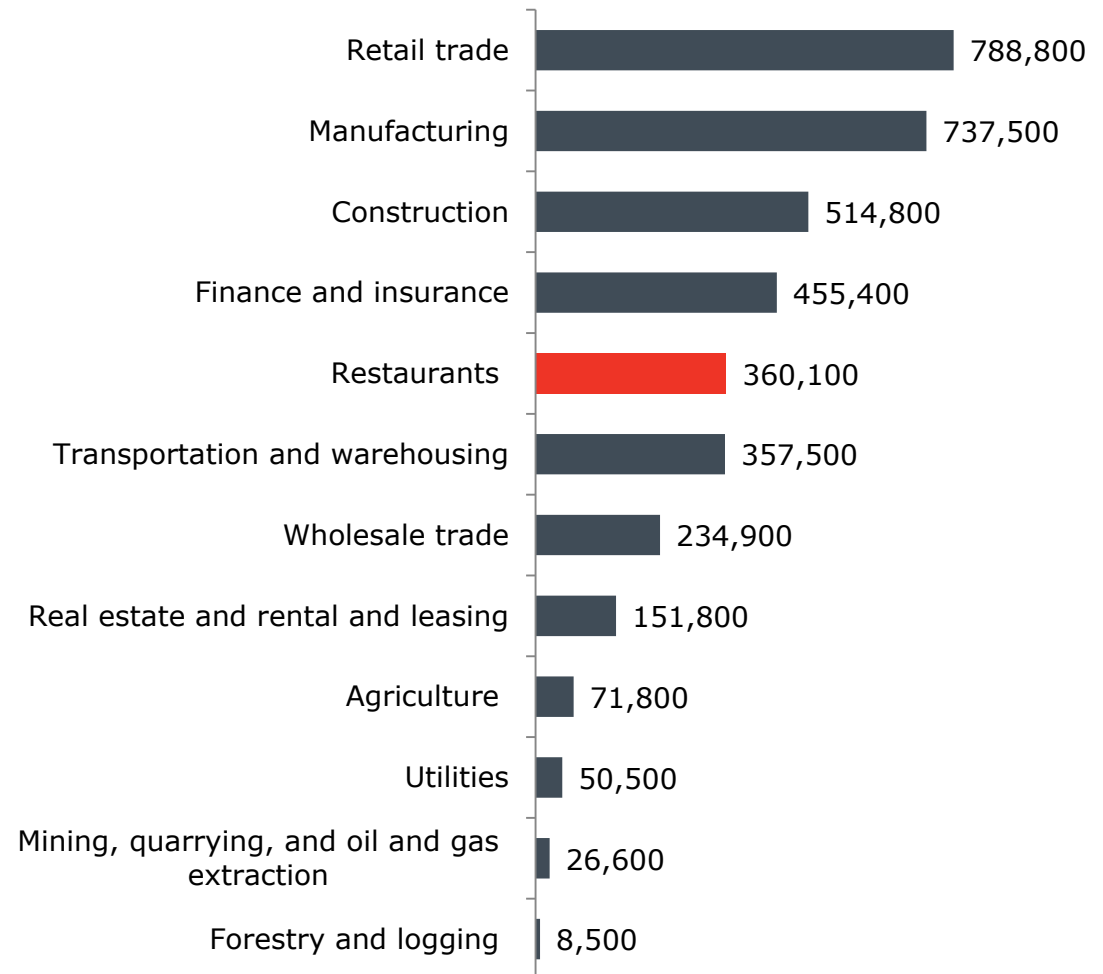
Number of Commercial Foodservice Establishments



Foodservice Employment - Ontario 2020

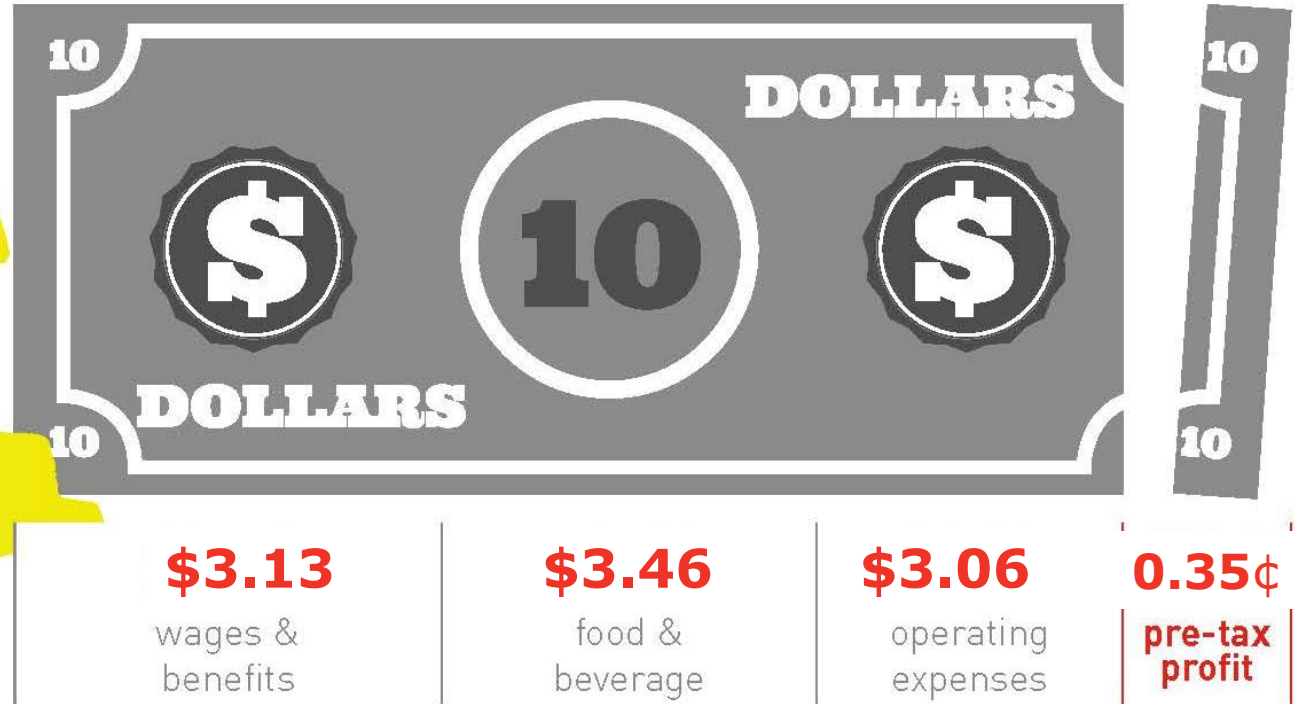
- 360,100 direct jobs
- 5.1% of the province's workforce
- 151,600 youth jobs

2020 Private Sector Employment by Industry Ontario



Profit Margins

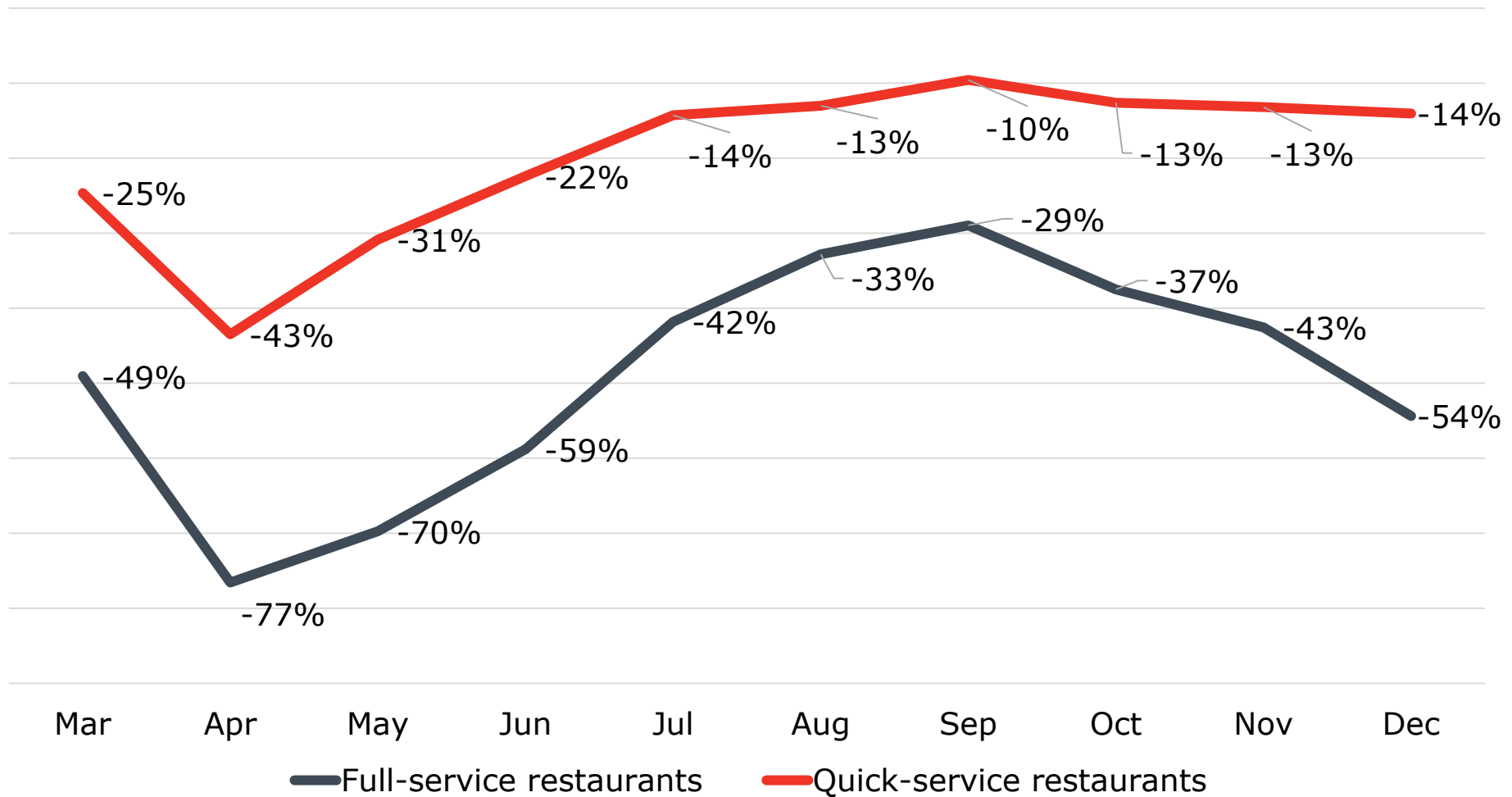
When you spend \$10 at a restaurant, here's where it goes



The average Ontario restaurant has a pretax profit of just \$28,104

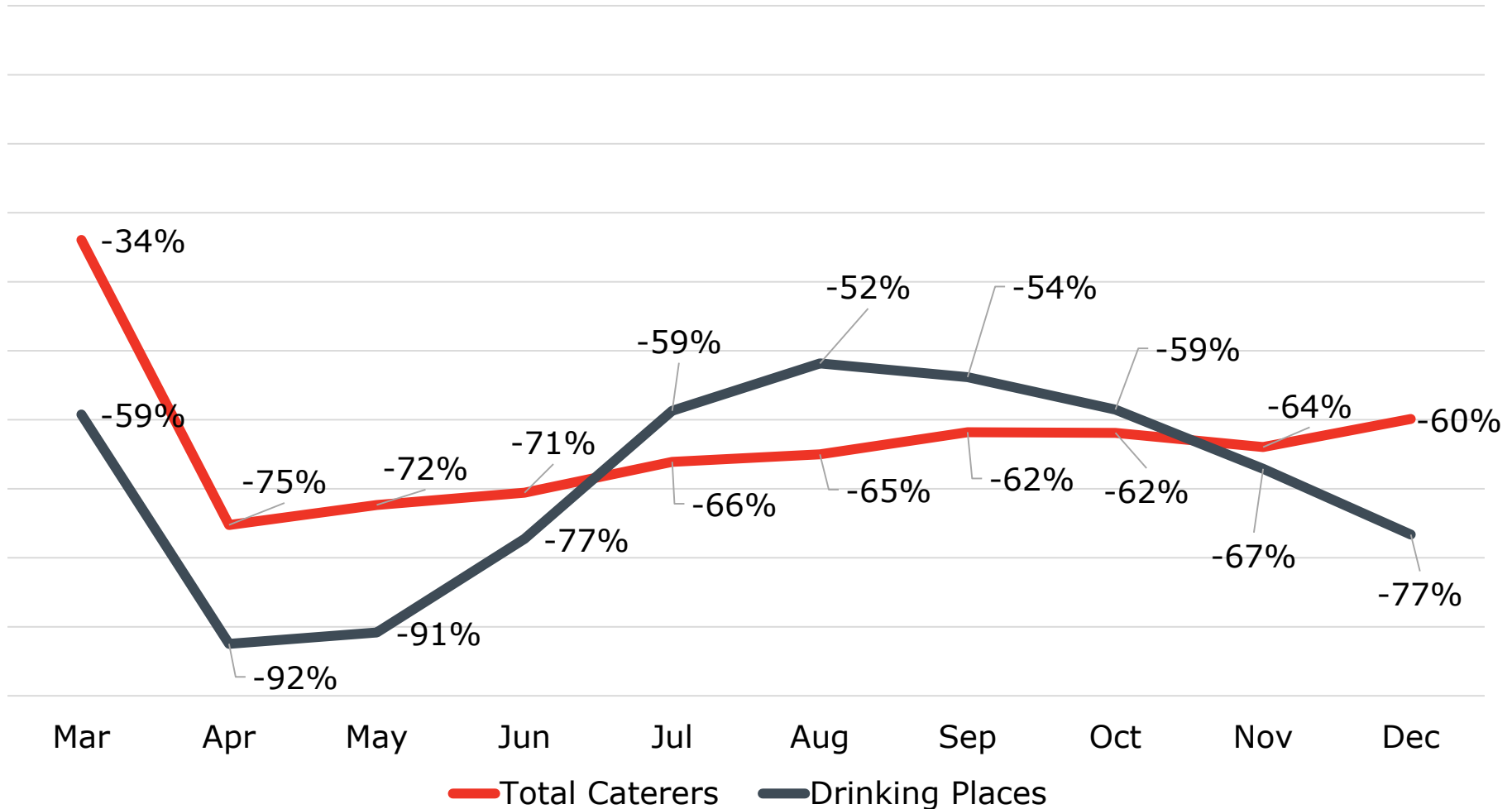
2020 Commercial Foodservice Sales Ontario

(year-over-year change)

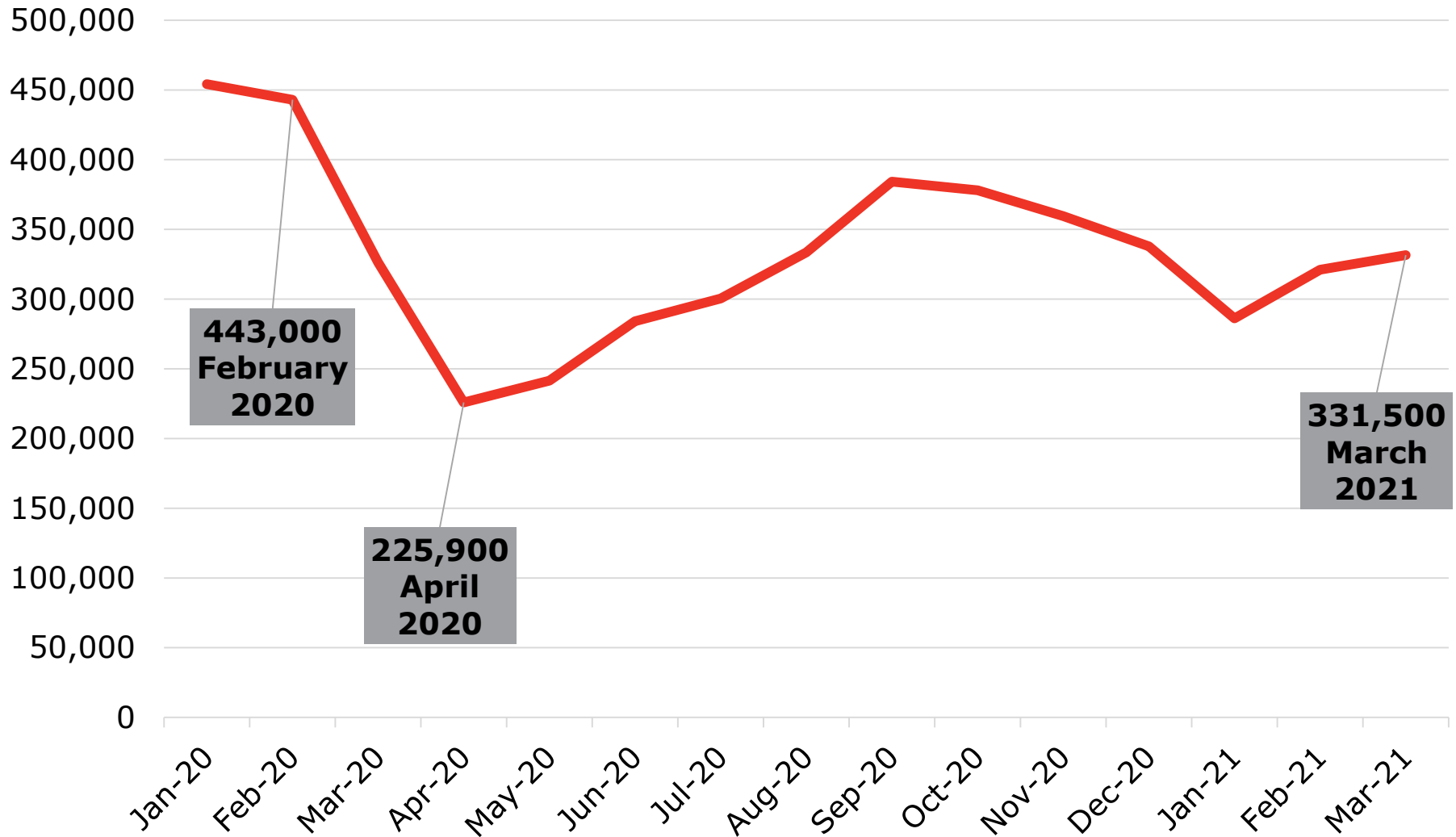


Commercial Foodservice Sales Ontario

(year-over-year change)

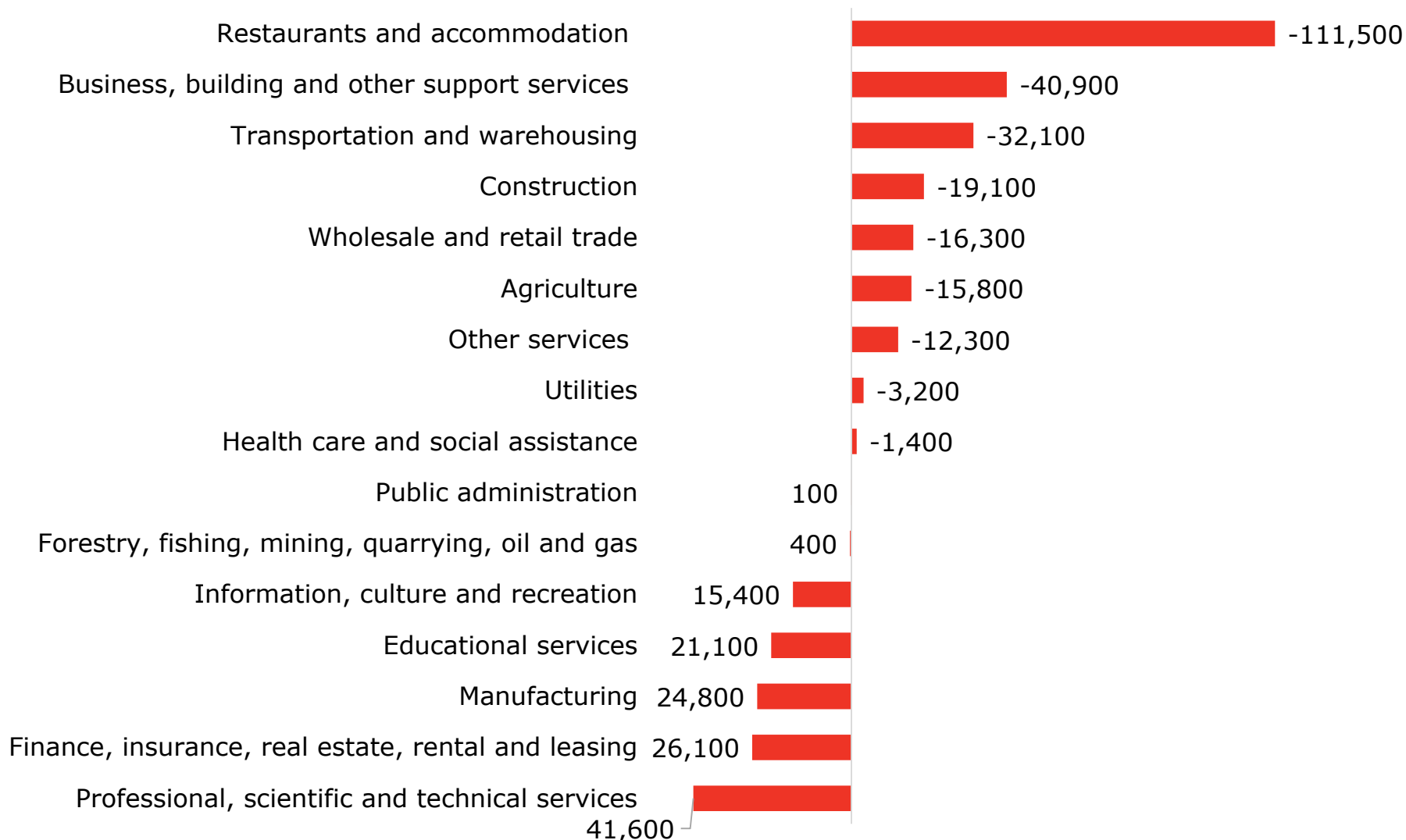


Foodservice & Accommodation Employment Ontario



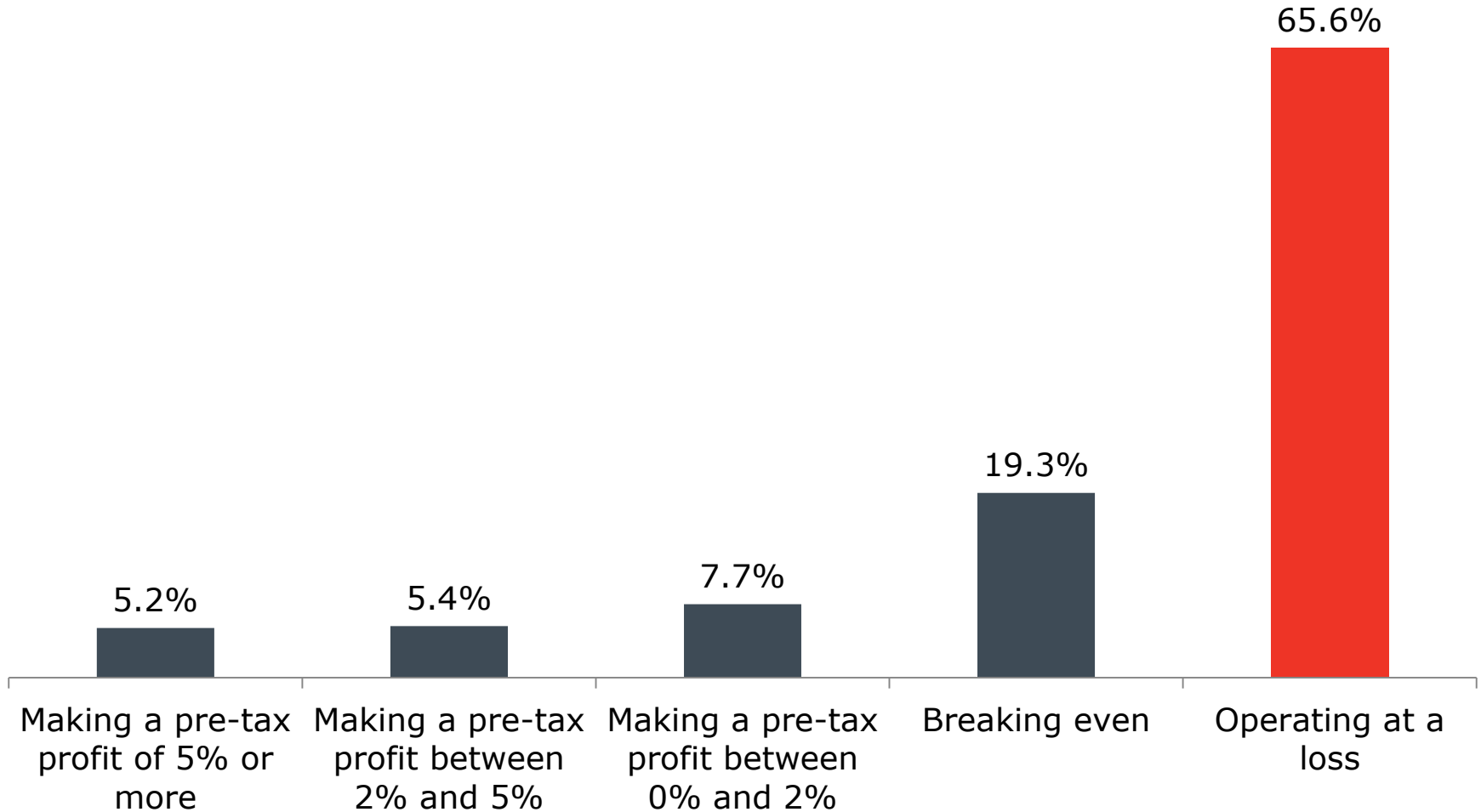
Job Loss Gap in Ontario

March 2021 employment compared to February 2020



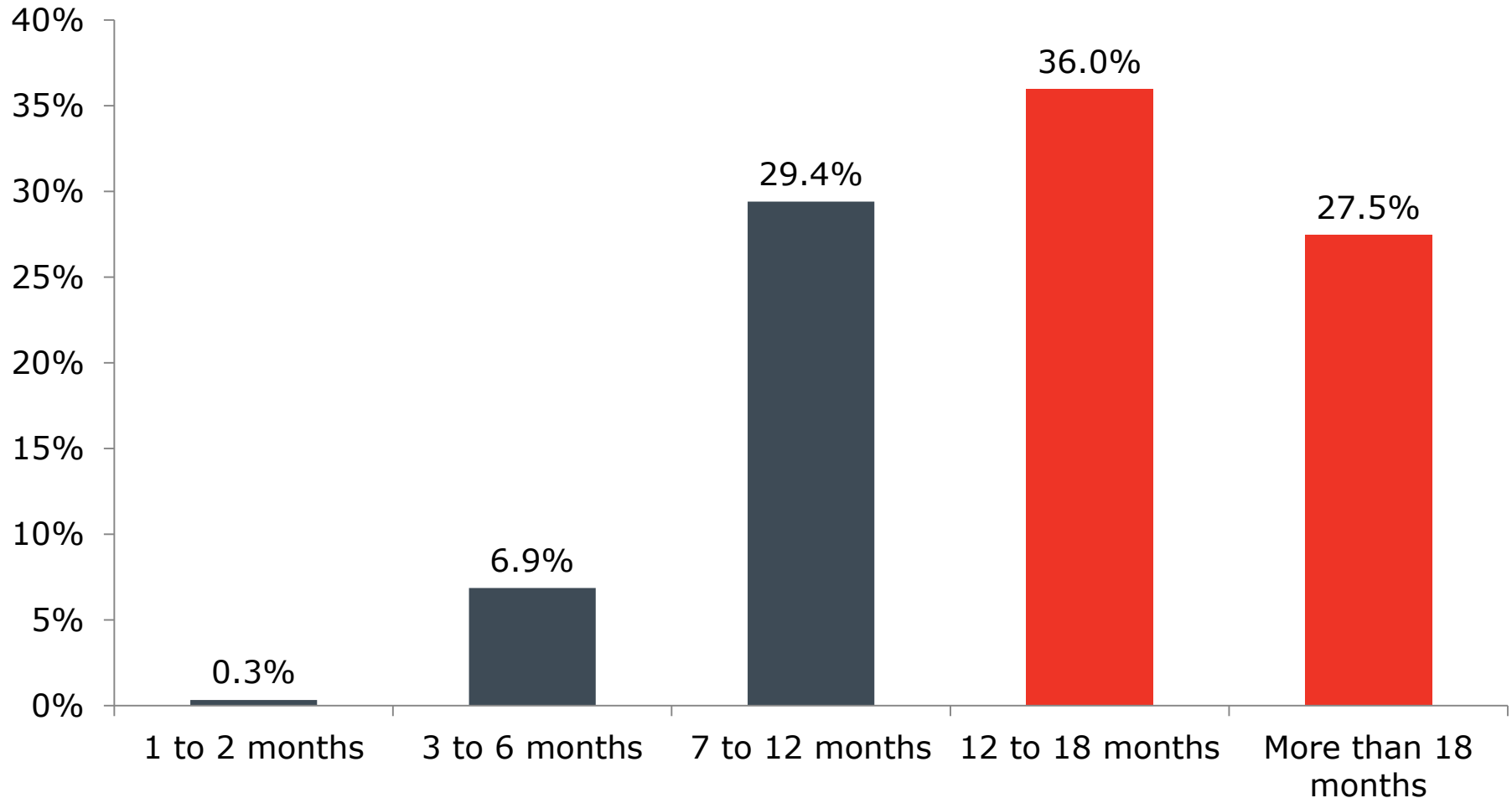
Which best describes the current profitability of your overall operations?

(Canada)



How many months do you expect it will take for your business to return to profitability? (for those operating at a loss)

(Canada)



Our Top Government Requests

- Implement a made-in-Ontario recovery fund targeted to restaurants, similar to the US Rescue Plan Act.
- Implement additional tranches of the Ontario Small Business Support Grant and extend it to all restaurants, regardless of size.
- Wholesale price or rebate program for licensees.
- Derive an exit resolution for the many employees not able to be re-employed within the next two years due to the length of time expected for business demand to come back. (ESA layoff provisions)

Essential Workers Vaccination

As a direct result of Restaurants Canada lobbying, restaurant workers have been added to Ontario's *Phase 2 Prioritization for COVID-19 Vaccination* policy in the "Second Group of Essential Workers Who Cannot Work from Home" category.

Phase 2, Group 2 is scheduled to start in June, but with vaccine supplies ramping up it is expected that the timeline will shorten.

Implementation will require workers to make an attestation of their status as an essential worker who cannot work from home and provide one of the following:

- Workplace ID/ badge
- Pay stub
- Letter of employment/ letter from employer

The vaccinations are being overseen by the regional Public Health Units (PHU), so the timelines will vary by region. Check your local PHU website for details.

Raise Your Voice!

Have your voice heard at all levels of government, get timely updates on foodservice industry issues, and take your business to the next level.



Stay informed on updates, policy changes and industry issues that impact your operations.

Save big with group buying programs, exclusive discounts and more.



Access in-depth research and toolkits to advance the full potential of your business.

Network and learn at industry conferences, webinars and other events to learn, connect and grow.



BECOME A MEMBER

www.restaurantscanada.org/members/join-now
or call 1-800-387-5649

Complimentary First-year Membership for single-unit independent operators

Over the past thirteen months of this pandemic, our team at Restaurants Canada has been at the table and vigorously engaged with all levels of government from coast to coast to raise our industry's voice.

In order to provide you with the resources, information and tools that you need to navigate, recover and reopen, Restaurants Canada is pleased to offer you a one-year complimentary membership.*

It is easy to register at ...

<https://info.restaurantscanada.org/rc-new-member>

Our Member Services team will have your new membership activated within 24 to 48 hours

**Applies to single-unit independent foodservice operators for a first-year new membership with Restaurants Canada.*



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A top-down view of three hands holding coffee cups in a toast. The top hand holds a white cup with a latte art design. The bottom-left hand holds a dark cup with ice and coffee. The bottom-right hand holds a white cup with a latte art design. The background is a blurred coffee shop setting.

Thank You